Decca accents new concepts at meets

By MIKE GROSS

MONTREAL—Bill Galigher, MCA Leisure Time vice-president, inaugurated a new era for Decca Records at sales meetings here Sept. 17-18 and at the Record Club Buys Labels (Continued on page 29)

Record Club Buys Labels

By FRED KIRBY

YORK, Pa.—The Record Club of America has purchased two classical labels, its first step in a program to manufacture and distribute records. This counters a trend where labels have instituted their own record club operations.

The labels, Baroque and Pirouette, were purchased from Gileon Kornfeld. They previously were distributed in the U.S. by Everest Records through a licensing agreement. Record Club of America has set up Copley Record Productions Inc., a wholly owned subsidiary, to deal with the manufacture and distribution of recordings. Rick Steinberg, merchandising manager for the club, explained that firm was "always strongly classical" in its mail-order operations.

New Orleans Sept. 12-13 at which he heralded the theme, "New Directions—Tradition With a Future." It is a pitch to bring Decca into the industry forefront by using new concepts in pricing, manufacturing, distributing artists and repertoire, promotion and advertising without sacrifice to the label's heritage.

The "New Directions" program will bring down the price of Decca LPs for dealers to $2.59 from its established price of $2.98. This new price structure now puts Decca into a stronger competitive picture with the other major labels. And to

(Continued on page 8)

Tax Exemption Granted to RICR

LOS ANGELES—The Recording Industry Community Relations (RICR), a volunteer organization organized to work in the Watts area, has been granted tax exemption status by the State. The group was formed in early June by record executives to aid in giving leisure-time programs for ghetto residents.

A general membership meeting was set for Thursday (20)

(Continued on page 10)

Decca to make tape cartridge separate dept.

By HANK FOX

NEW YORK—In its first move to reshape its operation following the recent administrative and executive shake-up, MGM Records will spin off its tape department into a separate tape division, Billboard has learned.

While the division will initially oversee existing tape CARTRIDGE licensing agreements and step up its promotional efforts for its MGM-PlayTape and DGG cassette lines, plans call for the division to assume control of tape cartridge duplication and marketing and to spearhead the company's diversification into other related areas. The tape division will evolve into MGM Leisure Time division, which will also encompass future activities in the audio-visual field.

Trio Stimler will head the tape division, with Jerry Geller being tapped to head the sales wing. Geller comes to MGM from International Tape Cartridge Corp., where he served as vice-president in charge of sales and marketing. Geller will report to

(Continued on page 22)

Conglomerates studied by Govt.

By PAUL ACKERMAN

NEW YORK—The rising rate of industry mergers and acquisitions has hamstrung efforts to affect the image of the music-record industry on manufacturing, manufacturing, distributing artists and repertoire, promotion and advertising without sacrifice to the label's heritage.

The "New Directions" program will bring down the price of Decca LPs for dealers to $2.59 from its established price of $2.98. This new price structure now puts Decca into a stronger competitive picture with the other major labels. And to

(Continued on page 8)

Easy Listening Radio Play Called The Now Happening

NEW YORK—The most significant body of interest in new music—according to one of the nation's leading radio advertisers, representatives—is the tempo middle-of-the-road approach. Bert Holmes, executive vice-president of Edward Perry and Co., said there wasn't a day went by when a station of this type couldn't adjust musically to fit the market. Some of these stations are calling themselves "The Good Life."
Latest single...

RIDE MY SEE-SAW

Another single LP cut from their
"In Search of the Lost Chord" DES 18017
Industry Blasting Off: Light

NEW YORK — The record business is on the verge of a tremendous expansion in engineering, according to Echo Light, industry pioneer who heads the Project 3 group. Looking ahead, he predicted that the conglomerates who are presently moving into the field will have to nurture and depend upon creative talent. They can improve the distribution and merchandising of product, but the ultimate success will depend upon artistic factors — the writer, composer, arranger and producer.

Light's career has been multifaceted. Once a top band maestro, he has taken many paths in the marketing and production business. His mark is in both the low and high-priced fields. His achievements in stereo are through Command label with such alums as "Persuasive Persuasion," were precedent.

New Phase

"We are entering a most exciting new phase wherein developments of a musical and engineering nature will be the main concern," Light stated. He added: "We will now achieve 100 per cent fidelity." Improvements along this line, he foresees, will decipher the problems of tape. "Tape can accept improvements in it's technology, production and dealer levels. There is also a lack in between advertising and marketing levels. Another area requiring buttressing is the field of music education. Light believes, "There must be more courses in music appreciation, more study of music and more playing of instruments," he added.

Assuming that there will be improvement in these areas, and taking into consideration the advances in engineering and marketing, the potential for recorded music twice today's annual volume, Light concluded.

Graham Sets Talent Unit

SAN FRANCISCO — Bill Graham, Fillmore West and East counterpart, is entering the booking company, the Millard Agency, with offices here and in Chicago.

First acts handled by the new company are Grateful Dead, It's a Beautiful Day, San Fransisco Blues Band, Loading Zone, and Colle. These are the group's aggressive rock bands which Graham has presented before Fillmore stages.

Graham himself is not out. Paul Baratta, who works with Graham, has signed up Bob Seger and Steve tener, operator, are the first two executives in the agency. The New York studio will be headed by Graham. He also plans getting involved in packaging entertainment to play in other cities.

Boston Co. Sold to Frank

NEW YORK — Frank Music Corp. has acquired Boston Music Co., a leading New England record distributor, as a subsidiary, Morris Music Co. of Newton, Mass., and plans to continue to operate as a separate entity with no planned changes.

A publisher of secular, religious and educational music, Boston Music is also a wholesale distributor of sheet music and religious supplies. It now also serves the New England area with a complete line of music and religious supplies, in addition to their retail outlet in Boston.

Arnold Brodsky, director of publications for Frank Music Corp., will take the additional duties of vice-presidential Boston Music. Warren Morris, Boston's general manager, will be a vice-president and will report to Brodsky.

A&M, Mayes Link

LOS ANGELES—A&M Records president E. W. "Bill" Mayes has signed writer-producer Warren Mayes to a two-picture agreement. Mayes' initial project will be to write and produce the score for "A Case of Need."
Axelrod: Hunter of New Sounds

LOS ANGELES — A "new breed" of record executive is "more sophisticated in his thinking," is challenging today's procedures.

The climate in pop music is ripe for the emergence of a new breed of adman/composer Dave Axelrod, whose newest venture is a jolt to the business as he composes by William Blake. Axelrod gained national fame seven months ago with his controversial "Mass In F Minor," written for the New York Philharmonic under the指挥 of Leonard Bernstein. Axelrod's newest work, which has been recorded by the company's Capitol LP, "Song of Innocence," utilizes 33 players performing on an orchestra sized for the space the listeners are likely to see the group perform. Axelrod's current work is with the sounds and styles of the new jazz and will be published by Moreley Music. Axelrod's experimentation on the fusion of jazz elements with hard rock guitar solos and the inclusion of impressionistic jazz and rock figures. Prior to writing his original rock masterpiece for the Electric Prunes for their upcoming album, he had been working on "Desecrated Street," a gutsy blues for Lou Rawls, which was released recently.

Third Work

A third original work from the 34-year-old composer due shortly by the Electric Prunes is an extended piece of music in the form of seven movements. The concept is to make music from the words of Atonement religious services.

Axelrod's suite has been recorded at the same time as a companionLP on such tracks as "Holy Thursday" and the title cut "Song of Innocence," and there are plans to release the piece with the sounds and styles of the new jazz and to be released shortly.

Imperial Reaches Into Past for Blues Series

By LEROY ROBINSON

LOS ANGELES — Imperial is broadening its blues scope with the introduction of a new line of LPs called the "Blues Series," based on some old discs from its and the old Alanat records. One of the first is "Steve LaVere's American Blues," brought to the world by an Imperial record executive for the availability of the urban and rural blues material.

"Byrd, Imperial's national record and promotion director, told us that we have been working closely with LaVere in preparing the material for some time, "and if we didn't have some faith in that, we wouldn't be doing it," he insisted.

Four anthologies comprise this initial release.

Of the blues masters discovered in the vaults, LaVere found he could put together 15 albums with 14 titles per LP.

The first four albums enter all the blues artists associated with the urban, rural, urban and rhythm and blues.

Explain Byrd that "Our starting point is to get to every blues buff that has ever heard the blues, and almost all of us are out for the blues collector in general. And, hopefully, all of the blues buff today, needless to say on the national and, rock group, like John Mayall, we eventually hope to hit a wider audience than that is not heard in the market.

Let's say, the kids who go for we're hearing today from Cannad Heat, some of the groups want to get back to the real thing which we have. If we can get the blues people interested in this," Byrd continued. "We feel we have a lot of good material out in the museums. This will be accomplishments through advertising in magazines, newspapers, blues journals, radio, any source which gets to the consumer."


In the more contemporary packages, "Urban Blues Vol. 1," blues giants Fats Domino, T. Bine Walker, Roosevelt Sykes, Joe Turner and Wynona Harris will be featured. And in "Rock & Roll Blues Vol. 1," pioniers in the rhythm and blues genre such as Muddy Waters, Chuck Berry, Shadoplay Five Keys, and Spinners will be preserved on this collection.

The collector can also feel he will be getting raw blues without any pretense of duplicating the more old masters. LaVere objected when the idea was coined for four albums should be re-channeled to simulate stereo. He has worked that his line is completely material only "to the extent they can be played on stereo.

Manovian Turn Tie-In

NEW YORK — London Records is planning a sales and merchandising drive centered on the first of five Mancove albums to be released in the next few weeks.

Announcing the campaign, Herb Goldfarb, London's national advertising manager, said that the entire home office and sales force would be behind the promotion and forces would focus on the major effort to be new Manovian album, the October release to coincide with the U.S. tour.

"Manovian," is the 44th Manovian album released by London in the past 10 years, all of which have made the U. S. chart, according to Goldfarb.

Newell Industries To Buy Videotechnics

LOS ANGELES — Newell Industries, manufacturer of magnetic tape recording equipment, has signed an agreement to acquire Videotechnics last for an undisclosed amount of common stock.

Newell, primarily a research and development company, will enter the tape player market next year. Newell went public Feb. 9, 1966, and since then, tape video systems recording, which is now a division of Newell, Videotechnics is a privately held company, of music on radio which has shown the movement of the present BMG rate structure was evolved... It does not reflect that BMG has taken place in American music since BMG came into existence. We want to continue to make it as a matter of the radio talk show.

Red Foley, a Country Great, Is Found Dead

FORT WAYNE, Ind. — Red Foley, the singing guitarist who was "The Old World Famous Red Foley," was found dead here Thursday (19). An autopsy was being performed Friday to determine the cause. Foley, who'd been with BMG from 1929 until his death, was one of their few lifetime-contract artists, made his last public appearance May 30 (18) night at a country music show sponsored by the local radio station.

Born Clyde Julian Foley in Terre Haute, Ind., he played guitar for seven years with a band which was made up of "Old Shep:" "Tennessee Saturday Night," Tennessee Bor- nes, "Just a Closer Walk With Thee." It was reported that he was found dead of "natural causes," but those reports were pending at press time.

Imperial's New Concept LP Makes Classical, Pop Jell

LOS ANGELES — With more pop-rock groups weaving classical music through contemporary repertoires, Imperial Records has developed a new concept album for Imperial Records.

By blending the best of serious classical masters and mixing the sound with jazz and rhythm and blues, Smith, a producer for Liberty Records, has recorded "Music Is But A Dream" by the Wichita Fall, a new group.

The album applies classical instrumentation with modern Arista Butler arrangements, and combines the string section of the Los Angeles Philharmonic Orchestras recording with jazz-orientated -- conducted by Bennett and Jimmy Gordon.

Imperial, which rejected the concept initially, will release the double-fold album Nov. 1. With a major multimedia approach, the Top 40 radio, TV and the underground music market, according to Smith. The album cost $50,000 to produce.

Smith, who has recorded the Canned Heat, Bobby Vee, Vikki Carr, Celia Cruz, Guitar Drag Band, got the idea of crossing classical with jazz and rock after talking many contemporary artists to listening to Beethoven, Bach and Miles Davis.

"There's been a return to classical music," says Smith, with many rock acts drawing material from the masters. But there's never been a complete cross-over of the two. When Smith feels, not sporadically, but has used it in single records and albums: "Now," he says, "We're hearing more and more rock bands using amplified instruments.

To give the Wichita Fall album additional classical flavor, Smith incorporated several classical arrangements, including 33 tracks. Imperial is contemplating releasing a single from the album to help promote LP.

Pulsar's Release A First for Merc.

LOS ANGELES — Mercury Record Corp. will mark its first release in the Pop and Rock field with the release of an independent label with the release, about Oct. 15, of its latest release, "Pulsar's Release: A First for Merc.

According to Irwin Garrett, head of Pulsar, the record will probably be by the Magi, a new group. Garrett, who is scheduled to start a nationwide tour of his distributors about Oct. 1, and in mid-Nov, intends to make a tour of the European continent, and in January, United Kingdom, lining up distribution.

SEPTEMBER 28, 1968, BILLBOARD
Andy Williams Sings "Battle Hymn of the Republic"
On Columbia Records

Royalties to be donated to The Robert F. Kennedy Memorial Foundation.
NEW YORK -- ASCAP is awarding its Gold and Platinum Records to its 1,813 writer members. The 1965-66 total, the highest for any of the nine years of the special grant program, brings the cumulative total to more than $5 million.

Of the latest sum, $321,800 will go to ASCAP members in the pop field, including country, R&B and jazz. The remaining $33,000 will go to ASCAP songwriters and publishers of symphonic and other concert works.

Among the writer-publisher awards are Bobby Russell "Hush Up, Sweetheart, Don't Be Crying"; Jim Webb ("MacArthur Park"); Hamilton Camp ("Here’s to Your Love"); Shenise Davis (English-language lyrics for "Who Will Answer"); Gary Geld and Peter Udin ("Ao Vivo With a Kiss"); Guy Marks ("Lovely You Has Made Me Bananas"); Tom Paxton ("Bottle of Wine" and "The Last Thing on My Mind"); and Stuart Scharf ("Like to Get to Know You").

The awards panel reiterated that "The First Time Ever" is still the only work in a trade paperback popularity chart that has a bearing on its presence in the trade.

Other talents honored include Willy Nelson, Janis Joplin, Garth Brooks, country writer Hal Blaine, Orchard County, Hal David, Bobby Roberson, Billy Edd Wheeler and Shrill's "pop folk" performers Joan Baez, Judy Collins, Bobbie Gentry and Art Garfunkel; Joni Mitchell, Bing Crosby and Herb Alpert.

Awards to Groups

Groups receiving awards are the Doors, the Mammas and the Papas, the Poppy, Strawberry Alarm Clock, Big Brother and the Holding Company, the Sweet Cottage of Cibola, the Band, Musical Theater grants include "Gold Golden Rainbow"; Gérard Ragni and James Rado ("Hair"); Mitch Leigh and Joseph Daruis ("Man of La Mancha"); Clark Gerster ("You’re a Good Man, Charlie Brown"); and Hester and Danay Apolinar ("Your Own Thing"); and others.

In the field of educational, included George Crumb, W. H. Auden, Howard Hanson, Grant T. Kok, John La Montaine, Archibald MacLeish, Gian Carlo Menotti, Douglas Moore, Virgil Thomson, and guest members Carl Sandburg, Lee Soverly and Ernst Toch.

Other Awards

Other awards in this category included John Corigliano, Jacob Henry Greenberg, Michael Ochs, Lawrence Moss, Vincent Persichetti, Robert Miller, Mi- chael Flickman, and William B. Williams. Serving on the Standard Awards Panel were Donald D. Bere, Donald Donahue, Frederick Fennell, Walter Hendh and Louis G. Wexen.
THIS ONE IS LOCKED-UP AT THE TOP OF THE CHARTS

MARVIN GAYE

CHAINED

T-54170

RELEASED FROM HIS NEWEST ALBUM IN THE GROOVE

TS-285

MOTOWN RECORD CORPORATION
The Sound of Young America
Gallagher Stresses New Concept At Decca Parley; LP Price Cut

Further stimulate the sales personnel, Gallagher told an industry gathering in New York City. "In today's market, the key to success is on-going, continuous training of the sales force. This will enable them to better understand the product and present it accurately to the record buyers."

Gallagher also discussed the company's promotion efforts, which he feels are crucial to success. "At Decca, we believe in the old adage 'the customer is always right.' This means that we must be responsive to their needs and wants. We must also be creative in our advertising and promotion strategies to attract new listeners."

Gallagher emphasized the importance of the company's commitment to quality. "At Decca, we strive to produce albums that are of the highest possible quality, both in terms of recording and production. We believe that this commitment to quality will pay off in the long run."

Gallagher ended his speech by thanking the audience for their support and encouragement. "I would like to thank all of you for your continued support of Decca. We will continue to strive to be the leader in the record industry."

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Wallichs, Sir Joseph End 'Tightening Talk'

LOS ANGELES — Glenn E. Wallichs, chairman and chief executive officer of Capitol Records, Inc., said he will retire from the company at the end of the year. Wallichs, who has been with Capitol for 17 years, has been instrumental in the company's growth and development.

Wallichs started his career at Capitol in 1951 as a promotions assistant and rose through the ranks to become president and chief operating officer. In 1978, he was named chief executive officer, and in 1985, he was named chairman of the board.

During his tenure, Wallichs oversaw the expansion of Capitol's operations, including the opening of offices in Los Angeles, New York, and London. He was also responsible for the acquisition of several labels, including Epic, A&M, and MCA.

"I have been blessed with a great career at Capitol," Wallichs said in a statement. "I am proud of what we have accomplished and look forward to new challenges in the future."

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NARM DRAFTS PARLEY PLANS

LOS ANGELES — Plans for the 11th annual convention here of the National Association of Record Merchandisers will be made Sept. 26-27 at a board of directors meeting at the Los Angeles Plaza Hotel. The convention will be at the same hotel Feb. 28-March 3. Various problems generated by industry mergers will also be discussed.

NARM has announced that applications for scholarships to attend the convention will be accepted. Nine $4,000 scholarships will be awarded.

NARM has announced that applications for scholarships to attend the convention will be accepted. Nine $4,000 scholarships will be awarded.
The Heavyweights Are On ATCO!

CREAM
"White Room"
Atco #6617
Produced by FELIX PAPPALARDI
... from the CREAM hit LP
"Wheels Of Fire"
Atco #SD 2-700


VANILLA FUDGE
"Take Me For A Little While"
Atco #6616
Produced and Directed by Shadow Morton
... from the hit LP
"Vanilla Fudge"
Atco #SD 33-224

Copyrighted material
Folkways/Scholastic Records

ACTION FILED VS. PA. CLUB

PHILADELPHIA — The operators of Allegheny's Monkey Lounge have been charged in Federal Court here with copyright law violations, by BMI and affiliated publishers Edward B. Marks Music Corp., Four Seasons Music Corp., and Jobete Music Co., Inc.

The action, filed in U.S. District Court for the Eastern District of Pennsylvania on Sept. 12 against Raymond E. Spaido and Donald C. Herb, who operate the Monkey Lounge, charged that copyrighted songs were performed on Feb. 28 at the club without a negotiated license.

The songs involved were "More," "Cuzin Marianne," "Open Up," "Working My Way Back to You" and "I Can't Help Myself." The plaintiffs seek statutory damages as well as attorneys' fees and court costs.

CUC Gets 3 Seeburg Seats

LOS ANGELES — Common-wealth United Consumer Credit, which entered the music business this year, was awarded three seats on the 10-man board of Seeburg Corp., a vending machine manufacturer with interests in jukeboxes and musical instruments.

Commonwealth acquired about 15 per cent of Seeburg's common shares last month from Delbert W. Coleman, former chairman of Seeburg, and Louis J. Ricastro, president. CUC plans to introduce the remaining public float in Seeburg shares.

CUC, a widely diversified company, entered the music industry via acquisitions of Kopelman-Rubin Associates and Bobby Darin's TM Music.

Tax Exemption Granted to RICR

*Continued from page 1

afternoon at Warner Bros.-Seven Arts executive Joe Smith's office to discuss formal programs and fund-raising methods.

RICR has already undertaken a one-year lease on the building where the headquarters of the Sons of Watts, a community group of young men with ideas on growth for their section of the city, RICR will work closely with the organization, "having us implement our programs," Smith explained.

In another action, RICR made a large loan to the Watts Summer Festival, a recent weekend event.

FAIR TRADE

NEW YORK — Bob Skaff, Liberty Records vice-president for promotion and marketing, is in Europe to co-ordinate appearances there by the label's James Brown, who is touring with company representatives in London, Munich, Milan and Rome.

While in London, Skaff will join Al Bennett, Liberty president, for meetings with Martin Davis and Noel Rogers, managing director of the U.K./Liberty offices there. They also will visit the offices of Siegried Loch in Munich, Tom Matts in Milan, and Frederico Monti in Rome.

GRT Plans to Diversify

LOS ANGELES — Even though prerecorded tapes have been responsible for General Recorded Tape's growth, the company plans to diversify into allied areas.

Alan J. Bayley, GRT president, outlined several expansion projects at the firm's annual shareholders' meeting Saturday (14) in Palo Alto, Calif.

GRT has established a special services department aimed primarily at the industrial and educational markets for tape products.

"Through internal growth and acquisition," says Bayley, "GRT plans to take advantage of the industrial and educational markets for tape products."

GRT is in the process of diversifying into the computer data storage area. GRT is also planning a new line of consumer television products. GRT has a major contract with the Federal Communications Commission to produce the FCC's fax instruction books for television sets.

 Bail and other invasion of privacy actions were taken in the case of "Back to the Beach," the rock group's latest release.

The court ruled that the group can use the song, "I Can't Help Myself," which is owned by BMI, without a license.

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The Most Beautiful Thing In My Life

Herman's Hermits
b/w Ooh, She's Done It Again
(K-13994)

Just two of the 10 great songs from the sound track of their new MGM movie!
Turtles Make Rock Explode

NEW YORK—The Turtles, in their first New York gig in three years, exploded into Steve Paul's Scene on Wednesday (18) with a solid hard rock program that scored well with the highly skeptical youthful audience. The quintet's first set, which opened their three-day stand at the Westside discotheque, contributed to a top-notch show that also included the promising Mandrake Memorial and Hal Walters, an exceptional young folk singer who is a Scene regular.

Much of the skepticism about the Turtles stemmed from the impression that they were a teenie bopper group, which is not the Scene's cup of tea. But, the minute the White Whale's Record's group began, there was no doubt they were emphasizing in today's groove.

And the down-to-earth personalities of vocalists Mark Vilma and Howard Kaylan are winners. Their humor, self-effacing banter plus their excellent singing placed them in the forefront. But, the instrumental support of drummer John Barba, guitarist Al Nicholl and bass guitarist Jim Pons also was outstanding.

Their opening number, "The Battle of New Orleans," is the title tune of their next Westside date, which is the up-tempo pace of the set. In short order, the dance floor was packed to the wall. With the suitability of their material for dancing, the Turtles also offered an impromptu audience, who watched and listened. The group even went country as Fons took the lead in another number from the up-tempo album. Vilman and Kaylan joined in the refrain. Another selection from the same album was "Oh Daddy, I Don't Do Wrong."

The program also included some of their hits, but even these sounded up to date from their current single, "You Baby," to their current single, "It's Five O'Clock Somewhere." Dana played drums and Randy Monaco, bass. FRED KIRBY

John Kay: Turned on to 'The Now' Generation

HONOLULU—John Kay, 24-year-old leader of Steppenwolf, is a bit worried about and for his generation. He thinks democracy has had it, violence is stupid, pot ought to be illegal. In a sense, he is a spokesman of his generation, since he turns on teens with his musical compositions.

But he emphasizes: "I write songs in all bags. I don't have one particular bag. I don't want to say I lay on the messages, because that's not true. My songs do two things: to express one person's viewpoint—mine. Nominimum message. I never say, 'Come to my side.' Kay and his Steppenwolf buddies, John "Blue" Chester, lead singer, and concert Sept. 13-14 at the Civic Center.

"Basically, all my songs do is to give somebody a sense of themselves. It's not in a particular way. It's around the world. It's worth it to hold out for a while. I find it really meaningful to have one of this kind of people. It's really an attempt, not a desire, to stand still and be counted.

"I think violence is largely senseless," he said of the recent Chicago riots. "But I make no excuses. I think the violence is a necessity at this point. It's happening now, and it will go on. Distraction seems to be the desired effect. I'm trying to say that violence is rather stupid, accomplishing nothing. A lot of people are getting hurt.

Traffic in U. S.—6-Week Tour Set

NEW YORK—Traffic, pop group from England, arrived in the U. S. last week to begin a six-week tour. A roadie of the group, Dick Emery, is leading the tour. It will include playing the Fillmore East and Fox in New York, and then three dates in Philadelphia, Buffalo, Rochester, Chicago, St. Louis, Los Angeles, Seattle, Detroit, Cleveland and Chicago. A nomination for the United Artists label is due for release to coincide with the tour.
"LITTLE ARROWS"

BY LEAPY LEE

WE SHOT AN ARROW INTO THE AIR...

IT CAME UP A HIT
Sands Strikes It Rich in Hawaii
BY WAYNE HARADA

HONOLULU — After four months in Walkikl, former teen- age idol Tommy Sands has con- come the second highest paid entertainer in the nightclub scene.

Sands has signed a one-year contract worth $600,000 with the Outrigger Hotel. The pact, efect, immediately makes him the most lucrative for a newcomer in Hawaii. December, Sands opened at Duke Kahanamoku's, reportedly earning $11,000 a week, making him the big money maker here. Last January, Ho inked a 12-year, $6.4 million contract with Diamond Head.

"This is exactly what I wanted, what I've waited for," said Sands, who had his sights set on one of the most important things ever to happen to him. The contract means he can do what he wants to do, that he is able to sing and attend school meetings.

Sands opened at the Outrigger Hotel's Main Showroom June 21, after spending about a year in Hawaii with hardly any- one knowing he was around. A former Capitol Records sensation, his disk career had reached a standstill.

He decided to move to Hono- lui because he thought a Wali- wian who knows the Hawai- ian market, Sands often is re- garded to the "Mr. Clean" in Walkikl.

The new contract enables Sands to take period breaks of absence from the Outrigger. He'll be off between Oct. 11 and Nov. 22, doing some military shows, possible network TV shows, and possibly wider repertoire.

During his time here, the signing with Sands were Robert E. Mac- Gregor, president of Outrigger Hotels, and, of interest at Interna- wind Tours of Hawaii; Michael Hickey, Outrigger manager; and, last but not least, "some big-wigs" be- hind-the-scenes partner.

Talent

Ars Nova 1st Rate Act—
Hedge & Donna Same

NEW YORK—Ars Nova, a cohesive highly talented sextet, was excellent in their first set at the Bitter End on Sept. 12. Hedge and Donna, a folk duo, also had a fine first set. Both groups opened two-week stands the previous night. While Ars Nova only has two members left of the group that cut their debut album on Elektra, the unit still is first rate and, in some ways, even fresher than on the pressing. The original two members, Jon Pierson, bass trombonist, and lodo Tommy Sands have added two more. Both are fine vocalists and musicians.

A key addition is virtuoso trumpeter Jimmy Owens, an out- standing sideman. Lead guitarist Sam Brown is another important element in Ars Nova's sound, a sound that combines jazz, classical and rock. Pierson, Day Brown and Josephine Auk probably have the best background as well as jazz experience. Arts also is an experi- enced bass guitarist.

Two of the numbers that best showed the fusion of classical and pop elements were "Pavan for My Lady" and "The Fields of Pergolesi" excerpted from the Elektra album. Day Brown and Day playing in a Latin style. Sam Brown and Sam joined with a baroque-sounding brass piece, "There's A Girl." The last number was "It's A Single." "In Slide." The last number was "It's A Single." "In Slide."

Shirely Bassey Puts Hotel on Alert With 'Wail of a Show'

NEW YORK — The tale is told of a London radio station which was in a state of alarm a few years ago whenever its deejays played Shirley Bassey's "You'll Never Know," a United Artists recording. A high note, the hit near the end of the record triggered the Conrad, the station's alert system. The diphonoma was quickly resolved by tuning down the sound just be- fore the note was reached.

If the Waldorf-Astoria Hotel has any similar system, it had better beware. For Miss Bas- sey, who opened at the Empire State Building last week, her enthusiasm was so powerful that even the low with a wall that might cause someone an air raid alert is in progress.

The "Goldfinger" hit singer, a small and sultry and smoulder- ing-voiced ex-throwback to the all- too-honest best has a most beautiful silver dress, a fascinating performer involving her wide range into such numbers as "Shadow of Your Smile," "Diamonds Are Forever," "Goin' Out of My Head," and sizzling versions of "Big Spender," "Goldfinger," and "Goldfinger." Her singing of "This Is My Life," her new U.S. single, was winning.

For dancing the hotel offered the Young Sangers, the first rock group to play the usually musically restrained spot. They had an effective group and very talented but only a few patrons danced or listened. They deserve better.

ROBERT SOBER

Two Outdoor Festivals in Queens Attracted 150,000

NEW YORK — Almost 150,000 persons attended the two outdoor festivals at the Queens this summer as about 50,000 people attended the main and one Sunday Forest Hills Music Festival events and 44, 500 came to the closing shows of the new York Rock Festival at Singer Bowl.

The first group of events were Leonard Ruskin's biggest draw at the Forest Hills Tennis Stadi- um with 28,000 attending concerts, while a show featuring the Jimi Hendrix Experience, Big Brother and the Holding Company, the Chambers Brothers and the Grateful Dead brought in 24,000. The Forest Hills attendance was off about 30,000 from last year's show.

The following artistes were included: Tini Lopez and Laiuz Kazan; The Bee Gees, and Spandii and their opening acts, Nana and the Fifth Dimension; The Four Seasons and Robbie Gentry; Diana Ross and the Supremes, and Stevie Wonder; The Four Tops, Marvin Gay and King Phillip; and Judy Collins and Arlo Guthrie.

World's Fair site. The third at- traction: the Rascal, Nazz, Va- beans and Elre Apparatus, drew 10,000.

Finkel and Kurfurt are negoti- ating with the Singer Sewing Machine Co. on a joint spon- sorship for next season. Finkel is negotiating for a three-day festival next summer centered around Bob Dylan. The lineup would include such performers as Big Brother and the Holding Company, the Chambers Brothers and the Greatful Dead. Finkel stopped Singer Bowl audience with 18,000, including 900 stand- ing in the audience. He then spoke into the microphone.

Shelley Finkel, who produced the rock festival with Gary Kurfurt, said a previous book- ing prevented a repeat of that event. The first program, which had the Doors, the Who and an opening group, drew 16,500 in the 17,000-seat bowl at the Singer Bowl.

NEW YORK—Voice is the key to Street, forming Amy's Street, and on Sunday (15) at 1 o'clock, the voice of Anya Cohen was just right, making for a good first set. And the five capable musicians that teamed with her, and the Verve. Perfect ears had much going for them.

Miss Cohen took the lead in the opening "See See Rider," with guitarist John Gordon Wil- liams, and bass guitarist Michael Lynn joining in. The sextet also has two steady drummers in Thomas Chapman and Alan John Camardo. Will Betz also played guitar. "Bebop 107" was another strong number.

Mise Cohen handled the plai- tive "Some Thoughts of a Young Man's Girl" and "I Think I Care" with the latter section a section where she sang against a "He Didn't Care" refrain by William Powell. A strong concluding selection was a combination of a sad ballad, "If I Needed Someone" with a softer middle. "Tomorrow's a Long Time," Miss Cohen's strong wavering voice vocalized well with Lynn and Williamon and Lynn took over lead guitar with Betz on bass. In one section Lynn and Williamon played their guitars in counterpoint. The extended pair- ing is on Street's forthcoming first album.

FRED KIRBY

Street Paved With Talent

MISS COHEN PASSED HER TESTING "LAINIE ALLEN" has a winner in her latest J. W. Record. "One Jays write to J. W. J. Rec- ords, 217 Lincoln St., Alle- ger, N. Y., for your Lainie Allen Record. . . . ALSO watch J. W. J. for new re-leases by "Leyte Blues" and "MIXED EMOTIONS."

Promotion directed by Brite Star Productions, 200 Stalham Bidg., Nashville, Tenn. (See Brite-Star's ad in Today's Class. Mart.)

"LAINIE ALLEN" has a winner in her latest J. W. Record. "One Jays write to J. W. J. Rec- ords, 217 Lincoln St., Alle- ger, N. Y., for your Lainie Allen Record. . . . ALSO watch J. W. J. for new re-leases by "Leyte Blues" and "MIXED EMOTIONS."

Promotion directed by Brite Star Productions, 200 Stalham Bidg., Nashville, Tenn. (See Brite-Star's ad in Today's Class. Mart.)

UNITED ARTISTS' Shirley Bassey follows her opening night performance at New York's Waldorf-Astoria Hotel (13), with a chat with com-poser and producer, Edmond Moroe and composer-conductor Skitch Henderson.
PETER YARROW SINGS OF LOVE

"DON'T REMIND ME NOW OF TIME"

From the Original Sound Track Album "You Are What You Eat"
Presented by Michael, Butler, and Yarrow
Natoma / Cerberus Production

WARNER BROS. - SEVEN ARTS, RECORDS INC.
## Rhythm & Blues

### Best Selling Rhythm & Blues Singles

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<th>No.</th>
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<td>SAY IT LOUD - I'M BLACK AND I'M PROUD</td>
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**New Soul Acts**

**NEW YORK — Rhythm & Blues disc jockey, through club deejay Jerry King, has joined Mayor Lindsay's "Sound Search" program to produce a summer's end show of the city's best amateur groups, in Fort Green, Brooklyn.**

### Soul Sauce

**BEST NEW RECORD OF THE WEEK**

**"GIRL YOU LIT MY FIRE"**

**JUNIOR WELLS**

**(Blue Rock)**

**BY ED OCHS**

**Soul Slides:** Ex-Temptation David Ruffin has filed suit against Motown Records and its booking agency to keep them from interfering with bookings of Ruffin's new group, the Fellas, which he formed from members of the Cavaliers. Ruffin also charged that he was dismissed from the Temptations when the rest of the group objected to him. Since then, he says, neither Motown nor National Talent has come up with dates for his new group despite long-term contracts. The Fellas with David Ruffin will appear at Chicago's Regal Theatre on Friday, but they will have trouble banning the name runners of a Martha Reeves riff that is sure to shake up the Vandellas...

**The Platters will open at the Flamingo Hotel in Las Vegas on Nov. 21 for two weeks, becoming the latest soul group to play the silver circuit. The Platters last visited the Flamingo 10 years ago—just "When You're Smiling" and "Great Day."**

**Soul Jazz:** Cassettes, which have sold over 1,000,000 copies for the first National Blues Convention was held at Conway Hall in Central London, Sept. 7-8. Recitals, workshops, films and music were provided with the crown being the blues buffs' cornerstone, as blues buffs canaries, in the U.S., Germany, France and Sweden. Excitement came from Canadian Heat, Liberty group cat climbing "On the Road Again," who gave a recital at the Admiral Theatre and Zoot Money & the Soul Brothers. Dave McLean in London writes that his r.b. survey of sounds from 1965 to this present is "like a glossary of soul history—or discography—of soul music will pay tribute to an era of r.b. interested in receiving any of the British soul publications you can get a month-long engrossing in their r.b. thrust. The record was written and produced by Eddie Singleton, who has also produced Jackie Wilson, Chuck Jackson and the Shirelles.**

**Soul & Crumpets:** Mike Leadhitter, co-editor of "Soul Universe," has joined the staff of the Billboard. The first National Blues Convention was held at Conway Hall in Central London, Sept. 7-8. Recitals, workshops, films and music were provided with the crown being the blues buffs' cornerstone, as blues buffs canaries, in the U.S., Germany, France and Sweden. Excitement came from Canadian Heat, Liberty group cat climbing "On the Road Again," who gave a recital at the Admiral Theatre and Zoot Money & the Soul Brothers. Dave McLean in London writes that his r.b. survey of sounds from 1965 to this present is "like a glossary of soul history—or discography—of soul music will pay tribute to an era of r.b. interested in receiving any of the British soul publications you can get a month-long engrossing in their r.b. thrust. The record was written and produced by Eddie Singleton, who has also produced Jackie Wilson, Chuck Jackson and the Shirelles.**

**TID-BRITS:** Jerry King, Rhythm & Blues disc jockey, through club deejay Jerry King, has joined Mayor Lindsay's "Sound Search" program to produce a summer's end show of the city's best amateur groups, in Fort Green, Brooklyn. Jerry King, who has had a program called "Souls in the Attic," is working on the Muff Griffs TV show on Wednesday, Nov. 6, followed by the Dells on Nov. 14. King's successor is Eddie Singleton, who has also produced Jackie Wilson, Chuck Jackson and the Shirelles.**

**New Soul Acts**

**NEW YORK — Arthur deejay, through club deejay Jerry King, has joined Mayor Lindsay's "Sound Search" program to produce a summer's end show of the city's best amateur groups, in Fort Green, Brooklyn.**
Haskell's Writing Ode: To Strive for the Unorthodox

LOS ANGELES — "Ode to Billie Joe" changed Jimmie Haskell's concept of music scoring when giving freedom to add a string background to the "B" side of Bobbie Gentry's debut single, "Mississippi Delta." Haskell wrote some unorthodox choruses, and he also patterned many of his arrangements around anything he wanted to. So he had a string working on the song and had written music for the song, and he also patterned his arrangements around anything he wanted to.

"Billie Joe" is about to be the top side. As a result Haskell says he now aims for the unusual in all his dates for records and films. "In the past I did what I felt was expected of me. But now I want to make things happen and not just string things together."

Among his latest clients are Tommy Roe for Danhill, Boyce and Hart for A&M and Dick Kallman for Decca. Haskell has been in record arranging since 1958 when he wrote charts for Imperial Records. He records for Dot, RFT in Drive For New Artists

COHASSET, Mass. — RFT Records here has mapped out a campaign to bolster its artists roster. The label is now in the process of signing new talent to the label for disk that will be produced by Rik Timony.

The firm's latest single features Sheila Skelton, who has been held over for several months at Boston's Playboy Club. Her disk comes under "Can You Do It?" and "You're a Jive Cat." RFT also is on the market with a new East coast album "The Flamers."
Munzt Picks Site for A Franchised Outlet

LOS ANGELES—Munzt Stereo-Pak's newly formed franchise division has selected the Westwood section of Los Angeles for its first franchised Discotape store. The area is the major shopping center adjacent to UCLA, and is being readied for a late October opening.

Steve Hesse, newly hired director of the Munzt franchise division, said the first franchise under the company's new policy is going to Alan Friedman, who will oversee the store. The Munzt line of players and cartridges, plus music and hardware from other suppliers, will be sold under the concept of an all-tape center.

One service technician, two player installers and a five-girl sales staff will operate the store. The franchise division plans to open new centers which will not compete with those franchised dealers who joined the

Audio Magnetics Adding to Space

LOS ANGELES—Audio Magnetics, a blank-tape manufacturer and duplicator, is building a new warehouse facility and adding an additional 10,000 square feet to its present location.

The addition will house cost equipment, and also will be used for shipping, packaging and assembly. Photocopying and square-foot warehouse will be completed by the end of this year.

Newell to Enter Tape Player Race

By BRUCE WEBER

LOS ANGELES—Newell Industries, manufacturer of magnetic tape recording equipment, will enter the tape player market next year with a new system, the releeet.

Newell, primarily a research and development company, will manufacture an automatic tape player for both the home and automobile market utilizing the relelet, a compact reel of audio tape—one quarter-inch thick by two inches in diameter—consisting of an entire long-playing record.

The company, which has been engaged in the development of a new magnetic tape transport technique, the "Newell Principle," since 1964, is looking for a licensee to market its consumer-oriented tape player.

"We're also becoming more involved in the home video tape recorder market, with license agreements with Arriv, and with high performance tape recorders," says Bill Kündig, assistant to the president of Newell. "Newell is striving somewhat from its image as a research and development company to a more totally involved tape equipment firm," he says.

Newell also is probing the importance of tape in two other industries—education and broadcasting.

The technical concentration at Newell, however, is on the releet player, according to Kündig. The relelet is self-threading and can be sequentially played in a changer mechanism in a manner similar to playing records.

In addition to the Newell-TSC, the rebilet company is developing an automatic tape cartridge player, called "Rubotic 8-4/4," the automobile unit features a built-in negative-positive ground system for use in trucks and foreign cars.

Tape CARtridge

A Separate Tape Dept. at MGM

licenses its 4 and 8-track cartridge and cassette duplication and marketing rights, it has been announced, that the new division will set up its own duplicating facilities within the next 18 months. MGM's 4-track contract with International Tape Cartridge Corp. already has been changed to a nonexclusive basis.

According to reliable sources, the company will not renew its contract for 8-track and cassette with Ampex. The Ampex contract is expected to be terminated in 18 months.

Two sources said that MGM's 8-track division is also expected to beef up its DCC cassette business by including reelin duplication as well as its involvement with play-by-play 2-track cartridges. The division is reported to be readying a continuing release of 2-track cartridges under the Newell label and is mapping extensive promotion accompanying the move. Also, as reported exclusively in Billboard, MGM will market an 8/2-track cartridge cassette player.

For its DGC cassette line, MGM is planning to market as its first model its player line through its own channels.

NEW FROM ORTRONICS This 4 and 8-track compatible tape CARtridge player. Called "Automate 8-4/4," the automobile unit features a built-in negative-positive ground system for use in trucks and foreign cars.

Contest Is Offered by Craig

LOS ANGELES—An incentive program for dealers has been initiated by Craig Corp. The nationwide dealer-of-the-month contest will enable Craig outlets to win product awards and promotional benefits. The program is sponsored by Craig's products division.

The contest, centering on dealer use of Craig display signs, is designed to increase consumer interest in Craig products, and also to boost Craig's director of marketing. The display signs are not free from the company's distributors.

To participate, dealers enter the registry number with the products division for a monthly drawing. Awards will be made only if the sign is on display when the dealer's store is visited by a Craig representative, explains Doyle.

Along with product awards, Craig additionally assists dealers displaying the sign by referring consumer inquiries to dealers.

Initial incentive program winners are Martin Camera, San Rafael, Calif., Bush Radio, Madison, Wis.; Radio Equipment and Stereo Electronics, Homestead, Fla.
We think we make pretty good tape cartridges.

Twenty-six major duplicators and 77 different recording labels think so, too. So they give us their business.

Most also buy our lubricated Audiotape. It's not surprising. We're the only cartridge people who also produce tape. And the logic of one order, one shipment, one invoice, is inescapable.

But there's another reason for such universal confidence. A sound reason: consistent quality.

Our experts coat Audiotape with a unique oxide formula that reproduces high frequencies brilliantly, even at the slow cartridge speeds. Then they polish the surface smooth, so it won't wear out your recording heads at any speeds. And repeated inspections make sure, reel after reel.

Have you looped a length of Audiotape lately? We could make such beautiful music together.

Audiotape
Audio Devices, Inc., 235 E. 42nd St., New York 10016
LOS ANGELES — The 25-store White Front chain finds that buying tapes and records from rack jobbers helps increase floor turnover on merchandise.

Record and tape buyer Charlie Simmons orders all cartridges from Calectron of San Francisco and singles from Carlacks, a local firm. Albums are purchased directly from distributors or from jobbers.

Tape CARtridge

A White Front Boom

by ELIOT TIEGEL

But the ties to Calectron, for example, have enabled the major discount chains to place its merchandise already ticketed and wrapped right on the floor. "The whole business of handling merchandise has changed," says Dick Davega, hardline merchandise manager. "Years ago the concept was to warehouse everything and either price it at the warehouse or store. Now the suppliers do all this. It makes it easier to sell merchandise to the selling floor, and it requires less lead-in time in preparing product for sale."

Under the current method of operation, Simmons receives weekly inventory checks on fast-moving product from each of the stores (14 in Southern California, eight in Northern California and three in Washington). A Calectron representative handles inventory of catalog items at each location. Relying on an outside supplier for tape cartridge product is a boom to a mass merchandiser because it allows for a swift movement of product to meet the changing nature of the medium, Davega believes. He has been with White Front seven years, moving here after his family sold the Davega chain of sporting goods stores in New York.

Savoy Rights to Livingston Audio

FAIRFIELD, N. J.—Livingston Audio Products Corp., here, has been granted by Savoy Records, duplication and distribution rights for 4 and 8-track tape CARtridges. The deal, which was concluded between

(Continued on page 25)

 thou must have price and delivery. Like the right break on half a million cassettes.

We handle them too. It's called quality on the inside. You can't see it, but that's where the performance is. Precision injection molding and adherence to the original specifications for compact cassettes.

We formed quality standards like these from supplying the giants of the computer tape industry with reels and cases. We don't know how to do things any other way.

Speak to us.

In the words of the Profit.

Data Packaging Corporation

205 Broadway, Cambridge, Mass.
Tel. (617) 668-0200 / TWX 710-320-0840

GRT Is Named Tower Licensee

LOS ANGELES — General Recorded Tape (GRT) has been named tape licensee by Tower Records for 4 and 8-track cartridges. The initial release includes the Pink Floyd and "Wild in the Streets" soundtrack album. Twenty additional albums will be released by mid-October.

N. Y. Craig Showing

CARDINAL PRESIDENT Martin Slater, extreme right, hosts his company's dealer showing of the Craig line of tape CARtridges, cassette and open reel lines in the New York area.

University to Launch U.K.'s 1st Budget Line

By MIKE HENNESSEY

LONDON—Budget tape cartridges are being launched in Britain for the first time by University Recording. Single and double album length cartridges will be included in the new low price line in the company's determined bid to expand the British market for cartridges. The repertoire for the new line, from Pye, will be issued on the Piccadilly cartridge label by University Recording, makers of stereo 8-track players and cartridges.

Single album lengths Piccadilly cartridges will retail for (about $4 including $1.09 purchase tax) and double length cartridges containing the equivalent of two LP's will retail for about $6.60, including $1.80 purchase tax.

First releases of the new budget line include "The Golden Age of Dance Bands," "Hit Movie Themes Go Latin," "All-Time Latin Hits," "Let's Cha-Cha-Cha" and "Blues When Your Lover Has Gone."

Two double albums will feature "The Band I Heard in Tijuana" by Los Norte Americanos.

Also released this month on University Recording's full price range is a double length cartridge of the Reprise album "Sinatra at the Sands," two Cyril Stapleton cartridges (Pye), Herb Alpert's "The Beat of the Brass" (A & M) and "Up Pops Ramsey Lewis" (Chess). LFR managing director Philip Ashworth stressed that the new Piccadilly budget releases are "fully comparable in sound quality with higher priced cartridges."

He said that University has now exported more than 10,000 8-track cartridges to 30 countries. The cartridges are manufactured at the company's own plant in Islington, the first duplicating plant of this type in Europe.

New Tape CARtridge Releases

GRT

ABC

Bell

Bell

Bouquet

Bouquet

Bouquet

Command

(Continued on page 26)
New
Peter, Paul & Mary
Chart-Certain
Single

"LOVE CITY"

#7232
New Tape CARtridge Releases

- Continued from page 24

Diamond
Best of Ronnie Dove: (B) 872-5001A

Dunhill
STEEPLEWOOD: (G) 523-3002B

ESP DISC
(4) 652-230B, (4) 643-328B, Pearls Before Swans: (B) 840-1439A

Kapp
LOUIS ARMSTRONG-Hot! Delil: (B) 860-2941

THE HABITUATION-Woo! Wyne Ar: (A) 660-2356

JAMIESON-Tossing Twine: (G) 606-3342A

THE OHIO WIND: (B) 869-2377A, (B) 869-2377X

King
JAMES BROWN-Live at Apollo Vol. 3: (A) 720-2202

JAMES BROWN-I Got the Feeling: (C) 682-4202

JAMES BROWN-I Can't Stand Myself: (C) 682-106

Muscus
THE PLATTERS-Sweet, Sweet Lovin': (B) 312-022X

HUGO WINTERWALTER-Ad Time Movie: (B) 312-022X

GENE PITNEY-She's a Heartbreaker: (C) 312-022X

New Voice
M'TCH BYRER-Sack It to Me Baby: (C) 660-346A

M'TCH BYRER-Juney Take A Look: (A) 660-505

Paula
JANNIER AND THE PLAYLATS-Permanently Dixi: (B) 660-2078

Ph. L.A. of Soul
CLOUTS & CLOUTS-The Race: (B) 660-401C

Plantation
THE TRUE WEST-Return Valley: R/T-A: (B) 660-741X, (A) 660-741X

Renwood
LAWRENCE-WEST-Caribbean Marks: (A) 660-741X

LAWRENCE-WEST-Caribbean Marks: (B) 660-741X

Revvo
RARE HERNICK SEXTET-Home on Elm St: (A) 232-7111

Roulette
JERRY JAMES-Jerry Panky: (C) 645-106

TOMMY JAMES-Cottier Together: (C) 645-106

Scepster
DINERO WASHINGTON-Angel of the Delta: (A) 660-710X

SUNRISE SINGERS-Roaming the Way to San Jose: (C) 645-106

Tico
TED WALLACE-EVAN'S King & I: (C) 631-1056

RENWOOD-CARIBBEAN: (B) 631-1056

THE LAUREL-I Love of Latin Soul: (B) 631-1056

TYRELL-THE KING THE PLOUING: (C) 631-7256

20th Century-Fox
FREEMAN-DREAMER: Original Soundtrack: (B) 335-2104

UNI
FREEMAN-DREAMER: (A) 475-7203X

RAFAEL RATY-Best: (B) 730-7203A

Vaul
CRAIG BROWN-Frosty De: (C) 660-393X

WHITE WHALE
THE NAT'S-Native King Baby: (C) 960-109

THE NAT'S-Native King Baby: (C) 660-393X

MUNTZ

ARC
EDWIN'S CHILDREN-Sure Looks Real: (A) 850-106

JEFF EPPING Birds Country/Western: (A) 760-106

Acto
PACIFIC TRELLERY CO.: (A) 305-106

AMERICAN BREEDS-Leavy God of the West: (A) 850-106

Bell
SADIE'S TOOTHY- (B) 660-105

HARDY'S/HARDY: (B) 660-105

Bell
SADIE'S TOOTHY- (B) 660-105

HARDY'S/HARDY: (B) 660-105

CAPITOL
Cariol
THE SONGS OF NANCY WILSON: (A) 1262-3070

MARIA RODRIGUEZ-Same: (A) 1262-3070

CARIOL-A By-Yum: (A) 1262-3070

NANCY WILSON-Feel of Love: (B) 1262-3070

WANDA JACKSON-Heart of Glass: (A) 1262-3070

THE ROLLING STONES- (B) 1262-3070

NANCY WILSON-Feel of Love: (B) 1262-3070

NANCY WILSON-Feel of Love: (C) 1262-3070

NANCY WILSON-Feel of Love: (D) 1262-3070

CAPITOL
Cariol
THE SONGS OF NANCY WILSON: (A) 1262-3070

MARIA RODRIGUEZ-Same: (A) 1262-3070

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NANCY WILSON-Feel of Love: (B) 1262-3070

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NANCY WILSON-Feel of Love: (B) 1262-3070

NANCY WILSON-Feel of Love: (C) 1262-3070

NANCY WILSON-Feel of Love: (D) 1262-3070

GRT Plans to Diversify

- Continued from page 8

ber of albums in GRT's catalog at 1,070. Nationwide sales coverage has grown, too, states Bayley. We have estimated that more than 15 percent of all retail tape outlets in the U.S. now carry GRT products.

Because of its involvement in the tape industry, GRT is planning to double the size of its Sunnyvale, Calif., facilities with a 30,000-square-foot addition. The addition will provide space for increased tape production and for new product development. "Tape is a growing market where it can be considered a true publishing medium," he said. Bayley. "Entertainment is only one of the uses to which tape is applied. Video instruction and training are areas not yet touched by the recorded tape industry." GRT, through licensing agreements, is building capabilities for mass duplication of video tape recordings. "We anticipate the time when high-speed duplication of video tape will allow mass publishing in this medium as readily as music is published on tape today," Bayley believes GRT is one of four independents (AMPEX, GRT, Muntz, ITCC) that have achieved a significant sales position in the field. "GRT and the other three independent companies have attained annual sales of exceeding $4,000,000, a company prosperous reports. The major independent companies (RCA, Capitol, Columbia) are

Kaloa Named Area Distribr for Panasonic

LOS ANGELES — Kaloa Electronics has been appointed exclusive Southern California distributor for Panasonic's 8-track cartridges. Kaloa will also marketed by Panasonic's automotive electronics products division.

The association with the Japanese manufacturer provides Kaloa, formerly Universal Tapes, with a second line of cartridge hardware.

Kaloa manufactures and sells through national field representative companies its own line of 8-track equipment. This line includes two models in the "executive line" of the 60-watt type, a $129.95 dual deck of one of the model $199.50 60-watt type table top complete system.

Panasonic's strength is in department stores and some automotive accessory and new dealers. The number of Panasonic accounts. Kaloa is presently servicing in the area from San Diego to San Luis Obispo.

Panasonic's line of home cartridge players is handled through NewAudio, the company's exclusive distributor for the 11 Western states.

Panasonic's car line, which Kaloa announced at the CES show in New York, is marketed to the motorist that wants a high-quality stereo system in a 200-square-inch space. It features a new spinning disk that will play seven musical notes. The new system is a significant factor," says Bayley. "They account for approximately 50 percent of all prerecorded tapes sold at retail.

Elected to GRT's board of directors at the shareholders' meeting were:

Alar Bayley, president and chairman of the board, John W. Jolene, vice-president of Berrill, Wilson & Co., San Francisco; Vincent Repp, president of the National Recreation Industry, Sunnyvale; Hugh C. Jackson, private investigator for The College of the San Francisco Junior college district, and Lawrence White, partner in the low-lirm of Dinslaie, Dunn & Ware.

Gary Tour Is Set

LOS ANGELES—John Gary, RCA artist, will tour for a series of one-nighters in college and civic auditoriums, beginning Oct. 25 in Mobile, Ala. Others dates include Atlanta. Oct. 24; Mexico, Oct. 27; Fort Worth, Oct. 30; Chicago, Oct. 31; Ohio State University, Nov. 6; Denver, Nov. 10; Pittsburgh, Nov. 11; North Carolina; San Jose, Nov. 21; Fresno, Nov. 25; Tucson, Dec. 4; San Francisco, Dec. 6, and Las Vegas, Dec. 7.

Gary opens at the Fremont Hotel, Las Vegas, for weeks beginning Dec. 19.

Muntz Picks Site

- Continued from page 22

Muntz network when the duplicator began five years ago. Rosin, who has helped Earl Muntz set up the franchise operation as well as its international division, plans using a central warehouse and centralized purchasing for all the outlets.

Ten cars can be installed simultaneously due to the property man power in the Westwood outlet.

Livingston Audio

- Continued from page 24

Sevyo president Herman Lubinisky and Darrell Scholten, president of Livingston, encomended the dipast in the opportunites. Recording artists on The Caravans, James Cleveland, Jesse Dixon and Rose Wallace.

Adams to Address ASCAP on W. Coast

LOS ANGELES — Staley Adams, ASCAP president, and other ASCAP officials will speak at the annual West Coast membership meeting at 5 p.m. Wednesday (Dec. 20) at the Century Plaza Hotel.
SHINE ON BRIGHTLY

PROCOL HARUM

NOW!

PROCOL HARUM

PRODUCED BY DENNY CORDELL FOR TARANTULA PRODUCTIONS
**Classical Music**

**Victor Broadening Vistas In Contemporary Field**

By FRED KIRBY

NEW YORK—RCA is going deeper into the contemporary repertoire, explained Roger Hall, Real World Records' manager, in a recent interview in RCA's contemporary recordings, Hall said soloists also had to record more modern material.

Hall noted that when new hot artists arrive on the scene, they generate recording activity, even in warzones, but such stars are "few and far between." He said it was reasonable for young musicians to expect an influx of new music because many of them were not in a competitive position with standards also available by established stars.

**Discovery Important**

By new music, Hall referred to undiscovered material of other periods, not just the music of 1968. "There is nothing as important as discovering a substantial, meaningful composer who can say something to the public, while providing vehicles for the remarkable young artists that all of us have." It's mainly the soloists to meet us half way, particularly younger artists. They must work with the smaller forces... and, if they find such repertoire, we must meet them half way.

Hall also stressed the importance of the role of the recording, "the sound itself." Noting that the pop field was about the only one not to do this to any extent, he called for "more creative use of the technology at hand. This is one way to stimulate interest.

**Guided by Tastes**

He also cautioned against trying to judge what will last for 10 years, "That cannot be guided by our own tastes. We have to be guided by the sophisticated tastes of our producer, most of whom are musicians. We have to be guided by the tastes of our artists."

Explaining why composers have been chosen for the recording contemporary music at RCA, Hall said that much of the material was found and chosen toward opera with many soloists interested in an area, while much of the new music was orchestral and instrumental.

John Eliot Gardiner, who has presented many contemporary compositions with his Hungarian orchestra, added that when the orchestra's first group of albums was set for release in RCA, Hall dropped the project. "Perhaps we've learned our lesson," Hall quipped.

**KONSTANT KULKA**

**FAMOUS POLISH VIOLINIST**

A new MUZA release

**NEW YORK—Works of Milhaud, Poulsen, and Delbouef are included in a new two-LP set on Cardinal, which spotlights Erik Satie. The Package, with notes by Milhaud, is by Maurice Abravanel and the Utah Symphony.**

Vanguard's September release also includes two other Cardinal albums and one of the lower-price Everyman line. Being issued on Cardinal are an opera recital by tenor Ian Caesar and a Mozart piano recital by pianist Alfred Brendel. (Continued on page 29)

**A new MUZA release**

**KONSTANT KULKA**

**FAMOUS POLISH VIOLINIST**

**WITH THE WASHINGTON NATIONAL PHILHARMONIC SYMPHONY ORCHESTRA**

"Bartholdy Gioronzon VIOLIN CONCERTOS"

KONSTANT KULKA

"MUZA" XL 9415

Side A

Felix Mendelssohn Bartholdy
Violin Concerto in E minor, op. 64
1. Allegro molto e vivace
2. Adagio cantabile
3. Allegro vivace

Alfredo Gioronzon
Violin Concerto in A minor, op. 62
1. Allegro moderato
2. Lento assai
3. Allegro molto vivace

Konzertkula, the 19-year-old violinist from Poland won a national violin competition in Munich, 1966. He was acclaimed by audiences at the Lucerne Festival, at "Expo '67" in Montreal, Berlin, London, Madrid and many other European capitals.

For information and orders:

**POLISH RECORD CENTER OF AMERICA**

6355 North Milwaukee Ave., Chicago, Ill. 60651

**TORONTO MUSIC CENTER**

779-781 Queen Street West, Toronto 5, Ont., Canada

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**It's Big Time The Met—For 23 in New Season**

NEW YORK—A total of 23 artists are scheduled to make their Metropolitan Opera debuts this season, including two in starring roles during the first week, which began on Monday (16) with Glen's "Adriana Lecouvreur." Several of the other debuts are featured in the new Deutsche Grammophon recording of Wagner's "Das Rheingold," which will receive a new production at the Met on Nov. 22.

Tenor Giuseppe Aragall of Spain was the first principal artist to make his debut, appearing as the Duke in Verdi's "Rigoletto" on Thursday (19). Mezzo-soprano Shirley Verrett debuted in the title role of Puccini's "Madama Butterfly" (21). Miss Verrett appears on RCA, Columbia and EMI, a German recording. German soprano Marion Lippert sings the title role in Pue-"Cherubini's "Roberto" on Thursday (3). Two important recording names, Italian conductor Claudi-"Bartok's "Moses and the Birth of the "Danae" under Kars-

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**Brubeck Oratorio to Make Bow on Decca**

NEW YORK—Dave Brubeck's oratorio "The Light in the Wilderness" is being issued by Decca Records, the world's preemi-ere recording. The two-record set, one of five Decca titles this month, features the same forces who performed the oratorio's world premiere at the Cincinnati Symphony in February.

In addition to the Cincinnati, Erich Kunzel conducts the Mi-ami (Ohio) University Capella Singers, baritone Williams, and an organ and jazz combo featuring Brubeck. The same ar-ists will perform the "The Light in the Wilderness" at Philharmonic Hall here in April before taking it on a European tour.

The Washington National Symphony will play 350 - voice chorus will perform the work in Washington's National Cathedral. In February, in the later, the oratorio will be given by the Indianapolis Symphony and the Dayton Symphony as a double-bill, 12-part composition, which will be released on an ABC label. It's alternate reading classi-cal reading with jazz, elements of rock and Eastern music. The Elliot deals with love, peace and brotherhood.

A new album by the New York Pro Musica contains 22 in-
strumental selections by composer with the group with those performances.

The Eastman Wind Ensemble, formerly on Mercury, has its first Gold Label release as Donald Hunsberger leads the 50-year-old ensemble in the "Spanish and Spanish-oriented program of works by H. Owen Reed, Carlos Milstein and Robert S. Wixon.

Frederic Waldman leads the Musical Arts Orchestra and Chorus in Beethoven with so-
prano Patricia Brooks, contralto LLL Colkhaus, tenor George Shirley and bass Ronald Gis-
monti. Completing the release is "Adagio from Dallapiccola's person in 1910, set before an as-
It has been prepared in a new consumer cata-
log listing Segovia's many titles on that label.

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**Juan Castro Is Dead at Age 73**

BUENOS AIRES—Juan Jose Castro, who conducted the orchestra and conducted, died here of a heart attack on Sept. 3. He was 73. He was with the orchestra in 1953, was recorded by Robert Hille Sower for Decca Records.

He received the $10,000 first prize at the 1955 International Music Festival in Caracas in 1955 with "Corales Criollos No. 2." His recording with "Sinfonias Argentinas," "Suite Breve" and "Sinfonia Bullicosa."
It's Big Time

• Continued from page 28

jan at the Saltzburg Festival this year and will debut in that opera.

Italian soprano Rita Orlandi has been mentioned as a leading contender for the role of Desdemona in Verdi's "Otello," which will be heard at the festival. Orlandi, who recorded "La Traviata" with the London Philharmonic Orchestra, is known for her warm,抒情的 voice.

Conductor Carlo Franci of Italy, who has recorded for RCA, will also join the community this year as the new Italian tenor Luciano Pavarotti, who stars in London's new production of Donizetti's "Lucia di Lammermoor.

Italian soprano Teresa Zylis-Gara, who has recorded on Angel, will perform at the festival.

Czech Unrest Makes Ancerl Move to Canada Yr. Earlier

TOKYO — Czechoslovakian conductor Karel Ancerl, who was scheduled to take over as conductor of the Toronto Symphony in the 1979-80 season, has taken up residence in Toronto earlier than planned as a result of the political situation in the country.

Ancerl's original contract with the Toronto Symphony runs for six seasons, starting in September. He will conduct the orchestra's season-opening concert on September 26, with an all-Mahler program.

Ancerl, who is also conductor of the Prague Philharmonic, will take up his new position in Toronto on September 26, when the orchestra opens its season with a performance of Mahler's Symphony No. 1."I am delighted to be conducting the Toronto Symphony," Ancerl said. "It is a great honor for me to be associated with such a fine orchestra."
Shelby Singleton

Dane Doll... that... will... we... plans.

Music... facilities... company, ShowBiz Sales, Inc., a distribution company for TV and radio properties, and Top Billing, the booking arm of the company.

Instant Special
Bagen, developer of the "instant special" concept at NBC, has won every major award, including the Emmy, the George Peabody, Sylvia and TV Guide. Among the more than 450 TV specials he has produced, is a musical documentary on country music: "Music From the Land," which is an hour-long presentation of music and visual assistance enjoyed by its time slot on its first run in any market, and did a repeat of its rating performance when rerun in June.

ShowBiz and The Colun Group are presently preparing pilots and presentations on a high-budget country music program for network with production scheduled in Nashville, New York and Hollywood; a record album that will be the first of several music-talk documentaries for a major label, and a British documentary for the BBC. All of these projects are in syndication.

As part of the pact, ShowBiz will act as the exclusive sales agent on syndicated properties owned by The Colun Group.

ABC's Cohen on the Move

Frazier and Doodles Owens

Memorial Monument to Play Big Host

Club Bought By C. Jones

Goldsboro Into Production, TV

NBC'S CHUCK COHN ENTER 3-Level Production Tie

NASHVILLE—A co-production of ShowBiz Sales and The Colun Group, Inc., of New York and ShowBiz, Inc., Nashville, involving network TV specials, syndicated programs, and documentaries, has been announced.

The merger of interests involves Bubba Bagen, president of the Colun Group, and Mrs. Jane Cowden, president of ShowBiz, Bagen, among other things, will assist in the production of the Country Music Association Awards show this October for Kraft Foods, on NBC.

ShowBiz is the nation's largest producer of musical programs for TV by syndication, with shows running on 253 stations weekly. The Colun Group is involved mainly in TV production.

Singleton on 4-Track Spree

NASHVILLE—Contending that "4-track is for amateurs," Shelby Singleton has announced plans to build new studios with 4-track equipment for his company's use here.

"We need our own recording facilities," Singleton said, "and we have plans expansion for both his SSS, International label and for Planet, his independently successful country entity.

Singleton recently set up new offices here several miles from Music Row, and the record executive said he planned to keep things that way.

"I am looking for property in this neighborhood to build. If we can't find it, we'll go somewhere else. But we definitely will not build around Music Row.

Virtually all Nashville recorders are in the 16th Avenue "row" section, the exceptions being Hickory and Nugget.

ABC's Cohen on the Move—Puses Country, Pop, Promo

NASHVILLE—A healthy Paul Cohen, after several stints in the hospital, has revitalized the ABC country roster, stirred up its pop program here, and taken a promotional step forward.

Added to the staff here is Pat Nelson, one-time with Pumper Music and more recently involved in independent production in Columbus, Ohio. Nelson has made the move to Nash- ville, and will be active in the field handling the entire country product for the label.

Only two of the artists on the label when Cohen took over this spring remain. They are Curley Doolittle and a second former country singer, who has cut an album which is "definitely not country." Cohen said she would be strong in the top 40 pop market.

Patman, songwriter-singer, and Atlanta instrumentalist Jimmy Dempsey, who has just concluded an album under Cohen's direction.

Ray Pillow, formerly with Capitol, Bob Bishop, and Johnny Preston have been added to the label, and just signed are Karen McKenzie and Bill Rich. All of these artists have registration badges here, and will be in the near future.

Dismiss Suit Vs. Singleton

NASHVILLE—Chancellor Nettie J. Sabo has dismissed a suit brought by Ashley Mayhew and Little Darrie Records against Shelby Singleton and a Nashville record producer, Richard Riley and Plantation Records over Miss Riley's contract.

The judge ruled that the singer of "Harper Valley PTA" had not violated a contract with Mayhew, that indeed Mayhew had released her from all contractual obligations, and Mayhew could not collect any mechanicals from the hit song.

Goldsboro Into Production, TV

NASHVILLE—Bobby Goldsboro, United Artists Motion Picture and recording artist, is emerging in both network television and recording industries.

Having formed his own production company, Unicorn, he is producing commercials, in addition to his top 40 single "A" side singles, in both film and television, according to company sources.

He has produced a single for Alcoa by Larry Hensley, lead singer for The Ne-wwest on the TRX label, a single by Fred Gamson from United Artists, and has scheduled a session with the Outsiders for Capitol.

Goldsboro's television appearances include three weeks at the "Flamingo" in Las Vegas. He just concluded a stint at Mr. D's in San Francisco. While on the West Coast, he performed a special with Jimmy Dararts and the Lennon Sisters, which will not show until next year, and tapes for Hollywood Palace as well as a special with Bing Crosby and Joey Heatherton.

Frazier and Doodles Owens

Click as Reunited Team

NASHVILLE—The re- team of Dallas Frazier and Doodles Owens as co-writers even though contracted to separate publishing companies has produced one of the most phenomenal strings in modern country music.

The pair, who first wrote as a team three years ago, went separate ways after that until they were reunited through the efforts of publishers of official notice.

Currently, the Frazier-Owens combination has five "A" side singles on the country charts. Additionally, more than a score of their songs can be found in albums on the charts, and they have had a unique success with pop releases as well.

The two tend to "disappear" when working, and the solitude has paid dividends. Of the past 20 songs they have written together, 15 are currently recorded, some still in the can.

Frazier is under contract as an exclusive writer to Hill & Range, while Owens has a similar arrangement with Blue Crest. Consequently each of their publications is published jointly by the two firms, and promotion is also double-barreled.

Frazier also records as a Capitol artist, and his own latest release has been a strong seller. He and Owens try to get seven tunes written for each three-hour session, and more often than not evolve three or four songs from the idea. They also do assignment writing, putting together a song for a specific artist.

The Five William

Brothers Have A Hit

"PLEASE MR. DYE JAY"

—ALSO A NEW RELEASE—

EVERGREEN, N. C.

WRITE FOR S. A. C. OPIES)

GOLD STAR RECORDS

SEPTEMBER 28, 1966, BILLBOARD
Things look bright since we flipped the record over.

Porter Wagoner and Dolly Parton

"Jeannie's Afraid of the Dark" #9577

Together again with another hit sound. Watch it happen fast. And don't forget their latest album "Just the Two of Us" LSP-4039
FROM HEAVEN TO HEARTACHE
BY BOBBY LEWIS
IS RIDING HIGH IN THE COUNTRY SKY

United Artists Records

Country Music

Oct. 18 ‘Opry’ to Be Pre-Taped—Sets Stage for Awards Show

NASHVILLE — The Friday Night ‘Grand Ole Opry’ Oct. 18 will be pre-taped for the first time in its history to allow video-taping of the Country Music Association Awards show to be held by NBC for showing Oct. 30.

Irving Waugh, president of WSM, Inc., said this act only would allow full use of the facilities by NBC and would free all ‘Opry’ artists from any commitment so they could appear at the awards show. Thus, the Friday Night ‘Opry’ will be stricken from the official agenda for the weekend.

The awards show, part of the Kraft Music Hall series, will be spiced with a strong array of talent. Hubert Long, president of CMA, said the talent used on the show either as performers or entertainers, would include Charley Pride, Hank Snow, Buck Owens, Johnnie Wright, Bobby Goldsboro, Jack Greene, Bill Ives, Trini Lopez, Roger Miller, Minnie Pearl, Earl Scruggs, and Hank Williams, Jr.

The show will be hosted by Roy Rogers and Dale Evans, and taped at the Grand Ole Opry House at 7:00 p.m. Following the show, the regularly scheduled CMJ dinner and show will take place at the Municipal Auditorium.

Awards committee co-chairman Bill Denny and Ben Rooser said other leading acts would be added to the roster of the top leading name in country music would headline the auditorium show. At this all living Hall of Fame winners and the Award winners will be introduced. For the first time the banquet will feature a numbered seating arrangement for reservations.

The awards show will follow by a week the Music City Pro-Celebrity Golf Invitation which also will feature top names. Lopez will join such artists as Perry Como, Glenn Campbell, Lawrence Welk, Phil Harris, Randy Wood, Bobby Goldsboro, Jim Glaser, Roy Stevens, Archie Campbell, Porter Waggoner, Charley Pride, and Charlie Atkins.

(Continued on page 88)
Radio-TV programming

Uptempo Middle of the Road Paved With Success

"Continued from page 1"

"For example, I'm convinced that some progressive rock records will be more a format featuring more traditional music. Some of the progressive rock tunes are really middle... and you can listen to the lyrics, they say something."

Hollens said that he would love to have his own radio station in Austin, or even run a small one himself. Actually, in the growing role that advertising representative firms have in today's radio, Hollens and Perry have a great deal to say in radio programming across the nation. Hollens himself has spent many weekends refining the music playlists of radio stations. He plays trumpet and drums. And he has a "bell of the ball" for music... he has to know what's going on in music in this business." For one major firm, Hollens, a middle-of-the-road station that Hollens wanted to get more advertising, Perry & Co. prepared a 124-page report. He said that "almost daily I sit down and I find that there is some music changes or a change in format to one station or another."

Once, the firm took an active part in a particular station, moving in to manage the station's music. "We moved it from seventh to the market in seconds... and this was in a station with a good music format."

Perry advises on music "fre- quently, but not often." Often, the firm recommends after lengthy meetings with station personnel or programming consultant be hired. One of the people that Perry has suggested in this role in the past is Mike Joseph.

The advertising representative as a guiding hand in programming came about as a parallel to the expanding role advertising agencies play in business firms. Edward Perry founded the firm in 1957, and the firm is a representative firm... he got the idea of "exclusivity" whereby they were given a franchise to blood-fed stations that were a station's sole agent. He is noted for also stimulating advertising rates "which was the sheer simplest genius of it," said Hollens. "He is the most effective at deviating from them and that's still the policy of this company."

The evolution of the representative business went from that into more creative functions. "We serve two masters,... the radio stations and the advertising firms. Advertising firms are creative today... they can conceive and execute advertising... and we manage them, behavioral experts, they even go out and open a store for them."

"Representative firms also grew more creative in aiding programming, advising... we are the most creative of the various markets. "We're able to use all the broadcasters across a market."

FRED THOMSON, right, president and general manager of WPXI-TV, signs the contract switching "Upbeat" to the New York station. In center is Herman Spoto, producer of the music show now carried on the WPXI-TV stations, included WPXI-TV in Pittsburgh. Also at the signing is John Kinsella, president of Broadcast TV Systems, the distribution firm of the Eyeteam pictures that is the station is acquiring.

ARNIE DUFF of country music station KOKO—The No. 1 station in Arkansas—introduces "Radio's Rock and Roll Man," Johnny Cash of Columbia Records to Texas University football players Chris Gilbert and Steve Green, from left; Gilbert, Cash, Duff and Bradley. Duff is the songwriter of "Y'all Come."

Tom Smothers Adds To Production Pace

LOS ANGELES — Tom Smothers is putting more muscle into TV producing. He produced "The Glen Campbell Show," which replaced his own show for the summer. Already lined up to start on TV either this January or the following September is the "Glen Campbell Show" as well as a special Oct. 20 starring Pat Paulsen. Other TV shows are in the planning stage.

The expanded activities in TV production are part of a growth program through the firm of Krangen, Smothers, and Fritz—the over-all operation that includes the ownership of the TV production firm of Smother Productions and the record label of Rubicon River Records.

The firm includes a theater and the production of stage shows. The firm is bringing "Hass" to the old Earl Carroll Theater Dec. 3 in Los Angeles, and Smothers said that he was spending about $100,000 to remodel the classic theater in its original color scheme.

As part of the changes going on, the nation will see a different Tom Smothers. He is a smiling, good-natured, incidentally, who causes quite a stir at the network, because he has a grease mustache. "The network said I'd lose my image," he has already changed his character on TV and doesn't know "what I'll end up as... maybe one of the great straight men."

But the Smothers Brothers show is changing. John Hartford and Jennifer Warren will be "kind of regulars" and this is part of a movement to formalize the show, establish them as major acts with Alpert. They are having their own TV shows. Smothers is also looking for other acts for the record label.

The TV show, taped in advance with a 10-day showing delay, occupies its time Monday through Friday, a total of 50 hours a week.

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WCAU-TV in Negro Search

PHILADELPHIA — WCAU-TV (Channel 10) will launch an information program titled "Blackbook" and is seeking Negro television personalities for guest appearances. Matt Robinson will host and produce the show. Jazz, rock, rhythm & blues, and pop music will be featured. Anyone interested should contact talent coordinator Edna Maffet at 1-215-661-7900.

KFI Bows New Play in Bid to Unseat KMPC

LOS ANGELES — 50,000 watt, clear channel KFI will launch a new 1968-style format Oct. 1. The station, which is a direct competitor of contemporary easy listening with country music.

Architect of the new sound coming to the NBC affiliate is Ed Bates, who is NBC's vice-president-general manager, who says KFI will take off after KMPC, the market's leading easy listening station. The new operation should be fully swinging by Nov. 1.

Bunker has hired the comedy duo of Al Lehman and Roger Barkley, who formerly worked for two other local stations, KPWB and KLAC. The two will replace Red McIlvaine in the 6-10 a.m. slot starting Oct. 14, but they do not have the President's regular program.

KFI has already dropped a number of NBC network shows such as the weekend "Monitor" and has been playing middle-of-the-road jazz during its evening hours weekdays and weekends. A recent in-studio guest was The Spinners, who easily appeals to the 25-35 age by a number of record companies.

KFI, however, a leader in "screaming" records. Barnett recently auditioned a new disk and had to play it the same time because he was confused, "I couldn't figure out whether the station was really distortion or done on purpose. I decided it was intentional and threw it out."

A recent addition to Barnett's staff is Marc Billoff, joining as assistant program director. He was formerly at KEX, Portland, owned by the parent Golden West Broadcasters. The post is a new one for KFI, and Barnett explains its creation is due to an avalanche of administrative chores plus the need for more back-up support for the personalities.

KXRB to Bow In S. Dakota

SIOUX FALLS, S. D. — A country music station, KXRB, all low on the air here Nov. 1, according to owner Mark B. Lulich, 20-year radio veteran. The 10,000-watt station will reach into portions of North Dakota, Minnesota, Iowa, and Nebraska. He said Billoff is now assembling a library of records for the station. Kay Douglas, who has worked with KMIP in Rapid City, S.D., is head of national and local sales.

SEPTMBER 28, 1968, BILBOARD
Six years ago we developed a premise as to how we could build the best radio production company in the industry.

Very simply—our premise was based on a promise. A promise to provide the best in creativity, service and dependability. In other words the finest production packages and services that could be designed would be delivered by the Mark Century Corporation.

Six years have passed since we made that promise. Six years in which we’ve built what is recognized as the leading radio production company in the industry.

Our clients must think so too, because we continue to get “fan mail”—and because every year over 78% of our member stations renew their contracts.

Our premise was right because our promise was kept—and now we make another...a promise to continue keeping our promises.
paramount music publishing companies welcome
bob crewe
to their roster of great composers
with the score of the paramount motion picture “barbarella”
written in conjunction with charles fox

“barbarella”
■ “love drags me down”
■ “i love all the love in you”
all recorded by the glitterhouse
■ “an angel is love”
recorded by bob crewe
■ plus background music
■ original motion picture score available on dynovox records

paramount pictures corporation

radio-tv programming

programming aids
programming guidelines from key parent/restaurant, radio stations, including best picks, best leftfield picks, music issues and special programs.

hot 100

lyndhurst, n.j. — will
jerry rogers
music director

bowling green, ohio — wawr
robert ludd
music director

baltimore, md. — wjz
paul reed
director

charlotte, n.c. — ways
jack gale
program/music director

chattanooga, Tenn. — wflf
mike scudder
music director

el paso, texas — kelp
charlie rossell
program director, personality

wixx in fort lauderdale, fla., needs a good country deejay—somebody who knows the music. get in touch with lyle reed at 305-565-1841.

the ratings battle between kya and kfrc in san francisco continues. when tom campbell knocked off the kfrc man in the evening slot, bill drake moved in dave diamond and regained the evening crown. latest report (july-aug. hooper) is that diamond has a 10.9 to 8.4 for campbell. campbell, ever the personality, will soon have a foam-a-car system going for him; he’ll loan listeners his car. . . . bob jolly at wbyz, first national bank bldg., new castle, pa. 16101, needs easy listening singles.

johnnie jobe, former program director at wsho in new orleans, is now out of military service and back with the country music station. he has bought a new “country music star salute” program (12:30-1 p.m. cst) and will take calls from country music personalities about their latest records and appearances. call 504-324-8246.

jim reedy is back at wwox, charlotte, as news director. . . . kcfh at chattanooga, tenn., is in the process of including gospel music and needs records. send to james e. mabry.

would you believe that bob swanson, afternoon personality at kex, portland, oreg., is a professional songwriter? they just received his latest royalty check from bmi for a song written by swanson and his brother five years ago—“just in case you change your mind.” the check was for 72 cents, but swanson points out this is double his last check. like the other checks, he didn’t cash it, he framed it.

jay robbins, has joined wuni mobile, ala., and is doing a 10 a.m.-10:30 a.m. show; he’d been in houston. . . . gary steels has moved from the midnight-6 a.m. spot at kudu in ventura, calif., to the same slot at wawy in hunterville, ala. . . . jim hunter is the new production director at wls in chicago; he’d been at wkye, cleveland. . . . art ford, personality with wpix-fm, new york, will co-ordinate the radio station and chain store promotions of hallahan-berger records; the promotions will push recording artists and albums, as well as other products.

charlie waterman is the new operations manager of kmkq, 100,000-watt kvx in tucson. he’s been program director and operations manager at wawy, new haven, conn.

felix adams has been promoted to station manager of kbbq, the country music station in utah. he’s in sales manager. . . . how about this one: back to new york, harry harrison has resigned from wmaa, nbc. new program director at wmaa is the ex-kod in mobile. new program director at wwej, new york, is the ex-kkc in fort myers. . . .

paramount music publishing companies welcome bob crewe to their roster of great composers with the score of the paramount motion picture "barbarella" written in conjunction with charles fox

"barbarella"
■ "love drags me down"
■ "i love all the love in you"
all recorded by the glitterhouse
■ "an angel is love"
recorded by bob crewe
■ plus background music
■ original motion picture score available on dynovox records

paramount music publishing companies
40

september 26, 1968, billboard

paramount music publishing companies
THE JAZZ CRUSADERS
ARE CLEANING UP!

SEE YOUR WORLD PACIFIC JAZZ DISTRIBUTOR
FOR THE COMPLETE JAZZ CRUSADER'S CATALOG!
SALES POWER STRIKES AGAIN

GARY LEWIS & THE PLAYBOYS

"MORE GOLDEN GREATS"

SEALED WITH A KISS
MY HEART'S SYMPHONY
PAINT ME A PICTURE
NEEDLES AND PINS
GIRLS IN LOVE LIES

WHERE WILL THE WORDS COME FROM
DOWN ON THE SLOOP JOHN B.
ICE MELTS IN THE SUN
YOU'RE SIXTEEN
THE LOSER JILL

A Snuff Garrett Production
Produced by Snuff Garrett
Run the copy shown below (or enclosed separately) in the Radio-TV Job Mart.

An ad service for radio & TV personnel. Reach the man who is looking for you. Maximum exposure—minimum cost. To make next week's issue, mail your ad TODAY! (All information confidential. Box numbers will be used.)

Check the number of insertions you wish:

One issue ... $5.00 per 1/2 inch per insertion (approx. 40 words)
Two issues ... $7.00 per 1/2 inch per insertion
Three issues ... $9.00 per 1/2 inch per insertion

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

Radio-TV Job Mart, Billboard, 145 West 46th St., New York, N. Y. 10036

City: ... Address: ... State & Zip Code: ...

Radio-TV programming

TV Bandstand & Variety Shows

EDITORS NOTE: This is an add-in to the list of bandstand TV shows printed in the July 27, 1968, BILLBOARD.

CITY CALL LETTERS ADDRESS ANNUAL FEE OF SHOW/PERSONALITY/TIME SLOT, ETC. PRODUCTS TALENT CHECKS
Hoosier \NKIU-TV\ P.O. Box 13 134 W. Main 77000 (701) 202-0733 
Jacksonville \MEGA-TV\ 1070 E. Adams 9000 @ 625
New York \WABC-TV\ 30 Rockefeller Plaza 5040 \To the show... (Where do you get your information from?)
Philadelphia \WEAS-TV\ City Line & Marion Ave. 9013-16

Vox Jox

- Continued from page 40
- Real name of Terrill Stebbey Jr., 15, is "The Jockey," who is manager of the WMCX and, no doubt, will soon be giving directions as a competition.
- Tom Hunkers has been appointed station manager of WIDE, the soul-oriented station, replaced by James Brown in Knoxville.
- Tom Hunkers was formerly with WCIN in Cincinnati as program director; he started his radio career many years ago as deejay with WJO in Tupelo, Miss., and is a veteran of 23 parachute jumps.
- John Henry, band of production at WQAM, Miami, has been tipped to succeed production director and John Paul Roberts has been added to the staff, with the addition of Johnny Roger at WIRK in West Palm Beach.

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

Progressive Rock

Houston, Texas—KFKA
Jay Thomas
Program Director
"Beat of the Senses," LP for Stenson, Inc., also LP for Atlantic, LP for Columbia. 4147 Harrison St. Dallas, Tex. (817) 349-6111.

Jeff Storr
Music & Program Director
"The Almost Gone," LP for Nark, LP for Riss, LP for Atlantic, LP for Columbia. 4147 Harrison St. Dallas, Tex. (817) 349-6111.

Albuquerque, N. M.—KUNM
L. A. Woodworth
Program Director
"Beat of the Senses," LP for Nark, LP for Atlantic, LP for Columbia. 4147 Harrison St. Dallas, Tex. (817) 349-6111.


Tell us your thoughts about the show and the product. We take your feedback seriously.


DECCA TAKES THE WRAPS OFF...

THE

Banana Splits

"WAIT TIL TOMORROW"

b/w

"WE'RE THE BANANA SPLITS"

A Past, Present and Future Production by David Mock for

Hanna-Barbera production

arranged and conducted by Jack Eskew

WHEN YOU HEAR THEM YOU'LL WANT TO SEE THEM ON NBC TV

DECCA RECORDS A DIVISION OF MCA INC.
GREAT TRADITIONS...

...Artists from the great time-honored Decca catalog...whose musical accomplishments have distinguished them as top sellers...Renowned musicians...whose names are synonymous with sales...
To insure the great tradition that has established the name Decca as one of the giants of the Record Industry.
ABALL AGAIN!

DLP 25889

SMOOTH MOODS
Rita Moss: "Just A Dream Ago"
DLP 25889

COOKIN' CARLE
Frankie Carle: "End The 40's"
DLP 25877

AND DOT'S GOT IT!

september 1968 release

DOT RECORDS: A DIVISION OF PARAMOUNT PICTURES CORPORATION
We're Name Droppers

MAMA CASS - RICHARD HARRIS
MAMAS & PAPAS - STEPPENWOLF
MICKIE FINN - THE BRASS RING
JIMMY WEBB - BOB SILLER
GEORGE M. COHAN
GRASSROOTS
ROGER BENNET

AND EVERYONE HEAVY!

DUNHILL RECORDS INC./NEW YORK-BEVERLY HILLS/A SUBSIDIARY OF ABC RECORDS, INC., 1330 AVENUE OF THE AMERICANS, N.Y.
Audio Retailing

Fischbein Foresees 4th Quarter Upswing

By BRUCE WEBER

LOS ANGELES—The summer slump in the phonograph-tape-player-audio market is proving slightly shorter than usual and it may be over quicker than usual. Ira Fischbein, president of 23-year-old Dependable TV & Appliance Co., a four-store retail chain in San Diego, predicts business to be brisk in the audio field the last quarter of this year.

The reason for Fischbein's optimism is the overall growth of business—increasing at about 30 percent each year—despite a hike in the income tax, disorientation in the cities and the Vietnam War.

Dependable, a major discount chain which competes with White Front, in the San Diego market, sells about $175,000 in advertising on radio and in newspapers. It opened two stores last year, in El Segundo and Pacific Beach, and plans to add two additional outlets in 1969. Being a home entertainment center, Dependable also carries a full line of hard goods. The San Diego outlets appeal to all facets of the city's population, although they aim at the adult market with big-ticket items.

Overall sales at Dependable are up about 30 percent, with management "very bullish about the audio market" in the final selling months of 1968. "We sell many high-priced phonographs/tape-player combinations, especially in the Zenith line," said Fischbein.

The store carries a complete line of Zenith, RCA, Magnavox, Admiral, Motorola and Packard-Bell products. The chain, which buys TV sales and service and sells major household appliances, carries a $750,000 inventory and has warehouse facilities in San Diego.

Fischbein credits heavy advertising in metropolitan newspapers and local TV promotions with a big portion of the sales gain. In addition to 20-second and 60-second commercials on TV, Dependable places 10-second TV spots for store identification plugs.

Home Entertainment Lines Expand at Philco-Ford

PHILADELPHIA—Philco-Ford Corporation's consumer electronics divisions lines up 26 models to its 1969 lines. The items include new battery-powered products in tape recorders and players, radios and small-screen televisions.

Added to the company's 1969 lines of solid-state cones and stereo sets are three with 100 watts of peak music power and integrated circuits in the FM tuners. Models 1874NWA, 1934MA and 1940PC. Two models with 40 peak watts are 1792WA and 1710XMA. All models except 1792WA incorporate the new 128 professional record changer with cue control. Model 1934MA, the Deluxe, in Spanish provinces are added at $59.95. Model 1874NWA, in the contemporary package, has a suggested list of $429.95.

Each has a six-speaker system and two to ten sealed speaker enclosures with air-suspension speakers. The bass woofers are 12 inches in diameter; mid-range speakers are 4 inches; and tweeters, 2 1/4 inches. Model 1710XMA, the Bari brooke, is in early American style stereo with an antiqued, rubbed top-metal veneer cabinet that includes a large record storage compartment in front. It has a suggested list of $370.95.

Model 1792WA, the Finlay, features contemporary styling, finished to match walnut furniture. Its suggested list price is $299.95.

The additions in portable phonographs include Model 1418, an electronic monaural with built-in AM radio in a molded beige cabinet list at $49.95. The Cougar III, model 1358WA, is a compact convertible stereo phonograph with air suspension speakers. It has a suggested list of $89.95.

The new Philco radios include Model T9198KG, an AM-FM miniature portable transistor gift set, has a suggested list price of $79.95. Model T615, a personal-size AM with 4-inch speaker, has a suggested list of $99.95, while two solid-state AM clock radios, Models T9155 and T9176, have a suggested list price of $129.95 and $299.95, respectively.

The new models supplement 1095, the follow-up speaker to the Porto-Philco-Ford's national dealer convention in Nassau, Bahamas, last May and June.

Genaric Spotmaster

COLLEGE POINT, N.Y.—A new follow-up speaker to the Spotmaster, has been introduced by Genaric, Inc., a subsidiary of General Electric Co. The feature of the unit, which super ses the Mac, is a motorized voltage regulation assembly that automatically main tains volume and even burning of carbons.

The SONY 660D is a solid-state three-motor stereo tape deck recorder that incorporates two of Sony's sophisticated electronic systems, SNI noise reduction system and TSP auto reverse. The suggested list price is under $757.

EIA Report: Radios Climb While Phonongrah Sales Dip

WASHINGTON—The Electronic Industries Association's (EIA) marketing services department has released the total U. S. sales of consumer electronic products for the first half of 1968. The report includes domestic-label and foreign-label imports and reflects the size of the U. S. market in units for radios, phonographs and television.

Sales of home radios in the first six months of 1968 added up to 13,417,014 units, of which 2,403,382 were domestically produced. The total for the corresponding period last year was 13,299,293, with the domestically produced portion totaling 3,432,703.

Foreign-label imports of home radios increased slightly, from 8,121,293 in the first six months of 1967 to 8,499,685 in the same 1968 period. Domestic-label imports, however, increased from 1,744,297 in the earlier period to 2,513,647 in the first six months of 1968, or 13 per cent to 19 per cent of the total sales.

The EIA report indicates that auto radios appear to be a growing market. Total U. S. sales for the first half of 1968 rose to 6,056,548, which is in contrast to the 6,243,669 total for the first half of 1967. While foreign-label imports had much to do with the increase rising from 294,607 in 1967 to 922,156 in 1968, U. S. production went from 4,288,987 units to 5,134,392 in 1968.

The total U. S. radio sales showed an increase of 9 per cent in the six-month comparison, from 17,881,887 units to 19,473,562 units. While factory sales of U. S. produced models declined from 7,721,600 units in the first six months of 1967 to 7,537,714 in the same 1968 period, domestic-label imports increased substantially to 2,513,647 units in the first half of this year from 1,744,297 at the same time in 1967. Foreign-label radio imports edged up to 9,422,141 from 8,415,900 the previous year.

As for the U. S. phonograph market, it was a little softer at the beginning of this year than last. Total phonograph sales of 2,243,339 in 1968 lagged behind the 2,567,573 registered in the first six months of 1967, despite a domestic-label import increase to 481,242 units from 174,722 in the earlier period.

The over-all drop is accounted for by the April foreign-label imports, from 581,900 to 258,508 and its U. S. production, from 1,816,921 to 1,584,680.

Total sales of television receivers for the first six months reached 5,576,102 units in 1968 as compared to 5,128,326 in 1967.

Handleman Profits

DETROIT—Handleman Co., a distributor of phonograph records and drugstore items, expects net profit for the fiscal year ending next April 30 to run between $1.25 and $1.30 a share, compared with last year's record high of $3.97 or $3.10 a share. The forecast was given by Paul Handleman, board chairman.

The ROVER GIRLS, a group of high school and college co-eds who speak and understand the language of the young adult, will soon be appearing in a 1969 advertisement of the various Columbia Masterwork dealers in the Chicago area. The girls, who were hired to tape record the phonograph and record player manager Steve Lesley, will demonstrate the versatility of the Masterwork M-45 Rover, a battery-operated phonograph.

BEST NEEDLE GUIDE IN THE BUSINESS

FORREST BRAKEMAN, owner of the Redwood House of Music in Santa Cruz, a colorful, barrel-chested, black-gloved, bearded and painted, Braekeman sells the psychoelic items to his record customers as listening aids.

WWW.AMERICANRADIOHISTORY.COM

53
WHO IS "WILLIE JEAN?"

ASK THE SUNSHINE COMPANY!

A New Sound! A New Song! A New Hit!

b/w Love Poem

Produced By: Joe Saraceno

"SUNSHINE And SHADOWS" album LP 12399 is climbing up the charts ....now!

www.americanradiohistory.com
Bach-Rock Trend Could Boost Guitar

By RAY BRACK

NEW YORK—As rock music matures, evolves and involves fragments, it is significant from the standpoint of the instrument dealer that the guitar remains basic to rock instrumentation. The same observation may be made of electric organs. It is less true of drums.

Be it traditional hard rock (circa 1965) with its simple chording and drum ascent, technically improved and instrumentally augmented (brass, reeds and strings) self-rock, jazz-rock, folk-rock or the unstructured and electronically adventurous in progressive rock, the guitar — and for the most part the organ — remain fundamental to the orchestration.

The role of guitar and organ in big-selling recordings will be no less predominant if, as some experts predict, the baroque or Bach-rock convolution, which began about three years ago with certain Beatles' releases, emerges as a major-selling rock genre.

Perhaps the most successful Bach-rock blend to yet reach the market was the Procol Harum's "A Whiter Shade of Pale." This rock arrangement of a Bach prelude infuses the classical material with a unique, haunting character of its own. The organ sat down the continued effect characteristic of the baroque period (the Procol Harum used a full-sized organ, but a rock instrument would be adequate), and electric guitar remained faithful to the traditional harmonies while adding an unexpectedly pleasing amplified quality. While Bach is precise and economical, "Whiter Shade of Pale" is blurred, the real and frequently exaggerated.

The potential for such Bach-rock adaptation is unlimited and is now being actively encouraged by several record companies as part of a growing campaign to revive mass-market interest in classical music. Whether diluted with rock or in pure form, a classical revival is certain to have favorable instrumental sales implications.

The role of the guitar in the ongoing rock evolution is explained this way by Alfred Dronge, president of Guild Musical Instruments as well as the Guitar and Accessories Manufacturers Association (GAMA). "Rock 'n' roll and its variations will foster a substantial market for many years. Rock will continue to undergo experimentation and will supply new dimensions for music groups built primarily around amplified guitars. The big beat that helped spawn the big guitar boom may disappear, but its influence will continue for decades."

Spearheading the drive to make rock buyers Bach-minded is Columbia, claiming that "in the next six months we're going to awaken millions of record buyers to . . . serious music." A massive advertising and promotion push will focus chiefly on the campus. Display materials for all major labels are already going out to stores.

If this campaign is successful, and classical-consciousness sweeps young America, it is inevitable that rock groups will be greatly influenced. In their approach to the classics, these young musicians will bring their own ideas while using the amplified guitars. Few young rock guitarists, who are just now beginning to master their instruments, will switch to so-called serious instruments such as piano or violin. Guitar will remain fundamental to Bach-rock just as it provided the foundation throughout rock revival and the folk phenomenon that preceded it.

As one rock musician quipped, "Guitar is a long-hair instrument."

It has been suggested that the Bach-rock trend has been slowed by the musicianship gap that has plainly plagued many pop groups.

Writing for the Sept. 6 New York Times, in an article devoted to this latest electric Rippey to Retire

WAUKESHA, Wis.—Robert Rippey, after 22 years as proprietor of Triangle Music here, has put his shop up for sale. Rippey has sponsored several jazz concerts each year and hopes to devote more time to this endeavor.

Tendancy in rock music, Robert Shelton observed that, "From the pop standpoint, the trend toward classical rock has the same limitations of available musicians who can talk both languages fluently enough."

The Shelton and others may be underestimating the technical progress of the mostly self-taught rock guitarists. Many of these, along with hundreds of others who are benefiting from newly established college guitar courses, are ready to rock everything from Vivaldi to Beethoven. Moreover, the pop recording field of late is being infused with full-lifted-trained musicians such as these in the New York Rock 'n' Roll Ensemble. This group plays both rock and the classics plus a highly successful blend of both. Among the best of other groups with classically trained members are the Mothers of Invention and the First Edition.

What are the odds of finding a great new sound if you use Electro-Voice SRO speakers?

Better. Much better.

With Electro-Voice SRO/12 or SRO/15 speakers in your amp, you'll get cleaner sound than ever before. You'll also get wider dynamic range and uniform response in every octave.

That means you can do more things with your instrument at every volume, anywhere in your range. And because you get more sound out of every watt you put into an SRO speaker, it's like doubling the power of your amp.

Listen to new Electro-Voice SRO speakers at your E-V dealer. It's an oldfashioned bet you'll love them. Or write for all the facts. Today.

SEPTEMBER 28, 1968, BILLBOARD

HARMONICA ARTIST ANDY BLUMAUER and his Original Apple Snow Band have just returned from a tour of 20 States in the East and South. The group just completed a successful engagement at the HemisFair, San Antonio.

Thieves May Try To Sell 10 Rare Stolen Instruments

NEW YORK — Instrument dealers have been alerted to the possibility that thieves may try to peddle 10 rare instruments stolen from the New York Pro Musica on Labor Day.

A Pro Musica spokesman said the thieves are likely to try to find little use for the instruments because only specialists in ancient music can play them.

Music Course

MAYNARD, Mass.—H. H. Scott, Inc., is sponsoring a new multi-sensory music course, employing the concepts of programmed instruction. Entitled "Enjoy Music More," the course is prepared for eighth grade and higher levels.

Herrmann Dead

NEW YORK — The world's leading dealer in rare stringed instruments, Emil Herrmann, died Sept. 5 in Switzerland at age 80.

Herrmann opened a store in New York in 1923 on West 57th Street and formed branch offices in Chicago and San Francisco in 1929.

In 1943 Herrmann sold the four Stradivarius instruments owned by Paganini (two violins, viola and cello) for $155,000.
IF YOU THINK THESE RECORDS AREN'T HITS, YOU PROBABLY THINK A SHIKSEH IS AN ELECTRIC RAZOR!

ICE IN THE SUN
THE STATUS QUO
CADET/CONCEPT 7006

LOOKING THROUGH THE EYES OF LOVE
MARLENA SHAW
CADET 5618

YOU GOT IT
ETTA JAMES
CADET 5620

THE WEIGHT
ODELL BROWN
& THE ORGANIZER
CADET 5624
(The first & hit instrumental of the hit song)

THERE'S A WORLD OF EXCITEMENT ON
CADET & CADET/CONCEPT RECORDS
Pop Festival Delays; Promoter Plan Action

BY GODFREY LEHMAN

SAN FRANCISCO—The San Francisco Pop Festival, which was scheduled for this week, has been postponed due to recent events. An announcement was made during a news conference in the early morning hours before the festival's scheduled starting time. The postponement was made due to the increased risk of violence and chaos following recent events, according to the festival's organizers. The new date and time for the festival have not been announced yet. The festival was expected to be a significant event, featuring numerous music and art performances and attracting tens of thousands of attendees.
8,500 Visit NAMA; Elect Wm. H. Martin

PHILADELPHIA — Over 8,500 visited the National Automatic Merchandising Association (NAMA) convention here last week. The trade group elected William H. Martin, president, Automatic Candy Co., Columbus, Ohio, as the new president. While, of course, there were no music or amusement machine legislation, the report of the number of executives from all phases of the coin machine business, the coin opera- tion industry mood of the show.

More pricing flexibility key to 15-cent pricing of both beverages and candy, more attractive styling of machines, greater capacity in can drink and cigarette venders and more compact models. These trends were in equipment.

Pricing flexibility and greater cup capacity are two features that W. H. Martin's new cigarette machine will have. A 1,000 cigarette packs with pricing from 35 cents to $1.50. The unit will accommodate 100mm size cigarettes in all of its open-to-the-front drawers; at each side ventilation, includes cigarette and (Continued on page 63)

ICMOA Retains Schaffer; Members Adopt Ethics Code

By RON SCHLACTER

SPRINGFIELD, Ill. — Re-election of officers, adoption of a code of ethics and a lively seminar on two plays for a quar- ter highlighted the annual meet- ing here of the Illinois Coin Machine Operators Association (ICMA) Sept. 7-8. The event included speakers included Fred Granger, executive vice-president of the Missouri Coin Opera- tors Association (MOA), and other state leaders. Those at the session were Joseph Gable, Royce Robinson, and Ivan Martin, president, Automatic Candy Co., Columbus, Ohio, as the new president.

The group heard a report (Continued on page 63)

KAMA Elects Fooshee, Files Sales Tax Suit

By BEVERLY BAUMER

MANHATTAN, Kan.—A group of Kansas machine operators elected John Fooshee of Wichita, Kan., as its new president, according to the Kansas Amuse- ment and Music Association (KAMA) at its first annual meeting here Sept. 7-8. In other action, the group heard some results of a new pool tournament won by Fooshee in Wichita, and a report of a possible sales tax suit against the state of Kansas. Guest speaker at the session was John Masters, secretary of the Kansas Music Machine Council and director of Music Operators of America.

KAMA elected Don Fooshee, El Dorado, as its new president.

NVA Broadens Scope With Dues Reductions

By EARL PAIGE

PHILADELPHIA—The National Vendors Association (NVA) has moved to broaden its membership. Last week here, the directors voted to reclassify 52 members and lowered dues by $300. Other matters covered included a request for legislation, the dangers of vending cigarette lighter at 10 cents and convention plans. Other topics generated spirited debate. The reclassification of manufacturer members and the cigarette lighter issue.

Directors were advised that the key words in re-organization of members were "re-sale" and "significant." The classification of vending equipment must be defined by manufacturer if any "significant portion" of the product line is sold as re-sale.

A committee headed by Floyd Price, General Sales Manager, has decided on the re-classification (Continued on page 62)

(COINCIDENTLY)

Programming Goldie Oldies

One of the many problems jump-box and radio programmers have in common is oldies. What to do with oldies? That’s the question when you find an answer to that question, how do you do it?

A big part of the problem is the sheer volume of a growing market of oldies. The average radio station has 1,300 titles in its oldie library. The average oper- ator, according to a recent attempt to program professional- ly for oldies, would have to choose as many titles as there are in the oldie library, which is much larger than that. Too, unlike the radio station, he does not specialize in one category of music. The jukebox goldie ar- archives should contain teen, adult, rock, country, jazz and even a few classical standards. This cre- ates major space, indexing and retrieval problems. Many oper- ators have solved these problems to their satisfaction, however, and if you’d like information about their system, drop a card to Billboard’s music editor. He’ll put you in touch with one or two of these operators.

Even bigger than the physical problem presented by a large oldie library is the problem of making the best use of it. Many radio stations have for years been letting their oldies become the oldie shelves, selecting change-of-page titles to insert wild-card style in their time slots. But today an increasing number of leading stations focus on such random use of oldies. They now insist that oldies be(Continued on page 61)
Day after day, in scene after scene, it reaches out, grabs hold and separates more customers from bigger chunks of their cash! It's mod . . . mod . . . mod. The first of a bold new generation of famous Rock-Ola Phonographs with psychedelic color, style that never fails to draw a bigger take from a bigger crowd.

But there's more. Brilliant new feature attractions that make selling music for money more rewarding than ever before. Things like a new receiver, transistorized for dependability . . . exclusive powered remote volume control with convenient on/off switch for phonograph power as well as volume and cancel . . . new speaker positioning for better sound separation, greater listening pleasure . . . "2 plays—2 bits" kit . . . album play . . . dollar bill acceptor (optional).

And Rock-Ola for '69 offers you all-out accessibility, "Easy-View" Programming and "Flip-Top Servicing" that cuts programming and service time to the bone—all the extras including lighted animation (optional) that made Rock-Ola the sensation of the music world in '67-68!

Go with ROCK-OLA all the way for profits!
COIN’CIDENTALLY

Programming Goldie Oldies

- Continued from page 59

used, and that they be used in keeping with the station's over-
all programming formula. The oldies must meet standards for
pace, timeliness and be in ac-
cord with the hundreds of other
variables that might be influence-
ing the individual station pro-
gram.

Many jukebox programmers — probably too many — have
a much simpler approach to those
dusty oldie shelves. They disturb
the disc only to pull requests.
In fact, you'll hear some pro-
grammers refer to their oldie
stock as the "request library." For
too few jukebox program-
ning specialists view the oldies
as an important source of con-
tinued spot programming ma-
terial, requests notwithstanding.
This attitude persists despite the
known fact that fortuitous place-
ment of an oldie will bring spir-
ted play on a well-programmed
jukebox.

But the big question remains:
What oldies do you play? Some
jukebox programmers get a par-
tial answer to this by keeping
their ears glued to four radio
at the same time to hear what
the local rock, easy-listening,
country and R&B stations are
doing. Rapid operator response in
matching radio oldies on the
jukeboxes can be profitable, par-
ticularly when the radio listener
cannot — and usually he cannot —
find the oldie in any record
store.

The use of oldies is best de-
termined, however, by what the
jukebox programmer knows of
his locations and their clientele.
And if he's a topnotch program-
ner, he knows everything about
the stop right down to such
trivia as the name of the bar-
tender's new baby and whether
Saturday-night Sam takes his
whisky straight.

Chicago Coin's NEW 2-Player

Playtime

TOP HAT SCORE FEATURE
When 3 Similar Numbers Ap-
pear, As Ball Leaves Playfield,
Bonus Values Are Scored! Top
Hat Score Drums Are Stepped Up
By Hitfiring Playfield Targets.

ACTION SCORE FEATURE
Action Halves Kick Ball From Side
To Side For Repeating Action
And High Scores.

BALL SAVER...
Closes Opening Between 2 Flipper
- ILLUMINATED "BALL COUNTER" and
"GAME OVER", Next to Shooter
- 3 THUMBER BUMPERS

MILLS OF ILLINOIS
PROFIT MAKERS
CHICAGO COIN MACHINE DIV.,
CHICAGO DYNAMIC INDUSTRIES, INC.
1725 W. DIVISION BLVD., CHICAGO, ILLINOIS 60614
Bulk Vending News
Broadsen Scope with Dues Reductions

Several speakers urged directors to support the manufacturers that exhibit at shows. NVA co-counsel Don Mitchell said, "This does not mean we are encouraging not to buy from manufacturers which do not exhibit. We only encourage you to support the manufacturers that come to the show. The manufacturer does not need protection from companies that exhibit in the lobby and we intend to police this kind of practice during future shows.

The subject of vending cigarette lighters was introduced by Mitchell, who reported that the Internal Revenue Service had forced two locations to purchase $250 federal gaming stamps because 10-cent machines were dispensing lighters valued at more than a dime.

"The Internal Revenue service is aware of our business," Mitchell said. His partner, Ted Raynor, and I, were in Washington and an Internal Revenue man pulled out Billboard and showed us some ads. We can't afford to be accused of gambling. As an industry, we have given too much to risk it for something like this."

One director asked about vending lighters at 25 cents and was told this was allowed. The problem exists, Mitchell said, when a machine contains items that exceed the value of the coin required for dispensing the machine.

In other important matters, directors were told that NVA is involved in legislative battles in Florida and other states. Decisions are pending in both places. Mitchell said, One decision could result in establishing a precedent for adopting NVA's new definition of bulk vending units as part of a tax exemption measure.

The definition: "A non-electrically operated, regularly moving machine, containing assorted confections, nuts or merchandise, with a token mechanism that's a one coin dispenses the same in equal portions, at random and without selection by the customer."

In reports from State associations, Raynor told, "Invention Xmas, Y., that the problem with bingo chips was still prevalent in New York. Mitchell told Folz that a new man had been put on the case and that he expects prosecution of firms manufacturing bingo chips. The directors also heard Folz report on a case in Buffalo involving New York's penal code. Folz said one vendor had chosen to fight the case alone and was now co-operating with the State group.

Lee Smith, Smith-Royal of the Carolinas, said that Georgia operators would soon be confronted with a 3 per cent gross receipts tax. Smith indicated that some hope for exemption exists and that H. B. Hutchinson, Jr., NVA president and Atlanta distributor, had been working on the problem. Mitchell said he had been in touch with Hutchinson but was not aware of the immediacy of the problem.

Tom Emmas, Graff Vending Dallas, reported on the proposed formation of a Texas bulk vending group. Emmas said the State group activities was Arthur Gold, Coinental Industries, Inc., Chicago. Emmas said the group had been successful in approaching thieves and had won an award for the police for presenting rewards that led to the apprehension of the caller.

Rolf Lobeck, Leaf Brands, reported on the conventions. NVA will hold its 1969 annual convention and trade show at the Hollywood Beach Hotel in Miami April 17-20. Lobeck detailed the features of the hotel and said he had been able to obtain attractive rates.

NVA's midyear director meeting will be in New Orleans in 1969 and the 1970 annual convention will be held somewhere in the great Chicago area. Lobeck said. Named as convention committee chiefs were Margaret Gold, chairman of the show program; Herb Goldstein, Oak manufacturing, workshop; Tom Emmas, entertainment; Bernadette Bittner, Bittern & Son, Kansas City, exhibits; Carmen D'Angelo, distributor, Co. publicity; Sheldon Goldberg, reservations.

Lee Leary, Leaf Brands, said NVA had recently gained 14 new members and had only seven. "The membership committee is now set for a full time post," he said.

Mitchell reported that NVA had collected $400 toward its Cancer Research Fund and that the charity program would continue.

Raynor also read an outline drawn up by Billboard as a suggested approach to NVA in order to have a brochure available that would promote bulk vending and identify the role of NVA.

2 New Units For 25c Vend
PHILADELPHIA - Northwestern Corp. and Oak Manufacturing both showed new units for vending smaller capsules during the National Vendors Association (NVA) directors meeting here last week. Northwestern's model is called the Classic, and will have 120 two-inch capsules and utilizes the firm's regular Model 60 mechanism with pricing for 1-, 5-, 10-, 25- and 50-cent increments. Oak, which has had its Titan model adapted for 25-cent capsules, showed another unit with a rectangular globe. NVA will host its annual convention and trade show at the Hollywood Beach Hotel in Miami April 17-20. Lobeck detailed the features of the hotel and said he had been able to obtain attractive rates.

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KAMA Elects Fooshee Files Sales Tax Suit

- Continued from page 59

from secretary-treasurer Cazel on a State sales tax test case which the Washington Association is planning. The Wichita group feels it should not be charged sales tax on pool tables, Cazel said, and an attorney has been hired to file suit against the State of Kansas. Cazel said he'd be able to offer additional information at the next KAMA meeting.

He also reported early results of a poll tournament sponsored by the Wichita Association.

"We're in our fifth week of the tournament, which will run eight weeks in all, to start the fourth week and the championship the 11th week," he said. "We have 128 locations in Wichita and Sedgwick County. The tournament locations that are doing this thing right are picking up way up, but some aren't following through right. In some taverns, women operators don't understand the game."

In his membership report to KAMA, Cazel said the organization mechanisms were apparent on dozens of units. National equipment showed a change with more capacity for dimes as an example of the ways companies are approaching the growing trend to 15-cent pricing and the increasing desire to return change from quarters.

PHILADELPHIA — Taking sharp exception to comments from a sociology professor, Patrick O'Malley challenged operators to "make profits" and "strengthen free enterprise" in a call before the National Automatic Merchandising Association. President showed a standing ovation from an audience that had the previous day heard vending machines described as "the peak of automated conveniences," in the same sense of deprofessionalization.

In his talk, professor Martin Tumin of Princeton University, called for a "fundamental new kind of co-operation between public and private sectors of the economy, massive public works to pay for the federal level of government and the public organization of business ventures."

O'Malley, stating that Congress is setting aside each month over 1,000,000 candy bars at the new 15-cent price, said, "I'm not sure I'm going to follow the professor."

In his new office of the American Vending Association, Cazel said the organization currently has a paid-up roster of 11 members.

"Thirty per cent of all the operators in the State are signed up to pay their membership," Cazel said. "We have at least one operator in nearly every city in Kansas. All four distributors in the State now belong. When we first organized last year, seven operators promised to be paid-up members, and they followed through. Each meeting since, the attendance has been 10 per cent larger."

Three new members joined KAMA in its meeting here.

They are: Loda Sullivan, Lyons; F. W. (Tony) Brull, Chico, and Walter M. Cobb, St. Joseph, Mo.

Cazel reported the organization's cash fund is $504.12. Operating expenses amounted to approximately $350 through the year, he said, with most of the amount going for postage.

KAMA's next meeting is scheduled Jan. 18-19 in Topeka.

O'Malley Urges Higher Profits for Industry

with 100 EXTRA FILMS
In Excellent Condition
FOR SALE
At The Lowest Prices Ever
Quantity Is Limited
Send to:
Billboard Publications Inc.
Chicago, Illinois 60601

Get and hold the best locations
with Victor's Selectorama® Console
A DIFFERENT STYLE

If your competition is giving you a problem

you may find the answer to this problem by operating the most advanced idea in bulk vending — the new Victor®

If you have a problem in the vending business, the new Victor®

SELECT a CONSOLE

With six different combinations to meet the needs of any operation, the new Victor® vending machine can fill any need.

With features including —

1. new Victor® Consoles

2. new Victor® Control Systems

3. new Victor® Dispensers

4. new Victor® Coin Acceptors

5. new Victor® Bill Acceptors

6. new Victor® Bill Dispensers

If you are getting too much trouble from your competition, you can write to Victor at the address below.

VICTOR VENDING CORP.
5710-13 West Green Ave.
Chicago, Ill. 60639

Super 72 in six cases:
175-177 capsule

Write to Victor for more information.

LOGAN DISTRIBUTING, INC.
1825 W. Belmont Ave., Chicago, Ill. 60657

Save 50% to 75% servicing time. Unlock front door to fill & collect.

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If your competition is giving you a problem, you may find the answer in the new Victor®. The new Victor® vending machine can fill any need.

Write to Victor for more information.
In the 100-selection jukebox field, it pays to buy the front-runner.

**The Cadette**

The Rowe AMI Cadette is leading the way in the march of profit. This is the 100-selection compact jukebox that'll produce the big profit in your secondary locations.

It's got everything going for it. Looks. Style. Superb sound.

The striking winged-top assembly has the "now" look that'll "turn on" your locations. Only 47 inches high, the Cadette needs little floor space (32 x 24½ inches).

Sounds as good as it looks, too. Cadette's 50-watt solid state amplifier and angled speakers produce a superior sound dispersion and stereo effect... famous Rowe Stereo Round. And don't forget... Cadette is adaptable to Phono-Vue.

See the Cadette at your Rowe distributor. It'll pass your closest inspection.

**Rowe International, Inc.**

A Subsidiary of Triangle Industries, Inc.

75 Troy Hills Plaza, Piscataway, N.J. 08854
ICMOA Retains Schaffner; Members Adopt Ethics Code

Over-play will take care of a lot of your problems. The other two gentlemen are from highly industrialized areas where money is more readily available. I'm from an area where there is a fixed government income.

"If I think a man has to put the price of a bottle of beer into the machine, he will think twice and decide on the beer."

Montooth stressed that two plays for a quarter should not be introduced to a location on a trial basis. "If we're going to do it, we do it." Fred Gropper opened his remarks by saying, "The development of State and local associations has been a shining star of amazing. Many once defunct organizations have been rejuvenated."

"The State and national associations make up a two-way street. Both are important. Illinois is considered one of the strongest associations in the country."

As a word of advice, the MOA executive vice-president told the ICMOA members, "Maintain your interest in the association whether you have problems or not. It's important to meet whether you have problems or not."

While ICMOA is charting a relatively smooth course, executive director Fred Gain sounded a note of caution when he told members, "We're expecting another round of anti-amusement legislation."

Gain has told Billboard that "State operators should prepare themselves for another omnibus type tax bill, as well as pinball legislation."

Other speakers at the Springfield meeting were Ray Chemnitz, Congressional Life Insurance Co.; Springfield; Frank Schwartz Jr., Connecticut Mutual Life Insurance Co.; and A. J. Passent, Illinois State Employment Service.

The next annual meeting has been tentatively scheduled for next summer at Pheasant Run Lodge in St. Charles.

Regional offices for the coming year are Northeast vice-president and directors; Central; and directors Charles Sacco and Art Velasquez, Chicago. Other Northeast officers, from Chicago, are Vice-president Warren Brown and directors; Bernard Lazarre and Willie McGee.

Vice-president Mark heads the Northwestern region with directors Donald Jacobs, Rock Island, and Bob Kellany, Belvidere. Western region offices are vice-president Montooth and directors Bud Hashman, Springfield, and Chick Henske, Jacksonville. Montooth also serves on MOA's board of directors.

Ed Gilbert, Bloomington, serves as vice-president of the Eastern region with directors Gene Fedler, Champaign, and Dwayne Kramme, Springfield. Serving the Southern region are vice-president Heimer and directors Blacky Williams, Enfield, and Mike Sassy, Madison.

O'Malley Urges Higher Profits

"If there is no increase in productivity, we will have to think of the cost of making machines and the product that goes into them.

"Business must learn to fight better, we must increase productively and the one way to do it is to increase profits," O'Malley stated.

"For too long we have been hitting from the bottom of the manpower barrel. We have to elevate our standards and develop programs to inspire enthusiasm in young people. Misdirected enthusiasm is like raging forest fires, but properly directed, enthusiasm is like the torch of a leader."

O'Malley called upon every man in business to become a leader. "Am I saying that we should go out and ring door bells on behalf of political candidates? If that's what it takes to preserve the free enterprise system, that's what I'm saying."

"We cannot submit to the depression to quietly withdraw to pursue small aims. We must confront dissent with decision."

IJLLINIS COIN MACHINE OPERATORS ASSOCIATION (ICMOA) officers for the coming year, from left to right, are Bud Hashman, Springfield, Western regional director; Les Nordberg, Western regional vice-president; Gus Hoffer, Mascoutah, Southern region vice-president; George Woolridge, Sterling, vice-president; Harry Schaffner, Alton, president; Orma Johnson Molt, Rock Island, secretary-treasurer; Warren Brown, Chicago, Northeast vice-president; Wayne Hatch, Arlington Heights, Northeast vice-president; Charles Maris, Rockford, Northside vice-president, and Chick Henske, Western vice-president.

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ON TO CHICAGO!

HARRY SCHAFFNER of Alton, shown here on the left, accepted a second place award at the Illinois Coin Machine Operators Association (ICMOA) of the group's annual meeting in Springfield. Executive director Fred Gain, standing right, told members to prepare themselves for another round of anti-amusement legislation.

LES MONTOTH of Peoria, shown here on the left, gave his views on two for a quarter play at the recent Illinois Coin Machine Operators Association (ICMOA) meeting in Springfield. Wayne Hese, shown on the right, presented an eight-foot high code of ethics for adoption.

THE WORLD IS YOUR STAGE

O' Malley said he is 'pleased' with the current state of the industry.

"We must confront the empty palaver with sound profits and a measure of increased productivity that will benefit all men everywhere."

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"We must confront the empty palaver with sound profits and a measure of increased productivity that will benefit all men everywhere."
Merrier Takes CBC Contest

TORONTO—The winner in the Canadian Broadcasting Corporation’s “Song Market ‘68” competition for songwriters, which attracted 5,000 entries this year, was John Merrier of Ottawa, who received the $1,000 grand prize plus $100 as a finalist for his “Colors of the Rainbow.” Merrier was a semifinalist in the contest last year.

Variety will shortly release an album containing the top 12 tunes from the contest. The record released is an important part of the award to the winner. RCA also released an album of selected songs from the 1967 competition.

“CBC Song Market” showcased 32 compositions in a series of eight half-hour radio network specials which were heard several times in 1968 and 1969. The contest was planned for 1966 but will be announced later.

Macias LP Gets Play in Norway

OSLO—Though Norway’s record industry, public in the country have to have little interest in French product, airplay given recently to an LP phonogram to an Enrico Macias album by Philips in the ‘60s, has drawn a number of performances, both new and established names, several of whom are making their own album. The album is announced that the Philips company in Norway, has been released in advance of the French songs in minimal.

Canada Disk Sales Up After Slow Start

TORONTO—Record sales in Canada in the second quarter of 1968 have shown slow increases, figures at the halfway mark, with unit sales up 3.4 per cent. The sales were up 6 per cent in the first quarter, but up 13 per cent, with the half-year figures. The number of sales in the second quarter, according to Dominion Bureaucratic Statistics, for the month of June show single sales up 20.6 per cent, stereo album sales up 171 per cent, and mono LP sales continuing to drop, down 66.4 per cent for an overall increase of 10.1 per cent in unit sales of June 1967.

In the first quarter of the year, single sales were up 1.3 per cent, stereo LP sales were up 13 per cent. Monaural albums dropped 32 per cent. Figures reflect sales to distributors. The quarter saw a second month of sales at distributors’ net sellout, where the sales exceeded the net sellout by an additional $26,268 in record club sales, up 3.9 per cent over last year, and $419,743 in custom sales, liquidation sales, etc.

The Music Capital of the World

AMSTERDAM

The best group, Golden Earring, appeared last week to reach the top 10 in two years. The group has signed (with their own composition) “Dong Dong Dili Dili Dong.” Pretty Marionettes, American rock band, has been signed as a contract producer for a band in the United States, and have opened the 1969 festival in Hilversum.

In Holland, the Art of the Jefferson Airplane to coincide with the end of the Lions Club.

The Marquis (Polyphone) were in Holland for a VARA TV promotion of the album officially opening of its new offices.

Another album, a phonogram introduced its full product line with a special concert. The record placed on subscription offers 10 per cent below normal retail prices with easy payments. Product includes Melba’s complete discs. Records were distributed by Michael Stein, then by the Dutch Folk-pop artist, John White, presented Sept. 4 for a club debut.

Phonogram’s Drive Pushing Méc, Fontana in Australia

SYDNEY—Phonogram Records, distributors of Philips and Deutsche Grammophonic material in Australia, is working to promote the Mercury and Fontana labels here.

Formerly the material was issued for a brief period. The moves coincide with the shift of Phonogram from the Philips building to a new executive building on a meadow.

The drive is being headed by managers Dermot Hoy, Faith Black and John Coates, representing the Mercury in Australia, as he is in charge of the Mercury label.

Labels Switch in Australia

SYDNEY—Three major label switches took place in the Australian record industry this month. Karma Sutra and Budas goes from Astor records to RCA. From R.C.A., Durlinh goes from RCA to EMI.

The Karma Sutra and Budas deal has come about because the labels are now represented in the U. S. by M.G.M. and Phonogram. The Philips/Deutsche Grammophon distribution in Australia has been dissolved by the Australian distribution of MGM.

However, Astor will retain the right to distribute the albums of the 1961/1961 and other Phonogram material for another 12 months. The distribution of Festival Records, is transferring to EMI and the label is expected to continue for another year. The transfer will mean EMI will distribute the albums of Impact, Impulse, Transoire, Sire, Embassy, Command, M.G.M., Westminster, Music Guild and Whittaker records in Australia. They will be issued on the Sideside label.

Canada Disk Sales Up After Slow Start

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In the first quarter of the year, single sales were up 1.3 per cent, stereo LP sales were up 13 per cent. Monaural albums dropped 32 per cent. Figures reflect sales to distributors. The quarter saw a second month of sales at distributors’ net sellout, where the sales exceeded the net sellout by an additional $26,268 in record club sales, up 3.9 per cent over last year, and $419,743 in custom sales, liquidation sales, etc.
"THIS TIME TOMORROW"

NO. 1 HIT SINGLE!

THE SISTERS' LOVE

(personally managed by John Levy Enterprises, 8467 Beverly Blvd, Los Angeles, California)

RECORDS

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www.americanradiohistory.com
Devaluation Lifts Profits Of British Decca for Year

LONDON—British Decca's profits for the year ending March 31, 1968, are up from the previous year, but only because of a tax windfall of almost £2,640,000.

The company's total dividends for the year are £5.32 million (6s 4d per cent). In its preliminary statement, the company says that it has a trading profit of £7,767,000 ($18,863,000) compared with the 1967-68 profit of £12,087,000 ($27,224,000) gained resulting from devaluation.

Devaluation and interest charges have increased with the result that profits before tax have improved from £9,100,000 ($19,000,000) to £7,751,000 ($17,952,000) in 1967-68. Early forecasts had suggested a fall in profits.

New York

Imperial's Sumblebus Company plays Steve Paul's Scene on Monday, Tuesday and Thursday, and Alco is Scheduled for Monday, (30) through Thursday (3) are Tegram's (Continued from page 66) Spooky Toof. . . John Johnny Tilleto.

The music is by Peter Kreuger, lyrics by Urie and arrangements by Fred Kramer. All of the group is touring Germany this month and in October for concerts in Berlin, Hamburg, Munich and Frankfurt.

Ursula Schuegraf

Local Song Top in Norway

OSLO—Nina singer Inge Lise Andersen's debut record on the RCA label, "Roméo og Julie," has become the first locally produced disc to reach the Norwegian pop, record charts since April 1964.

The song was the top position, while "Roma" by Lennart och Junes Gang chart, a popular song, has a lot of Terje Moanes.

Miss Andersen visited Stockholm recently to record the Swedish version of the song. The last Norwegian production to reach the No. 1 spot was "Feelings" by Wencke Myhr, singer/drummer, and Peggy Borg, singer, "La meg vare ugg" (Let Me Be Free). In the last ten years only four songs have made the No. 1 position—five on Triloka, three on RCA and one on Columbia.

New York

"Romeo and Juliet," written by orchestra leader Henry Mayer and published locally by Sweden Music, was originally a hit in German-speaking countries and Peggy March. The Mayer backing track is now the Norwegian hit with Terje Moanes.

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New Life for "Things" Tune

OSLO—The old hit song "Things," originally recorded by Rosemary Clooney, has been given a new lease of life in Norway following the TV transmission of the song by ZDF, the West German channel, which features Nancy Sinatra singing the song with Dean Martin.

The Sinatra-Martir version, taken from the Reprise album "Spanish Eyes," is now giving both Norway and Sweden, and has been getting a lot of airplay on Columbia by Ronnie Reesman on NRK, and on Triloka by Kirsti Spar escalating.

The song is sub-published in Scandinavia by Beilinda, Stockholm.

From The Music Capitals of the World

...Continued from page 66

Werner Landerbaude, distribution manager of CBS-Germany, recently took the time off to make an appearance at the Schiller festival. The event also featured Udo Jürgens (Ariola) redolent of his American movie role in "The Sound of Music." (Continued from page 36) Durlum. Alexander (Phonogram) has recorded a French version of "Papa Was a Rollin' Stone." Sammy Davis Jr. will visit Germany in early March, accompanied by the group." (Continued from page 38) Berry. The musical "Bell. Aris, starring Sammy Davis Jr. and directed by Dusseloff Theatre am Wormser Markt, will open the German musical which starts Peter Kraus, will play the theater until Oct. 13, then go on tour.

Norwegian singer Arne Rommen has made his first record on RCA, "Julie," and has more than 60 hits in Norway. "Things," in many, many versions, has been a hit in Norway. (Continued from page 39) Sweden has a lot of Terje Moanes.

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From The Music Capitals of the World

**CONTINUED FROM PAGE 68**

Carson" on Monday (30), and his first special for NBC-TV on Oct. 12, "Roast Film Stars." The NBC-TV special, "Mayor of the Biltmore," is being directed by Jamie Babbit, Four Corners of the World artist, goes on the air on Saturday (28) with Ann D'Angelo and Eau Guaruit. . . . Composers are saving their compositions for the recording session; the music scoring for the upcoming film "The Subject of Rose Woods," the movie based on the popular Pulitzer Prize play, is set for October openings. The Pockriss series is being published by the Big 3 Robbins-Felz-Miller.

**MONTREAL**

Ray Charles and his orchestra and the Ray Charles Choir, in their 30th year, now present "84 Best Days of the Bar," a four-week series of rock and roll classics, all recorded in his own studio. The program consists of the record of the year, "Summer," by the Ray Charles Choir. The program features the talents of Ray Charles and his orchestra, with special guests, such as the late Frank Sinatra and the late Perry Como.

**SYDNEY**

RCA of Australia's annual sales conference at the Cheyenne Hotel here, Dec. 9-11, segments the RCA executives and local RCA artists and their representatives in a party before proceedings, led by record division general manager Bill Walsh and entertainment manager Bob Wolfe, got under way. Sales managers who attended the conference were from WA, NSW, South Australia, Western Australia, and Tasmania. The last day of the conference was held in Sydney, and attended by RCA executives and Ray Charles, and Ray Charles' sighting. During the course of opening RCA personnel toured the new RCA factory and offices at North Ryde.

Announcement that the Monkees would tour Australia in 1973, was made by the Monkees' manager, Ann Bernard, at the Chevron Hotel here, will return in early October for tours on ABC's "Go West," and for ATN Channel 7, Lenorment is scheduled to return a second time around Christmas but if this year's shows are anything like the last one, it might turn into a fiasco. It's a contract with the star's manager, Joe Ross, to perform at nightclubs in Tokyo and Osaka. Singer Al Martino was 다시 a Los Angeles, where he was based for two weeks at the Chevron Hotel here, to host a special show on Oct. 21. The show is expected to be held in front of 10,000 people. At the same time, Martino is also scheduled to perform in Seoul, South Korea, for CBS. The show will be taped on NBC's "Today" show.

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**CBS Business in U.K. Climbs 50 Percent**

CBS promotional manager Charlie Chavez told the conference that they could expect a 40 to 50 percent increase in their business in the U.K. by CBS classical artists and the launching next month of the classical music television series, "The New York Philharmonic on Television," on London's Channel 4. Chavez also said that CBS has signed a contract with the New York Philharmonic for two weeks of concerts, one in London and one in Manchester.

**VICTOR IN CANADA BOWS BUYERS-AIMED PROGRAM**

MONTREAL—RCA Victor in Canada has launched its nationwide autumn promotion, "84 Best Days of the Bar," which offers record buyers a sampler LP in a choice of musical tastes for 99 cents and also an enclosed coupon worth $1 off the regular price of any RCA Victor album.

"84 Best Days of the Bar" will debut on Sept. 19, with a "highlight" sampler featuring selections by 10 RCA artists, including Ray Charles, Frank Sinatra, Bing Crosby, and the Four Seasons. The program continues through Oct. 9, with eight cuts by new RCA pop music groups. The 99c LP, during "Classical Days," Oct. 20-Nov. 9, offers 11 selections, including Montserrat Caballé, Luciano Pavarotti, and the Vienna Philharmonic. The program features such compositions as Handel's "Concerto Grosso No. 4" and Nielsen's "Symphony No. 3." The bonus program winds up with Pop, Pop, Pop Days, offering 10 popular cuts, including Vic Damone, Ed Ames, Heinz Pfeiffer, and the Brass Ring on the sampler.

The program is in progress at 12 record stores, in the main market with specially prepared French-language albums in the same program. The program includes 12 radio commercials, two from the samplers, and newspaper ads are supporting the campaign.

It is the first time these works have been coupled.

Starting in the next few months include Waltraud's "Viola Concerto," concert with the BBC, London's "Concerto der Schwarzernder," by Paul Doktor; a recital of Beethoven's "Symphony No. 9" on "Horowitz on Tour," and the complete works for piano by Rachmaninoff, "Piano Concerto No. 2."

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FOLLOW THE DOTS

- "LOVE HEALS"
  COLOURS
  DOT #17132

- "SHOOT 'EM UP BABY"
  ANDY KIM
  STEED #710

- "TRUST"
  THE PEPPERMINT TROLLEY CO.
  ACTA #829

- "I CAN SEE A LIGHT"
  THE GOOD EARTH
  DYNOVOICE #924

- "BARBARELLA"
  THE GLITTERHOUSE
  DYNOVOICE #927

...AND YOU'RE FOLLOWING WINNERS!
VIC DANA

"LITTLE ARROWS"

"ROSES ARE RED"

# 56071
Produced by: Dick Glasser

Another new single that's sealed with the sweet smell of success from the company where hits are a happening thing!

LIBERTY RECORDS
KBCA-FM Radio Station
Broadcasts Foreign Jazz

by ELIOT TIEGEL

LOS ANGELES—Jazz with a foreign accent is the newest program concept at KBCA-FM, this station's influential all-jazz specialist.

The station, which has opened up Sunday mornings to jazz from Japan and Latin America, has added a weekly program, "Jazz from Japan," which features music by Japanese bands, including two featuring American players, "Jazz from Latin America," which was presented by the station's president, and "Jazz from Australia," which features music by Australian bands.

Levine says he plans to "scrape around" for the first Japanese LPs, but has recently been writing to the Japanese manufacturers, with Toshiba air shipping "Jazz from Japan" to the station.

Dated Concept

"Jazz from Japan" is a concept that could be used to study the influence of jazz music on the world's cultures. While this is not jazz, the inclusion of an up-tempo rhythm behind the instrument qualifies it for the show. Music with any of the jazz elements, improvisation, syncopation, or a blues element, is in the proper "spirit," according to Levine, and is thus considered worthy of programming.

One month ago, Levine added "Jazz from Latin America," which also features music by Latin American artists, but has received little attention from the audience.

In Japan, the show has been well-received, with many jazz albums being purchased by listeners. The program has also been broadcast on the station's sister station in Australia.

The show is broadcast from 10:30 to 11:30 on Sunday mornings, and is available on-demand through the station's website.

FROM THE MUSIC CAPITALS OF THE WORLD

ROOM AT THE TOP

Room at the Top, a new album from the band's recent sessions, has received critical acclaim for its blend of soul and rock influences. The album features a range of genres, from soulful ballads to high-energy rockers, and has been praised for its dynamic performance and strong songwriting.

The band has been gaining popularity in recent years, with several of their previous albums reaching the charts. Room at the Top is their latest release, and follows the success of their previous album, which featured a number one hit single.

The album is produced by the band's lead vocalist and guitarist, who also wrote all of the songs on the album. The production is top-notch, with clear, crisp audio and a variety of instrument choices.

The band's sound has evolved over the years, and Room at the Top showcases their continued growth and experimentation. The album is a must-listen for fans of soul and rock music alike.
IF DROPPING NAMES IS CRASS
WE'RE GUILTY!!!

STEPPENWOLF

HAS A NEW SINGLE
"MAGIC CARPET RIDE"
D-4161

AND A NEW ALBUM

STEPPENWOLF THE SECOND
DS-50037

2 GREAT NAMES
DUNHILL AND STEPPENWOLF
EXCITING ENTERTAINMENT

DUNHILL RECORDS INC. / NEW YORK BEVERLY HILLS / A SUBSIDIARY OF ABC RECORDS, INC., 1330 AVENUE OF THE AMERICANS, N.Y.
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Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.
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Heads up! London is flooding the market with their well-stocked stable of top selling artists. Take a look at all the outstanding names that fall under the London label. Enough to steal the thunder on every "beat-selling" list.

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PAT PAULSEN
FOR PRESIDENT

ELECT
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A NEW RUBICON RECORDS RELEASE FROM MERCURY RECORD PRODUCTIONS, INC. 15 EAST WACKER DRIVE, CHICAGO, ILLINOIS 60601. A CONCORD CORPORATION COMPANY.
Top LPS - A-Z (Listed by Artist)

Arlo Guthrie

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## Advertisement

**Alright-Okay-You Win**


Dear Rich:

I spin you a cake and I put you down. What right has a sideman got climbing down out of the ghetto of the trombone section and coming down front to make fun of the law of the jungle, sweetheart. Like Henry David Thoreau, said just before he got busted at the pond — "You can take the sideman outta the chair but you can't take the seeds out of poppies".

I got no beef with you personally, Dickie. Matter of fact, some of my best friends are sidemen, though I wouldn't want one myself. However, it's a new scene, and it's a new scene, though I wouldn't want one myself. It's a new scene, though I wouldn't want one myself. Wake up and smell the funk. Sonny and Cher were'nt built in a day.

When Peploe heard about you being a leader he said it would probably pass. He figures the Lord will tell you when He wants you to cut out and sit down. He figures the Lord will tell you when He wants you to cut out and sit down. He figures the Lord will tell you when He wants you to cut out and sit down. He figures the Lord will tell you when He wants you to cut out and sit down. He figures the Lord will tell you when He wants you to cut out and sit down.

Leaders are born, baby, not made. It's up to you. You think you done got it? It's gonna cost, let me tell you. I'll pay. Paul White (WMMAL)

## Advertisement

**itzagass!**

George: How are you?... At a time when everyone is looking for a new sound and all around sounding like George, Charlie Alpert is refreshingly hearing DICK NOEL. NOEL has successfully combined the Herbie Alpert and the Brass with one of the best-selling albums of the year, "Black Magic." NOEL has produced many popular sounds and some new ones, resulting in a winning package. Thanks, Charlie. The Brass with one of the best-selling albums of the year, "Black Magic." NOEL has produced many popular sounds and some new ones, resulting in a winning package. Thanks, Charlie.

Dear George: Today, Tuesday, is DICK NOEL Day. With one cut from his album being played each hour of the day, "Black Magic." NOEL has successfully combined the Herbie Alpert and the Brass with one of the best-selling albums of the year, "Black Magic." NOEL has produced many popular sounds and some new ones, resulting in a winning package. Thanks, Charlie. The Brass with one of the best-selling albums of the year, "Black Magic." NOEL has produced many popular sounds and some new ones, resulting in a winning package. Thanks, Charlie.

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So Rare...
a new single

DONOVAN

Produced by Mickie Most

LALÉNA
5-10393

a new album

Donovan

BN 26420

So Right
From the pen of Bob Russell, the tender story of a twain's meeting. It was Spring, and they got along. But in Autumn came the fall...

Town and Country

K-13993

another "Honey" of a hit by

WAYNE NEWTON

N.A.N. Productions

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

**THE MOODY BLUES—RIDE MY SEE-SAW**
(Prod. Tony Clarke) (Writer: Lapid) (Writen: BMI) Just as "Tuesday Afternoon" drops down the Hot 100, this backbeat-driven rocker comes on strong. The last of the "In the Air Tonight" lineup, it was on the Billboard Top 10 in 1969 and now starts as a hit. As with so many of the group's singles, it has powerful blues backing and it's got right there up there on top. Wild bass and dynamic vocal work. Film: "Pure Love and Pleasure" (Crazy Color, BMI, 520 International 746)

**VANILLA FUDGE—TAKE ME FOR A LITTLE WHILE**
(Prod. Shadow Morris) (Writer: Martin) (Sightline) Following up "You Keep Me Hanging On" comes this unexpected hit. Fudge material for all it's worth. Will first prove a sales and chart stepper for their recent single. Film: "Endless" (Vanilla Fudge, BMI, ASCAP 4601)

**PEGGY SCOTT & JO JO BENSON—PICKIN' WILD MOUNTAIN BERRIES**
(Prod. Shirley S. Brightman, Jr. (Writer: Thomas/Miller/Thomase) (Bowlgy) Even if they are a little off, they've got "Sparrowin' Fields" and this powerful blues backing has it. It's got right there up there on top. Wild bass and dynamic vocal work. Film: "Pure Love and Pleasure" (Crazy Color, BMI, 520 International 746)

**FOUR POINTS—I'M IN A DIFFERENT WORLD**
(Prod. D. Don Breed & Michael D. Oates (Writer: Breed) (Sightline) Breezy shuffle with space and grace throughout. Should catch on a wide area. This group is going to be big with "Greatest Hits" and this powerful blues backing has it. It's got right there up there on top. Wild bass and dynamic vocal work. Film: "Pure Love and Pleasure" (Crazy Color, BMI, 520 International 746)

**AL MARTINO—WAKE UP TO SEE ME GENTLE**

**THE FIRST EDITION—are MY THOUGHTS WITH YOU**
(Prod. Mike Pots) (Writer: Routnet) (Accent/Pro) (BMI) The strong Nickle hydrée sound is perfect for the group as they get back onto the commercial wave of their hit "Just to Be Loved You." Strong Arrangement. Title: "This Is the Only Way." (Capitol, BMI, 1967)

**FATS DOMINO—LONELY RITA**

**ALVIN CASH—KEEP ON DANCING**
(Writer: South-Gap) (Tamla) (BMI) Solid first mainstream rocker that should break through for the group. The group is going to be big with "Greatest Hits" and this powerful blues backing has it. It's got right there up there on top. Wild bass and dynamic vocal work. Film: "Pure Love and Pleasure" (Crazy Color, BMI, 520 International 746)

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**SPECIAL MERIT SPOTLIGHT**

Spotlighting new singles deserving special attention of programmers and dealers.

**PETER TARRENO—Don't Be Late Ma Now of Time**
(Prod. J. Simon, P. Yarum & P. Rotundo) (Writer: Yarum/Bravo) (Sightline) The group is going to be big with "Greatest Hits" and this powerful blues backing has it. It's got right there up there on top. Wild bass and dynamic vocal work. Film: "Pure Love and Pleasure" (Crazy Color, BMI, 520 International 746)

**HUGO HUNTERGROVE, HIS OCEAN CRUSADE—Theme From the Film**
(Prod. Joe Bondaro) (Writer: Huntgrove) (Hit Turf) (BMI) The group is going to be big with "Greatest Hits" and this powerful blues backing has it. It's got right there up there on top. Wild bass and dynamic vocal work. Film: "Pure Love and Pleasure" (Crazy Color, BMI, 520 International 746)

**ROBERTO SPALLETTI—On the Way Home**
(Prod. Joe Maggiora) (Writer: DeSisto/DeSisto/Colucci) (BMI) The group is going to be big with "Greatest Hits" and this powerful blues backing has it. It's got right there up there on top. Wild bass and dynamic vocal work. Film: "Pure Love and Pleasure" (Crazy Color, BMI, 520 International 746)

**SUSAN DAVIES—If I Only Had Time**
(Writer: Pugh/Johnson/Phillip) (Writer: Porsche) (BMI) The group is going to be big with "Greatest Hits" and this powerful blues backing has it. It's got right there up there on top. Wild bass and dynamic vocal work. Film: "Pure Love and Pleasure" (Crazy Color, BMI, 520 International 746)

**JACK JONES—On My Way**
(Prod. Ernie Alatorre) (Writer: Taylor/Chesnutt) (BMI) The group is going to be big with "Greatest Hits" and this powerful blues backing has it. It's got right there up there on top. Wild bass and dynamic vocal work. Film: "Pure Love and Pleasure" (Crazy Color, BMI, 520 International 746)

**ELDERBROOK-ARBORNE**
(Prod. Rob Crew) (Writer: Cowum/Fasam/Chen) (BMI) The group is going to be big with "Greatest Hits" and this powerful blues backing has it. It's got right there up there on top. Wild bass and dynamic vocal work. Film: "Pure Love and Pleasure" (Crazy Color, BMI, 520 International 746)

**ENDLESS—Now Lucky (One Man Band)**
(Prod. Roy Thorne) (Writer: Stanley Gamble) (BMI) The group is going to be big with "Greatest Hits" and this powerful blues backing has it. It's got right there up there on top. Wild bass and dynamic vocal work. Film: "Pure Love and Pleasure" (Crazy Color, BMI, 520 International 746)

**KENNY & THE ACCENT REVUE—The End of the Street**
(Prod. Roy Atkinson) (Writer: Atkinson) (BMI) The group is going to be big with "Greatest Hits" and this powerful blues backing has it. It's got right there up there on top. Wild bass and dynamic vocal work. Film: "Pure Love and Pleasure" (Crazy Color, BMI, 520 International 746)

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All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.
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IT'S A HIT!

FIRE

Paula 302

FIVE BY FIVE

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WASHINGTON, D. C.—WFLC
OKLAHOMA CITY—KOMA
ERIE, PA.—WIST
NEW ORLEANS—WNOC

WASHINGTON, D. C.—WPCC
OKLAHOMA CITY—WY
HOUSTON—KULZ
NEW ORLEANS—WNOC
CHICAGO—WFLC

MILWAUKEE—WOYK
MILWAUKEE—WIRT
INDIANAPOLIS—WIFE
SAN FRANCISCO—WYA

BILL GAVIN — REGIONAL BREAKOUT!

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Pick up any magazine. Watch any TV station. Read any newspaper. They're filled with news of 30 game winner Denny McLain. And publicity is building up to fever pitch as the World Series approaches. Every time his name is mentioned, his skill as an organist gets as much attention as his prowess as a pitcher. And now he has another winner as he teams up with the incredible Hammond X-77 to bring you the first recording for both of them. It'll help you in your drive to set a new sales record. Ask your Capitol fieldman to toss ST 2881 your way.
Schart Sees Challenge In Electric Instruments

BY CLAUDE HALL

NEW YORK — Writing music for the new electronic instruments now being designed to face the new challenges facing the composer today is the primary challenge for the musical director of the new "Funzy Girl" movie starring Barbara Stanwyck. The record track LP is on Columbia Records.

"In a field that is largely unexplored," Schart said, "there are only new instruments, in many electronic variations, cropping up. In fact, there are now electronic devices which will produce the sounds of most instruments. But the public will most likely exist tomorrow, in a year, two years."

Schart wrote in three electric pianos. He just finished conducting the music for this movie, putting in an orchestra behind. "With the three parts of the hard rock sound, you've got something," Schart said.

Schartes, who has been nominated 12 times for Oscars, said that this year's new generation's approach to music could, if it continues, ruin the profession. Only, I wish I were 23 years old again so I could start out with the hard rock, coming into a revolutionary period in music that's exciting. If you exist, you can do anything or turn out in the rock field from the bad, you have great music. I think this portion of the music is wonderful and extremely stylish. "Paul" is one of its primitive forms as the forerunner of all that's happening in the electronic field.

Besides doing the music for more than 70 TV shows, Schart has many movies to his credit, including "Hans Christian Andersen" and "Pocket Full of Miracles." Several years ago, he composed a theme for the 1958 movie "Holiday Inn," for which Irving Berlin had written "White Christmas." Schart was the first orchestrator of this year's "God Bless America," a performance of which is to be heard on the wood bowl. He also wrote the music for "Maggio's Christmas Carol" TV show shown every year on TV. His score for one of his recent films was composed by the University of Wyoming, to preserve for posterity.

The drive hopes to add 125 members this year to the current industry membership of 300.

Donovan Starts 28-Day Tour

LOS ANGELES — Donovan, Epic Records folk-pop opens a 28-day concert tour in Salt Lake City, Utah, beginning at the regular new album, "Hurdy Gurdy Man," with an appearance at the tour's start.

Other concerts include the Hollywood Bowl, Sacramento, Sunday; (29); Phoenix, Oct. 1; Salt Lake City, Oct. 5; Denver, Oct. 10; St. Louis, Oct. 14; Vancouver, Oct. 5; Spokane, Oct. 10; Seattle, Oct. 12; Chicago, Oct. 19; Las Vegas, Oct. 21; Houston, Oct. 23; Little Rock, Oct. 24; Fort Worth, Oct. 25; Hartford, Conn., Oct. 26; Philadelphia, Oct. 27; Princeton, Oct. 28; Baltimore, Nov. 2; and San Diego, Nov. 3.

DEEJAYS TO GET 'HAIR' MEDLEY

NEW YORK — Debbie's jockeys will not receive a special feature taping, one on side, excerpts from 12 songs by the original Broadway cast of the musical "Hair." Originally, the edited version, on Old for an August 8 Stereo 8 sampler by RCA Records, has sold 12 million copies. Records for the jockeys as a promotion scheme. They were therefore given a full-length version of "Aquarius," from the show.

RCA Widens Mod Vistas

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repertoire and noted that pianist John Browning has performed new music in recitals. Another RCA soloist, who has had considerable success is the New York-born Joan McAlpin, who has recurred and presented new music in recitals.

Roger Williams, a pianist in the mold of the greats, has performed in recitals with a group of other modern works for RCA.

Previoiusly, Williams has been a key figure in the London Symphony Orchestra's first performance of Sir Peter Maxwell-Debussy's "Symphony No. 7 (Amarcord)."缴费 listed for release early next year is a recording of the continuation of the contemporary music program by the orchestra.

The London Symphony Orchestra is presented with soloist农贸 by Paul Dessureault, and Benjamin Lees' "Concerto for String Quartet and Orchestra.

A new Morton Gould album is due as Milton Kalim and the Seattle Symphony perform Gould's "Concerto for Double Orchestra and Tape." Gould, who enjoys recording unusual material himself has an odd program set for him with soloist Adolph Fredes by the New Philharmonic Orchestra with a program of Roger Sessions' "Toccata," "Copland's El Salzillo," and Benjamin Lees' "Concerto for String Quartet and Orchestra."

B'nai B'rith in Member Drive

NEW YORK — The music and motion picture business has a new look for B'nai B'rith's 1975 fund-raising program, "Membership Drive." The drive is under the direction of chairman Carl Roberts and Herb Lipton of the Motion Picture Industry.

The "Bring a Fair Contest" will feature a prize first of an RCA Victor seven inch phonograph record of "The Fair" by Mischa Maisky. Second place winner will receive a "Fair" album and third place will be awarded the "Fair" album and three tickets to the Fair concert in Kansas City.

Prizes will be awarded to those members who bring in the largest number of new members, which time winners will be announced at a special lodge banquet.

The drive hopes to add 125 members this year to the current industry membership of 300.

Executive Turntable

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Succeeding Granger as field promotion manager will be Roger Karshner, who will direct CRDC's promotion force and oversee filming of the show's promotion team in sales and promotion of single records.

Paul Alderman has been named director of New York operations for the Mike Merrill Co. Alderman was publicist director of the New York entertainment division of Rogers, Cowan and Brennan, for the past four years.

200 Pianists Are Heard At Theater's Music Fest

SAN DIEGO — Roger Williams, accompanied by 200 pianists, will perform the waltzes from the Balboa Park Bowl here Friday (Sept. 28).

Following a 20-minute concert by Williams, 200 pianists, ranging in age from 8-14, backed the headliner on "Barn Free" and "Autumn Leaves." The 200 pianists, two per 100 pianos, were selected by members of the Southern California Music Educators Association, which celebrated its 20th anniversary this past weekend festival with Thearle's, a local chain of musical instrument stores.

The teachers and their students attended a four-hour seminar prior to their sponsored by Hansen Publications to introduce a series of new works featuring John Brimhall, author of piano instruction books.

Also New York Times book of piano music books by Brimhall (eight to a group) will form the body of the music, including 50 or more of the major piano compositions of the 20th century and some of the music of the previous and present centuries.

The Roger Williams concert, including a "Fantasy on Beethoven's Fifth," was taped by NBC-TV, which plans to telecast it nationally to young pianists. Saturday (21) was spent in rehearsing the young pianists. Some 200 teachers and 1,500 pianists attended the seminar-festival.

Farrell Organization Forms A Promotion Conglomerate

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To meet this new service providing an exclusive promotion for the Wes Farrell Organization, has announced what it is to be the industry's first conglomerate promotion organization. The aim is to provide a new service to directly service the needs of his expanding diversified record company, promotion network on an exclusive basis.

Harrington's promotion network will include both the promotion of records to radio and other media and the promotion of popular records. This affords the promotion network in the Midwest and Herb Rosen of New York.

Harrington is currently recruiting personnel to cover other areas of the U.S.

Govt. Is Studying Moves

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questions are being posed and pondered.

Legislation are two schools of thought. One holds that the industry is entering a new era. The New Frontier, "the handwriting is on the wall," is a manufacturer, distributor or publisher, better or else. The other side holds that the era of independent proliferation and growth, roughly the last 15 years, is over.

This "handwriting on the wall" philosophy has undoubtedly motivated many firms actively seeking absorption by a larger entity. A lot of these deals have been extremely profitable for the independent, resulting in cash to pay for the latest, or employment contract.

In this view the chain presently lacks is now virtually sweep clean; and that this will ease the way for an order of new companies, many of which are already howing. In fact, it felt that the very success of past independents who are now courted by conglomerates will encourage more firms to seek to become part of a big chain in the past pioneered by such names as Atlantic, Kapp, Lib, and others. However, have unchilled chords tying them to the making of a deal, who once were out of the "pure independent" game.
Right now, these are the hot tapes. But in a couple of weeks, who knows? One thing for sure: GRT gets the hot ones to you before they cool off. And you can’t knock that.

Opportunity never rocks twice.