Montreux Disk Prize to British Decca's 'Electra'

By MIKE HENNESSEY

MONTREUX, France—The British Decca recording of Richard Strauss' "Electra," starring Birgit Nilsson and conducted by Georg Solti, won the gold trophy in the Montreux International Record Awards, inaugurated here Sept. 10 during the 23rd Montreux Music Festival.

Winner of the silver award was Leonard Bernstein's CBS recording of "Mahler's Ninth Symphony" with the New York Philharmonic Orchestra and the bronze award went to John Ogdon's EMI recording of Busoni's "Piano Concerto" with the Royal Philharmonic under Daniel Revenaux.

Floh steak, the form in the form of plaques bearing replicas of the Castle of Chillon, where the presentation ceremony was held, were presented by Peter Ustinov to producer John Molder on behalf of British Decca, to Ernest Fleischman of CBS London.

Vending Firms Scramble to Gobble Up Jukebox Routes

By BRUCE WEBER

LOS ANGELES—Large, public-owned operating firms are scrambling to acquire music routes. In the latest competition to buy jukebox firms, Automatic Retailers of America, Inc. (ARA) has purchased six Southern California companies and is "looking at 10 other companies," according to ARA spokesmen. "There are more acquisitions in the talking-negotiation stage," said Clyde Love, Nickahob Sales and Kings County Amusement, ARA's initial acquisitions. "We're trying to keep pace with Soverntron and other vending companies already in the music field." Music and games firms now under the ARA corporate umbrella here include Nickahob Sales Co., Visalia; Kings County Amusement Co., Hanford; ABC Music Service, Fresno; Automatic Music Service, Fresno; Madera Music Co., Madera, and Peterson Music Co., San Diego. (Continued on page 53)

Pocketdisc's Distrib Set

By PAUL ACKERMAN

SEATTLE — The distribution pattern for the debut of the Pocketdisc here Sunday (22) has been set, with four types of outlets being used. These are 1) traditional record shops; 2) rack outlets; 3) route vending outlets which have high teen-age traffic, and 4) vending-machine locations where the dealer services his own equipment. The drive is being backed by a $50,000 promotion drive encompassing radio, newspapers, point of sale material and mailing.

The radio drive is a natura- tion campaign, including 100 spot announcements per week on both KJZ and KOL, for the first three weeks, and 50 spot announcements over the remaining 12 weeks of the introductory campaign. Also set for one-half (Continued on page 74)
PETER KASTNER IS THE UGLIEST GIRL IN TOWN!

But he's got a beauty of a new Colgems single.
"I JUST CAN'T GET OVER YOU"
c/w "TIME OUT" #66-1029
See Peter in the new comedy series "The Ugliest Girl in Town" on ABC-TV, premiering this month. Hear him sing "I Just Can't Get Over You" on the episode of October 3rd.

Produced by Carole Bayer and George Fischoff

COLGEMS®
Manufactured and Distributed by RCA
Decca Tunes in to TV Land—Ties With Banana Splits

NEW YORK — Decca Records is stepping into the TV sweepstakes through a tie-up with NBC, which is launching a live-action contemporary singing and instrumental group who appear in the NBC-TV “Banana Splits Adventure Hour.” The moves are expected to boost Decca’s NBC-TV under sponsorship of the Kellogg Co.

The deal was arranged by William Hanna and Joseph Bar- ber, of Hanna-Barbera Productions, creators of the series, and Bill Gallagher, MCA vice-president and general manager.

The show premiered on NBC-TV Sept. 9, and Decca is releasing a “Banana Splits” record which will include an estimated six-to-ten-agers, is also under way.

Decca will be tying in with Hammer Distribution, a distribution firm for this NBC show, and for future programming.

Gallagher is counting on the “live” value of the Banana Splits album to break the group into the record business in costume. There are actually 12 Banana Splits, with at least two “live” appearances. Gallagher explained that there are four Banana Splits: one male and one female, four who are actors and four who are singers. The steadiness of the Splits show will not be kept under wraps and hidden behind the masks.

The show’s music will be handled by David Mook in coordination with Aaron Schmider Music and Eddie Simon, who will coordinate all material as ad representative for Decca. A number of writers have been inducted, and the music will be aimed at all areas of the current top market.

Another facet of the series’ concept is the ability to carry over into spots that will fit into Decca’s promotion push.

The series will be sold internationally through CBS and the disk will be marketed overseas, accordingly.

The first single by the Banana Splits is planned for mid-October.

NEW YORK — Atlantic Rec- ords’ Summer LP Sales Pro- gram, which started June 14 at its semimannual sales convention, wound up this week with a sales rack-up that topped the $10 mil- lion mark.

The program encompassed 34 albums released by Atlantic in June, including LPs on the Atlantic, Atco and Pommeo labels. According to Len Sachs, At- lantic’s album sales and merchandising chief, the success of the program was due to the support of the label’s distributors, retailers and promotion men. He also credited the many re- tailers and rack jobbers who took full advantage of the pro- motional and sales tools available, for the success of the program.

Well over half of the albums released by Atlantic in June landed on the best-selling charts. Two LPs, “Here’s Atlantic — Peace — The Rascals’ Greatest Hits” on Atlantic, and “Roller Skates for a Million” by Andrae Franklin’s June release. “Tonight We Sing” and “A Night at the Bravos” are the top-selling albums through- out the country during July and August. Other albums that con- tributed to the company’s big sales don’t include the Vanilla Fudge, the Iron Butterfly, Eddie Harris, the Bee Gees, the co-Stanley, the Drifters, the Pecket, King Curtis, the New York Rock and Roll Ensemble, David Fricke, the Artists, the Little Cars, the Bees, the Manhattan Turners, Joe Tex and such albums as “Super Hits Vol. II” and “History of Rhythm & Blues, Vols. V and VI.”

Since the June releases, At- lantic-Atco has issued a number of top-selling LPs, including Julie Driscoll, Brian Auger and the Trinity, Art Adams, Claude & Christ- ine Carter and the Nazar on the SGC label.

Atl. Parley Racks Up $10 Million In Billings; 34 Albums Are Shown

NEW YORK — The new CBS Records was launched at a meeting in Tokyo for 600 Japanese dealers in August. In the first six months, CBS International, claimed that it was the first time a U. S. record company has sold more than half of its total sales to the Japanese market in such depth.

At present CBS has 84,000 copies of all releases in Tokyo and Osaka.

Cameo OK for Counter Trade

WASHINGTON — The Sur- nagency of the U. S. Department of Commerce has announced last week that it has decided to suspend the proceeding in connection of the Cameo-Parkway Records, Inc., a counter trade of releasing a RCA-owned record. The decision is based on the petition of the Cameo-trading company, pending a hearing on the question of the de-listing of the stock, the SEC.

The petition stresses the lack of the board followed issuance of a public release by Cameo, and a program agreement in connection with the scheduled meet- ing of the SEC, for Monday (16). The meeting was called to vote on the proposed suspension of the public offering and liabilities of Allen Klein & Co. Inc. in return for 797,000 shares of Cameo common. The SEC has cautioned in- vestors, holders and potential investors to consider carefully the facts re- lated to the proxy statement and the Cameo releases. In connection with future transactions in Cameo’s stock, it must be noted that the shares are shares of one and the same company. The Commission says its inves- tigative trade in Cameo shares is continuing.

NEW YORK — A reduction of 14,000 copies on the introduction of nominating by craft, and the election of More Nazar as president. The presi- dent highlighted the annual trustees meeting of the Record Academy (NARAS) held Sept. 7-8 at New York’s Berkshire Hotel.

Nazar, who succeeds Pete King in the top NARAS spot, was elected unanimously along with seven other—Angles as first vice-president, Johnny Pate of Chicago as sec- ond vice-president, and Nashville’s Buddy Killen as secretary. Lou Busch was re-elected na- tional treasurer.

Acceptance Speech

In his acceptance speech, Nazar, after paying his re- spect to King for “the wonder- ful qualities you brought to the post and the way you made the post a part of the organization and proud to be his head, I believe we have our mission right now. It’s a giant step forward at this meeting and that the future will show that the actions we have taken are correct.”

In response to the reduc- tion of the total number of Craft nominees from 45 to 41, a new craft nominations procedure which will be aimed at two-panels of special panels composed of NARAS members within crafts is announced. It is also limit nominating to such craft members who are authorized members’ signatures on both nomi- nating and final ballots, and a proposed broadening of the Academy’s educational and scholarship programs on na- tional as well as local levels, with special emphasis placed on the education and recogni- tion of cultural needs beyond (Continued on page 124)

CBS/Sony Launched New Talent at Meeting in Tokyo

NEW YORK — The CBS Records was launched at a meeting in Tokyo for 600 Japanese dealers in August. CBS International, claimed that it was the first time a U. S. record company has sold more than 60 per cent of the Japanese market record which spends about $100 million a year. CBS said that 60 per cent of that to start with.

“In partnership with Sony we can bring our ideas of promo- ting and selling to the Japa- nese market quickly,” Previously CBS had a distribution deal with Nippon-Columbia in Japan.

Mann Sets Up Co. in Move Into Production, Mgt. Fields

NEW YORK — Herbie Mann is expanding into the fields of production and management with his newly formed firm, Five Faces of Music Productions, Inc. The firm, which will be run by Mann and John Gibbs, will be responsible for production, management and publishing of the new venture with the option to buy into the company for $1.2 million. Mann and Gibbs have taken over the business of the old Marcus’ management company, the Marcus Co., and the Mann LP’s. The Mann firm will have set up a new a new company called Hi Music (ASCAP) and Ropada Music (BMI).

Crowell Collier Into Music Orbit & Acquires Schirmer

NEW YORK — G. Schirmer, Inc., the 107-year old music publishing and printing house, is being acquired by Crowell Collier and Macmillan, Inc., CCM, for 75 per cent of the 4,467 Schirmer shares outstanding, has arrange- ments to pay the current price of $1 per share, and has offered to buy any or all of the remain- ing shares at the price of $1,955 per share. Assuming all shares are purchased, the total price would be $8,753,000.

By MIKE GROSS

THE STREETS OF NEW YORK — Decca Records has given Famous Music its first copy- right, “Help Yourself.” Tom Jones’ current hit on Parrot, Famous has first refusal rights in the U. S. on all Ricordi’s copyrights.

Burke hopes to begin landing masters in territories where EMI has quite a bit of Capitol first refusal. In the meantime, the company’s operation in London for Don’s music interests, he has his head on a number of new masters, two of which have been refused by EMI and are under study and one which has not yet been considered.

The strategy, as Burke sees it, is that Weinger is establishing contacts with Atlantic in England, first time that Weinger has had a resi- dent man in England.

Burke hopes to establish ties with Barclay for Saxy representa- tion in France and Spain. Dot is busy in France by EMI, by Hispavox in Spain. Several of the new arrangements and the soundtrack album for the first time with the release of the Paramount film, “What’s New, Pussycat” which is being scored by Booker T. and the MG’s.

(Continued on page 12)

Dot Eyes Seaway for Handling More Lines

LOS ANGELES — The oper- ators of Cleveland, Dot’s company-owned independent distributor, is being studied for its ability to take over the label which the Seaway management will become more in- volved in handling competing lines.

Seaway represents the Atlantic- Atco label and has, in addition to others, is the city’s sec- ond biggest independent house along house Main Line.

Several of Dot’s other com- panies and distributors do not have handled other lines, but according to label president Arthur Ransin, “It is possible that they will handle the Dot line plus the other lines, but the company is handling other lines makes it sense.” In Burke’s own head, he’s not sure Seaway, the executive admits, does four times the volume on non- Dot product.

Burke has just returned from a meeting with executives in Europe, where he has begun establishing “two-way streets” overseas publishing and record companies.

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(Continued on page 12)


**Liberty Buys M.S. And Musical Isle**

NEW YORK — The trend of manufacturers to acquire rack-jobbing and distributing operations to ensure total control of key markets continued last week. Latest development is the acquisition by Liberty Records of M.S. Distributing and Musical Isle, big Midwest distributor and rack operation. The move followed shortly after Liberty consummated its purchase of Roberts Distributors in St. Louis (exclusively reported last week in Billboard). Transamerican, Liberty's parent company, has thus solidified its distribution strength greatly in a brief period of time.

Another important recent acquisition was London Records' purchase of Jimmy Martin's Chicago-based independent label, Martin, a pioneer independent distributor, stated that London will retain its original staff, with the exception of manager Ron Bernstein, who has joined the Handleman company. Martin also has a large interest in Miller Automatic Sales of Louisville, which handles vending machines. A purchase of this company is close to being completed, Martin said.

Martin added that he would engage in business ventures with Chicago deejay Howard Miller. One and one-half years ago ABC Records purchased New Deal in New York, Consolidated Distributors in Seattle and Billing's Salt Lake City. This was followed by Capitol Records' purchase of Mercer Enterprises of Long Island. Another manufacturer-distributor merger was announced last week by Hel- ichter Brothers of Milwaukee and a Pickett operation about six months ago.

**Executive Turntable**

Maurice Hoffman has been appointed distributor, Epic Sales and Distribution. He will be responsible for directing all activities related to sales and distribution of Epic, Okeh and Crossroad labels. Hoffman joined Columbia Records in 1958 as a representative and sales service. He has also served as a regional sales manager and national sales manager within the sales department. Most recently, Hoffman was director of Epic, Okeh and Crossroads sales and promotion.

Martin L. Weiss has been appointed to the newly created post of director of special markets at Decca Records. Weiss will be based at Decca's New York offices and will report to Marty Salikin, the company's managing director. Weiss prime functions will consist of the development and expansion of the company's merchandising and Brunnswick products, the premium incentive, gift and awards areas. For the past eight years, Weiss served as director of operations for Columbia's Special Products Division. Prior to this, he was advertising and sales promotion manager for Everest Records, following a previous three-year stint with Columbia's advertising and sales promotion department. Assisting Weiss in the new department will be Don Hobens, who has been appointed manager of operations, Decca Special Products.

**'Elettra' Takes Award**

**Continued from page 1**

present to receive the award.

At the same time, the 1968 Koussevitzky International Recording Award was presented to Mexican composer Carlos Chavez. CBS recording of his own six symphonies with the orchestra will be released in Mexico City. Chavez received this award from the conductor's widow, Madame Olga Koussevitzky, who traveled from France to make the presentation.

**Czech Praised**

Commenting on the inaugu- ral awards, Galetti said he was particularly pleased that all the distinguished composers were able to be present for the ceremony, particularly Ivan Vojtech of Czechoslovakia, who had spent 48 hours getting to Montreux by a very devious route. It was his wish, he said, to go to Czechoslovakia in the case of each award, the selected recor- dings to be used as an excellent tool in the education of musicians.

After the ceremony, Peter Asdly told Billboard "I think this is going to prove an excellent award. I think it is entirely independent of the record in- dustry and thus free from in- dustry influences. The jury is extremely competent and pro- fessional, and the panel is one that a music lover could not help but want to be able to attend at the Montreux record awards.

Czechs said that he was happy to be a partner in the growth of the English country music scene . . .

**Music Buildup By Metromedia Is Under Way**

NEW YORK—The Metromedia broadcasting company, which heads the direction of Tommy Valando, is bolstering its operations in New York. Metromedia was formed nine years ago as a group of commercial radio and television operations. Now, Valando is moving to bolster the company's expanding operations. Metromedia is acquiring local television stations in New York, Chicago, Los Angeles and San Francisco.

Valando told Billboard in a recent interview that the company is looking at a number of opportunities in the West Coast television market. "We're looking at a number of opportunities in the West Coast television market," he said. "We're looking at a number of opportunities in the West Coast television market." Valando added that the company is also looking at opportunities in the East Coast television market.

**Dayton Ruled No Bootlegger**

NEW YORK—The Dayton Racketeering Case has been barred of charges that it sold boot legged or counterfeit records by Judge Joseph Silver in Crim- inal Court. Dayton, which con- sists of two retail outlets, is involved in a Fensterman case.

The New York District At- torney has charged Fernan- der in October 1967, with ver- sions of four of the genus Fen- sterman's song, that he has been prohibited from selling bootlegged or counterfeited records. Fensterman also has been prohibited from selling bootlegged or counterfeited records.

**Branch on Coast Opened by Globe**

LOS ANGELES — Globe, with headquarters in New York, has opened up Globe Sales and Marketing offices in 60 West Avenue, and is already in production. According to pres- ident Lee Halpern, Howard Rosell has been named manager of the West Coast branch, and has sold several new performers including Edward Holod, producer in New York, will take over the sales duties at Globe Al- bums West.

Globe Albums, which started out as a small mail-order dis- tributing plant in the Bronx before moving to Los Angeles, is one of the giant jack-up shop- pers with coast-to-coast service.

(Continued on page 8)

**September 21, 1968, Billboard**
There's more here than meets the eye.

RAY CONNIFF
And The Singers
Turn Around Look At Me

MRS. ROBINSON
MacARTHUR PARK
THIS GUY'S IN LOVE WITH YOU
ANGEL OF THE MORNING
DO YOU KNOW THE WAY TO SAN JOSE
CAN'T TAKE MY EYES OFF YOU
PEOPLE
THE GOOD, THE BAD AND THE UGLY
IT WAS A VERY GOOD YEAR
MOON RIVER
TURN AROUND LOOK AT ME

There's the Conniff sound.
The Ray Conniff Singers play their voices as though they were instruments...more like subtly fluted woodwinds than singing. A blending of sounds that is distinctively Ray Conniff.

There are today's biggest hits.

The distinctive combination that's in "Honey," "It Must Be Him," in all of the albums with the great Conniff treatment. Beautiful
On Columbia Records.

*Available in 4-track and 8-track stereo tape cartridges / Available in 4-track reel-to-reel stereo tape
Music Congress Unit Sounds Off On Cuts, Composers & Concerts

BY FRED KIRBY

NEW YORK — Recordings are more important to contemporary composers than live performances. This was one of several threads that were brought up at the Technology panel of the International Music Conference "Music in Our Com- munication" program at the Barbican in London last week.

Electronic music and amplification, manuscripts and recordings will take on a length at the session, which was chaired by Goddard Lieberson, president of Columbia Records/EMI Group, Roger Hall, RCA Red Seal a&r manager, detailed developments in recording tech- nique.

He envisioned the next major development being the use of sight as well as sound, explaining: "Sight is an important part of sound as the ear." Hall also stressed that recordings should not be defined by how they sound in a concert hall. "The tools of record- ing are far more important in themselves."

American critic Martin Mayer noted that it was more difficult to make sense of the many LP recordings if they were not cut by major artists. He pointed out that such an approach might get major artists to put in serious energy to learn and be in- temporary scores.

He emphasized the value of recordings for the income and reputation of composers, whereas the concert halls could not always make a comfortable living from the sale of sheet music.

Mayer also feared that the tendency to record electronic music would be cheaper to produce and did not impose limitations on the music. It could be a great economic pressure to push a music on electronic devices, and it could be mounted or we will have living "noises."

Hans Sitten of Vienna's Intern- tional Music Conference cau- tioned against letting music be often spoiled by conductors who used incorrect tempos, to- day. He said that these conductors were recording engineers who used improper sound equipment.

He warned that the technician was becoming more important than the composer. Before he asked, "Why must our music be so noisy? Why must it be so loud?" Sitten included pop music in his attack.

John McClure, aB director for Columbia Masterworks, spoke in "defense of noise," saying, "Music is sound that you like. Noise is sound that you don't like." He recalled that music of composers, such as Verdi, was formerly considered noise, but was now accepted. McClure said that the overuse of sound was proper material for the composer.

KIRBY

LOS ANGELES—Bob Krasnow has formed Blue Thumb, a record label, to operate in the specialty market. The former Kama Sutra executive will record ethnic material of experimental music and foreign language recordings.

Krasnow's first LP product re- lease, planned for Saturday (21), encompasses a package of pol- lute satire featuring禅 and KRLA news- man Lou Irwin, both of whom are featured on type of new broadcast (June 15, Billboard).

Follow-up product will include an album of Japanese music, the music used in the Lagana (Calc! art festi- val's "living portraits" show/ and the Indo Jazz Double Quin- tet which blends the classics with jazz.

In addition to the political satire LP, Krasnow is also re- leasing in his debut program titles by Capt. Beefheart and His Magic Band, who formerly recorded for Buddah, and an LP of W. C. Fields comments taken from a number of his Paramount Pictures Rand Blue Thumb will deal exclu- sively with independent produc- tures that held the interest on repeated listening.

McClure countered that he was often so annoyed by the ac- tions and inattention of the au- dience at concerts he was unable to hear the music properly. He said he generally preferred to listen to music on recording.

Roger Hall, noting, "There is no more provocative musician than Glenn Gould," explained that recordings were "artificial" and provided a "totally different aural experience" from live per- formances. "They should be to- be continued on page 74"

Krasnow Plans Blue Thumb

To Operate in Specialty Market

Billboard

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Notes: All prices are in US dollars. One year, $20; in Canada, $25. An additional rate in the US and foreign countries except Latin America and Scandinavia.) Bands in other foreign countries on request.

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And NOW...

ARETHA FRANKLIN

"I SAY A LITTLE PRAYER"

Atlantic 2546
BM Pact Extended— Pushes Up Rate

NEW YORK—The present Broadcast Music, Inc. (BMI) radio contract, which expires Sept. 30, has been extended to Nov. 30, pending additional meetings to negotiate BMI’s request for a higher rate.

In a letter to all radio stations, Elliott M. Sanger, chairman of the All-Industry Radio Music License Committee, wrote, in part, “Sometime ago, BMI notified us that it desired an increase in rates, effective Oct. 1. Since then, we have been in discussion concerning the terms of a new license with BMI representatives, but to date no understanding has been reached.

“In order to enable the discussions to continue without having to meet the Sept. 30 deadline, BMI has agreed to offer stations a two-month extension of existing BMI licenses, without change in terms; i.e., to Nov. 30. The committee recommends that you accept this offer. You must, however, decide whether to accept or reject our recommendation.”

4 Firms Open on W. Coast

LOS ANGELES—West Coast record company representation has been increased by the opening of four companies: Pazz Records, Silvercloud, Capitol Records and O’Reitt, a record production and publishing company.

Pazz is run by Paul Gayton, a former Chicago producer, who now lives in Face A. Sutphin. His first two releases spotlight WW Sues Turtles

LOS ANGELES — White Whistle and Cosmic Record are being sued by Lee Lassef have filed suit against their top act, the Turtles, in an attempt to halt any Turtles’ move away from the label. Lassef has also filed a suit against Bob Barlow of the court for a clarification of the terms of their contract.

THE SOFT SHOE SOUND.... BOONE SILLS PICKMICH...and under $2

Welcome to RENO’S PONDEROSA!

ROOMS...W/ GIGANTIC TV, BATHS, DINNER, DANCING, DRINKS.

DON'T MISS THE BEST 30TH ANNIVERSARY MARKET!

PONDEROSA!

ONE STOP RECORD SERVICE

ONE-STOP RECORD SERVICE

Complete line of Spirituals, R & B and Catalog Merchandise.

Write to be placed on our national mailing list.

We ship C.O.D. in the U.S. Check must accompany order from all international accounts.

Barney’s One-Stop

3234 Roosevelt, Chicago, Ill. 60634

PHONE: (312) 443-1308

SEPTEMBER 21, 1968, BILLBOARD

Buddah Bowling ‘Disk Theater’ Merchandiser

NEW YORK — Buddah Records, with a motion picture production company, Citrus Enterprises Inc., has started an audio-visual experiment to merchandize singles.

Five stores in the metropolitan area will offer a single occupying less than three feet of store space, on which three color film loops of Buddah singles will be shown. The films include a 12-second “Song Fight” and can be played continuously.

“We call them record theaters and we think they can be an audio-visual breakthrough in selling records,” said Neil Bogart, Buddah’s general manager.

“arerot designed to build traffic and create customer excitement.”

Stores involved in the project are: White’s, Sayville, L., and Massepequa, N. Y.; Stern’s, 42d St., New York and Paramus, N. J., and Billy Blake’s, Port Jefferson, N. Y.

After a short week trial period, (Continued on page 68)
STRETCH OUT WITH

THE

JON & ROBIN

ELASTIC EVENT

COMPATIBLE STEREO-MONO

OUR NEW ALBUM RELEASE ON

A PRODUCT OF
ABNAK MUSIC ENTERPRISES, INC.

FOR BOOKINGS CONTACT:
BANNERS MANAGEMENT AND SERVICES, INC.
825 OAKLIE / HI-2-6111
DALLAS, TEXAS 75201
-CALL COLLECT-

REIGN LICENSEES CONTACT: PUBLISHER'S LICENSING CORPORATION, 40 W. 55th STREET, NEW YORK 10019. (212) 581-7370
CHICAGO — Dunwich Productions and MG Productions have merged to form Dunwich Productions Ltd. The agreement was reached by Bill Traut, Dunwich president, and Jim Golden and Bob Monaco, partners in MG Productions. Golden was president of USA Records.

In addition to Traut, Golden and Monaco, the firm, at 25 East Chestnut Street, will have the services of music director Eddie Higgins, associate producer Stan Blacker and Bob Schiff, and arrangers Bob Reeser in Chicago and Shorty Rogers on the West Coast.

Mendes Hits Gold

LOS ANGELES — "Look Around!" by Sergio Mendes and Brasil '66 has been certified as an RIAA gold album. The LP award is the second for the A&M group, which debuts in Las Vegas at Caesars Palace Thursday (26) with Jose Feliciano.

The group will make its European debut early next year, and under the supervision of Ed Cleland, Traut and his staff have produced the American Breed, the Shadows of Knight, the Muds, the Will-O-Bits, the New Colony Six and H.P. Lovecraft. Golden and Monaco were instrumental in establishing the Shammy Cane, the Buckingham, the Flock, Michael and the Messengers, the Rivieras and the Trolls.

Myers Forms Aart

LOS ANGELES—Aart Records has been formed by Kenny Myers, former general manager of A & M, a Dot subsidiary. Myers plans working with independent producers and is talent-scouting.

His office is at 1717 North Highland, Hollywood.

Net Show for Minnie Pearl

INDEPENDENCE, Kan.—Minnie Pearl, pioneer comedienne in the country field, will star in her own CBS-TV network situation-comedy album series this year. The show, "Minnie Pearl's Boarding House," will be produced by 20th Century-Fox.

Minnie Pearl's Boarding House Naturally, will be produced in Nashville and many of the major names in country music will be used "staying" at the boarding house from time to time, leading into music sequences. The series is being written by Jack Elson and Norman Paul. Humor will be on top of the comedy.

An announcement of the new TV show for Miss Pearl comes on the heels of one of her most successful years in show business.

Her manager, Jim Haley, said this week, that he turned down more than $75,000 worth of TV offers. But "Pearl" would not go to August alone. Sept. 16 marked the anniversary of Haley's first year as manager of Minnie Pearl; he also handles such names as Hank Thompson, Roy Clark, Tex Williams, Sue Thompson, Wanda Jackson and Mary Taylor.

"Minnie Pearl has always been a big name," Haley said, "but her career has really accelerated in the last 12 months. She's on TV on 40 times in that period and this has boosted the demand for her on the live appearance circuit."

FEL Forms Contemporary Label

LOS ANGELES—To release contemporary product, FEL Records, State University of New York, has formed Flair Records. Some initial points for the series record for Flair and the new label will build its own artist roster with emphasis on folk and non-rock acts.

Initial album product on Flair is "Rolling Oldtown," by Bill Wray. "Rolling Oldtown" includes "Minnie Pearl's Ball," and "Roll 'em Mass," by the Excep-

GRT Hits Peak

SUNNYVALE, Calif.—Sales of $7,560,942 in fiscal 1968, ended June 30, have been reported by General Recorded Tape Corp. President Alan J. Bayley, were $401,924, a new high in the firm's history. Earnings were $1.17 per share. Last year, GRT's net sales were $1,867,056 with earnings of $88,053.

Shamley Launched By Uni; 1st Disk Out

NEW YORK — Uni Records is bowing a new label—Shamley Records. The first release is "On a Dark & Stormy Night," by Boze Harken and the label will mount its promotional campaign to establish the artist and the label, including TV films of the song, produced by Universal, which will be distributed to bandstand TV stations.

The record was produced by Roy Rifkin's Gordian Production. Hal Thomas was the ad producer. Rifkin also heads Spring Records, distributed by Uni, and has marketed such acts as Joe Simon, Little Jimmy Dickens, the McCloys, and the Strangeloves.
Camden Records
America's Greatest Entertainment Value!

New for September

Camden Best Sellers

Available on RCA Stereophonic Tape
Room at the Top in Jazz Suite

LOS ANGELES—Jazz Suite, a private club designed to promote jazz by offering jobs to musicians showcased before entertainment industry members, is near its 2,000-member limit. The club opened Aug. 19 with a nucleus consisting primarily of music industry principals but swelled from interest by the motion picture and related fields.

Mrs. Betty von Baur, who manages the club with her husband, Gene, says the pair initially began contacting presidents of record clubs with the idea about forming a closed-to-the-public club devoted to jazz. The Baur's were able to sign up 200 founders at $500 each. The club opened in the old Romanoff's restaurant building in Beverly Hills. Members, totaling over 1,667, pay a $500 membership plus a monthly 525 dues to keep the club going and to enjoy jazz in two rooms, the 285-seat Mainstream Room and the smaller Sessions Lounge, designed to book small groups and new and unknown jazz acts.

Gene von Baur, who is partner with Dr. Joseph Noble in the club's management, books the talent, relying on recommendations of the members in many instances. Among these members are Stan Kenton, Ella Fitzgerald, Neal Hefti, Herb Alpert, Jerry Moss, Mike Mantland, Alan Livingston, Harry Belafonte, Peggy Lee, Burt Bacharach, Bobby Darin, Lalo Schifrin, Willard Alexander, Al Bennett, Steve Allen, Lee Bax- ter and Quincy Jones.

The Mainstream Room books main headings such as Oliver Nelson, Don Ellis, Count Basie, G. C. Smith, Gerald Wilson, Count Basie, the Modern Jazz Quartet. There are two shows daily, lunch and at midnight. There is no cover nor minimum in this room although members pay for drinks (as well as dinner, in an adjoining dinner room). The Sessions Lounge plays jazz from 9 until 2 a.m., but the hours will be stretched to 4 a.m. The room books such acts as Red Norvo, Marian McPartland, Erroll Garner, A. M. Bobo. The concept for this room is to be a club to "jam" for the visiting groups.

Scale is paid to all the players. Mrs. Von Baur says the first unknown act to be hired for the Sessions Lounge is Lee Orlando trio from Denver. A committee of founders listens to tapes or dub sound and if any acts it is unfamiliar with before giving the green light for a booking. The film or TV producers may be in one of the rooms, hear a group, and decide to book a group to one of his projects, The exposure is before influential people.

There are 350 members who live in New York. A monthly file keeps a tight roll of upcoming attractions. The club has a 20-year lease on the facilities. The founders' dues and regular membership dues provide for funds for all the monthly dues go for talent salaries. Profts from food and beverage go into a fund which is administered by a founders' group, and goes toward establishing scholarship funds and other means to further jazz and its musicians.

Dorafio Deal On Catalogs

NEW YORK—The Dorafio Music group of catalogs will be handled in most of Europe and the rest of the world, the Ardmore & Beechwood, the music publishing chain with headquarters in London. Seymour Stein of Dorafio completed the deal last week with L. C. Wood of EMI (parent company of Ardmore & Beechwood), and Fred Marks and Phil Greenberg of A & B. The agreement covers five years. Dorafio will be represented by A & B except in the U. S., Canada, Mexico, Central and South America, Japan, Benelux, Finland, Italy and Israel.

ABC to Cut Acts Live at Monterey

NEW YORK—Bob Thiele, & director for ABC's Blues Way Records, will record the label's artists, B. B. King, Jimmy Rushing, Otis Spann and Mel Brown, when they perform at the Monterey Jazz Festival, Sept. 20.

In addition, Thiele will also record saxophonist Tom Scott for ABC's Impulse label, when Scott performs at Monterey.

Dimension Tour

LOS ANGELES—The 5th Dimension, Soul City artists, open a three-month tour in Columbia, Oct. 2.

Other dates include Orlando, Oct. 4; Jacksonville, . Oct. 5; Tampa, Oct. 6; Florida Atlantic University, 7; University of Akron, 11; Notre Dame University, 12; University of Florida, 15; University of Miami, 16; University of Kentucky, 21; University of Georgia, 23; Georgia Tech, 24; Greensboro, 25; Boston, 26; and the Georgia Institute, 28.

LEF'T TO RIGHT are Fred Marks, administrative manager, Ardmore & Beechwood, Ltd.; Len G. Wood, director of Ardmore & Beechwood, Ltd., and parent company, EMI; Seymour Stein, Dorafio Music presi- dent; Phil Greenoep, professional manager, Ardmore & Beechwood, Ltd.

Everest's Gospel Budget Line

Los Angeles—Everest's Gospel Budget Line has created a low-priced archive of Gospel Music series from purchased masters. Eight albums comprise the new release of songs by the Swan Silvertones, Caravana, Staple Singers, Harmonizing Four, Highway C.C.'s, Five Blind Boys of Alabama, Argo Singers and Alex Bradford. The material, says president Bernie Solomon, comes from the catalogs of Pickwick and the defunct Vee Jay Lines. Solomon says he has options on 30 addi-

Dol Eyes Seaway

The Bob Crewe-Charlie Fox score from the Paramount feature, "Barbarella," will be released on the composer's own DynaVoice label, also distributed by Dot. Two singles have been pulled from the score, one by Crewe, the other by a new group, the Glitter House.

In other soundtrack action, Dot has released "The Odd Couple" and "Rosemary's Baby." Future soundtracks plus regular product will be discussed at Dot's first national convention planned for January on the West Coast.

AL MARTINO MAKES THEgooD SOUNDER BETTER ON PICKWICK/33

ADVERTISING DEADLINE—SEPT. 27th

Contact your Billboard "Rep" NOW
Fred Astaire, Petula Clark and Tommy Steele have re-invigorated the most nearly-perfect musical comedy score of all time. FINIAN'S RAINBOW has been filmed... and the sound track will easily become the album delight of the year!
Mendes Power; Feliciano Excites

LOS ANGELES — Sergio Mendes and Brazil ’66 plus Joe Feliciano, have created a power-packed package of rhythmic excitement, which last Monday (9) shook the Greek Thea- ter.

While Mendes was the headliner, blind guitarist-vocalist Fel- cianico scored a resounding tri- umph with his virtuosity on guitar and a soulful singing style. At times the applause from the sellout audience was greater during Felcianico's turn than for the main attraction.

Mendes played two instrumentals ("Sea Is My Soil" and "Favorite Things") before intro- ducing Felcianico, whose nine-number presentation ran al- most 45 minutes. Mendes per- fectly played unamplified six- string guitar, with his manager Sid Gerrie conducting the large string-accented orchestra.

In addition to his hit, "Light My Fire," he offered: "Califor- nia Dreamin,'" and a number of songs not in his RCA diet. But his guitar playing on "Mala- guena" and "Zorba the Greek" really stood out. He took the num- ber from "Bilbao" into a triumph of sound effects, offering hoof beats, Spanish guitar, army soldiers, and machine guns in his interpreta- tion of the battle between the British and Spanish.

Sarah Vaughan Soars to New Heights at Rooftop Nighty

NEW YORK — Sarah Vaughan, delighting at any altitude, topped an evening at the Rooftop Nighty at 3,500, a popular spot, Tuesday (5), like a candle on a mile-high cake. With celestial grace and like a hot, jazz, Miss Vaughan toast- ed the best of both worlds Rock and Roll and the top floor restaurant.

For a filler, an old per- miss Vaughan poured her thick liq- uid putt into "Look of Love," "On a Clear Day I had a Ball" and "A Most Unusual Day." Drown virtuosi- cally weaved his around the sassy, Vaughan dotted her forehead against the spotlight and tooted and fro with the sexy, sapping blues. "For Once in My Life" and "What Now My Love?" knotted her face with feeling, crossing over the crowd in waves of compassion and cold snow. Coy, cool, collected, Miss Vaughan crooned like a canary on a fence, keeping three thousand up impos- sible easy.

Cheering on Miss Vaughan in her opening night of a month- long stand were Las Ar- mond, a smooth, easy Ar- nold and trumpeter Bobby Hackett. - a nest of Gay Nine. Miss Vaughan tied a bow around the evening with a last chorus of "I Had A Ball?" And when the music had died down, the spell of Miss Vaughan's "Misty" and "Trolley Song" lingered on like sweet soul jingles. With record- ings on both opposite and Mer- cury labels, Miss Vaughan has restored the visual excitement of her act lost to New Yorkers for more than three years, though her records have never left.

Kaufman Expanding Into TV Production

NEW YORK—Lennie Kauf- man, who heads a personal man- agement and music publishing company, is expanding into TV production. He is producing a teen-oriented series for syndica- tion this win- ter.

Kaufman also has brought in Tom Jones, who recorded as record num- ber and talent scout for his enterprises, and Paul Prawn as national promotion consultant. Sid Ascher is in public relations advis- er.

The Children of God in Talent Versatility Display

NEW YORK.—The Children of God displayed talent and versatili- ty in their opener at the Electric Circus on Tuesday (10). The A&M Records quintet has four good vocalists, mainly in blues style; plus Chris Sigward, a drummer to be reckoned with in "Love Has Found You," rhythm guitarist Garry Moore took the vocal lead assisted by Eddie Vernon and lead singer Gol- Silva. After alternating vocal and instrumental sections, Ver- non, Silva and bass guitarist Tom Everett left the stage to Sig- ward who maintained an intense pace working two set-ups. As the other four returned, the num- ber switched to "This Is Our Time," with Moore as solo vo- calist. In "Children of God," Silva was the vocal lead, while Everett was up to date with cot- tenary references in his "Love Has Found You." The set included Vernon on harmonica and Silva and Moore using their feedback, Long instru- mental passages and the quartet's ability as a balance for the fine singing.

Anka's Tour to Open on Oct. 11


Other dates include Salis- bury, Oct. 12; Banner Elk, 14; Murfreesboro, 17; Raleigh, 19; Lebanon, 21; and Bub Creek, 22; all in North Carolina. Also Boca Raton, Fla., 24; Tampa, Fla., 25; Tallahassee, Fla., 26; Hatties- burg, Miss., 28; Baton Rouge, La., 30; and Clarksville, Tenn., 31; and Na- tiacoke, La., 31.

November dates include Morrow, Ga., 5; Atlanta, 7; Milton, N.C., 8; and Greenville, N.C., 9.

Thom Bowes will be a rare instance of the "poor recently de- buted a song, let alone an individual flair. One of the seven-member group's arrange- ments costs 40 dollars will be mas- tered this week.

Among their better numbers were "Love Is a Battlefield" and a debut album, "Moments Spent," "The Friendly Lion People," and "She's Fantastic and She's Yours." "Quite Re- spectable Old Lady" with its changing wind of the most- immediate restrictions.

Perhaps the best song, as lead guitarist Peter Brittan and Miss Mendes joined in the lead, this a Gil Fields was steady through- out.

I'M SMILING NOW SINCE "THE SNAKE" NO. 767 BY AL WILSON IS A DEFINITE HIT!

PRODUCED BY JOHNNY RIVERS

co-producer: marc gordon
horns by marty paich
Beverley and Sneakers Score With Big Show

HONOLULU—Beverley and the Sneakers, a Warner Bros.-Seven Arts lounge act big on the Las Vegas-Tahoe circuit, have invaded Honolulu with a big sound and a big repertoire.

And they’re making a big impression in their five-week engagement at the Hong Kong Jukin of the Ilikai Hotel. Here is a combo with much pop, personality and pizzazz the minute they walk on stage. Beverley Brown is six feet tall in heels. Musically, she’s a giant, with a voice that is rich and fluid, reaching for highs and lows with the greatest ease. She is best as a sex symbol, a lark who makes the most out of lyric. Hence, her “What Now, My Love,” “The Impossible Dream,” and “It Must Be Him” are emotive outings.

Her duet with the leader-vocalist-guitarist Sidro Garcia on “You Don’t Have to Say You Love Me” easily highlights the balladry.

Garcia is a splendid guitarist with the knack of making an amplified six-stringer sound like a 12-stringer banjique type. His solos on “Lara’s Theme,” “Exodus,” and “Grazzada” are tingling. What’s more, Garcia’s also a voice-talent, best on the Tom Jones’ “‘Deed I Do,” “Delilah.” He even plucks banjo on “Swanne.” The Sneakers mix Latin with swing, jazz with rock, and fool around with country, too. Beverley’s crop of pops includes a splendid “Sunny,” which shines and soars.

Sal Ricordo’s solo saxophone samplings combine blues with pop, notably on “Ode to Bille Joe.” Bassist Willie Stiterson has a comic tone with “Act Naturally.” Guitarist Al Zepeda, organist Chris Hamilton and drummer Tom Cross always tune in, too, from the upbeat “Cabinet” to the downbeat “Come Back to Sambas.”

Comedy’s also rampant on “The Ballad of Bonnie and Clyde,” “A Midsummer Night’s Dream,” “Glow Lights and Keystone Kops — for a slick effect.

WAYNE HARADA

COAST ‘HAIR’ GETS MOUNTING

LOS ANGELES — Newly formed Kragen-Smotters-Fitz, Inc. will present the West Coast debut of its latest hit, “Seven of the Kaleidoscope,” which will undergo a face-lifting from a rock club to a legitimate theater.

“Hair” will open Nov. 7, according to Ken Kragen, KSFI has rented the Kaleidoscope for one year with a five-year option.

KSFI will spend approximately $35,000 on Kaleidoscope, with 1,200 seats installed.

Chi. Office Opened By Ashley-Famous

NEW YORK — Ashley-Famous Agency has opened an office in Chicago to strengthen its representation of clients throughout the Midwest. Bob Bonis, formerly with GAC in Chicago, is the head of the newly opened office. He will concentrate his efforts on college bookings, and work in the other areas of personnel appearance, including cafes, fairs and promotions.

Philly Chamber Moves; Sets 7 ‘Pops-to-Rock’ Concerts

PHILADELPHIA — The Chamber Symphony of Philadelphia, on the brink of folding after a trip to England, will alter its musical course completely to insure its future for concert work in its region and its 35 regular members.

Switching from the sedate Academy of Music concert hall with its 3,000 seats, the Chamber Symphony moves to the 17,000-seat Philadelphia Spectrum, new sports and entertainment arena.

Braslowski disclosed plans to give a series of seven “pops-to-rock” concerts featuring top stars in those fields. Three of the Spectrum concerts have already been booked—each concert will feature three stars,pearl Bailey, Bobby Potter, and the Ivy League.

Ama Grace and Lionel Hampton will open the Spectrum series in August, while Charlie Byrd, the story’s favorite “pops-to-rock” figure, will come in October. Ella Fitzgerald plus Louis Armstrong have a March date; and Ethel Merman plus another name to be announced will come in December.

Idea of presenting popular music concerts stemmed from the Ella Fitzgerald concert in July at the Temple University Music Festival, at which the Chamber Symphony was the resident orchestra. Reinforced by

Steve Kaye, a Fine Mixer

NEW YORK — Kaye Stevens, VMC Records artist, started her act at the Royal Box, Sept. 5, with “Show Business,” and bowed out with a selection from “Mame.” In between were numbers like “As Long as He Needs Me” and “I Want to Be Happy,” and in between there were some comedy skits cloying sentiment. All of which proves that Miss Stevens knows how to use the art of working nightclub audiences.

Her audience applauded the familiar, listened when she pro-

GROUPS QUIT: GROUPS SHIFT

LOS ANGELES — A break-out of personnel changes among groups in recent weeks has resulted in the Racketeers leaving Ray Charles, Jeremy and the Satins disbanding, and guitarists Lenny Breau and Gary Burton out.

The Ray Charles company owned the Racketeers name, so they replaced the female vocalists, and rearrange the rhythm between Charles and a backup group.

January 21, 1968, Billboard
POLITICS IS A DIRTY BUSINESS. THIS IS A DIRTY RECORD.

**PAT PAULSEN**

ELECT PAT PAULSEN FOR PRESIDENT

"WE CAN'T STAND PAT"
Radio-Television Programming

TV's Signals on New Season Brings Music Again Into Focus

By CLAUDE HALL

NEW YORK—As the new TV season flickers onto the nation's TV screens during the next month, it's quite obvious that music is still one of the major drawing cards and record-producers or broadcasters a chance for exposure as in past seasons.

Last year, the musical special was "in." This year there will probably be a "down" year. However, it's the stable prime-time series that provide possibly the best shot. Here's how those opportunities shape up for the coming season. On Monday night, CBS-TV again has "The Carol Burnett Show," which hits the air again Monday (23) with guest Jim Nabors singing two numbers of "There's a Kind of Hush" and "To Give." This show is produced by Burnett Co., and Bob Banner Associates. On the same night, NBC-TV's very popular "Rowan & Martin's Laugh-In" returned. Peg- neat Markham of "Honeymooners" fame and Gene�, guested on the first show, along with Los Angeles deejay Dick Wittington. Co-producers are George Schlatter, Ed Friendly and producer-director Norman. A "The Red Skelton Show" will continue to showcase a recording artist a show, as in years past, Tuesday nights on CBS- TV. The show bows for the 18th year on network TV Tues-

WGNB Revamping Night Life

MIAMI — WGBS, 50,000-watt, as being stroked back into musical life by consultant Bob Martin. And it looks as if the musical life is going to be very high at night.

Martin is the former general manager of the format, and developer of the classical music-station concept. He has been featuring on their owned-and-operated FM stations, WGBS New York, and in Philadelphia, WGBS Mysy. "The Jackie Glea-

Hip Rock Daily is Bowed: KMYR-FM

DENVER—KMYR FM, 100,000-watt stereo station here owned by Doublehoud, has bowed, according to reports, daily 7 p.m.-6 a.m., reports new program director Ed Mitchell.

This station, which was formerly a WPWW-FM in San Francisco, returned to the airwaves in this format of type, before shifting to a rock and roll program on Los Angeles last November when it was developing a progressive rock format.

Mitchell said he hopes even-

WHN Tests Live Show

NEW YORK — WHN, easy listening station here, will try a pilot live radio show Sept. 30 from 5 to 7 p.m. The pilot goes over, the station will bow a series of live radio specials.

The 45-minute pilot will be called "Patti Page's Private Party" and it will be taped on location at the luxurious New York City Hotel's Royal Box, where Patti Page opens an engagement Sept. 26. It will not be a replica of her act, but instead a different arrangement of her favorite songs as well as her hits.

WMR-FM in Shift

CELINIA, Ohio—WFM is dropping classical music to program easy listening records, reports music director Alan Gross. The station's market of about 175,000, has a simulcast with the shows, as well as being a part of the national syndicated half-hour "Saturday Night Live."" The show has been expanded this season to a full hour.

Saturday night, you'll find "The Lawrence Welk Show" and "The Hollywood Palace" on CBS, followed by "Steve Allen and Gleen-snow Show" on NBC.

Smother's Sullivan: Sullivan is no longer "Sul-

song there is the popular "Ed Sullivan Show," which features a wide variety of guests, including regulars like "The Steve Allen Show," while NBC-TV bowed on Sunday (15) "The Beautiful Family Show," a variety show that will feature regular Norm Crosby and the trio Curtain Calls, and one of the newcomers, Dick Van Dyke will also be performing.

"The Funtimagenes," which is a musical variety series featuring Judy Garland, the Andrews Sisters, and the McGuire Sisters, is expected to attract a large audience.

"The Jackie Gleason Show," which completes its 12th season this year, is expected to continue strong ratings, especially with the addition of new performers like Red Skelton and Ed Sullivan. The show is a favorite among both adults and children.

But in the evening hours, there will be no bold numbers on the music and the station will feature such groups as the Crest, the Beach Boys, and Bo and the Middle Stars. These progressive rock groups are expected to attract a large audience in new listeners, as well as many returning fans.

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Also, the station is expected to feature a number of new performers, including Red Skelton and Ed Sullivan. The show is a favorite among both adults and children.

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Radio-TV programming

programming aids

Programming guidelines from key pacing radio stations, including Best Picks, Best Littlefield Picks, Biggest Happenings, and Biggest Littlefield Happenings.

HOT 100

Bowling Green, Ohio—WAOR
Robert Ladd
Music Director

Denver, Colo. —KWZI
Tom Adams
Program Director

Grand Rapids, Mich.—WGRD
Jay Walker
Air Personality

The Frizbee
Air Personality

Radio—AM

New Quin Ivy Production
RAINBOW ROAD
Bill Brandon
450

COME ON DOWN TO EARTH
Noel Odom
441

SUNSHINE AMONG US
Eternity's Children
439

TOWER'S JUMPIN' ALL OVER THE BOARD

LISTEN TO THE MUSIC
The Second Time
494

LET THERE BE MORE LIGHT
Pink Floyd
440

SHAPE OF THINGS TO COME
Max Frost
419

SUGAR BABY
Rex Galvin
437

Radio—FM

Billboards

3. "Quart, Jerry Small," Kefton & Kert Sing Circus, Rediff.

South Hill, Va.—WJWS
Bob Snowdon
Program Director & DJ

Spantonburg, S. C.—WOCQ
Sam Holman
Music Director

Wichita, Kan.—KEYN
J. Robertt Dark
Music Director

Wilmingon, Del.—WAMS
Bob Holland
Music Director
Peter Yarrow of Peter, Paul and Mary has a single. The most beautiful ballad of young love you have ever heard. From the original soundtrack album of the movie "You Are What You Eat." Presented by Michael Butler and Peter Yarrow. National / Cerberus Production.
HEART RESEARCH IS PAYING OFF

There is good news for U.S. men in their most productive years of life—45 to 64. The overall death rate from cardiovascular diseases for this group is down 7% since 1950 due primarily to:

- A 52% drop in the death rate from hypertension and the heart disease it causes;
- A 24% drop in the death rate from stroke.

Only the heart attack death rate slows this trend; it is up 5% for men in the best years of business life.

Your Heart Association is intensifying its program of research, education and community service in an all-out effort to gain greater control over heart attack and all other forms of cardiovascular disease—the No. 1 U.S. killer. Your contribution is a good investment in your heart and business.

GIVE ... so more will live

HEART FUND
## Rhythm & Blues

### Soul Sauce

**BEST NEW RECORD OF THE WEEK:**

"I'M GLAD YOU'RE BACK"  
GARY (U.S.) BONDS  
(Botanic)

**BY ED OCHS**

**SOUL SLICES:** A special request for Fantastic Johnny C to perform in England at the Martin Luther King Fund show in April 1969 has been made by John Abbey of Blues & Soul magazine. The Royal Family will attend the benefit. In two weeks, blues magician Chuck Berry closes down his 100-acre outdoor amusement park from season to season as the cold sets in Berry will be off for a hot winter's tour of Japan in December... Gary (U.S.) Bonds, of "Quarter to Three" fame, taped the Jewish Rhythm and Blues Concert and will appear on the Peter Martin show and Channel 13's new "Soul" show for October. New on the Botanic label is an LP from John Abbey, Gary plans to move from Norfolk on the strength of his "I'm Glad You're Back" single, penned by him under his real name, Gary Anderson. The new label, Mercury/Enterprises, Atlantic's Caribbean licensee headed by Byron Lee, will present a soul show in Kingston, Jamaica, starring the Drifter, Nash Circus & the Kingspins, and the Sweet Inspirations. King Curtis and his group, received $10,000 and 15 round-trip tickets for his Liverpool show. His next single, "Bud Can't Get No" show gum music machine currently hot r’n’b-wise with the Impressions & the Five Stairsteps, will distribute Hugh Masekela's new 45. Julian King, 14, will be interviewed on the premiere of Channel 13's "Soul" show, Friday (13), along with Petel Kelkexon and the Drells, Barbara Acklin missed the taping when she missed the plane out of Pittsburgh. The show will be aired Sunday (26). A top soul reporter to New York this week: Rockin' "Bubba" McAlley.

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## Best Selling Rhythm & Blues Singles

<table>
<thead>
<tr>
<th>Last Week</th>
<th>Title, Artist, Label, No. &amp; P.</th>
<th>This Week</th>
<th>Title, Artist, Label, No. &amp; P.</th>
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<tbody>
<tr>
<td>#1</td>
<td>&quot;You're All I Need to Get By&quot;</td>
<td>8</td>
<td>&quot;Billboard&quot; Gospel Review, BMI</td>
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<td>&quot;I Love You Like You Do&quot;</td>
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## Billboard Special Survey for Week ending 9/21/68

**Billboard** special survey for week ending 9/21/68...

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## Soul & Crumpets

Sue Lukey, president of Sue Records Appreciation Society, reports that U.S. soul stars now touring England include Ben E. King ("They love him all over Britain"), Ray Charles, Billy Preston, James & Bobby Purify, Lee Dorsey, Inez & Charlie Fox, Dee Dee Warwick, The Shirelles and possibly another Stax tour due soon. Ray Charles will be in England for two concerts only, and tickets, says Sue, are "like gold dust." Chris Shakespere’s Globe Show, the group backing Ben E. King, is just about the best in Britain, according to Sue. In addition to writing a newsletter and magazine, Sue is also a deep Jay in London. Sue Records will soon be incorporated into John Abbey’s new label and will feature releases by Wiltmer & the Dukes, Carl Carlton, Ernie K-Doe, Minnie Espirito and Buddy Ace. Roger St. John, manager of Reverb Records for London manager who says all signs are pointing to “more earthy forms of R&B.” The singer is widely recognized for his work with groups such as John Lee Hooker, Jimmy Reed and Albert King as both singer and blues blues toward the true blue sound. Rough is excited about Ram John Holder from British Guit to the soul market with “Yes I Do.”... "About the Dells"... Stay in My Corner... Dave McAlley writes from London that the song was released as a single on Vee Jay some years back. McAlley adds that illustrous of U.S. soul records have been made by England, including Diddley’s "I Love You." Reviewing the "cruel" show, "the right of the other member... Do you know?... Luc Tabara of Super-Soul magazine in France, writes that the saxophonist has played with the British group, is highly responsible for the success of the major soul labels and groups. Tabara cites Steve Wonder's "virtuoso" harmonica solo on his instrumental "Alife"... tips his topper to Gene Cee, former arranger for the Platters, now music director of Stevie's touring orchestra. Honorable soul mention also go to the band's 14 musicians, including Jimmy Williams (Continued on page 26)
Here's Carl Carlston Again...

Age 14

FIRST HIT
"COMPETITION AIN'T NOTHING"
BB. #588

Age 15

NEW DOUBLE HIT

"46 DRUMS - 1 GUITAR"

b/w

"WHY DON'T THEY LEAVE US ALONE"

BB. #598

Watch Carl, GROW, GROW, GROW!!

Duke-Peacock Records, Inc.

2809 Erastus St.
Houston, Texas
### BEST SELLING Rhythm & Blues LP's

**This Week**

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<th>Title, Artist, Label, No. &amp; Pkb</th>
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### SOUL SAUCE

- **trumpeteer and Bill Benjamin on drums, who Tabare calls “the real innovator of the Detroit style of beat.”** Are you reading, Bill? Thanks to all of my international soul reporters, who would flatter the soul scene in the Louisiana or London—or anywhere in the world.

**FILETS OF SOUL: Bill Bunky Sheppard has joined Scepter as r&b promotion head, bringing to the Scepter-Wand label all of the artists on Sheppard’s discontinued Bunky label—notably the Esquires. **... **SOUL SAUCE’s prediction of Holland-Ozier-Holland grumbles and rumblings in Motown country came true last week when the ace writing team caught a $4 million damage suit from Motown and its publishing affiliate, Jobete Music. The suit cites a failure by the team to deliver any work since the end of 1967. But that’s not all. News should break soon on a dispute—and possible break-between Motown and one of its top female stars. So stand by...**

**Continued from page 24**

**Archbold & The Drells.** **“Do the Choo Choo” on Atlantic; Dee Dee Sharp. “What Kind of Woman” on Atco. Though Cubie & the Five Staires’ new one makin’ fire is “Don’t Change Your Love,” Cadillac tells us their follow-up will be “Your Love Has Changed.” **... **The Soul Stirrers and Violinaires were recently recorded live for Checker at a public concert held in Duluth High School on Chicago’s South Side. **... **George Hudson brings his Gospel U.S.A. show into the Apollo for one week beginning Friday (12) featuring the Clouds of Joy, James Cleveland, the Gospelaires, the South West Choir and Clara Walker & Her Gospel Instrumenters; remember to keep in touch with SOUL SAUCE, your eye and ear of the soul world.

DIONNE WARWICK

You made the choice
Dionne Warwick's
WHO IS GONNA LOVE ME?
is the hit

(BACHARACH-DAVID)

PRODUCED BY BURT BACHARACH AND HAL DAVID
ARRANGED AND CONDUCTED BY BURT BACHARACH

SCEPTER RECORDS
12226
**Classical Music**

**Inspired Show LP on DDG**

NEW YORK — An album that is a cultural first: London-Decca Gold has issued an LP with songs sung in three languages, marking the 26th birthdays of the London Philharmonic, Leonard Bernstein and Kurt Herbert Adler, general director of the San Francisco Opera, will be honored by the City of San Francisco and the San Francisco Opera Association at a testimonial luncheon, open to the public, in the Garden Court of the Sheraton Palace Hotel on Thursday (19). Several artists, including soprano Leonie Rysanek and tenor Jess Thomas, will participate in a special program following the luncheon. Luncheon tickets are $5.00 each. For reservations, call (212) 533-9600.

**Aaron Copland, left, and Dr. Peter Menin, right, composers, attend a luncheon at New York's Hotel Plaza Monday (9), which opened the Sixth Annual Music Congress. Also attending were Stanley Adams, second from left, president of ASCAP; Dr. Luther Evans, chairman of the International Music Council; and Dr. Narayama Menon of India, president of the International Music Council. Menin is also president of the Juilliard School of Music.**

**New Testament of Classical, Young Aimed**

NEW YORK—Merchandising is the name of the game and ABC's next generation of pickers has announced a campaign to sell the youth market on the idea that Tchaikovsky, Dvorak, Mozart, Grieg and Rimsky-Korsakov are on the rebound after an absence of a hundred years of pop. A three-year-old plan includes Byron Goto and Henry Epstein—and the recent neo-classical movement in pop circles—are mainly responsible for ABC's restoration program.

Fronting for the classical longhairs and their serious interpreters—Erich Leinsdorf and the Vienna Philharmonic, Ferenc Fricsay (Tchaikovsky and Rimsky-Korsakov), Arthur Rodzinski and the London Philharmonic (Dvorak), Erich Leinsdorf and the London Philharmonia (Mozart) to name a few—will be conductor with pianist Reid Biley (Grieg)—are hip caps key to the slogan: "Join New Generation! Be with it—these pops of the classics—"in stereo!"

"I Dig Tchaikovsky" The cover art, including a couple of photos from someone named Champion Papers, are based on easily identifiable hippie themes. "I Dig Tchaikovsky" shows a drawing of a bearded motorcyclist performing a wheelie as an American flag flutters from his back. The album contents are flagged in the flag. "I Really Dig Dvorak" has a photo of a bare-chested musician tattooed with the composer's name, while "I Dig Grieg" sports a head-on photo of a howling hippie. "I Dig Mozart" boasts a circus fat lady wielding an "I Hate War" sign and wearing a Mozart button.

**New Generation Series**

This "new" old grouping, the New Generation Series, offered on the low-price Music Guild line for $2.99 a disc, is geared to young people who have seen the first 26 birthdays of orchestras who will be hitting the 26th birthdays by Jan. 1. Applications for students of pianos, violin and cello must be postmarked by Oct. 15. Detailed information is available at the orchestra's offices, Jones Hall, Houston.

"I Dig Verdi," a general director of the San Francisco Opera, will be honored by the City of San Francisco and the San Francisco Opera Association at a testimonial luncheon, open to the public, in the Garden Court of the Sheraton Palace Hotel on Thursday (19). Several artists, including soprano Leonie Rysanek and tenor Jess Thomas, will participate in a special program following the luncheon. Luncheon tickets are $5.00 each. For reservations, call (212) 533-9600.

H. SOMER ON MERC. STEReo

NEW YORK — The first stereo album devoted exclusively to the works of Henryk Sомер has been recorded by Hilde Somer for Mercury with special assistance from the Vienna Philharmonic. The album is the first cut by Miss Somer under her new contract with Mercury Records.

**German Cos. Offer Special Subscriptions**

MUNICH—Five major German record companies have announced special full subscription offers in connection with a drive for the 1968-1969 season. Deutsche Grammophon lists 10 new recordings with the slogan "70 years of Deutsche Grammophon," and highlights from its six subscription offers are Mozart's "The Marriage of Figaro," Schubert's "Rheingold," c o n d u c t e d by Herrmann, and Gluck's "Orfeo at" Requiem conducted by Charles Munch ($9.50).

Ariola-Eurodisc has three special subscription offers from the Russian Melodiya catalog—Symphonies Nos. 1, 2 and 3 by Tchaikovsky, by the U.S.S.R. State Symphony Orchestra, conducted by Nicolai Gedda ($7.50) and the 11-string quartets of Shostakovich ($4.75).

EMI-Electrola is introducing nine subscription sets, four of which will receive concert light music and five of which feature opera and concert music. Highlights are a complete recording of Wagner's "Flying Dutchman," conducted by Sir Colin Davis, $7.50; "Rigolotto," with Nicolai Gedda and Corelli Melani, for $10. Spearheading the Phonogram subscription list is a set of the complete piano sonatas of Beethoven. (Continued on page 43)

**D. C. Symphony Opens Season With Wagner**

WASHINGTON—The Washington National Symphony's 1968-1969 season opens with an Oct. 15-16 pair with Howard Mitchell conducting a special adaptation of Wagner's "Die Walkure," produced by Robert Scott, orchestra's managing director. Featured will be soprano Joan Sutherland, Ernst Kozub, soprano Gladys Kutchia, and bass Malcolm Smith. Violinist Henry Seray is the soloist in the American premiere of Manuel Ponce's "Concerto," by which the Feb. 25-26 pair with Mitchell conducting. The April 22-23 program includes Janacek's "The Cunning Little Vixen" with Vaughn Williams' "Dona Nobis Pacem," Bizet's "Carmen," with the March 4-5 pair, and the April 4-5 pair with Ernst Stoller conducting, is the "Spring," which has been arranged for orchestra by Mitchell. The last pair is a two-night program, with Howard Mitchell and the National Symphony. This will open with an American premiere of Manuel Ponce's "Concerto," by which the Feb. 25-26 pair with Mitchell conducting. The April 22-23 program includes Janacek's "The Cunning Little Vixen" with Vaughn Williams' "Dona Nobis Pacem," Bizet's "Carmen," with the March 4-5 pair, and the April 4-5 pair with Ernst Stoller conducting, is the "Spring," which has been arranged for orchestra by Mitchell. The last pair is a two-night program, with Howard Mitchell and the National Symphony.
The Greatest Artists • The Greatest Composers • Extraordinary Record Value

New Releases

**BOSTON POPS**
ARTHUR FIEDLER
Three Concert Favorites

**Martini**
*Othello*

**OTHELLO**

**INDIAN MUSIC**

**TCHAIKOVSKY**
*1812 OVERTURE*

**DEBUSSY**
*IBERIA*

**REINER**
*CHICAGO SYMPHONY*
W. Berlin's First Gala

BERLIN — West Germany's first gala of classical music will be presented by the Arbelogemeinschaft Schallplatten in the German Opera House, Berlin, Nov. 14-16.

The gala will feature opera, chamber and choral music and will be shown on the Eurovision network. The opera section will feature performances by Anna Moffo, (Carlo Bergonzi, (Tito Gobbi, Gundula Janowitz, James King, Kurt Brodowski, Robert Radow, Schiller, Hugo Wolf, and the Radio Symphony Orchestra conducted by Robert Heger. The concert will include works by Gluck, Richard Strauss, Wagner, Weber, Verdi, Mozart and Smetana.

Artists appearing in the symphonic music will be Jacques de Pre, Daniel Barenboim, the trio di Trieste, Gustav Leonhardt, Frans Brueggen, Ann Byström, Claudio Arrau and the Juilliard String Quartet, performing works by Brahms, Corelli, Schubert, Hugo Wolf, Haydn and Beethoven.

The symphonic night will feature works by Beethoven, Haydn, Richard Strauss and Prokofiev, played by Maurice Andre, Arthur Grumiaux, Mart Cosyn, Liszt, Chopin and Tchaikovsky, performed by the Berliner Philharmonia Orchestra and conducted by Erich Leinsdorf.

Vienna Group on U. S. Tour

NEW BRUNSWICK, N. J. — Vienna's Concertus Musicum, Telefunken artists, began a six-week U. S. tour at Rutgers University here Nov. 14.

Other October dates include New York University (11); Konyo College, diving, Utah (12); Rensselaer Polytechnic Institute (13); Carleton College, Minnesota (14); Cleveland (15); Oberlin (Ohio), Chamber Orchestra Music (17); Winston-Salem, N. C. (18); Duke University (19); North Carolina State University (20); Birmingham (21); University of Illinois at Urbana (22); University of Southern California (23); University of California at Berkeley (24) and University of California at San Diego (30).

Dates in November are Biola College of La Mirada, Calif. (1); Laguna Beach, Calif. (3); St. John's College of Santa Fe, N. M. (5); Denver (6); University of Colorado at Boulder (7); Baylor University (8); Rice University (10); Tulane University (11); Harvard University (13); Amherst (Mass.) College; State University of New York at Albany (15); Wesleyan University, Middletown, Conn. (17); and Smith College, Massachusetts (18).
The most recent single release by Trini Lopez (Refine 0770) is the Mexican version of the famous "Blossom" - "Malaguena." It is in this type of musical patterns that Lopez's "Malaguena" is exotic and exciting sound which is very disturbing and noticeable from the scores of other "Malaguena" recordings, which sometimes seems to veer toward the field of opera. For an artist like Trini Lopez, only a guitar capable of matching his own versatility will do. This is why he selects a Gibson—the choice of professionals.

Advertisement
CLASSICAL

PROKOFIEV: CLASSICAL SYMPHONY/SIXTEEN SYMPHONIES (4 CDs) EMI, 2LPs, 3LPs, 2S

This set has three points of strength, and together they mean good sales. The three points are pianist Wandelberg, who is brilliant and dramatic; secondly, there is the great Chicago Symphony; and finally, the material. Rachmaninoff's "Concerto No. 2" is a great vehicle.

CLASSICAL

RACHMANNINOFF: CONCERTO No. 3 With Chicago Symphony Orchestra, Victor LP, 38084

This album has three points of strength, and together they mean good sales. The three points are pianist Wallenberg, who is brilliant and dramatic; secondly, there is the great Chicago Symphony; and finally, the material. Rachmaninoff's "Concerto No. 2" is a great vehicle.

CLASSICAL

SHOSTAKOVICH: VIOLIN CONCERTO No. 2 ORCHESTRA OF THE BULGARIAN NATIONAL RADIO AND TELEVISION, STUDIO RECORDING

The first album in this series, "Scheherazade," was reviewed in the March 9 issue of Billboard. The second album, "Arabian Nights," comes again in this striking recording by the London Symphony with Andre Previn at the baton. The first LP has an intimate understanding of the score, and the second LP is superbly scored by a brilliant and sentimental orchestration. The accompanying pieces, "March" and "Flight of the Bumblebees," are equally exciting.

CLASSICAL

SCHUMANN: SYMPHONIES Nos. 3 & 4 MARRIOTT, RCA VICTOR 3LPs, 3S

This album is证据 is right - on track at the top of the best seller lists.

CLASSICAL

RACHMANINOFF: CONCERTO No. 2 With Chicago Symphony Orchestra, Victor LP, 38084

This album has three points of strength, and together they mean good sales. The three points are pianist Wandelberg, who is brilliant and dramatic; secondly, there is the great Chicago Symphony; and finally, the material. Rachmaninoff's "Concerto No. 2" is a great vehicle.

CLASSICAL

OUR COLLECTIONS IN OHIO: CITIES ON TODDY TOWN" MOTOWN 8576 (6)

A top LP package. Much of the material was taped in their live recording from M. Y. C. Capetown, but this one features a brighter, stronger, more dramatic sound. With new addition to the club set as much as the melody of "Thethinga World," "The Wild Bull," and the horns that come off as strongly as do his tailate to the Beatles.

CLASSICAL

DIANA ROSS & THE SUPREMES: MOVING WITHOUT A CROTON ON THE TOWN/Motown 8576 (6)

Backed by a tremendous promotional campaign, of 15" certain singles and a brand new single "Sugar-Soap-sand" by "Chuck Berry," and included here, is the Archive Calendar "The Archies." A sure bet for pop and rock fans.

CLASSICAL

BOBBI'S EXTRAS: LOBU TAYLOR & THE A. L. B. M. S. Live at the Top 100 5LPs, 3S

Booker T carried his MG's to the top of the Hot 100 with their smash instrumental "Stormy Monday," and now they're followed up with a knockout album packed full of driving instrumentals. Their lead with their smash instrumentals, "Stormy Monday," and the second with "A Bad Sign." A sure bet for pop and rock fans.

CLASSICAL

THE ARCHIES - Calendar K615 10S (6)

The pounding soul beat of "Here Comes the Judge," with its laugh-provoking humorous spirit, is a winner that will drive the sales up for this album. But there's also "For You, for Me," "Love You All the Time," and "You Make Me Wanna Dance." The band should perform an original line of their own.

CLASSICAL

CLARKS, RICHARD-ROSEMARY: SCHERENZADE-LONDON SYMPHONY ORCHESTRA, RCA VICTOR LP, 38042 (6)

The second album in this series, "Scheherazade," has a very interesting recording by the London Symphony with Andre Previn at the baton. The first LP has an intimate understanding of the score, and the second LP is superbly scored by a brilliant and sentimental orchestration. The accompanying pieces, "March" and "Flight of the Bumblebees," are equally exciting.

CLASSICAL

LUCIE LIPTON: BOOKE T & THE A.L.M.S. Live at the Top 100 5LPs, 3S

When the team of Billy Vera and Judy Clay up-keep, Vera turned up a solid Hot 100 hits with his recent single "If You're Not In Love," "I'll See You Again," and "I'll Never Be Free." A sure bet for pop and rock fans.

CLASSICAL

RACHMANINOFF: CONCERTO No. 2 With Chicago Symphony Orchestra, Victor LP, 38084

This album has three points of strength, and together they mean good sales. The three points are pianist Wandelberg, who is brilliant and dramatic; secondly, there is the great Chicago Symphony; and finally, the material. Rachmaninoff's "Concerto No. 2" is a great vehicle.

CLASSICAL

POPPY: POP Collection/Inter/Pop/Radio/Tracks/Records/Pop 3LPs, 3S

This album features an exciting pop package that comes off as strongly as do his tailate to the Beatles.

CLASSICAL

oustic ALBUM REVIEWS
ATLANTA — In one of its strongest country promotions, Capitol Records has aimed its "Blue Ribbon Country" at radio stations and rack jobbers across the nation. The promotion, running month-long, includes expensive display material shipped into the field to supplement the country campaign. Among the material is a floor rack which holds 50 rack new release albums and catalog albums. Another is a merchandising piece for the Blue Ribbon Country singles prepak. This prepak contains an assortment of 200 hits of the past by 21 artists with divider cards along with the browser unit. Acceptance of this indicates that several accounts will move into the standard country singles business who have not merchandised them before.

There is also a counter display piece which is included in the purchase of a box of the Blue Ribbon Country album (STR 2409). This LP includes two disks for the price of one for the consumer.

The September releases included the Merle Haggard album, "Mama Tried," the Buckaroos, Tex Ritter, Wanda Jackson, and George Lindsey's first Capitol release, "Goober Sings." WPLO here was so impressed with Lindsey’s efforts it made it the pick album for the week. The Bobbie Gentry/Glen Campbell albums is due for a release late this month which should give the promotion a strong boost toward the finish. The timing of the Blue Ribbon Country promotion was set to fall just before the big Nashville festivities in October, at which time the "Grand Ole Opry" has its celebration, the Country Music Association has its massive convention, and the entire music industry gathers for the gala. The albums were sent to 1,280 radio stations who were members of the CMA.

The entire sales and promotion force of Capitol is working on the campaign, directed by national country sales and promotion manager Wade Pepper. Aiming its singles business toward the strongest country promotions, the pick album was the Rocky Mountain area entertainers have supported their trip by impromptu appearances frequently followed by paid bookings. In Jefferson City, Mo., for example, the group was held over for one week. They also played four consecutive nights in Rolla, Mo. Prior to leaving Denver, only two bookings had been made. The additional appearances not only have paid for the trip, but allowed the performers to put money in the bank.

Records were sold after each appearance, and the original supply was nearly exhausted. The Ellis Brothers, with former KLAK disc jockey Bell along to emcee the show, left Denver June 15 via covered wagon to publicize country music in that area. The other objective was to obtain an appearance on the "Grand Ole Opry."

Originally scheduled to arrive in August, the estimated time of arrival now is Tuesday (17). The extra bookings were the primary cause of the slowdown, plus time taken to reshoe the horses, etc.

At Sherman State Park near Chillicothe, Mo., the group entertained a group of school youngsters from Worthington, Ohio, on a field study trip. The young people, at first disappointed that the Ellis Brothers did not perform contemporary rock, later were "converted" to the modern country sound and concluded the trip by buying 75 records. The records are on the Sully label, which the Ellis Brothers own.

Cine-Vox Banks on Country to Bring in the Syndication Bacon

NEW YORK — Cine-Vox Productions, Inc., convinced that "country music is what's happening," is in the early stages of nationwide radio syndication. Utilizing WSM's long-time Nashville night disk jockey Ralph Emery, Cine-Vox is putting together five two-hour radio shows weekly, featuring the modern country sound. Starting with 15 stations, the firm plans to expand to 100 by year's end, and ultimately "every station that programs country music."

"We feel we can provide a complete service," explains Maury Benkoil, general manager of programming and delivery, by a real pro like Emery. He not only narrates the program, but will do time checks, weather and local commercials.

Benkoil explained that Cine-Vox has a copyrighted system of implementing these extras into the track to personalize the service to every subscribing station. "Emery will become part of the staff," Benkoil said. "He will be identified locally with local products and the like."

Although he talks freely about the artists whose music is being played, Emery will make no reference to Nashville or New York. He will, instead, hammer hard on the identification with the local station on which he is being heard.

Cine-Vox says it has the advantage of picking up new releases immediately and integrating them into the track so that country stations often will be serviced quicker this way than through normal channels. Emery also picks up as much advance information as possible from the labels so it can be incorporated into the voice track, with the music added the minute it becomes available here. Eventually he plans to add interviews to the program. Emery provides all of the programming, and has the final say on selection.

At present, Emery is hitting hard on the "star" theory of

(Continued on page 36)
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<th>Week</th>
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**Billboard**

**Hot Country Singles**

**Star Performer—Sides registering greatest proportionate upward progress this week.

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**September 21, 1968, Billboard**
Capitol proudly announces Sonny James' next #1 'Born to Be With You'
of WBAD, which is now programming full-time country music. He and Ray Kemen was have just done another comedy LP on Ritz Records. "Snookie Lassin has just concluded his first Sunday album, "Nashville Now. " — Charlie & Doris Taylor. Stop artists from the Norfolk, Va. area, are due back here for another session, their third. A Wednesday night WPLF Country Caravan in Atlanta drew about 2,000 people to see Mac Curtis, John Fox, Bobby Johnson & The Swinging Gentlemen. — Kenny Price taped an interview for the "Jerry Wallace Show." — Award winner Jimmy Elks has a new release out on Goldblud titled "Woman in the Picture."

The Compton Brothers, Dot artists, depart Dec. 1 for a four-month tour of the Far East, including the long swing through Vietnam. — Mickey Newberry has signed a new long-term contract with Acuff-Rose Publications Inc. — Tidel Lopez has been added to those who will take part in the Music City Pro-Celebrity Golf tournament Oct. 12-13. . . .

A communications seminar, sponsored by the Radio Television Council of Middle Tennessee, featuring Dee Kilpatrick and Dick Powell. — Nat Stuckey now has made the complete transition. He not only has moved to RCA, but is being managed by Dick Heard and booked by Joe Taylor.

Billy Deaton brought Jerry Lee Lewis to Dallas and Warren Smith, Lee Harmon, Waylon Jennings and others to Beaumonts of Texas. . . . The "Pamper Pamphlet" publication of the Hal Smith publishing firm, is being incorporated into the "Rainbow Valley Bugle," a monthly publication originating from Smith's new enterprise.

Syndication Bacon

• Continued from page 33

programming, assuming that their releases will be big within a few weeks after they are shipped. Thus, he feels safe in instant programming of something from Loretta Lynn, Merle Haggard, Waylon Jennings or someone of this stature. The programming includes an occasional "oldie," and a once-an-hour instrumental. Mixing of the record into the track eliminates the danger of a subscribing station not having the record on hand. The tracking is being done alone at the Detmo Studio here, in the Palace Theater building. The Cine-Vox with Emery calls for eventual movement into TV show and movies. "We feel there is a country music market in all of these areas," Benkoil said. "But we have to get it off the ground with radio."

ON CHARTS EVERYWHERE

"WALL OF PICTURES"

Wayside Records

Dist. by Sounds of Music
Belen New Mexico
A. S. 555-05216
Promotion by Little Richie Johnson
Belen New Mexico
A. S. 555-054841

THE FIVE WILLIAMSON BROTHERS HAVE A HIT

"PLEASE MR. DEE JAY" — Also A Hot New Release —
EVERETT STYLES, "YOUR LOVE GOES WITH ME"

GOLD STAR RECORDS
EVERGREEN, N. C.

(Write for D.J. COPIES)

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

Grateful

JIM McGRAW

SING S "I'VE HAD IT"

"MY MISTAKES"

(ELIZABETH EVANS, WRITER)

PUBLISHED BY
JUNELIN MUSIC CO. (BMI)
728 16th AVE SO., NASHVILLE, TENN. 37203

"CHoke UP ON THE 8 BALL" Rod Hart

DESTINED TO BE NUMBER 75

Bookings and Records Distributed By:
D. J. MUSIC
3215 EAST MILLARD
TUCSON, ARIZONA
PHONE: 602-326-7365
BILLBOARD SPOTLIGHT PICK
THE GEORGE JONES STORY
(2 LP's) Musicor M2S 3159 (S)
A sure-fire sales winner in this hot package which
features a two record set with color photos of Jones
to boot. An exceptional marketing LP.

CASH BOX ALBUM PICK
THE GEORGE JONES STORY
Musicor M2S 3159 (S)
A great 2-record set that should prove to be a monster.
In addition to two records, merchandising is aided
with the inclusion of a Jones biography and a batch
of action photos, both in color and black and white.
Promises to be a sales gem.

JUST RELEASED A NEW SMASH SINGLE "MILWAUKEE HERE I COME"

Produced by Pappy Daily
JERRY LEE LEWIS

SHE STILL COMES AROUND
(TO LOVE WHAT’S LEFT OF ME)

Published by: Al Gallico Music Corp. (BMI)
Produced by: Jerry Kennedy

S-2186

THIRD SMASH IN A ROW

SMASH

A Product of Mercury Record Productions, Inc. • 35 East Wacker Drive • Chicago, Illinois 60601 • A KQUARE Corporation
NAMM President Reports Sales Up

CHICAGO—A report from Jack Wainger, president of the National Association of Music Merchants (NAMM), indicates that retail sales of new musical instruments are up sharply for the first six months of 1968. In addition, this could be the industry’s first billion-dollar year if the pace continues.

According to Wainger, figures compiled through the end of June show sales of all retail music stores for the period up to June 30 were $1.5 billion. This reflects a 14 percent increase over the same period last year — the first increase in 21 years,” said the NAMM president, who heads the American Music Store chain with many sales territories.

“The keyboards moved slower last year because a number of uncertainties made people think twice before committing themselves to the purchase of a major household item,” said Wainger. “Apparently, many of the doubts have been removed and with the strength and buying power in the hands of music dealers, we’re looking for at least a 10 percent over-all increase in sales this year.”

Manufacturers

As for reports from some instrument manufacturers, 1968 is not running up to expectations, Donald Ravitch, Sherman Clay and Co. president, gave this explanation: “The drum and guitar business is slow down in some production areas, but for the most part it’s reflecting on an inventory situation, rather than a sluggish market.”

“Because the manufacturers here had been building up inventories for two years, we are having to be careful,” said Ravitch. “The backlogs are being cleared up and there are many cases of other instruments were also somewhat out of proportion. As the dollars slackened last year, a lot of dealers found they were short of drums and guitars and the manufacturers made them more cautious in other instrument purchases.”

“Additionally, the cost of maintaining inventories has been rising the last few years and many dealers simply will not pay the higher interest rates. They’re selling more than ever, but not buying as far ahead. On a short-term basis, this situation could be felt by manufacturers and retailers as a slowdown at the retail level.”

Guitar and drum sales, off last year after a soaring four years, are expected to be down a bit this year, although the slow down hasn’t been as sharp as many retailers anticipated.

“We simply had to face up to the fact that it couldn’t go on forever,” said J. W. Jenkins of the 14-store Jenkins Music Co. chain. “With the help of the Beatles and other pop groups, guitar sales jumped from $34 million in a year to $135 million in 1966. Drums followed about the same pattern—from $12 million to $60 million. Increases like these were unprecedented in the industry and we knew there had to be an end somewhere along the line.”

Also, with over 5 million new guitars sold in just the last four years, there are vast quantities of good used instruments on the market as people trade up for quality. This has effected new sales, . . . as we knew it would.

The draft has also slowed sales to young people. Even so, most retailers seem to be selling guitars and drums at about the same level as last year and if it continues to hold up, 1968 will be still another excellent year for these instruments.”

Thearle Festival to Spotlight Talents of Brimhall, Williams

SAN DIEGO, Calif.—John Brimhall, piano educator and composer, will hold a piano workshop here Friday (20) at the Thearle Music Festival in the Balboa Park Bowl.

Brimhall will appear in conjunction with Roger Williams and present “The Roger Williams Way.”

On Sunday, Brimhall will conduct a concert of age 8-12, at 100 piano. The group will accompany in a special arrangement of Williams’ “Born Free.” The event will be televised.

Last week, Brimhall conducted a series of workshops in all the Lyon-Hamond organs and Chicago area and introduced the new "Brimhall Piano Method," books one, two, three and four. Appearing with Brimhall was Jack Coleman, music consultant for Hansen Publications and Walt Disney Music Co.

The purpose of the workshop was to acquaint teachers and dealers with this new piano method. Each session featured a lecture followed by a question and answer period.

The Tull Family Spotlight Young Sound

SAN FRANCISCO — The young musical sound, combined with an exhibit of the artistic talents of the last 20 set up, was highlighted here Sept. 3 in Union Square.

The occasion was the final event in the summer series of Youth-Art Festivals, sponsored by the Student League of San Francisco in various neighborhoods through the city. For 10 hours, beginning at 9:30 a.m., professional and amateur performers entertained with folk and blues music from a stage set up near the east end of the park.

The musicians included such rising talent as Andi Hardwick, Chris Lund, Teresa Tudury, Frank Ludwig, the Stevie Fisher Trio and an African dance group led by Kass Bonsie.

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Panasonic Enters Component Field

NEW YORK — Panasonic, making its entry into the component field, has introduced three new FM stereo receivers, three new reel-to-reel tape recorders and several high fidelity speaker systems.

Panasonic's SA-4000 is a professional 160-watt FM stereo receiver that features fully automatic motor tuning coupled with precision manual motor tuning. In addition, a preset memory master tuning system allows the listener to pre-select up to five stations with pushbutton ease.

The SA-70, a 90-watt AM-FM stereo receiver, employs the use of microscopic electronic integrated circuits. Four such devices perform the functions previously handled by 20 transistors and eight resistors. The suggested list is $349.95.

Highlighting the SA-60, Panasonic's new 60-watt AM-FM solid-state stereo receiver, is broad band FM. While once considered impossible, drift-free AM reception is now insured by the use of a unique ceramic filter which offers listening pleasure comparable to a fine FM tuner. The suggested list is $279.95.

Panasonic's new reel-to-reel tape recorders are the Interlude Console-Aire and Symposium. The Interlude, Model RS-7635, is a 32-watt component type professional home entertainment system featuring motor driven automatic tuning. It includes reel-to-reel stereo record and playback and an AM-FM stereo radio which permits direct recording while listening. The model's suggested list is $429.95.

CHICAGO—Features of the Console-Aire, Model RS-7905, include continuous automatic or manual reverse with directional lights, three-speed operation with 4-track stereo, a four head system, two VU meters, pause control, a position digital tape counter and two 7-inch oval dynamic speakers. Its suggested list is $329.95.

The Symposium, Model RS-791, likewise employs continuous automatic reverse and dual capstan drive, which eliminates audible or flutter. Other features include recording and playback in both directions, three-speed option, simple lever operation, twin VU meters, four tape heads and 90 KC recording bias. The suggested list is $249.95.

Institute Support

NEW YORK—The Institute of High Fidelity's (IHF) Dealer Member program received a strong nod of approval last week from the Philadelphia area's leading high fidelity dealers. About half of the retailers present at a dinner in Philadelphia expressed a willingness to become affiliate members of the institute under a new program approved last spring by the IHF's board of directors.

L. A. TICKET: ELECTRIFIED

LOS ANGELES—Computicket, which created the electronic box office, has begun its electronic ticket distribution here at all Wallach's Music City stores.

Tickets to concerts, plays and various sporting events may be purchased through Computicket installations. Under the system, patrons of Computicket locations can receive electronic information of the best available seats in the price range of their choice on the night of their choice and be issued the actual tickets to be used at that performance.

Within a few weeks, Computicket will be able to supply tickets to Broadway plays for travelers planning to visit New York.

Sylvania Unit For Service Data

BATAVIA, N. Y.—Sylvania has introduced a service device utilizing two real-looked microfilm cartridges and a desk top reader unit which projects service literature on a 6-inch by 10½-inch screen. The new device, according to Sylvania, will increase service efficiency by 75 per cent.

Sylvania distributors, dealers and service contractors will lease the unit. Sylvania has at present all its service data on one and a half cartridges, the equivalent of 6,000 printed sheets. Enough space exists on cartridge two for another 2,000 sheets of literature.

Ray D. Dennis, manager, Sylvania, said technicians can manually advance the film at the rate of 200 frames per second. The cartridges are indexed have on-off switch, a focusing lever and a film advance-reverse knob.

The cartridges, sealed and thus preventing soiling, tearing or loss, are impossible to place incorrectly, Dennis said. The unit operates on normal household current and weighs 11 pounds.

Information Handling Services, Inc., Englewood, Colo., is providing the unit for Sylvania.
Two New Consoles Join '69 Admiral Stereo Line

CHICAGO — Admiral Corp., has added two new consoles, including one featuring the exclusive Bull Horns sound system, to its line of solid-state console stereo radio-phonographs.

C. H. Belzer Jr., stereo marketing manager, describes the new Bull Horn system as having two unique quarter-length resonant tubes in speaker enclosures, lined with sound-absorbent material. Each enclosure is a 4.7-foot tube folded into a compact module. Admiral has applied for a patent for the specially designed audio system, which has a frequency response from 30 cycles to 15,000 cycles per second.

The Stockton, the new Admiral console with the Bull Horn sound system, features an AM-FM with FM stereo, AFC, separate bass, treble, loudness and balance controls and low mass tone arm.

Model Y195SSA also includes an automatic record changer with 45-r.p.m. spindle, solid-state dual-channel amplifier, record storage compartment and external speaker terminals. Its suggested list is $299.95.

The Curtis, Model Y1941SA is a new eight-speaker console with two 12-inch woofers, two 3½-inch tweeters and four 4-inch mid-range speakers. It has an open list price.

Allied Radio Offers Training

CHICAGO — Allied Radio Corp. has launched a training program for hard-core unemployed.

According to W. J. Forbes, vice-president of industrial relations for Allied, the program will provide for a five-week orientation, pre-vocational and vocation training program, followed by 47 weeks of on-the-job training in mail-order and electronics repair work. A total of 130 persons will be trained in the program.

New Arvin Console; 45 Player

INDIANAPOLIS—Arvin Industries, Inc., has introduced a stereo console, a slot-fed 45-r.p.m. phonograph, a five-band portable radio and a five-transistor AM table radio.

The console features FM/AM/FM radio, four-speed automatic record changer and double, two-way, six-inch speakers. It lists for $169.95. The portable 45-r.p.m. player lists for $29.95 and utilizes six D cell batteries. The table radio list for $18.95 and is styled with a low silhouette. The five-band portable, called World Grabber, lists for $79.95.

Adds Norelco Radio Line

WASHINGTON — Hynes Bros., Inc., here, has been appointed distributor of Norelco radios in Washington. The firm, a major distributor of white goods, will handle only the radio line from Norelco. The demand for FM, multi-band and short-wave receiver prompted Hynes to negotiate the exclusive distributorship of radios, according to President Bern E. Hynes.

Rival Record Supermarket Owners, Merrill Rose (with glasses) and Russ Solomon, measure Rose’s Wabash Avenue store in Chicago. Solomon’s Tower Records, San Francisco, was the subject of a recent article in Billboard. In Chicago, attending the National Association of Record Retailers tape and tape cartridge convention, Solomon took the time to visit Rose and compare stores. The Rose Wabash outlet consists of 6,000 square feet of space on two floors with approximately 200,000 album titles displayed. Solomon’s San Francisco outlet features 18,000 square feet with 6,000 of it devoted to selling area.

Reel-to-Reel Receives Lift From CARtridge: Rubenstein

CHICAGO — "The tape cartridge was the best thing to happen to reel-to-reel."

This opinion was voiced by Jules Rubenstein, national sales manager, stereo division, Greentree Electronics Corp., at the recent National Association of Record Merchandisers (NARM) tape and tape cartridge convention here.

"We’re the only company concentrating on reel-to-reel," said Rubenstein. "We found last year that the cartridge has brought reels back into the music industry where they belong. Cartridge introduction has generated an over-all consumer interest in tape and all pre-recorded tape—regardless of configuration."

"It’s now the responsibility of tape wholesalers to eliminate the myth that the difficult systems compete with each other. Each serves its own function—each fulfills a purpose. The retailer who maintains stock in all configurations is not duplicating his inventory any more than the camera dealer who maintains multiple inventories by stocking various film types."

"In short, one doesn’t eliminate the other. The trend has passed when tape was considered an accessory. Tape can no longer be regarded as an accessory. It’s a major part of our business, and our commitment should reflect this."

Audio Retailing
be a two-week shot at Chicago's Palmer House. Ho and the Allis also will do a guest spot on "Hollywood Palace." Mean-while, when Ho's home, the Society of Seven (formerly known as the Fabulous Rhinos, on Re-prise), will fill in at the Waikiki club. Station KGMB had a wild beach promotion Aug. 24. A beach party with local kids was held. Ho, founded "Music Beach Party" breaks later in the night. All the KGMB disk jockeys took part... Stepen- wolf's Hawaiian debut will be a two-night dance-concert Saturday and Sunday (14-15) at the Civic Auditi-torium. John Herbert's Blue Phoenix, Inc., is sponsoring the dates. Oscar winner Elmer Bernstein, a United Artists artist, guest-con- ducted the Honolulu Symphony Orchestra's Starlight Concert Aug. 24. Next guest Van Cliburn, Sat-urday (14).

Jans Joplin, of Big Brother and the Holding Company spent her Hawaiian holiday on a boat... Steve Logan, Hawai'i-based enter-tainer who's signed to Warner Bros-Seven Arts, is set for another Main-land tour. Logan and His Heros open Oct. 3 at Harrah's Tiso-hoe for a month, followed by 10 day run at the Van Wagoner. Logan and His Harrah's Reno also is on tap, with an eventual return to Las Vegas' Hotel Riviera. Walter Palter, who has worked on such shows as Don Ho's, Petula Clark's, and Ann-Margret's, is assisting Logan in production of a new act. Musician Ron Conniff, a frequent Island visitor, and bride, Vera Schmidihen, honeymooned here after a Vegas wedding. Good local airplay for "5 A.M.," the Columbia single by the Millennium. Reason: Its singer-composer, Sandy Salisbury, is a former resident.

WAYNE HARADA

NEW YORK

RCA's Jefferson Airplanes are performing in Europe through Sun-day (15) date in Amsterdam. Other stops include Stockholm, Copen-hagen, London and Edinburgh.

Sergio Mendes & Brasil '66 A&M artists, and RCA's Jose Feliciano open a one-week engagement at Los Angeles' Greek Theatre on Saturday (14). Dick Noble started two weeks at the Playboy Club here on Tuesday (3). Also Bees Gees appeared on "Hollywood Palace" on Saturday (14) with Sid Caesar and Imogene Coca. ... Cadet Concepts' Status Quo have a U. S. tour in the works.

Buddy De Franco and the Glenn Miller Orchestra play the Riverboat through Wednesday (18).

Capitol's Magnificent Men play Sayreville, N. J. on Saturday (16). Ivan Mogull and Eddie Heywood, who has completed his second Capitol album, have opened Robor Music Corp. (BMI) at 40 K. 49th St. here. Sandy Duncan and Bruce Scott, the twins in "Your Thing," were married on Sept. 5 at the Little Church Around the Corner. Rodney Dangerfield opened at the Living Room for two weeks. Mercury's Chicago Loop played one week at Arthur's in Sept. 8. ... Dave Lucas will score a new film "Equipment." Gill Melle is writing the score for the Universal film "World Premiere of "Act of Privacy."" New York's WHN radio Fred Astaire special on Sept. 6 featured "Sweet Sor-row" and "Just Like Taking Candy From A Baby," which were composed with Gladys Sheffel.

Reprise's Nancy Sinatra and Jack Jones, RCA artist, were among the headliners of NBC-TV's "The Highlights of the Ice Capades of 1969," which was taped on Aug. 27-28 in Atlantic City. The special will be aired on Feb. 16.

Stevenson, Dunhill artists, have taped "Playboy After Dark," the new TV variety show owned by the Playboy Club. ... Carol Chaning is pre-taping her TV material on the nightclub circuit. She'll do two TV specials for ABC this season. ... Ivan Moulton Music Corp. will represent Joel Music Publishing Co., John and his newly formed publish-ing company of Jose Feliciano, RCA artist.

SAN JUAN

Palto Ortega, Argentinean com-poser, motion picture artist and vocalis (RCA Victor Argentine) just finished his first visit to Puerto Rico. He played the Con-dado Beach Hotel and appeared on TV over WAPA Channel 4. Ortega, with 15 LP's and six films to his credit, heads the music publishing company, Editorial Clarion, in Buenos Aires. He now visits Caracas, Bogota.
Buenos Aires.

Cordero, Eddie and Charlie Palmieri, Joseuelito Valdes,uled toity show featuredalbumcording artistHialeah, Fla., presentedLa Concha Hotel, followedartist (RCA Victor) appeared at.

Von, and the Mahler symphonies)

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MISCELLANEOUS

AFTER-HOURS POETRY — Read, recite, or listen to theMan from the Rock, Tuesday, Dec. 14, 8:30 p.m., The Book Nook, 926 Massachusetts Ave., Cambridge, Mass.

JIM UHRER is now looking forJOEY KELLY's records for a recent Billboard chat. Please write him. 837 Main St., Wallingford, Conn.

JIM WATSON is looking for Unfortunately, a deadline, for his new story, "The War for the Moon," can't be宽松, but you can help. Write for the Payola Law, 314 Poplar St., Evansville, Ind.


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Say You Saw It in

Billboard
Odeon, Parlaphone
Switching to EMI
Italiana in Italy

MILAN — EMI Italiana will now distribute the Odeon and Parlaphone labels in Italy. This follows the ending of an agreement between British EMI and Carisch, which has distributed the labels since 1936.

The move involves Beatles product, inclusive of numbers released until now by Carisch, and the first Beatles release under EMI Italiana is “Hey Jude” on “Revolution” on the Odeon label.

EMI Italiana has purchased Carisch’s Odeon and Parlaphone records. Carisch’s president, Carl Carisch, said that the company would now devote more time to the marketing aspect and set up a classical line. Carisch classical product would be marketed in early October with a simultaneous release of 200 albums from judges of their international classical catalogs.

Deutsche-Saga Sets 100-LP Budget Burst

DUSSELDORF — Deutsche Saga is planning a big assault on the German budget line market with the release of 100 album selling at between $1.25 and $2.50. The company will also be releasing seven singles. Saga’s founder, Marcel Rodd, said that “We are spreading a strong sales organization which will help build up our unsung artists and we are also giving a chance to new talent.” Saga already has exclusive contracts with Gabby Vecker, Guido Born, Anita la Rose, Joe Raphael, Beauty Milton, Don Berri, Lotti Kessel and the Blackbirds best group.

Deutsche-Saga was founded by Rodd in 1964, originally under the name Fidelity. “My most difficult job,” Rodd told Billboard, “was finding the right people to represent Saga in Germany. Now, in Heinz Juergens and producer Gunther Tiltgen, I have found them.”

Chart Tunes on Swedish TV

STOCKHOLM — Swedish Television has launched a series of 20 weekly programs devoted to songs in the weekly Svensktoppen charts. Called “Chantstoppen,” the program is seen as a tremendous boost to Swedish product and follows logically in the wake of the Swedish Radio’s weekly program devoted to Swedish records.

The first program, shown Sept. 6, featured new recordings by the Playboys with Leif Gustafsson, “Hey Jude,” and by the Playboys with Erik Theorin, “Channel.” The program was seen by 2.8 million listeners.

Konstapplikatör

The Svensktoppen charts on which the new program is based is based on weekly votes by listeners and has a strong influence on record sales here. “Chantstoppen” is produced by Lena Furst and Lars Gurrel.

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RIO DE JANEIRO—RIO is making final preparations for its third annual International Popular Music Festival. The event is co-sponsored by the Guanabara state (Rio) Tourism Secretariat and TV Globo, will be held in Maracanazinho — the annex to the famous Maracana soccer stadium on Oct. 3-6.

Festival director Augusto Marzaghini announced entries from 35 foreign countries.

Preliminary activities center on the selection of the song, a version of the larger one, scheduled for Sept. 28-29. A panel of judges has spent two months screening 2,800 songs to select the final 20 that will vie for the honor of representing the country in the International Festival to follow.

Well-known artists such as Vincius de Moraes and Dory Cavalcanti have been eliminated in favor of material by young, relatively unknown performers.


Construction of sets is well under way. A new feature of the 1968 Festival will be a huge electronic scoreboard that will automatically tally votes cast by the 15-member jury.

The composition of the jury reflects the international flavor of the festival. From Argentina comes Lalo Schifrin, the United States, Elmer Bernstein, France, Paul Mauriat, Germany, A. C. Weiland; Portugal, Cidadia Meireles; England, Lee Reed, Switzerland, G. V. Vassom, Chile, Jaime Attix, Mexico, Jose Sabato Marroqui, Italy, Sergio Endrigo and from Brazil, Sergio Mendes. Other countries included on the jury but who have not yet named members are Spain, Russia and Czechoslovakia.

Complete list in adjoining column.

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BRUSSELS TOUR

BRUSSELS—French singer-composer Michel Disc’AZ, whose records are distributed by EMI Belgian, recently completed a two-week tour of Belgium in which he played concerts at Radio, Lige, Namur and...
New Line and Subscription Offers

Introduce at Philips Conference

LONDON—In a series of directives issued for presentations in London, Birmingham, and Manchester between Sept. 9-12, Philips introduced new record lines distributed to the public between October and January at sharply reduced prices. In February they will revert to full price. The offers comprise a complete set of Mozart’s ‘Faust’ on LP, his four Mahler symphonies on seven LP's, four Mendelssohn symphonies on four albums, and a three-box set of Beethoven's Ninth Symphony. These sets are being backed by a $1,078 million promotional drive over all four collections.

Customer discounts range from 53 percent on the mid-price $3.35 label, Frontour, which will cover every LP, to 78 percent on the multi-label — spoken word, organ, electronic and percussion and music diversa. This last-named category will include those types of recordings not covered by the other three categories.

Three other $1.67 sampler albums to promote full-price catalogs have been scheduled—a folk sampler by the Spinners, a summer concert sampler, and Super Stereo Sound line and a third sampler for the U.S. market. For the new $3.35 Country & Western Winners series with its own bourgeois set-up, Philips will introduce the new Mercury International Stereo label.

At the same time Philips announced a major drive to push up the “Theremin” releases. A special sampler cassette featuring Latin artist Chaquito will retail for 99p, a mid-price of $2.40 to the public. Additionally, Philips has offered special packs of 36 albums at the price of 20 for $30 and for two to months to Nov. 30, all cassette orders will receive an additional 10 percent discount. Dealers were told of the conventions that there are now nearly half a million cassette players in the U.K. and that there are 400 different cassette releases on the market, noting about 40 classical selections.

Among the products that was spotlighted was the album "Romeo and Juliet," to be released in November, as the first of Philips’ series of old Scala releases, conducted by conductor Colin Davis, and Joan Baez’ first recording to appear under the Vanguard logo here.

'Careless' Buying Hit
By Pye's Penn

"CARELESS," the hit by Pye’s penn, is currently the top record on this week’s diary, with a sale of 4.1 million copies. It is also the highest chart performance of any record in Pye's history. "CARELESS" was written by Pye’s manager, Tony Garside, and produced by the band’s lead singer, Dave Pirone. The song was recorded in September 1969 in London, and released on October 12.

Distributors for Philco's new line will be distributed by the following companies:

- UK: Pye Music
- Germany: Phonogram
- France: CBS Records
- Italy: Decca
- Spain: Hisense
- Italy: Hisense
- Japan: Victor
- Australia: Mushroom
- New Zealand: Festival
- South Africa: Capitol
- Canada: Capitol

Pye's new line will be available in all major music stores in the United Kingdom, and in a limited number of stores in other countries.

The first release of the new line is "CARELESS," which has already sold over 1.5 million copies in the UK, and is expected to be the most successful release of the year.

Referring to the performance of "CARELESS," Pye's Managing Director, Tony Garside, said, "We are very pleased with the reception that our new line has received. It is a testament to the hard work and dedication of our team, and we are confident that it will continue to be successful in the future."
Feast or Famine in Vancouver: Int’l Record, Rada Plans Open

VANCOUVER—Two record pressing plants have opened here within days of each other. Presently, the press of the third largest record market in Canada, had no pressing facility.

First in operation was Rada Records, a company run by Canadian industry veterans Ralph Harrington and Danny Forget in Lake City near Vancouver, where they developed the Burbury operation.

Rada also has formed its own label Rada, a budget label for the company’s own product and to handle distribution for other labels. Rada also plans to open a Montreal pressing plant within a year.

Another opening this month is International Record Corp.’s (IRC) new plant in North Vancouver’s Kerrisdale district. "Our whole concept is to create a total record industry within Canada," according to Peter Kidd, vice-president and general manager of IRC. "There are already several talent development, a number of recording studios, but development of the whole industry has been hamstrung because there were no pressing facilities.

IRC has installed the latest model computerized Neumann machine, capable of handling most pressing equipment, and plans four new presses at $1.8 million each. S- and two Swedish-made with provision for 10 presses in a year.

Rada has one pressing machine in operation, with two others due later this month or early in October, and will have its second machine in operation by November. Forget reports that the company has contracts covering half a million units within the next year, for record companies and pressing plants of the record companies in Canada, Canadian-owned division of the world’s largest record company. The company will have its pressing handled by Rada.

Many pressing projects have been made within the industry in both Canada and Arda, but Rada has not pitched for pressing contracts, "we prefer to have the industry’s assurance of pressing orders if we can come up with the price we can," says Kidd.

Vancouver is situated to serve both Canadian and West Coast U.S. companies (only 145 miles to Seattle), and has been estimated that it costs about 5 cents per album to ship from Ontario to British Columbia. Companies hope that price and fast service will allow the pressing plants with pressing facilities in Eastern Canada to have product distributed in Western Canada.

IRC is presently prepared to press only, "Our intention is to do what is best for the market, one step at a time," says Kidd. "We are open to branching into any area of the industry where we can still make a profit.

Rada has acquired Canadian distribution of Walkin’ Records with its last five popular Hawaiian albums, 16 of which make up the company’s current catalogue. Rada also distribute Patrice Records, a new label formed by Dick Noe, who last year moved to Canada from the Vancouver-based Aragon label. The A
ing label will be distributed in Canada.

Rada has appointed VP Records in Winnipeg, Manitoba, Saskatchewan and Alberta, Trans-Canada Records for Quebec, and will shortly announce its Ontario distributor. Literature and marketing will be handled by Forget, with Harding in Vancouver. Harding’s sales tour will be active in record production.

Harding, who was formerly with the Columbia Ontario tours of North America, moved to Vancouver five years ago. He experience includes managing the custom distribution of top pop music publishing field with BML-Lada, Newport Records and Quality Records. Forget, who has been in the Canadian industry for a few years, previously headed Barcel Record in Toronoto by retail record store, and was a salesman with Quality Records.

From The Music Capital of the World

Benjamin Hits Careless Buying

• Continued from page 46

one year were primarily based on U. K. trade, we must today not only see the trend in that market. Benjamin said Pye had remained strong in the U. K., during the vast turnover of manpower in the U. K. industry during the war years. Benjamin claimed that his company’s team spirit gave it the ability to handle the problem. His rivals were still "convening a meeting of the industry to build up a record word which is already in our presses and on our vans.

IRC has already dealt with EM’s World Record Club and RCA Victor. The Rada company was developing on a number of other fronts, including cartridges and cassettes, rackings, and custom pressings as well as having a direct stake in the retailing of records in the U.K.

BAHAMAS

CINCINNATI

Jim Duff, formerly of Spangle Productions, is now with Producers in Houston, Tex., where he is in the executive and working on the creation of a new label.

Charles R. (Chuck) Streicher, formerly with A
ing Recording and Serigrap
ing House, has returned to his position.

Eddyson’s has released "Ups and Downs," by which Jimmy Riggs and Record Retailer editor will be joining IRC, Kidd says. The group opened at the Concert Hotel, Amsterdam.

Jimi Hendrix, former member of the Band, has signed a contract with the company’s new Rolling Stones, Muddy Waters, John Mayall, Impala Music, Radio Veronica’s publishing company, has made an agreement with Tribute Records by which Impala will get distribution of new artists. Including upcoming Double Shot release, Dougs. Country band and distributed in Holland by Neg/gtester.

Ence is a new independent marketing company, which will be the sales and marketing with Western Canada Steel, and conducted the largest potential of the pressing plant he now manages.

Pye Laboratories has announced a new label, Double Album, which will be distributed in Ulster beginning next month. The company will use this label to distribute a number of albums which have been distributed there by the independent Symphony Company. General manager of this company is Cyril Simons, head of the Ulster operations.

Radio Channel 4 in London, and Radio Network 2 of Scotland, have both stressed that the industry fails to find a formula for a new market. Pye notes that the BBC is likely to move nearer to record company management, a move which will be a blow to the industry here which considers it more difficult to break new artists if radio exposure is heavily dependent on top 20 plays.

RCA to Distribute Nimbus in Canada

TORONTO—The independent Toronto-based Nimbus label will now be distributed in Canada by RCA Victor, and future single releases will be in stereo.

First of the Nimbus stereo 45’s is “Of a Doping Pin,” by the Guess Who, Winnipeg.

The group is recording an album, “Whitefriars Soul,” in Nashville.

Upcoming next month is “The Mutiny” by Little Walter, of “Big Brother and the Holding Court,” and Atco’s Iron Butterfly appears.

United Artists, with their Goldho
ing label, is tapping an ABC-TV special with a large following.

Columbia’s Big Brother & the Holding Court, and Little Walter, who are currently appearing on Philadelphia’s Heartland, tour have been released “Ups and Downs,” by the Eddisons, in 15 countries.


Four Fuller brothers recently played the common house of the University of Michigan, October 18-19. They are Charlie, Fred, Peter and Peggy.

Capitol’s Peggy Lee appears with Zax Norman at Pittsburgh’s Twentieth Century Fox A
ing, Mike Gross

Dublin—During his three-week U. S. trip, Record Bureau’s Noel Pear

(Continued on page 48)
ANNOUNCING TWO EXCITING NEW PRODUCTS AT THE 1968 PHOTOKINA,
**ARGENTINA**

(Courtesy Residence in La Pampa)  
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**FINLAND**

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JAZZ UP YOUR WORLD WITH WORLD PACIFIC JAZZ

GREAT NEW RELEASES FROM THE JAZZ WORLD’S GREATS!

MERCY, MERCY / The Buddy Rich Big Band ST-20133
JEAN-LUC PONTY / More Than Meets the Ear ST-20134
A PORTRAIT OF WES MONTGOMERY / Wes Montgomery ST-20137
CHET BAKER PLAYS & SINGS / Chet Baker ST-20136
WELCOME HOME / Richard "Groove" Holmes ST-20147
Tape CARtridge
Phils in Canada Goes Cassette Duplicating
By KIT MORGAN

LOS ANGELES—Since taking over duplication and distribution of its own tape cartridge line in September, J. A.M. has introduced new packaging designed to add a uniform quality appearance to all its music products.

Managers and executives have been very promising in every respect. As originators of the system we have a special appeal we have all the experience of European competitors and the quality of the product.

Preparation of special artwork for tapes slows down production somewhat, Rosenberg admits, but the company feels the time lag is justified in offering a quality product.

Artwork for cassettes is of necessity smaller, but the original theme is retained. The shell and labels and records are sold under the same concept by distributor services.

A&M has been licensing its library to Play Tape, which develops a private label company plans simultaneous re-leasing of tapes and LP's because "their'r, that is," Rosenberg says. But this goal is about six months away. A&M's engineering department times and programs the cartidges and quality control checks all the music.

As A&M's own involvement with tape grows, the company will of necessity have to increase its personnel. In this area Rosenberg says that it has been working with tapes for the past 15 months.

CARtridges Take NARM Spotlight
By EARL PAIGE and RON SCHLACTER

CHICAGO — The rapid expansion of the tape cartridge market and manufacturing profits dominated the session among cartridge manufacturers and the personal to-person sessions at the recent National Association of Record Merchandisers (NARM) tape meeting here.

Cartridge manufacturers are very enthusiastic about the response from the public to the "person-to-person" meetings.

All Taping Distributions, Inc., featured a 12-track cartridge, open reel Tambor; a bulk 8-track floor cartridge, and a nine-track cartridge. The 8-track, $90 display has a capacity for 300 cartridges with a suggested retail price of $2,100.

J. L. Marsh, Inc., displays in-eliminating any clutter, a counter or wall unit and two floor models. A $185 floor model, CTR-350-D, has a capacity for 350 cartridges.

A&M's own graphic department designs the art for the cartridges, with the LP cover materials available to shipper for use in usual cartridge displays.

Preparation of sales literature on the strength of 8-track and the growing importance of cassettes, modified the emphasis of the promotion effort in the majority of cases, Rosenberg says. All NAL "SUPER 8 TRACK" cartridges are fitted with a dust-cap and labels carry a printed warning, to the effect that an exchange by sending the cartridge directly to NAL for replacement.

Another outstanding NAL innovation is the introduction of a "Top Hits Countly" and "Western" pack, which is a twin-pack, double super "STEREO 8 TRACK cartridge and cassette to retail at the price of a single album length cassette...for $18.99..." (see "Sound" series) consists of 12 different volumes, with each tape "inside" a new "Cassette" and most of the directness of the Country and Western field. The twin-pack cartridge has a suggested retail list price of $10.95, and the twin-pack cassette a suggested retail price of $5.95.

Probably the most enthusiastic re-ception at last week's NARM was NAL's announcement that distributors would be given a guarantee to ship within 48 hours from receipt of their order by NAL. All shipments within a radius of 1,200 miles at New Orleans will receive truck shipments and beyond that area NAL will make all shipments by air freight.

NAL will make its first shipments on October 1. It will be followed by distributors who have signed up for the program and will be shipped to points in the country.

(Continued on page 52)

Mfrs. Look to Teens For Year-End Spurt
By BRUCE WEBER

LOS ANGELES—Tape player manufacturers here are banking on the teen-age market for an end-of-the-year sales spurt.

A recent study by marketing directors at most major companies to plan equipment promotions aimed at young people, especially after the economic effects they had reached a peak during recent "back to school" period.

The traditional summer lull at most retail outlets failed to materialize, and many retailers believe it was due to a summer surge of sales.

A study of inventory trends at White Front, Radio Shack, Montgomery Ward, and Sears revealed tape player sales were far ahead of expected years.

Player manufacturers are using radio, TV and newspaper advertising aimed at the teen-age market, with a heavy emphasis on equipment giveaways through contests.

WHY PAY MORE?
Get Pfanztehl's BLANK CASSETTES
 AT NEW LOW PRICES!

Pfanztehl CHEMICAL COMPANY
3350 WASHINGTON AV. - BOX 429 - WARGAN, ILLINOIS 60094

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3350 WASHINGTON AV. - BOX 429 - WARGAN, ILLINOIS 60094

SEPTEMBER 21, 1968, BILLBOARD
NAL Acts on Fast Delivery Policy; Rush Out 'Valley'

NEW YORK—North American Leisure, as part of its new policy of fast delivery, is rushing out 8-track cartridges, cassette, and open reel tapes of the "Harper Valley PTA," LP by Jeannie C. Riley, Larry Finley, chief of NAL, said that he received the master on Sept. 10 and will ship the cartridges to distributors Monday (16).

This is all part of a super-speed service program at NAL. The firm just hired Bill Bishop as vice-president in charge of production and music acquisition to supplement service. Bishop has been in charge of promotion and repertoire at Ampex.

On Oct. 1, at the Chicago convention of the National Association of Record Merchandisers, NAL informed distributors of a guaranteed fast delivery plan (first reported in Billboard).

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

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

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

Tape CARtridge

Mfrs. Look to Teens for Yr.-End Spurt

NAL guarantees 90 per cent of an order will be filled within 48 hours of receipt, or 5 per cent of the order will be free. Finley said that the major gripe of distributors with tape cartridge suppliers in general at the Chicago meeting was slow delivery.

Scovill Buys Player Maker

LONG ISLAND CITY, N.Y. — Audicord Corp., manufacturer of 4 and 8-track tape CARtridge players and cassette players, has been purchased by the Scovill Manufacturing Co. of Waterbury, Conn. The cash

(Continued on page 74)

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(Continued on page 74)
ARA Joins Rush of Vending Firms Buying Jukebox Operating Routes

• Continued from page 1

ARA, which has for some time had music routes in Hawaii, thus joins Servotamion, The Mickle Co., American Automatic Vending Corp., Automatic Merchandising, Inc., and other firms heretofore principally involved in vending but now actively acquiring routes.

ARA’s current annual sales volume is running at the rate of $425,000. Servotamion’s sales volume climbed over $200 million for the fiscal year ended June 29. Macke’s sales are running at the rate of more than $16 million. Another large firm, Interstate United Corp., which expects to do well over $140 million volume this year, has also recently acknowledged an interest in music routes.

The movement into music, which is going on among smaller, independent vendors as well as large national firms, continues to take the pattern of route acquisition. ARA is retaking management of the acquired firm, which will be run as wholly owned subsidiaries.

Love and Robert Snyder, president, AVC’s Music Service, will be Bill Cannon, music operators of America (MOA) president, and Fred Granger, MOA executive vice-president. Russell Mawdley, MOA vice-president, and Ray Barker, MOA director, are local leaders arranging the event.

Labels Double Space For MOA Convention

CHICAGO—Decca, London and Liberty are taking double booths at the Music Operators of America (MOA) convention here Oct. 11-13. This will be the first time Decca has taken two booths, said national sales director Claude Brennan. Liberty is a first-time exhibitor. Epic, Monument and Stax are other labels signed to exhibit.

The increased interest by labels in the MOA Music & Amusement Machine Exhibition here at the Sherman House is attributed largely to the efforts of MOA president Bill Cannon, and recognition of the jukebox industry, Decca, for example, is bringing in a $5,000 display originally conceived for the National Association of Record Merchandisers convention.

 Expect 250 at Sept. 19 Mass. Event in Auburn

AUBURN, Mass.—Trade industry leaders and more than 250 operators and wives are expected here Thursday night (19) for a convention of New England coin machine operators. The event will be held at the Sheraton-Yankee Drummer Motor Inn, just off Exit 10 of the Massachusetts Turnpike.

Among industry leaders, will be Bill Cannon, music operators of America (MOA) president, and Fred Granger, MOA executive vice-president. Russell Mawdley, MOA vice-president, and Ray Barker, MOA director, are local leaders arranging the event.

It is also becoming evident, most observers note, that large, public-owned firms are no longer self-conscious about getting into the music operating business, the image of which steadily improved over the past two years. (Continued on page 59)

New Equipment

Over 350 at Empire Show

CHICAGO—More than 350 coin machine world executives attended last week’s open house at Empire Distributing, Inc. The highlight of the event was the unveiling of Rock-Ola’s 440 jukebox. Five new import amusement games were shown, with the Coin Operated Quiz unit and a full line of Westinghouse vending equipment.

Attendees: David C. Rockola, Dr. David R. Rockola, Donald Rockola, Ed Doris, George Heneker, Hugh Gorman and (Continued on page 57)

Coin Machine World

Record-Ola—160-Selection Psychodelic Money Grabber

Rock-Ola’s new 160-Selection Psychodelic Money Grabber is the center of attention at distributor showings around the country. Among its more outstanding features, some of which are optional, are bargain alarms set to buzz when volume control, a two-for-a-quarter play price kit, easily removed reject housing, flash control for the display board, a wood grain look in the grill area, higher-mounted buttons and a floating coin mechanism.

The unit will accept remote control mechanisms from previous models, thus the side strip, by pressing either one of the paddles, and on/off switch. The coin mechanism accepts nickels, dimes, quarters and halves is a floating mechanism not affected by vibration and will credit five plays for two quarters. The unit will also accommodate Little LP’s and features a transistorized stereo receiver, servicing is another feature carried over from previous models.

Coin-Olly—Printers

The Rock-Ola factory has a new machine to the world market. The unit is a combination printer and money grabber. The Rock-Ola printer is a fast moving printer unit which will print and dispense change without the use of a metal strip.

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Rock-Ola Goes Mod

CHICAGO—If its name is any evidence of a new Rock-Ola jukebox is probably one of the most unusual photographs Chicago manufacturer has produced. Called the Psychodelic Money Grabber, the 160-selection machine has at least six new features that vie for top attention. Among them is a burglar alarm.

One of the most difficult features to describe, but probably the most outstanding, is the optional animation of the machine its psychological effects and its name.

The two-quarter pricing kit, also optional, allows two

(Continued on page 61)

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(Continued on page 61)
Jukebox Happy Part of 1967 Singles Picture

- Continued from page 53

bloc's singles buying power should be dispelled by the preceding figures. But the preceding are even less relevant to the estimation of the jukebox's potential singles influence than the following figures. Jukebox consumption accounted for 42 per cent of all singles sold by one-stop wholesalers in 1967.

Jukebox operators are clearly the one-stop's No. 1 singles customer. As such, operators should be exerting the major influence on one-stops' buying, service and merchandising policies. The opinion is widely held that operators are not taking advantage of their buying power at the one-stop level, possibly because operators do not realize their own bloc strength.

Increased use of buying power leverage is urged by Music Operators of America (MOA) president Bill Cannon. He has taken his own colleagues to task much more than the one-stops (though the one-stops claim Cannon has criticized them unfairly), pointing out that the jukebox industry's bloc buying might have been dissipated by lack of exercise. At the root of the problem, Cannon says, is perfunctory, uninspired, unprofessional programming. Such can scarcely be construed as a criticism of one-stops.

Current singles sales facts and trends also argue for reappraisal and perhaps extensive revision of habitual label policies, particularly in the areas of ad and sales promotion. For example, it is illegal that while the jukebox bloc is consuming 30.5 per cent of all singles that the labels should be allocating less than 5 per cent of their singles advertising budgets to jukebox-oriented promotion.

It's time the jukebox bloc recognized that in singles consumption it is reality No. 2. When this happens, it is likely the record industry will begin to try harder to cater to the jukebox industry's needs.

Record Too Long?

- Continued from page 53

Co., Atlanta, said her firm bought 100 copies last week and did not consider the unusual length of the record. Oscar (Bo) Buchman, Redeco, Baltimore, said: "The time doesn't mean anything on this record. Very few are objecting to the time.

Bernay said: "The operators grumble when they see how long the record is, but they're buying it. On 'MacArthur Park' the operators waited until locations insisted on the record, but 'Hey Jude' is another world, this is a bulk purchase record."

MOA Convention

- Continued from page 53

panel on opening day. Label executives will have a chance to question both one-stop owners and operators in what is sure to be a free-wheeling session, according to MOA's Fred Granger.
Our psychedelic money grabber

**NEW ROCK-Ola 440**

160 SELECTIONS

**IS TOO MUCH!**

Stylish. Irresistible. With hypnotic accents of color that makes slow-playing locations swing, swinging locations go wild! This wild new thing from Rock-Ola is built for action. Your kind of action with famous Rock-Ola quality plus dazzling new beauty PLUS new feature attractions that make selling music for money simpler and more rewarding than ever before. Things like a new receiver, transistorized for dependability... exclusive powerized remote volume control with convenient on/off switch for phonograph power as well as for volume and cancel... new speaker positioning for better sound separation... "2 plays—2 bits" kit. And, you get album play, dollar bill acceptor (optional) and loads more of psychedelic money-making ideas!

All-Out Accessibility

Everything's up-top, at eye level, in this exciting new Rock-Ola 440 phonograph. No stooping, squinting, reaching! You get "Easy View" Programming for faster loading... Flip-Top Servicing with all components at arm's reach. Interchangeable parts that cut downtime to a minimum... the world-famous Rock-Ola mechanism... lighted animation (optional)... the whole bag of exciting Rock-Ola happenings that startled the music world in 1967-68!

Go with

**Rock-Ola**

all the way for profits
Empire Shows Off New Headquarters

GILBERT KITT, president, Empire Distributing, Inc., Chicago (left), clowns with Rock-Ola vice-president Ed Doris and Rock-Ola president and founder David C. Rockola (right) during last week's open house at Empire. It's obvious the trio is discussing Rock-Ola's new Model 440, called the Psychedelic Money Grabber.

Over 350 at Empire Show

Art Ehler, all of Rock-Ola; Judd Weinberg, D. Gottlieb; Frank Schroeder, Fisher Manufacturing; Nat Friedman, IEC; Marcine Wolverton, Hank Ross and Ross Scheer, Midway; Bill Herbord, Automatic Products and Mort Secore, Chicago Coin.

Some of the new amusement machines exhibited included Boxing Machine, Arm Wrestler, a small Sega Periscope and a large arcade model of the same unit, Guided Missile and Fighter Pilot.

Empire's new headquarters at 120 Sangamon encompasses 55,000 square feet. Empire has four branch offices which are also holding or have held showings of the new Rock-Ola.

NEW ROCK-OLA 440 MONEY GRABBER

Joseph H. Show
ACE-HI DISTRIBUTORS
Lockawanna, New York 14218

NEW ROCK-OLA 440 MONEY GRABBER

MORT SECORE, Chicago Coin (right) and Mac Brier of Empire.

MATT AND BETTY COCKRELL pose with Dave St. Pierre, Empire vending division manager (right).

WHICH JACK BURNS? There are two here. Jack Burns, Parish Music Co. (left), and Jack Burns, Empire director of branch offices and field sales (second from left). With them are Hugh Gornick, Rock-Ola, and Alan Kitt.

NEW ROCK-OLA 440 MONEY GRABBER
Tell Graft Expansion Plans; Efforts to Fight ‘Blue Sky’

DALLAS — Graft Vending Supply Co., with sales offices in Oakland, Calif., Houston and Seattle, will shortly expand into other cities. In building one in a city has been acquired and a man is setting up a sales or- ganization there. Tom Emmis, in charge of outside warehouses for Graft, said last week he could not reveal the new cities at this time.

The expansion of Graft Vend- ing, which now has about 30 employees servicing bulk opera-
tors over most of the western United States, is expected to triple the expansion of bulk vending gen-

erally, Emmis said. He also said expanding operations has in-
creased the efforts of blue-sky professors.

“The trend in bulk vending now is toward a more thorough servicing of accounts,” Emmis said. “This means there are more opportunities for new operators because of the tremendous growth in population. We’re also talking to new operators in terms of their cover- ing a route from Dallas to Charlotte, or from San Antonio to Waterloo, Iowa. The same square mileage covered by a vendor is being drawn in.

Vertical Expansion

“One vendor is expanding legs of their routes, too. Where-
as before they may have been driving through a town and would not take a location a block off their route, they’re now looking around the corner, so to speak. Some operators are selling off portions, or legs, of their routes to younger, or older operators.”

Emmis said the new pattern of vertical expansion, as opposed to vendors developing tremendous geographical areas, means that many more operators can be developed. He also indicated that vertical expansion based on pop-
ulation growth, was a basic rea-
son why blue-sky activity had been stepped up in Texas.

Blue-Sky

“Blue-sky has been around for years but we’re just getting out of share of it now. We were virgin territory for promoters. A main reason is the tremendous popula-
tion growth, with cities such as Houston growing 10 times in size.

Agreeing with others in the industry, Emmis said very few people who are “blue-eyed,” as he puts it, ever continue in the business. “I know of over 300 blue-sky sales in Texas last year. We’ll be lucky if we have 10 per cent of these people stay in the business.” Emmis did say that some of these best customers, however, started out after buying a blue-sky deal.

“Blue-sky approach is not the correct one because it’s based on a get-rich-quick philosophy,” Emmis himself is a good closer and has talked to a num-
ber of people who have gone for a blue-sky promotion. Their thinking is different.

“When I meet them and tell them the truth about bulk vend-
ing, I rarely fail to close a sale.”

Citing an example of how former blue-sky victims do de-
velop into successful vendors, Emmis mentioned a man who visited here last week. “He had just taken his for 10 machines, which cost him over $1,000. I told him seven reconceived machines for $150, which nearly doubled his route. This man will likely go on to become a success-
ful vendor.”

Graft Vending Supply Co., formed by bulk vending pioneer Everett Graff, is headed by pres-
ident Floyd Price. Milton Hamp-
town has been its West Coast office in Oakland. Bob Sunday man-
ages the Seattle branch, Jim Parker handles the Los Angeles office, and Tom Conner is man-
erg.
Operating Routes

Music route acquisitions by national firms, while more evident here in the West, is certainly not limited by geographical areas.

Meyer Gelfand, vice-president, The Mackle Co., Cheyenne, Wyo., and president of National Automatic Merchandising Association, said recently: "We have an interest in acquiring music routes where it makes sense for us to do so. It's a good business."

"I'm interested in good music and cigarette routes anywhere they can be found," said Louis Golden, president of American Automatic Vending Corp., Cleveland. Golden's company has recently acquired such firms as Southern Automatic Music Co., Louisville, and Toledo Music & Novelty Co., Toledo.

\[\text{George Miller III}\

OAKLAND, Calif.—George A. Miller, long-time industry leader, has been ill recently. Hedward Ellis, Music Operators of America (MOA) secretary, who visited with Miller on a recent trip to the West Coast, suggests that friends send Miller get-well cards.

Miller's home address is 5893 South Land Park Drive, Sacramento, Calif. 95822.

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Three ways to be In-Like-Flynn with big earning locations

1 WURLITZER AMERICANA II PHONOGRAPH
Here is the industry's finest example of Class created by a combination of cabinet design, construction integrity, stereo music and all-around superior engineering. Its earnings, too, are in a class by themselves.

2 WURLITZER 5133 WALL SPEAKER
Faithfully reproduces the marvelous tone of the Americana II throughout any location. Its beautifully trimmed walnut finished wood cabinet houses a 6½" high compliance woofer and a 3.1" cone tweeter, too!

3 WURLITZER PUBLIC ADDRESS MIKE KIT
Here's the clincher... it turns Americana II into a location-wide system for paging, making announcements, utilizing singing bartenders, or conducting song fests... all for fun!
Coming Events

Sept. 15-16—National Vendors Association, board meeting, Franklin Motor Hotel, Philadelphia.
Sept. 15—South Carolina Coin Operators Association, Charleston, S. C.
Sept. 28-29—West Virginia Music Council, annual meeting, Heart of Town Inn, Charleston, W. Va.
Sept. 27-29—Arizona Automatic Merchandising Council, annual meeting, Mountain Shadows, Scottsdale, Arizona.

Rock-Ola Goes Mod
*Continued from page 53*

plays for 25 cents, five for the second quarter, eight for the third and 11 for the fourth quarter. The machine is also available with a dollar bill validator.

A new powerized remote volume control has an on-off switch for phonograph power, volume and cancel. The dial is illuminated.

Another optional feature is the transistorized receiver, consisting of two transistors and two identical plug-in relays. The machine, called Model 440, also features new speaker positioning for increased stereo separation.

Other features, some of which are optional, include a torsion spring lid, a new National Rejectors plug mechanism, an "L" pad control for the phonograph speaker, allowing for graduated or attenuated control without affecting extension speakers, transistorized amplifier, intermix changer handling 45s and Little LP's, an automatic money counter and a common receiver system.

A number of features in the 440 were introduced in a previous model. These include the features of flip-top servicing and easy-view programming. Every important service and maintenance point can be easily reached by lifting up the top of the machine.

America, 18th annual convention and trade show, Sherman House Hotel, Chicago.

Oct. 27—Coin Operated Industries of Nebraska, from Town House Motel, Omaha.

Oct. 19—Missouri Automatic Merchandising Association, annual meeting, Plaza Inn, Kansas City.

Nov. 10-14—National Association of Concessionaires, annual convention and trade exhibit, Hilton Hotel, San Francisco.

Nov. 12—Florida Amusement & Music Association, District 2 meeting, site to be announced, Jacksonville.

Nov. 13—Florida Amusement & Music Association, District 1 meeting, site to be announced, Pensacola.

October 1-10—Coin Operators Association, district meeting, site to be announced, Miami.

October 9—Florida Amusement & Music Association, District 6 meeting, site to be announced, West Palm Beach.

Oct. 10—Florida Amusement & Music Association, District 5 meeting, site to be announced, Miami.


Oct. 11-13—Music Operators of America, 18th annual convention and trade show, Sherman House Hotel, Chicago.
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.

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
Las Vegas Operators Fight Club Competition

By Bruce Weber

LAS VEGAS—Competition from free lounge shows at hotels here, a $50 annual machine license fee and a 3 per cent sales tax are worrying local jukebox operators.

The effects on the jukebox industry are multifold. Keen competition has developed between hotels and jukebox locations, both vying for customers. In either case, the lure is entertainment.

"In order to compete with lounge shows in the hotels," says Steve Smith, of Music Service, Inc. "jukebox locations along the Strip are offering a free jukebox."

Hotels offer entertainment without exorbitant expense. "That has been the major problem," adds Smith. "To keep pace with the live entertainment scene, jukebox locations put the box on unlimited play without pay."

To complicate the situation, too, coin machine locations get the equipment at "reasonable rental rates," insists Smith. "Location owners feel they have to give free play on the jukebox to draw customers away from the casinos and showrooms and into their cocktail lounges."

Although the picture changes in downtown Las Vegas, where there are a limited number of locations, the over-all scene in Southern Nevada is discouraging, according to Smith.

"The jukebox industry is caught between two conflicting worlds—live entertainment and entertainment on records," contends another jukebox operator. "Casinos, with their live entertainment, are a full-blown midnight party."

Because Las Vegas is a 24-hour resort, operators must provide 24-hour service on equipment, another expensive overhead. Because locations have jukeboxes blaring non-stop, says Smith, the equipment takes a beating.

Jukebox locations away from the Strip do well, but the action is on the Strip, and that’s where the live entertainment vs. recorded music war is being waged. Background music companies, usually an irritant to jukebox locations, also offer competition, but on a smaller scale.

"Tourists are prone to stay in the plush hotels and showrooms," claims Smith. "They’re not going to rush out to cockpit lounges and bars to hear jukebox music. That’s why location owners have got to stop catering to hotel dropouts."

What operators program away from the tourist areas, he says, the music is usually a mixture of sounds, with emphasis on jazz. "The locals play the jukebox," says Smith, "but the concentration, stupidly, is on tourists."

Also hindering the growth of the industry is a machine tax in both the city of Las Vegas and neighboring counties of $25 per machine every six months and a 3 per cent sales tax (State-wide).

"The scene for a jukebox operator here is maddening," says Smith, "and it’s not likely to get better."
Yes, it takes all kinds of product and a variety of artists to round out a power-packed new release. It takes research, imagination and talent to create each and every album. It takes strong distribution, unusual promotion and pointed merchandising to properly expose this product. It takes aggressive dealers and programmers to carry the message to the consumer.

Take It From Us!

℗ AUGUST 1968 SEPTEMBER ℗

(Phase 2)
BOBBY GOLDSBORO
"AUTUMN OF MY LIFE"
50318

TOMMY CASH
"THE SOUNDS OF GOODBYE"
50337

DEL REEVES
LOOKING AT THE WORLD THROUGH A WINDSHIELD"
50332

JOHNNY DARRELL
"I AIN'T BUYING"
50442

United Artists Records
Entertainment from Transamerica Corporation
8-Track in High as Ford And Motorola Renew Pact

*Continued from page 1*

RCA Stereo 8 player, prepack of eight RCA tape cartridges (each car dealer to receive his choice of the type of music he feels best suited for his location), a year's supply of monthly sampler cartridges of RCA product, plus such point-of-sale material as torn-off cards, displays, full-color brochures, and other sales aids.

Ford is timing an incentive sales program for its 400 factory sales representatives to sell its dealers on taking the promotional package in a company-wide drive to increase the sale of Stereo 8 players in its cars. The salesmen who meet their quotas will receive prizes of portable players and tapes as part of the push.

The RCA unit used for display and demonstration purposes in the car showrooms will be a home model. The reason for this is twofold: (1) To show the prospective buyer that the Stereo 8 playbacks are available for home purposes as well as for car use; (2) the showrooms will have the playbacks in continuous operation as an attention grabber for car shoppers.

The drive will continues throughout October and November. J. P. McCloy, Ford Motor Co.'s options program manager, who is putting together the promotion, estimates that the top 2,000 of Ford's 6,000 dealers will participate. McCloy said the promotional package, valued at $250, will be sold to car dealers for $100.

Elektra Sets Back-to-Nature Retreat for Writers, Staff

*Continued from page 1*

promoted Elektra president Jac Holzman to initiate the experiment.

An initial complement of 10 artists/writers at present resident at the outpost, Holzman said, here on a 10-day visit. According to Holzman, two groups which have been working out at the commune are ready to make their recording debut.

Holzman hopes to record some material at Paxton once his 4-track equipment is installed in one of the buildings. Initially, sessions featuring artists who have been woodsiding at Paxton will be done in Elektra's modern Los Angeles facility, which became fully operational last July. Holzman says that most of the new acts have some kind of recording knowledge, so they can handle the recording equipment. But on major projects, a staff engineer will make the track.

Paxton was selected, Holzman explains, because it is totally isolated from any large city. The concept behind the wilderness outpost is that this kind of setting is extremely conducive to free-form creativity.

The studio facility is basically to allow the artists to get their ideas down on tape before they come into the regulation studio. The Paxton project involves Elektra leasing the land on a long-term basis with an option to extend it every six months. Newly signed country blues artist Lonnie Mack is at present at the commune, spending a week rehearsing. "He'll influence the people there and they'll influence him," Holzman says. "By changing people you can generate whole new ideas."

The executive of the 16-year-old label also believes this experiment will help reduce the spiraling cost of recording.

Buddah Disk Theater

*Continued from page 8*

sales figures will be checked against the previous month, to determine the number of miniature projectors to be installed in other retail outlets. Plans at present are for 33 more of the units by December and full scale distribution in 1969.

"Although Buddah is focused on the units at present it is now an exclusive deal. We feel that any company's record, be it a movie or a television series, be the same we'll sell all records. They will help get customers into the store," commented Borgata.

Involved in the experiment with Buddah and Cinovia's president Ken Bateman is Sol Gersh, vice-president of operations for Merco Enterprises. The initial five stores are Merco-sponsored. On the trial run the Kaen- ear-Katz Singing Orchestral Circus, the Five Stairsteps and the 1910 Fruitgum Co. are all featured.

SEPTEMBER 21, 1968, BILLBOARD
DECADE OF GOLDEN GROUPS—

**SANDER & YOUNG**—HARRY AARON (ABC-Paramount 6-4822) [5]

his already unique two-LP set actually goes more than the decade of group—super group—

from the开始 of the Beatles to the end of the decade the most important band in the world.

The first LP, "The Mighty Quinny," is a collection of songs that made up the band's name. The second LP, "The Supremes," is a collection of Motown ventures that made up the band's name. The third LP, "The Supremes," is a collection of Motown ventures that made up the band's name.

The Supremes, Motown's answer to the Beatles, are the band that made up the band's name. The Beatles, Motown's answer to the Supremes, are the band that made up the band's name.

THE BOARD OF DIRECTORS—"AOR"—ROCK & A COUNTRY—"A Sampler of Country & Western" (Capitol 285266) [5]

Subtle comedy, lively harmony, and a 20-minute whiz around the world with "Bill Bailey." The songs are ever so nicely put together without putting you on. Probably their best album.

**THE MONSTERS PERSONAL ALBUM—

SANDER & YOUNG**—HARRY AARON [5]

The band, consisting of the three main members of the band, plus a few more, is called "The Monстers." The songs are ever so nicely put together without putting you on. Probably their best album.

**THE FRENCH FESTIVAL FESTIVAL—

ANDREAS HANSON**—HARRY AARON (ABC-Paramount 6-4822) [5]

The package adds a few more, including "The Monстers," "The Beatles," and "The Supremes," to the attractiveness of this package.

SEPTEMBER 21, 1968

BILLBOARD
Roy Orbison sings Roy Orbison.

A winning combination of singer and songwriter responsible for five million-selling singles during the past decade: "Oh, Pretty Woman" "Crying" "Running Scared" "Only the Lonely" and now...

Heartache K-13991

b/w Sugar Man

There is only one Roy Orbison and he's on MGM Records is a division of Metro-Goldwyn-Mayer Inc.
**Spotlight Singles**

**Hot 20 Singles**

**ARCHIE BELL & THE DRELLS—DO THE CHOO CHOO**
(Writers: Gamble-Huff) (Dear Meadowlark Records) - Beautiful and ingratiating original ballad grown on an exceptional change of pace filled with the infectious rhythm which has been a major hit. 

**DONNY HANNAH**
(Writers: Michael West (O.S.&R.) (Peer Int’l/McCourt, BMI)-Beautiful and ingratiating original ballad grown on an exceptional change of pace filled with the infectious rhythm which has been a major hit. 

**HERMAN'S HERMITs—THE MOST BEAUTIFUL THING IN MY LIFE**
(Writers: Arkin-Darling-Dallas (Music Masters) (Peer Int’l/McCourt, BMI). The Hermits should balance back to a high spot on the best seller charts with this top ten smash. 

**MILA MILLER**
(Writers: Beatty-Nowlin-Brooks (Munson/Off, BMI) (Peer Int’l/McCourt, BMI).-Beautiful and ingratiating original ballad grown on an exceptional change of pace filled with the infectious rhythm which has been a major hit. 

**WILBUR MULLER—UP TO THE HEAT**
(Writers: Miller (Muller) (Bay Music, BMI).-Make me in a Cow in a room for the fewest. 

**NANCY WILSON—PACIFIC OF MIND**
(Writers: Michael Carr (Chesley, ASCAP). A groovy new ball and sold for the exciting melodic impact. This easy rocker favored in the town for two year hit. "Tell it to me, I’m a cow."

**ELVIS PRESLEY—ALICE IN LOVE**
(Writers: Starns-Hague (Sheffield, RCA Victor) -Smooth ballad, penned by Lula Buzee. 

**PETER, PAUL & MARY**
(Writers: Backs (Ballads, ASCAP) -Culled from their forthcoming album this steady rock ballad features much power in its vocals. In the best Paul & Mary tradition. 

**REJOICE—GOLDEN GATE PARK**
(Writers: (Prod. Steve Barri) (Writers: Brown-Brown) (Writers: AGP) -Good news this in the best Barri production. A first rate sales prospect. First rate Barri production work. 

**SANDPEBBLES**
(Writers: Brown-Ely-Brown (Cassette, BMI)—Culled for their forthcoming album this steady rock ballad features much power in its vocals. In the best Paul & Mary tradition. 

**SYDIE & THE BLAZERS—Funk-Ball Pute (Part 1)**
(Writers: Christian) (Drive-In/Wheaton, BMI).-The Funky Walk group comes on strong with this hot rocker with a driving vocal chorus. 

**FREDDY CANNON—SEA CRUISE**
(Writers: Smith-Lichten (Victor, BMI)-Cannon arranges attention with this light pop-material. Considered this as a hit. 

**GLORIES—NO NEWS**
(Writers: Gallico-Cotillion (New Image, BMI) (Peer Int’l/McCourt, BMI).-A smooth ballad, featuring the earlmarks of the Frankie Ford hit of the past has even more sales potential. 

**STEVE MILLER BAND—LIVING IN THE U.S.A.**
(Writers: Lightfoot—Lightfoot (Arista, BMI) -Updated sound with appeal. The pop hit of the year. 

**FOOLS**
(Writers: Thompson-Thompson (Taco Rock, BMI) -One of the finest pop hits of the season. Establish the smoothly blended group for top sales. 

**JIMMY DICKENS—Sometime**
(Writers: Barri-Vann (Ensign, BMI) (Peer Int’l/McCourt, BMI).-Culled from their forthcoming album this steady rock ballad features much power in its vocals. In the best Paul & Mary tradition. 

**MARLENA SHAW—LOOKING THROUGH THE EYES OF LOVE**
(Writers: Valenti—Furman (St. Nicholas/Videofract, ASCAP) (Cassette, BMI)-Love story sequence takes on an exceptional change of pace filled with the infectious rhythm which has been a major hit. 

**SYNTHETIC**
(Writers: Kipper (Knapp, BMI) (Peer Int’l/McCourt, BMI).-Still ballad grow on an exceptional change of pace filled with the infectious rhythm which has been a major hit. 

**BILL DEAR & THE RHOULDS—May I (Writers: William) (Dear Meadowlark Records). This excellent chart winner features an exceptional change of pace filled with the infectious rhythm which has been a major hit. 

**THE LEMONADE CHARADE—The Straight Life**
(Writers: Young (MGM). -A Newcomer with this single. 

**JERRY JOHNSON—Smokin’ Joe**
(Writers: Joe (Steffen) (Joey, BMI).-A Newcomer with this single. 

**BILLY WADDLE—Help Me Help Baby (Japoni/Fontana, BMI) (ABC 11791) **

**TOP 20**

**POP R&B**

**SONNY JAMES—Born To Be With You**
(Prod. E. Kellner (Writer: Robertson) (Mainey, ASCAP)-The exception setting Don Robertson chart position and James’ first song to receive formal perfect marital recognition, and should quickly replace “Heaven Says Hello in the no. 1 spot on the country charts. Pop buyers will want this one. 

**STEVE MILLER BAND—Living In The U.S.A.**
(Writers: Lightfoot—Lightfoot (Arista, BMI) -Updated sound with appeal. 

**POPULAR FIVE—I’m a Love Maker**
(Prod. Kent (Writer: Kent) (MINT 32050) 

**OH AMANDINE—I’ve Been Turned On**
(Prod. Bobb) (Writer: Johnson) (STREET 707) 

**BILLY WADDLE—Help Me Help Baby (Japoni/Fontana, BMI) (ABC 11791) **

**CHART**

**Spotlight Predicted to reach the Top 20**

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**BILLY WADDLE—Help Me Help Baby (Japoni/Fontana, BMI) (ABC 11791) **
CONTEST

The album's cover features a striking image of Tex Ritter, a prominent Western film actor and singer. The album title, "Tex Ritter's Wild West," is prominently displayed, and the text "SEPTEMBER 21, 1968" is visible. The cover also includes the text "Columbia Special Occasion" and "LP 1097 (S)."

This album is considered significant for its time, as it was one of the first to feature a Western theme in a music album. Tex Ritter, known for his film career, brought his charisma and talent to music, making it a unique and memorable release.
NARAS to Pare Awards; Debuts Bidding by Craft; Elects Nasatir

Barry DeVorzon (substituting for Bill Cole), Sid Feller, Vyoll Gitler, Sounds of Music, and Vir- ing Townsend. Chicago sent their names to the RAS by poetical call. The gallery of the Graduate School of Architecture in New York City, in addition to treasures Danny Davis, Buddy Killen, Wesley Rose and Bill Williams, also sent chapter president Don Light and trumpeter Horace Gayle Hill as observers. Also attending were national council Richard Weintraub, treasurer's secretary Judy Gilbertson. Missing for the first time at the annual awards meeting was executive secretary Christine Fox. She is absent because of illness in her family.

American Musical Digest, re-
ported that the overwhelming majority of composers he con-
tacted for a survey said they preferred recorded to con-
cert performances of their works. Not only would such releases offer more people an opportunity to hear the compositions, he explained, but also创造了 interest in the characteristics of the music without consideration of concert hall performance.

Prefer Disk

Eugene Bruck, editor of the

Music Congress Unit Sounds Off

tally different. At RCA, we're not trying to capture a live performance, we're trying to be creative.

noted later. Electronic composer and RCA Red Seal execu-
tive adr producer, explained that record companies were interested in the characteristics of the music without consideration of concert hall performance.

SCOVILL BUYS

The purchase was jointly announced by Malcolm Baldrige, presi-
dent of Scovill, and Leonard Rosenthal, president of Auric-
cord. Present management will continue. Scovill produces such traded products as Hamil-
ton Beach appliances, tire valves, sewing aids, and apparel fasteners, having sales of $352 million in 1967. Auricord, es-
tablished in 1929, makes tape de-
ckds as well.

The Los Angeles-Grammy re-
venue for Elektra and its None-
such operation should surpass by 60 percent last year's figures by the end of the current year.

Last year, president Jac Hol-
zman said, the gross was up 120 per cent over the previous year, and "we are running at the rate of well in excess of $10 mil-
ion." Holzman said his company has always done well with folk, and "we have not tried to do something nobody knew about it." When the label got heavily involved in what he called a new, amplified folk music, the indus-
try became aware of the company.

The company has grown to where it now employs 50 per-
sons Stateside, with 12 in the L. A. office.

Pocketdisc's Distribut Set

Page color insertions in the comic section of the Seattle Times and additional black and white ads appeared in several newspapers.

Other Labels

Meanwhile, additional labels are considering the use of cas-
elinks with Pocketdisc. The latest are Bell, Buddah, Trea-
grammation and A&M. Dozens of others are in the fold, such as Atlantic, Liberty, Capitol, Columbia, etc.

Last week Billboard carried the list of product to be made available for the Pocketdisc test. Since then, additional rec-
cords have been added to the list.

grammation, No. 2, "3 Red Light," 1910 Fruguton Compa-
nedy, Buddah, No. 5, "Born to Be Wild," Steppenwolf, Dunhill, No. 7, "I Feel a Coming Message to You," Bee Gees, Atco, No. 9, "The House That Jack Built," Atlantic, At-
tic, No. 10, "Revolution," Be-
roots, Dunhill, No. 21, "I Like It," Leiber & Stoller, No. 27, "Come Around, Look at Me," Vogue, Reprire, No. 32, "To Wait for You," King, No. 51, "Six Man Band," As-
sational, No. 58, "All Along the Watchtower," Jimi Hendrix Experience, Re-
prise, No. 66; "I Met Him Somewhere," Mercury Record Corporation, showed its annual report at the "Hotter than the Sun" session, which holds 120 pieces. The stands are free from the purchase of 200 cassettes.

Hollywood Impact Records displayed 15 new 8-track cartridges and will release 40 more in the next six months. These new models are planned in three months.

George Novak and Ken Kopp, vice-prime-
ten of NARM Records, reported "excellent response" during their personal visit with record labels and rack jobbers. "In other NARM categories, the action at the tables is flat," they said. "This time, it's very good. Rec-
ord people are beginning to ac-
knowledge that something they have been talking about, and maybe a little more about it," Novak.

Display Fixtures Co., Char-
lotte, N. C., has seven tape dis-
plays in use, according to Glenn Van Tasell. They range from a rack holding 180 cassettes for $2.50 to a rack accommodating 226 8-track cartridges selling for $120.

Trade’s Artists and Leaders Pitching in to Aid Biafra

"We are trying to raise $20,000 and included contributions from $50 to $100,000" to the United Fund of Fillmore East and Fill-
more West; Columbia Records; Mercury Records; MGM Rec-
ords; Jimi Hendrix; Sid Bern-
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Trade’s Artists and Leaders Pitching in to Aid Biafra

"We are trying to raise $20,000 and included contributions from $50 to $100,000" to the United Fund of Fillmore East and Fill-
more West; Columbia Records; Mercury Records; MGM Rec-
ords; Jimi Hendrix; Sid Bern-
tstein and the Rascals; Frank Barselona of Premier Talent Asso-
ciates; Fred Weintraub of the Isle of Eden and Dee-
\n
Mercury Record Corporation, showed its annual report at the "Hotter than the Sun" session, which holds 120 pieces. The stands are free from the purchase of 200 cassettes.

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"Chitty Chitty Bang Bang"

the most fantasmagorical musical entertainment in the history of everything!

ORIGINAL CAST SOUNDTRACK

"Chitty Chitty Bang Bang"

Albert R. Broccoli
Dick Van Dyke
Sally Ann Howes
Lionel Jeffries
Ian Fleming's
"Chitty Chitty Bang Bang"

Richard M. Sherman and Robert B. Sherman
Music supervised and conducted by Irwin Kostal

United Artists Records

Entertainment from Transamerica Corporation
The Stereo 8 Story
(September)

RCA Victor

We Wish You a Merry Christmas
Floyd Cramer

Christmas with Ed Ames

In Love with You
Al Hirt

Valses Mexicanos

The Spirit of Christmas
with the Jazz Kings

Feliciano!

The Latin-American Sound of Guatemala

Where Is Love?
Jack Jones

Bohemian Christmas Carol

Lanza Sings Christmas Carols

Handel's Messiah

The Little Drummer Boy

Perry Como Sings Christmas Music

Up and Away

The Hockett's

Introducers

The Rockets

Stereo 8 Cartridge Tapes

*Manufactured and Distributed by RCA