Billboard Will Hold Int'l Music Forum in Bahamas

By LEE ZHITO

NEW YORK—The Billboard Forum will present its first International Music Conference, at the Paradise Island Hotel and Villa in the Bahamas April 20-27. The Conference will be devoted exclusively to a series of educational seminars embracing the global recording and music publishing fields.

The International Music Conference will be conducted under the joint auspices of Billboard and its London-based sister publication, The Music Echo. The Conference will be produced for The Billboard Forum by James O. Rice Associates, Inc., specialists in executive training and business seminars. The Rice firm produced the Billboard Forum's two Tape Cartridge Conferences, both deemed to be highly significant in the development of the cartridge industry, and the 1968 Radio Programming Conference, heralded as the most important event in its field.

Among the issues to be treated during the April sessions will be international copyright regulations, the universal numbering systems and electronic data processing, international licensing and marketing of records, as well as other issues of common interest to the world-wide music-recording business.

According to Hal B. Cook, Billboard's publisher, "The International Music Conference will offer the global music-recording industry's leaders the much-needed opportunity to discuss mutual problems, seek their solutions, and keep pace with the needs of the ever-changing world market place."

Con Promoter Out: Noonan

By PAUL ACKERMAN

NEW YORK — The traditional Christmas gift guide to top-selling recorded product hit the 315,000 copies last week, according to Special Projects Director Andrew J. Costa, in charge of publishing the booklet (Billboard, Sept. 28). The guide is called "The Gift of Music," and will be distributed to consumers through retail outlets as a dealer aid in selling recordings as Christmas gifts. Dealers

Disk Cos. 'Decentralizing' A&R; Independents 'Bulls'

By MIKE GROSS

NEW YORK — There's an in-depth re-examination of the staff producer function going on at the record companies these days. Some companies are pruning their artists and repertoire staffs down to the bone, others are leaning toward more deals with independent producers, and still others are making package deals that give the artist the opportunity to bring along his own producer.

The a'la carte of records has become such a personal affair between the artist and the producer that the independent producer or the producer associated with a particular artist has found himself in a bullish market. It's so that many major labels are competing for the same independent producers and are even willing to take on them on a nonexclusive basis. It's not unusual these days to find the same producer or independent production firm working simultaneously for three or four top labels.

In the end, the major record companies' 70's market the price for their services has gone up to a point where the advance-money arrangement can make them all young millionaires.

It's a far cry from the days when ad men like Mitch Miller or Don Costa ran the tunes at his label (Columbia), picking material for his artists and the producers to

RCA, Purcell Deal on Acts

By CLAUDE HALL

NEW YORK — Gerard W. Purcell has taken over the producing promotion responsibilities of Al Hiri, RCA Records artist, and will also assume the same roles with Eddy Arnold and Hugo Montenegro. Some RCA producers will run out. Eddy Arnold and his conductor Bill Walker immediately began producing country music records for G.W. Productions. Also, Purcell is planning to start a label—G.W. Records—for all new artists he acquires.

Under a new contract just completed, RCA will provide Purcell with not only a producer

Pocket Discs Into Outlets

SEATTLE — Pocket Disc vending machines and counter merchandisers have been installed thus far in approximately 110 outlets here by Bill Pennington, sales manager of Commercial Distributors, who is guiding the test campaigns in this market. These outlets are part of the regular record distribution picture here—although many of these outlets had been carrying only albums. Now, however,
THE MONKEES

PORPOISE SONG

C/W

AS WE GO ALONG

FROM "HEAD" — A NEW MOTION PICTURE

*Porpoise Song* produced by Gerry Coffin

Manufactured and Distributed by RCA
**CP&W Set Up Publishing Shop**

NEW YORK — Terry Cashman, Gene Pistilli and Tommy West, producing-songwriting-recording team, have launched into the music publishing business. The move follows the recent resignation of Donny Marquis (also known as Terry Cashman) as senior professional manager of the ABC music firms (Ampico and Pamela), to devote his full time to songwriting.

The trio will open shop with a production firm—their ASCAP operation—Billboard Music and a BMI wing, Sister John Music. They are also announcing a roster of songs which will be placed in their new catalog. The list includes: "Sunday Will Never Be the Same Again," "Long Ago," "The Greatest Love," with "You Leave Me" and "The Song That Never Ends.""The writing and performing-productions headlined by the trio recently represented in the ABC Album "Happy." They also chucked up credits in the Sidney Porter film, "For the Boys." 

CP&W have terminated their contract with ABC. Future production work is now being handled by the firm's own independent control, which will also supervise the development of a production and recording studio, which has been assigned to a record label, and the grooming of a new talent for Cashman, Pistilli & West Productions. The team will also consider the possibility of establishing a new label for distribution of one of the major. According to Cashman, the primary objective of the productions and publishing team is to provide "more thoughtfully developed, creatively conceived music for the presentation of their own material" and to encourage the introduction of new artists in all of the action areas of the current music record scene." CP&W intend to start with the basic song and the artist and will then develop a step-by-step expansion program which will include the direction of recording, television, radio, and the growing commercial markets.

CP&W have signed The Music Agency as the firm's promotor and have opened their new offices at 40 West 55th Street in New York.

**Bell Rings Up Peak Year in Sales; Registers a 70% Gain**

NEW YORK — Bell Records registered a peak year in its history, with a 70 per cent increase over fiscal 1967. Leading the way, according to

B&M’s Sour to Get Holiday Citation

NEW YORK — Robert B. Sour, vice-chairman of the board of BMG, will receive the annual Julliard-Holiday Award dinner and address of the American Hotel and the Holiday Room on Dec. 20, at the American Hotel. William B. Williams will serve as dinner chairman.

**A New Catalog For Disk Club**

YORK, N.Y. — The Record Club of America has developed a new record catalog for its members and offers a complete recording system for personal use.

**CSC to Produce and Develop Television Program for NBC**

LOS ANGELES — The Campbell-Silver Cosby Corp. (CSC), parent company of Telemanu- 

nagement, said it will produce and develop television programs for NBC.

**Valley to Be Film Theme**

NASHVILLE — "Harper Valley PTA," million-selling Plantation Records single, will be the basis of a full-length movie, it was announced last week by President Roy Williams of Capitol Records.

**ASCAP Income is at Peak**

LOS ANGELES — ASCAP income hit an all-time high for the first eight months of this year. Coast income was in- 

**Lib’s Mendell in 6-Country Tour**

LOS ANGELES — Lib Mendell, president of Liberty Records, is on a six-country tour of Liberty-United Artists overseas affiliates.

His schedule calls for meetings in Madrid, Lisbon and Paris with the Madrid and Lisbon offices of Liberty, and Paris with Pathé-Marconi & Societe Phonographique.

**Payges in Concerts**

LOS ANGELES — The Payges, a trio of international artists, began a concert tour in San Antonio and Brownsville, Tex., Sept. 19 and 20.

**Mercro Registers Big In "Rise"**

MELVILLE, N. Y. — Mercro Electronics Corp. of Melville, N.Y., has announced that it will introduce a new $160,000 a year radio set in the "Rise" line.

**DISK PROCEEDS TO RKF FUND**

NEW YORK — The proceeds of the upcoming Melvinia Records’ first single, "The Battle Hymn of the Republic," will be donated to the F. Kennedy Memorial Foundation. Because of the special nature of the record and the success of the song, the record is not being reviewed through the regular channels.

According to the Billboard reviewing panel, the record "has far surpassed the social and political moments of Senator Kennedy’s historic speech, and it is destined to be a collector’s item." He comes with a color sleeve pressed in the original record of Senator Kennedy’s eulogy at St. Patrick’s Cathedral.

The proceeds of the sale of all the records will be either on Plantation or on other labels. He said "The Harper" film will feature Wilma and "Riley singing in the soundtrack, though it would not be a musical except perhaps "sort of like a country music version of "The Graduate."

UA Names Distrib For Northwest

GREAT FALLS, Mont. — United Artists Records has added a distributor to the Northwest.

Music Service Co., located here, will handle all of the company’s product for the region. The company, a subsidiary of UA’s Latin American Service, distributes United Artists product in the region.
LONDON — The Isle Of Man government is being urged to set up a United Nations' body, and even possibly an international service agency, to further the power of the commercial Mast Radio service to cover the United Kingdom.

The claim that Britain's refusal to permit a step...

WITH THEIR NEW FACES ON, Linda Todd, Virginia Cooper, Steve Kahn and Tad Dowd, four local radio stations directors stand together. The "crew" is promoting the Chipmonk's lifetime "Golden Birthday Bangle." The title tune from the forthcoming United Artists film "The Pocket Watchers."

CLUB REVIEW

Peggy Lee Dazzles Audience With 'Tuned in' Performance

NEW YORK — Capitol Records' Peggy Lee, like all artists worth their salt, has never been stale. In a business where success is both fickle and skin deep, and where stagnancy is deadly she conquered the big band, Brazilian beat and rock eras because of a tremendous natural talent and a perseverance to keep "tuned in" to today's music.

At her opening Thursday (26) at the Copacabana, she showed the staff she's made of by dazzling the audience with a new wave performance that was effortless and full of surprise. She simply wrapped up the 17 or 18 tunes into a lyrical story and sent it off flying and softly singing.

There still is little de corps between singer and her 17-piece orchestra was something to behold. They worked together with enthusiasm and a desire that completely with perfection. The interplay, for example, shone between her and guitarist-harmonica player Toxic Thielman on "Them There Eyes and That Ain't Good." And her

Pocket Discs Into Outlets

- Continued from page 1

they carry both albums and singles. Pennington's next move will be to secure many more outlets.

BEATLE GOLD RECORD

LOS ANGELES—The Beatles' new single, "Hey Jude," backed with "Revolution," has been certified as a million-seller by the Recording Industry Association of America (RIAA). It is the group's 16th million-seller single.

BEATLE GOLD RECORD

LOS ANGELES—The Beatles' new single, "Hey Jude," backed with "Revolution," has been certified as a million-seller by the Recording Industry Association of America (RIAA). It is the group's 16th million-seller single.

up in power is restricting the property of the dependency. The best judge knows the rejection of the U.K. postmaster general. The island is not a part of the Isle of Man request at a meeting in London to discuss the constitutional relationship between the island and the U. K.

He insisted that all broadcasting in the future must be controlled by a public authority accountable to Parliament and also claimed that the advertising revenue the island would gain from broadcasting throughout the British Isles would have to be paid for indirectly by British taxpayers.

Recoveries This Month

The Isle of Man in Tynwald, reassembles this month (October) and a member, Roy McEwan, moves to have the government to take the issue to the U.N. The chairman of Tynwald's broadcasting commission, Geoffrey Cressin, is considering asking the Parliament to deny the use of the U.K. Wireless Telegraphy Act and then seek an international agreement to govern the dispute.

With the present, Manx Radio covers only the Isle of Man. The station was set up in 1962 with the consent of the U.K. Tory government which also gave approval for the station to carry advertising. The government could now withdraw this policy.

Both British and American program contractors are known to have approached Manx officials about the prospects of broadcasting and it is estimated that if the station was allowed to broadcast all over the Province, its annual revenue could amount to more than $14 million annually.

Taylor Month: Oct. 15-Nov. 15

At A&M; Big Promo Is Slated

LOS ANGELES—A&M has planned a 15-day "Recovery Month" Taylor month, with three albums set for national exploitation. The A&M albums, a new LP and a two-hour video print and broadcast media, is the first such emphasis for the New York-based contract producer, who has been an exclusive deal for A&M since June 1, 1967.

Taylor's forthcoming LP reprints the material from the late Wes Montgomery and Jimmy Heath, "Taylor Jones and Richard Barbury."

Taylor's catalog of LP's reissued.

Mystic Moods Going Mod

LOS ANGELES—After five chart albums of lush instrumental mood music, the Mystic Moods will alter its sound to a mod beat.

Brad Miller, president of Mobile Fidelity Records, says the band's approach to hit songs aims at Top 40 and contemporary stations, and is expected to appeal to easy listening outlets.

The departure from lush instrumental moods, however subtle, utilizes a rhythm and blues-classical-rock mixture, with imaginative arrangements.

CUC to Buy 2 Cable TV's

LOS ANGELES—Commonwealth United Corp. (CUC), which recently acquired Capital Records, this week announced that the company's TV subsidiary, Capital TV, Inc., will acquire two cable television systems.

The acquisition of the Great Lakes Cablevision System in Detroit and the Capital Cablevision System in New York is expected to increase CUC's total of cable systems.

The acquisition of the Great Lakes Cablevision System in Detroit and the Capital Cablevision System in New York is expected to increase CUC's total of cable systems.

Buddha Launches 'Secret Shopper'

NEW YORK — Beti Buddhamon is the title of a retail album promotion scheme devised by Buddhamon Records to stimulate album sales and promotion for Buddhamon Records, a national program, Ferris says.

Betti Buddhamon is a "secret shopper" who goes into record stores and listens to albums and first ask for a non-Buddhamon album. If the撒keleer tries to talk her out of it and she'll try to sell her on the Buddhamon. The only Buddhamon album she'll sell herself and present to the store with less than $50. A similar prize will be awarded to the distributor who sold the store the most Buddhamon album. The profit from the sale will go to the store. The Buddhamon scheme will give the greatest possible exposure to Buddhamon and in the store's self-interests and promotion of the Buddhamon album. The Buddhamon scheme will give the greatest possible exposure to Buddhamon and in the store's self-interests and promotion of the Buddhamon album.

Webb in LP Push

LOS ANGELES — Composer Jim Webb is in London to make a promotion for his latest Richard Harris album, "The Yard Went on Forever." Webb will meet with Tolula Turetaky, Capitol Records vice-president, and will appear on radio and TV to play the Harris LP.

CREAM SINGLE STRIKES GOLD

NEW YORK — The Cream has broken a million on record for a single. The group's second disk, "Sunshine of Your Love," passed the magic million mark this week and will be certified by the RIAA.

The Cream earned gold disks for their LP's, "Disraeli Gears" and "Wheels of Fire."

OCTOBER 5, 1968, BILLBOARD
Available in 4-track and 8-track stereo tape cartridges and 4-track reel-to-reel stereo tape.

"A New Time-A New Day."
A timely new album. Shipping this week.

THE CHAMBERS BROTHERS
A NEW TIME—A NEW DAY

A New Time—A New Day
Where Have All The Flowers Gone
Sitting On The Dock Of The Bay
I Wish It Would Rain

What could be more perfect timing for The Chambers Brothers' new album? It comes hard on the heels of their fantastic rise on the charts with the great single "Time Has Come Today" from their first album, "The Time Has Come," which is also exploding. For The Chambers Brothers their time is NOW. On Columbia Records.
**Executive Turntable**

Larry Coleman has been appointed managing director of the professional department of Edward B. Phillips Music Corp. and its subsidiary firms. Coleman plans to bring into the Phillips fold new writers with contemporary material, as well as to continue the exploitation of the Phillips catalog. For the past five years, Coleman headed a division of the Richmond Organization known as The Richmond Circle. Currently, he is with the show department, Coleman signed the Richard Adler/Bruce Jay Friedman musical property, "A Mother's Kisses," to the Phillips roster. He was also recently signed to the Rainbow Trio publishing operation and vice-president of Ballantine Music Corp. Coleman will also be professional manager of Joy Music before coming to TRO. In addition, he will be involved in personnel management, representing Linda Suttin, Betty Hackett and Jack Scott, among others.

William T. Hack has resigned as president of Audio Devices, Inc. Glenn E. Wallich, board chairman and executive officer of Capitol Industries, Inc., parent company of Audio Devices, said that the Capitol Industries management group will guide Audio Devices.

**Standard Snyder has been appointed sales manager of Columbia Records' San Francisco office. Snyder will be responsible for managing all sales and promotion activities for Columbia Records in the San Francisco area. Snyder joined CBS in 1964 and has held the position of staff assistant of Columbia's sales and distribution department.**

Lee Zito, editor-in-chief of Billboard, has been appointed associate publisher of the magazine. In addition to his new duties, working with Billboard's publisher Hal B. Cook, Zito will continue as 20th Century Fox Records' national publicity manager.

**Gil Matties has been appointed eastern sales manager for the Creative Products division of Columbia Records. Matties, who will be based in New York, will be responsible for sales and incentive programs originating in that area. Previously posted in Hollywood as vice-president of Columbia's eastern regional sales force, Matties was also active in personal management, representing Linda Suttin, Betty Hackett and Jack Scott, among others.**

**Ron Weinberg has been set as national promotion director of Kama Sutra Records. Weinberg comes to Kama Sutra after 18 months as Vive's national promotion director. Prior to that, he was promotion representative for MGM's New York distributing outlet, Metro Distributors.**

**Michael Gadigian has been appointed marketing manager of Premier Sound Systems. Gadigian will be responsible for the development of promotion and sales of the new line of professional speakers and amplifiers. He was previously associated with the past 16 years in which he was affiliated in the manufacturing operations, retail, installation and premium sales.**

**Rick Taylor has been hired as assistant director of the Arnold Agency in Atlanta and Precious Talent in New York.**

**By Ed Ochs**

---

**NARAS Elects 3 to Board of N. Y. Chapter**

NEW YORK — Peter Yarrow, Richard and Ben Edelman, and Ben Gold are the new members of the Board of Governors of the New York chapter of the Recording Academy (NARAS). In addition, the move of the Board of Governors elections to a biannual meeting, which will function when any of the chapters' six regular national trustees are not available, was made. Milt Gabel, Deco Records, was re-elected as president of NARAS, Kapp, president of Compass Records, and Jim Lyons, editor and publisher of Billboard's Record Guide. Both Kapp and Gabel were re-elected for their previous terms as national trustees.

Yarrow, of the Peter, Paul and Mary group, is a well-known poet and writer. James Charles, the choral conductor who moved to the West Coast School of Music, has been elected as vice-president of MGM. Yarrow, in conjunction with associate producer for MGM, comes in for Yarrow's team at the Philadelphia Symphony Orchestra on the Mike Douglas TV show. The orchestra, bassoon and composer, recently turned producer, takes over John Simon's spot.

relationship with independents that has riddled his roster with a tongue-twisting rock roll swell, her total client list to over 54. The recent addition of Jim Arnold, former booking, and John Lombardo from Premier to TRO, has increased Action's house staff. The days of the hit record—only made several years ago, claims Betty, "No longer is it necessary to have a chart hit to find work. It can happen the other way around, by working with an audience that has been developed elsewhere." In addition to new acts, Action also boasts the impressions of the Five Star Stamps and Marlavites on the scene. Milt Gabel and the Fish, Linda Robinson & the Stone Roses in the pop field, as well as the del Rio Machine, Peppermint Rainbow, the Younger Society and the Brooklyn Bridge.
Chartbusters!

Joe Tex

"YOU NEED ME, BABY"
Dial 4086
Produced by Buddy Killen

Archie Bell & The Drells

"DO THE CHOO CHOO"
Atlantic 2559
Arranged by Bobby Martin
Produced by Gamble-Huff

Distributed by Atlantic
MONTEREY, Calif. — You had to look hard and listen even harder to discern something special amongst the sound and color of the 1968 Monterey Jazz Festival, Friday-Sunday (20-22) at the Monterey Civic Auditorium.

The worst sound system imaginable was the backdrop for the first two nights. And when it did work, the sound was tinny and the audience threw new sound made its debut at Monterey: the bocc from the audience.

Monterey's solid reputation as a jazz festival, nonetheless drew the expected crowds. The reported gross for the five concerts was $147,298, built on 34,833 admissions.

Physically, the performers shied from music which could be heard in their nightclubs or concert halls. The search for new compositions which generally marked previous festivals was sorely felt. Here, there were some significant reunions — Mel Torme working with a deejay, Dizzy Gillespie and Billy Eckstine reunited with Earl Hines, John Coltrane gigging with Gillespie—but in the main performances were traditional. Torme was the forte of Oscar Peterson, who in a show-stopping effort put up the tempo of the uptempo tune. Vocalists Mel Torme, Carnegie Hall, and Billy Eckstine did well in their own distinct ways, but the performances achieved by the teenage piano trio of Craig Hundley and the Brazilian Paulinho Quartet (both of whom worked as intermission acts) was a real plus.

Torme's program was built around Torme, who was a fine actor, wrote dialogue, ran through eight of his favorite things based on Mark Twain and the 1920's. Support came from a 10-piece band. Torme closed out the bill by singing four songs with the Count Basie band. The trio of Mike.Williams (trumpet), Lillian Strope (vocals) and Paulinho Quartet (both of whom worked as intermission acts) was a real plus.

Torme, as introduced in a recent TV special, is a real plus. He was on Tone magazine together with a large group and the two ran through a happy skat singing session which went on all night.

This represents what's new in jazz. Torme said in introducing the group, pianist Chag Hündley, 14: "Dizzy, Gach, Davis, and J.J. Wilson. 15: Terrible making all but shattered their rhythm and ended the night weakened the Gary Burton Quartet which worked hard on live in front of a packed audience. The trick amongst Burton's softly flowing vibes and the alto sax juggling of Jerry Hahn. Oscar Peterson's trio, with Sam Rivers on tenor, was equally as good. And the Bobby Durham on drums, was the only unadventured group, which lent a formal visual aspect but a gutsy, funky musical sound in its own right. They were offering "The Lights Are Low," "Never Say Yes," "Limpidissimo" and "I'll Remember."

Bogie's offering was customer-oriented, informal and a control, featuring strong solos by alto saxophonist, Marshal Royal, "Midnight Sun Never Sets," tenor saxophonist, Lonnie Hines (Lockjaw) Davis, "Cherokee," and flutist Eric Dixon and trumpeter Al Aaron on Dixon's original "Blues for Hilma." Drummer Richard Boone softened the crowd with his now standard earthy middle-of-the-road singing specialty.

Nationalist's traditional blues quartet fell short artistically of previous shows, but in keeping with the program's efforts to enrich the audience, the material and when guitar-ist Mel Brown joined in as a guest soloist, the bassist and drummer combined to slaughter Brown's playing with lack of coordination.

Interplay, being the only blues band, was a fine voice on "Been a Long Time Goin' to Chicago," and he actually supported the crowd dancing and singing each other.

By the time Muddy Waters and his sidemen plugged in, the audience was juiced up on rhythm and rock. Waters' turn was pedestrian, with even the vocal solos of his pianist. Officially a guitarist, he seemed to attention shifted through the crowd to the rhythm section. Mel Brown, in a better groove when he joined (Big Mamma) Willie Mae Thornton before the Monterey favor-ite made her entrance. Unjaded, Mamma's voice was a bit hoarse and her repertoire had been worn down by her in the previous festivals. Still, her voice roused the audience to react with dancing, especially on "Wade in the Water." George Smith, his harmonica man, plugged in and was invited into the audience during his solo. B.B. King, who was the last act of the con- test between Burton's flowing vibes and the alto sax juggling of Jerry Hahn. Oscar Peterson's trio, with Sam Rivers on tenor, was equally as good. And the Bobby Durham on drums, was the only unadventured group, which lent a formal visual aspect but a gutsy, funky musical sound in its own right. They were offering "The Lights Are Low," "Never Say Yes," "Limpidissimo" and "I'll Remember."

Bogie's offering was customer-oriented, informal and a control, featuring strong solos by alto saxophonist, Marshal Royal, "Midnight Sun Never Sets," tenor saxophonist, Lonnie Hines (Lockjaw) Davis, "Cherokee," and flutist Eric Dixon and trumpeter Al Aaron on Dixon's original "Blues for Hilma." Drummer Richard Boone softened the crowd with his now standard earthy middle-of-the-road singing specialty.

Nationalist's traditional blues quartet fell short artistically of previous shows, but in keeping with the program's efforts to enrich the audience, the material and when guitar-ist Mel Brown joined in as a guest soloist, the bassist and drummer combined to slaughter Brown's playing with lack of coordination.

Interplay, being the only blues band, was a fine voice on "Been a Long Time Goin' to Chicago," and he actually supported the crowd dancing and singing each other.

By the time Muddy Waters and his sidemen plugged in, the audience was juiced up on rhythm and rock. Waters' turn was pedestrian, with even the vocal solos of his pianist. Officially a guitarist, he seemed to attention shifted through the crowd to the rhythm section. Mel Brown, in a better groove when he joined (Big Mamma) Willie Mae Thornton before the Monterey favor-ite made her entrance. Unjaded, Mamma's voice was a bit hoarse and her repertoire had been worn down by her in the previous festivals. Still, her voice roused the audience to react with dancing, especially on "Wade in the Water." George Smith, his harmonica man, plugged in and was invited into the audience during his solo. B.B. King, who was the last act of the contest between Burton's flowing vibes and the alto sax juggling of Jerry Hahn. Oscar Peterson's trio, with Sam Rivers on tenor, was equally as good. And the Bobby Durham on drums, was the only unadventured group, which lent a formal visual aspect but a gutsy, funky musical sound in its own right. They were offering "The Lights Are Low," "Never Say Yes," "Limpidissimo" and "I'll Remember."

Bogie's offering was customer-oriented, informal and a control, featuring strong solos by alto saxophonist, Marshal Royal, "Midnight Sun Never Sets," tenor saxophonist, Lonnie Hines (Lockjaw) Davis, "Cherokee," and flutist Eric Dixon and trumpeter Al Aaron on Dixon's original "Blues for Hilma." Drummer Richard Boone softened the crowd with his now standard earthy middle-of-the-road singing specialty.

Nationalist's traditional blues quartet fell short artistically of previous shows, but in keeping with the program's efforts to enrich the audience, the material and when guitar-ist Mel Brown joined in as a guest soloist, the bassist and drummer combined to slaughter Brown's playing with lack of coordination.

Interplay, being the only blues band, was a fine voice on "Been a Long Time Goin' to Chicago," and he actually supported the crowd dancing and singing each other.

By the time Muddy Waters and his sidemen plugged in, the audience was juiced up on rhythm and rock. Waters' turn was pedestrian, with even the vocal solos of his pianist. Officially a guitarist, he seemed to attention shifted through the crowd to the rhythm section. Mel Brown, in a better groove when he joined (Big Mamma) Willie Mae Thornton before the Monterey favor-ite made her entrance. Unjaded, Mamma's voice was a bit hoarse and her repertoire had been worn down by her in the previous festivals. Still, her voice roused the audience to react with dancing, especially on "Wade in the Water." George Smith, his harmonica man, plugged in and was invited into the audience during his solo. B.B. King, who was the last act of the contest between Burton's flowing vibes and the alto sax juggling of Jerry Hahn. Oscar Peterson's trio, with Sam Rivers on tenor, was equally as good. And the Bobby Durham on drums, was the only unadventured group, which lent a formal visual aspect but a gutsy, funky musical sound in its own right. They were offering "The Lights Are Low," "Never Say Yes," "Limpidissimo" and "I'll Remember."
Sock’s the word!

JACK JONES
“ON MY WORD”
c/w “The Way That I Live”
#9639
A new rockin’ single.
Mogill in Deal With Hazelwood

NEW YORK—Ivan Mogill Music Association has made a deal with Lee Hazelwood’s ASCAP (ASCAP) and Hazelwood’s BMI, ASCAP, BMI Music Publishing Corp., for representation in Germany, Austria, Switzerland, Scandinavia, Holland and Eastern Europe.

The representative in Germany is Rolf Bodde, Scandanavia, Stig Anderson, Holland, Willy Van Vugt. The deal was negotiated by Ivan Mogill and attorney Eric Kornfeld, of Martin Mach's office.

Executive Turntable

- Continued from page 6

Bob Phillips has been named production manager for Billboard Magazine. He will be assisted by Rudy Ford, who has been named associate production manager of Billboard and production manager of Vend Magazine.

Ron Kreitzman named co-ordinator of artists relations for Tetragrammaton Records... <missing text>

NOW! GET ALL YOUR AUDIO/VIDEO NEEDS UNDER ONE ROOF!

* Professional Audio/Video Equipment
* Video Recorders
* Recording and Broadcast Components
* Recording Tape and Discs
* HiFi/Blu-ray Systems
* Amps & Audio Video Components
* Sales - Installation - Rental - Repair

Write today for our new 1998 CATALOGUE

Say You Saw It in Billboard


Paraguayans on Tour

NEW YORK—Philips group, Los Paraguay, started their tour of U.S. & Canada with a concert in Toronto. October dates are: East Lansing, Wednesday (2), Auditorium Theater, Chicago (4-5), Indiana University, Kokomo Campus (7). West Virginia University, Morgantown, W. Va. (9). University Academy, Colyer, Ind. (12).

Gabor Szabo's latest release for RCA Records, S. A. (C 3737), "The Beat Goes On," has been named the best of the year's collection of Szabo's best and finest recordings and each track provides an opportunity for him to display the versatile guitar which he now owns. This is an album that all lovers of the jazz stylings will treasure, especially played by the incredible Gabor Szabo, who will want. Track information attention a haunting version of "A Morning of the Winding Stream," and the tempo rendition of "The Beat Goes On," Gabor Szabo selects a guitar which he knows will never want him down. He plays a Gibson, the choice of professionals.

(Advertisement)

FCC Plans Tougher Rule On Rights of the Networks

By MILDRED HALL

WASHINGTON—If independent producers of musical TV shows ever hope to gain more access to TV networks’ prime time hours, now is the time to start readying their arguments against network-owned program dominance. More than 50 per cent of the evening hours, and network fare themselves, are set aside for outside producers. Getting even tougher, the FCC would now have to license any network of rights outside the produced entertainment programs currently in domestic syndication or distribution abroad.

The independent producers of TV fare, including those who would like to put even more musical shows in prime time, have had their hopes dashed many times since the FCC first began looking into network control of programming and network share in profits, exploitation items, syndication and talent. Inquiries began a decade ago, when, as the FCC points out, the networks controlled 70 per cent of evening programming. As of December 1965, the FCC says networks network control over 95 per cent of everything seen on the television. The American public—networks themselves producing only 20 per cent, and the remainder per cent produced by outside producers who must licit network to get access to the time. Complaints were made by some independent that the networks were using their power to control the type and style of the programming—sometimes contrary to what sponsors wanted.

Both the FCC and a House Small Business Committee, which held hearings on network dominance of programming in 1966, were disappointed at what sponsors wanted.
An Electrifying New Experience for a Great Artist

GENE PITNEY

SINGS

"BILLY YOU'RE MY FRIEND"

MU 1331

Produced by Bob Schwartz
For Flower Pot Productions
Arranged by Joe Scott

MUSICOR RECORDS
MUSICOR RECORDS A DIVISION OF TALMADGE PRODUCTIONS, INC. 240 W. 55th STREET, N.Y., N.Y.
Spooky Tooth, Sunshine Shine

NEW YORK—Spooky Tooth and the Sunshine Company scored at Steve Paul's Scene in their first sets on Sunday (24) with their sharply contrasting styles. The former, an English group, used strong amplification and instrumental displays and a different use of lead singers for its effect, while the latter, a Los Angeles group, generally went for softer sound and blended voices with elements of folk. Both units were making their only New York club appearances.

Spooky Tooth's vocal deployment was best illustrated by "Get It," recorded in 1967. Beginning in slow bluesy mood, Mike Hanford, the lead singer and the best Go-Go's hit pianist,用工 Mike Harrison sang in moving styles. After midterm, the tempo picked up and the vocal switched to organist Gary Wypler's more raucous and amplified sound as a setting for the mighty swing of the leader.

Harrison had confirmed himself to known material—a couple of straightforward blues, standards and a New Orleans jazz-influenced version of "Avalon." During his solo, the audience joined in on "Ampie" and "(Continued on page 13)

Traffic Travel on Bumpy And Separate Musical Road

NEW YORK—Despite being highly touted, Traffic, playing their first U. S. date of their current tour at the Fillmore East, failed to make a hit of the half the Sunday (24). Although, the enthusiasm of the sparse crowd didn't help, the group back up to another encore.

But the United Artists Records quintet also played another one of its instrumental concentration rather than an alternating of key instruments.

Drummer Michael Kellie and bass guitarist Greg Ridley were solid backing. Also, the group opened with Spooky Tooth's Bell single "Sunshine Help Me." Another number where Harrison and Wright alternated vocal lead sound was "Little Miss Mary," a "Weird," a powerful selection.

The Sunshine Company was a part of the act, a sub-group of Records' quintet featured two brothers Mike and Mary Gilbert, with long instrumental backup with solid instrumental backup for a bright sunshine performance.

The group also went country blues in their latest single "Willie Jean," which included good guitar work by guitarist Doug Mark. Mark and bass guitarist Larry Sims occasionally played a two-guitar combination. It was Mark and Miss Nancy who carried the tune.

In addition to "Willie Jean," the group did a few number selections of the Steve Miller album, both top selections: "I'm just an ordinary interesting lyrics and "Let's Get Together," which built from a soft beginning with guitarist Merle Bregan using mallets on the (Continued on page 14)

Checkmates Make a Strong Return on Coast Circuit

LOS ANGELES — Checkmate are born in Los Angeles after two and one-half years of working the Nevada circuit, the group made a strong impression at their California debut at the Wilshire Playhouse last week.

The action-packed quintet's performance includes a number of changes in style, which stays as "Lovin' Feeling" and "Sunny." The Checkmates are a visual act, the performers bouncing around the stage, jiving into the audience. The Westside Room unfortunately didn't have a raised stage, so most of the audience only got half a view of the group, which works on the sunset dance floor.

The concept behind the act, as explained by guitarist John Stevens, is to create a house party in which everyone participates. The group, which includes rhythm and blues with the added flair of its unique style, let it all hang down; home singing by Stevens and Sonny Charles, the organist. Don Denver is the lead vocalist and Louise Smith is the comic. He also sings and dances well. The guitar playing of Harry Truss and fender bassist Bill Van Buskirk are solid, and don't go overboard with amplification. A 10-piece brass section augmented the Checkmates, adding good fills behind their own harmony vocals.

(Continued on page 14)

Patti Page Returns to N.Y. With Ease of Pro

NEW YORK—Patti Page returned from her first stage appearance in the U.S. at the Americana's Royal Box. She was hard-boiledly decked in the gold and silver garments and she had such top arrangers as Vic Schoen, Don Costa, Bill Holman and Billy May custom-build her repertoire. It all added up to a pretty audio-visual picture.

Her singing, which included, of course, her "Gentle on My Mind" and "Little Green Apples" and her trade-mark, "Tennessee Waltz," is comfortable and secure. There's no pressure on her and the audience and her own efforts through such nifty standard items as "The Boyfriend," "It's Not for Me," "That Rainbow Day," "That's Amore," and many others.

Miss Page came well prepared for her concert at the Americana. In order to play American, she had to change her voice as she gently trips through "Somewhere From West Side Story." She is at her best as she rocks through "Sunny," with all the vitality, rhythm and melody of a Diana Ross. Her rendition of "Don't Rain on My Parade," from "Funny Girl," is another example of her zest and fresh delivery.

HANK FOX

Copyrighted material

Spooky Tooth, A Show All by Himself at Club

NEW YORK—Vibraphonist Lionel Hampton, a genuine jazz original, opened the Plaza's 9's Third Annual Jazz Festival "5000 HITS!" on Monday (25) in some familiar sounds. Hampton has his "Inner Circle" group up of various line-ups. In the section of "Avalon," which had Skitch Henderson, from the audience joining in on "Ampie." (Continued on page 14)

Rich Band Goes Over Rich Fudge, Have Zesty Flavor

NEW YORK—The Buddy Rich Band obviously has its ears on the rock market. The Pacific Jazz group shared billing on Saturday (23) on the Vanuila Fudge at Madison Square Garden's Felt Forum and is set for its second annual appearance next year. The Forum was packed—apparently for the Fudge.

The question is, how would they react to Rich who has his vibraphone, trombones, and a bass that didn't hang from the play- (Continued on page 14)

Traffic Travel on Bumpy And Separate Musical Road

NEW YORK—Despite being highly touted, Traffic, playing their first U. S. date of their current tour at the Fillmore East, failed to make a hit of the half the Sunday (24). Although, the enthusiasm of the sparse crowd didn't help, the group back up to another encore.

But the United Artists Records quintet also played another one of its instrumental concentration rather than an alternating of key instruments.

Drummer Michael Kellie and bass guitarist Greg Ridley were solid backing. Also, the group opened with Spooky Tooth's Bell single "Sunshine Help Me." Another number where Harrison and Wright alternated vocal lead sound was "Little Miss Mary," a "Weird," a powerful selection.

The Sunshine Company was a part of the act, a sub-group of Records' quintet featured two brothers Mike and Mary Gilbert, with long instrumental backup with solid instrumental backup for a bright sunshine performance.

The group also went country blues in their latest single "Willie Jean," which included good guitar work by guitarist Doug Mark. Mark and bass guitarist Larry Sims occasionally played a two-guitar combination. It was Mark and Miss Nancy who carried the tune.

In addition to "Willie Jean," the group did a few number selections of the Steve Miller album, both top selections: "I'm just an ordinary interesting lyrics and "Let's Get Together," which built from a soft beginning with guitarist Merle Bregan using mallets on the (Continued on page 14)

Checkmates Make a Strong Return on Coast Circuit

LOS ANGELES — Checkmate are born in Los Angeles after two and one-half years of working the Nevada circuit, the group made a strong impression at their California debut at the Wilshire Playhouse last week.

The action-packed quintet's performance includes a number of changes in style, which stays as "Lovin' Feeling" and "Sunny." The Checkmates are a visual act, the performers bouncing around the stage, jiving into the audience. The Westside Room unfortunately didn't have a raised stage, so most of the audience only got half a view of the group, which works on the sunset dance floor.

The concept behind the act, as explained by guitarist John Stevens, is to create a house party in which everyone participates. The group, which includes rhythm and blues with the added flair of its unique style, let it all hang down; home singing by Stevens and Sonny Charles, the organist. Don Denver is the lead vocalist and Louise Smith is the comic. He also sings and dances well. The guitar playing of Harry Truss and fender bassist Bill Van Buskirk are solid, and don't go overboard with amplification. A 10-piece brass section augmented the Checkmates, adding good fills behind their own harmony vocals.

(Continued on page 14)

Patti Page Returns to N.Y. With Ease of Pro

NEW YORK—Patti Page returned from her first stage appearance in the U.S. at the Americana's Royal Box. She was hard-boiledly decked in the gold and silver garments and she had such top arrangers as Vic Schoen, Don Costa, Bill Holman and Billy May custom-build her repertoire. It all added up to a pretty audio-visual picture.

Her singing, which included, of course, her "Gentle on My Mind" and "Little Green Apples" and her trade-mark, "Tennessee Waltz," is comfortable and secure. There's no pressure on her and the audience and her own efforts through such nifty standard items as "The Boyfriend," "It's Not for Me," "That Rainbow Day," "That's Amore," and many others.

Miss Page came well prepared for her concert at the Americana. In order to play American, she had to change her voice as she gently trips through "Somewhere From West Side Story." She is at her best as she rocks through "Sunny," with all the vitality, rhythm and melody of a Diana Ross. Her rendition of "Don't Rain on My Parade," from "Funny Girl," is another example of her zest and fresh delivery.

HANK FOX

Copyrighted material
WARNING!
THIS PRODUCT IS HABIT-FORMING

HAS ANOTHER TOP TEN HIT

"MESSAGE FROM MARIA"
(2617)

JOE SIMON

MANAGEMENT
ROY RIPKIN
GUARDIAN PRODUCTIONS, INC.
201 - WEST 54TH ST. / NEW YORK

www.americanradiohistory.com
NEW YORK — Jazz flutist player Herbie Mann unpacked his new bag on Tuesday (17) at the Village Gate, Greenwich Village. And to those used to seeing Mann slinging his saxophone in the framework of his small group, the package was startling.

The Atlantic artist had half a dozen violins, some cellos, a hard driving saxophone and a trumpet section, as well as some fine solo cornets. Coryell, highly regarded in both rock and jazz circles as a capture from the Gary Burton Quartet, was also seen Tuesday as a member of the New Mercer group, with whom he also does dates.

The group's appearance is that Mann's band, "The Night Watchmen," is everything from the avant-garde jazz of John Coltrane to Donald van, via the Beatles—an indication of the coming-together of today's thinking man's pop and the jazz worlds.

Another small group to emerge from the Village Gate was the Roy Ayers outfit, led by Ayers on vibes. Their Atlantic label, "Stone Cold Peace," was featured in their spot—and was also produced by Mann.

The stylized production of "The World of Herbie Mann," an interesting insight into his ideas about jazz and certainly an evening that had a little of everything going on it. Not just another blowing session by any means. Filling out the bill was a command performance of David Cetrbo, almost a Greenwich Village regular, who has been for Un.

And to make the whole Village Gate a complete Atlantic wrap-up, pianist-singer Molly Alston was appearing at the Top of the Gate. (IAN DOVE)

UNITED STATES

Attorneys Set
Fairlead Mgt.

NEW YORK—Fairlead Management Corp. has been formed by Andrew and Bennett Glotzer. Their management careers began when Glotzer was president of the Blues Project, which included Steve Katz, Dennis Katz brother.

When part of the group split off of Begg, Sweet Tears, Glotzer and Dennis Katz took over management of this group, which includes Steve Katz, as well as the remaining members of the Blues Project. They have formed Fairlead Management.

Another Blues Project split before going on tour with the firm. Fairlead also manages Proctic Horum, Rincoceros, the Charles, David Blue, Dave Van Ronk, Tom Rush, Eric Mercur and Bob Newhart. The film, which is specializing in contemporary and folk acts, has offices at 7 W 37th St. Here, by Bill Smith Associates is handling the public relations.

O.C. Smith Comes on Big

CHICAGO — It is easy to see why O.C. Smith is finding favor with both black and white audiences. He has just finished an Auditorium date with comic Bill Cosby. O.C. Smith, who displayed a varied stage repertoire that ranged from jazz to country, also put on an r&b version of the country hit, "Sea of Hickory Holler Tantsman.

Smith must be compared with "early Eckstine." He also shows the influence of Joe Williams, especially on numbers such as "Ain't Nobody's Business." The singer also manages "Young Lovers" and "In the Still of the Night," Smith sings into his own arrangement of the old blues lyrics, and attends the arrangements, then adds a dose of the song, a la Count Basie.

One of his more poignant numbers, "Mississippi Valentine," was dedicated to his mother, "That's Love." His voice is not the most exuberant, but it is sung with a great deal of feeling.

The NITE WATCHMEN

have a winner with their SIR RECORD of "I'm Gonna Lose My Mind" deejays and BOOKING AGENTS, direct your requests to the NITE WATCHMEN
c/o Brita Star Promotions
209 Stahlman Blvd
Nashville, Tenn.

Spooky Sunshine

Continued from page 12

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

LAKEWOOD, N.J. — Located in the heart of New Jersey, the Lakeview Hotel is the place to be for a weekend getaway. This cozy hotel offers a comfortable atmosphere and friendly staff to ensure a memorable experience. Whether you're looking for a peaceful retreat or a fun-filled adventure, the Lakeview Hotel has got you covered. Let us know if you want us to find you the best prices on any of these travel destinations. Contact us at info@lakeviewhotel.com to book your stay today.

---

LAKEWOOD, N.J. — Located in the heart of New Jersey, the Lakeview Hotel is the place to be for a weekend getaway. This cozy hotel offers a comfortable atmosphere and friendly staff to ensure a memorable experience. Whether you're looking for a peaceful retreat or a fun-filled adventure, the Lakeview Hotel has got you covered. Let us know if you want us to find you the best prices on any of these travel destinations. Contact us at info@lakeviewhotel.com to book your stay today.

---

LAKEWOOD, N.J. — Located in the heart of New Jersey, the Lakeview Hotel is the place to be for a weekend getaway. This cozy hotel offers a comfortable atmosphere and friendly staff to ensure a memorable experience. Whether you're looking for a peaceful retreat or a fun-filled adventure, the Lakeview Hotel has got you covered. Let us know if you want us to find you the best prices on any of these travel destinations. Contact us at info@lakeviewhotel.com to book your stay today.

---

LAKEWOOD, N.J. — Located in the heart of New Jersey, the Lakeview Hotel is the place to be for a weekend getaway. This cozy hotel offers a comfortable atmosphere and friendly staff to ensure a memorable experience. Whether you're looking for a peaceful retreat or a fun-filled adventure, the Lakeview Hotel has got you covered. Let us know if you want us to find you the best prices on any of these travel destinations. Contact us at info@lakeviewhotel.com to book your stay today.

---

LAKEWOOD, N.J. — Located in the heart of New Jersey, the Lakeview Hotel is the place to be for a weekend getaway. This cozy hotel offers a comfortable atmosphere and friendly staff to ensure a memorable experience. Whether you're looking for a peaceful retreat or a fun-filled adventure, the Lakeview Hotel has got you covered. Let us know if you want us to find you the best prices on any of these travel destinations. Contact us at info@lakeviewhotel.com to book your stay today.

---

LAKEWOOD, N.J. — Located in the heart of New Jersey, the Lakeview Hotel is the place to be for a weekend getaway. This cozy hotel offers a comfortable atmosphere and friendly staff to ensure a memorable experience. Whether you're looking for a peaceful retreat or a fun-filled adventure, the Lakeview Hotel has got you covered. Let us know if you want us to find you the best prices on any of these travel destinations. Contact us at info@lakeviewhotel.com to book your stay today.

---

LAKEWOOD, N.J. — Located in the heart of New Jersey, the Lakeview Hotel is the place to be for a weekend getaway. This cozy hotel offers a comfortable atmosphere and friendly staff to ensure a memorable experience. Whether you're looking for a peaceful retreat or a fun-filled adventure, the Lakeview Hotel has got you covered. Let us know if you want us to find you the best prices on any of these travel destinations. Contact us at info@lakeviewhotel.com to book your stay today.
RED FOLEY

A TALENT THAT WILL LIVE FOREVER.

DECCA RECORDS

A DIVISION OF MCA INC.
LEISURE
TIME
TIPS
by: Larry Finley

The following are excerpts from a letter sent to the NAL distribu-
tors from EARL PAIGE, general manager of the AMERICAN
LEISURE CORPORATION.

When NAL was formed, we pro-

vided our business to offer a minimum service to dis-
tributors. During the past three years, we have been going up.

there was a need for a distributor, such as NAL, who would be able to

make delivery of a quality product, offer a fair price,-fill dating, and

prepaid shipments. On October 15, we will be making a

100% fill on all orders which we received at the NARH Convention

and will be carrying this policy of going up for the following

month. 800/223-7526. You can plan your order and shipping with the assurance that you will

receive you order on time, while maintaining minimum inven-
tory.

1. PREPARED SHIPMENTS: All ship-
ments will be prepaid from the NAL warehouse. Shipments outside this area will be made at the

order prices plus rail or motor. If the order weight is 100 lbs. or less.

2. SUPER STEREO-8: Only NAL of-

fers SUPER STEREO-8 for the finest stereo cartridge produced. There will be

an additional charge of $2.50 per order (800) for the SUPER STEREO-9 on the full-color ABC tele-

Vision event on Saturday night show "THE RATTING GUNKER" the "NEWLYWEDS GAME"

3. PACKAGING: NAL SUPER STER-

EO-8 is packed in a tube with a dust bag and with the red seal, for easy recognition, plus an additional

4. ORDER POLICY: All labels carry a warranty which calls for the

cancellation of the defective car-

tridge directly to NAL with 50% for handling and return of the item. This eliminates the trouble and

expense that you have experienced previously in handling defective car-

tridges.

'The "Tennessee Sound" Country

and Western series offers car-

tridges and cassettes in double-length album form, each with 20 top

songs and stars. This series re-

tails for NAL in single-length

carousel or cassette.

In addition to the SUPER STER-

EO-8, we will start shipping our

complete line of cassettes on Octo-

ber 15, at the same minimum

price prevailing. Open order policy prevails. Orders to be shipped in

November and December, with the same 48-hour policy.

We hope that this policy is a direct answer to the problems our

account has in maintaining their success. In addition to the car-

tridge prices, we have, on a cost basis, lessened the unit price prices

in these accounts. NAL is the Tape Division of NORTH AMERICAN LEISURE CORPO-

RATION. 112 West 57th Street, New York, Broadway, New York City Phoen: (212) 251-3958.

Tape CARtridge

Potential Tape Outlets Morrison

By EARL PAIGE

NEW YORK—The dramatic growth in the number of depart-
ments, stores and housing and automotive outlets during the past

tyre quadruple the importance of such items as print, re-

tailers of tape cartridge and playback equipment. A nationwide study of

retail outlets, just completed by Audits & Surveys, Inc., shows that

department store departments have doubled their involvement in supply

outlets also show dramatic gains. Equally dramatic is the evidence that Americans are increasingly more mobile with heavy reliance on the automobile. The amount of retail establish-

ments involved primarily in selling, servicing, repairing and re-

placing car stereos, rose from 68,000 in 1955 to 323,700 today.

This is unmatched by any other retail category.

In contrast, radio-TV outlets dropped from 16,761 to 11,480 during the past five years. Last year it fell one level. A group of outlets comprised of music and record stores and

including household appliances and radio-TV stores, dropped from 48,259 in 1955 to 32,937 in 1956.

While 72,000 stores have "vanished," according to the report, and the store-to-store ratio has doubled, there are now 7.01
department stores, as compared with 3.457 10 years ago. Discount

stores have swollen from 2,000 in 1956 to 3,100 today. Auto stores

went from 29,112 to 28,146 in the study period.

Equally significant is the rise in the number of gasoline service

stations, which figure to eventually be involved one way or another in the tape picture. This type of outlet rose from 209,735 to

211,250, even though auto dealers dropped 60,530 to 63,886.

"It is important to note that the first three categories only exceeded in scope by the U. S. Census Bureau Studies, found that

there are now 1,722,820 retail outlets of all kinds as compared with

1,782,500 in 1950."

"This growing concentration of retail power in fewer but larger

outlets is causing many prominent consumer goods manufacturers to re-examine their distribution procedures. In the past, it was

necessary to deal with the myriad outlet stores; this is not the case today. This cost has been reduced and is of benefit to the

manufacturer."

"We have been taking back tape cartridges," says the president, "We say, 'They've been black, dirty, stretched and cut.' Horowitz says manufacturers have to accept partial liability, but that

mean of getting an entire new tape, the cartridge will be re-

placed."

The warranty policy is Lib-

erary of the CD cartridge field four years ago. Earl Horowitz, Stereo tape's general manager, indicates that the days of giving distributors items at no cost, or items that are

numbered. "We have been taking back tape cartridges," says the president, "They've been black, dirty, stretched and cut."

Horowitz says manufacturers have to accept partial liability, but that

means of getting an entire new tape, the cartridge will be re-

The warranty policy is Lib-

erary of the CD cartridge field four years ago. Earl Horowitz, Stereo tape's general manager, indicates that the days of giving distributors items at no cost, or items that are

numbered. "We have been taking back tape cartridges," says the president, "They've been black, dirty, stretched and cut."

Horowitz says manufacturers have to accept partial liability, but that

means of getting an entire new tape, the cartridge will be re-

replacement."

Tape Duplicators Invade Canada

By HANK FOX

Thankful cartridge duplicator to enter

Canada (and now the country's largest) has just released Canada's

first French-Canadian cartridge

titles.

Functioning initially as a loading

and packaging operation (the tape will be duplicated in the U. S. and shipped into Cana-
d as packers of tape), GRT plans for a plant capable of duplicating, loading and pack-
ing more than 10,000 tape cartridges per day.

The GRT operation, under the

helm of William Ross Knight, formerly assistant production

manager for Canada's Super-Cassette, will duplicate 8-

track cartridges only. Fully

loaded 4-track cartridges and
cassettes will be shipped into Canada from the U. S.

GRT will duplicate and mar-

ket some 40 recorded labels, in-

cluding Chess, Cadet, Abakn,

Rocodile, Philo-A. O. of Soul, Monument, King, Shout, Proj-

ect 3, SSS International, Hick-

ey, and James/Gurray. The company's offices is lo-
Long John Baldry

When The Sun Comes Shining Thru

B/W WISE TO THE WAYS OF THE WORLD  A&M 974
GRT Opens Store in L.A.—To Be Used as Test Laboratory

LOS ANGELES — General Recorded Tape (GRT) has opened a store, the Tape Deck, and will use it as a "test laboratory" to gather marketing data.

The retail outlet will sell selected quantities of GRT and competitor tape and associated products, including equipment from Berg-Warner, Automatic Radio, Nordico and Craig.

The Tape Deck will sell 4 and 8-track cartridges, cassettes, reel-to-reel and GRT's four-tune cassette. In addition, it will sell and install auto and home tape players and accessories.

"We have felt for some time that manufacturers of pre-recorded tape are generally too far removed from the consumer," says Alan Bayley, GRT president. "We need more insight into the public's demands in pre-recorded tape products, and we decided the most effective way to gather information is to become involved directly with the consumer ourselves."

The store will be testing sales techniques, merchandising ideas and trying to solve retail problems such as open exposure of cartridges and theft, says Herbert Hershfield, GRT sales manager.

The retail test laboratory will study traffic flow in the store, packaging and effectiveness of point of sale materials. Hershfield says the outlet will not discount, and although it will be a test laboratory, it will compete as an independent operation with other retail tape stores in sales, marketing, in-store promotions and merchandising.

The Tape Deck, in Los Altos, Calif., is 3,000-square-feet and will have an inventory of 7,000-10,000 tapes in all configurations. Lynn Augustine, manager of retail operations, will guide a staff of 10 in the location. Los Altos was selected as the site for the Tape Deck because it has drawing power to about seven neighboring communities with about three-quarters of a million population, according to Hershfield.

The area also covers all social and economic levels, he says, thus giving us a good testing ground.

New Tape CARtridge Releases

PLAYTAPE

ABC
B.B. King—"Last Call," CEP 0005
The Best of the Supremes, CEP 0010

Capitol
The Best of Nancy Wilson, CEP 0013
The Best of the Jazz Boys, CEP 0064
The Best of Frank Sinatra, CEP 0085
Love Songs—You'll Need for Me, CEP 0127

Out of Sight, Out of Mind, CEP 0132

MGMA
The Best of Wes Montgomery, Vol. 21,
CEP 3034

Motown
Marvin Gaye—"When Love Takes Over,"
CEP 0093

Veve
Frederick A. Lord—"Reach Out of Darkness,"
CEP 0027

Warner Bros.
The Harris Williams Photograph Record,
CEP 0014

GRT
Bell
Eddy Funkhouser, (8) 813-0094, (4) 413-4051
Dunhill
Mama Cass—Dream A Little Dream, (8)
505-6050 (CA 506-4560; (4) 463-5374

MTA
King Richard's Fuguehead: King of the Fugues,
(8) 916-2550, (4) 463-5371

Trelregh compostment
MORRIS AND RAY—"You Can't Beat Up People" and Now They See It, Too. Yow! (8) 872-
5200, (4) 463-5351

Tower
COMET—"3.5K" in the Deedies, (8) 505-
6090, (4) 463-5050, CEP 0097, CEP 0098

Pipe Flyte—"I, the Sinner," CEP 0121, (8)
505-2131, (4) 463-5131, CEP 0131

Capitol
John Stewart & Deepafford—(Long Two, (8)
463-5055

Copyrighted material

CASH IN on both Home and Auto Tape Markets with ROBERTS

Only ROBERTS gives you TWO outstanding combination CARTRIDGE and REEL RECORDERS that record 8 track cartridges for car stereos from reel, FM stereo and LP records...

...allowing your customers flexibility to produce their own cartridges for car stereo.

Also ... records reels from FM stereo LP records and mike plays reel or cartridge through built-in speakers. Mikes, blank cartridges and other portable accessories available.

With ROBERTS, you make more profit, more ways, more often! Write for particulars.

The Pro Line
ROBERTS
Los Angeles, Calif. 90016

MUNTZ

Command
Warren King & TRUE "MASS IMPACT"—
Bugs, Frank Fons, Samsonite. (4) CEP 0028

Delmark
MAGNETIC SINE WAVE—Mand Side Souls,
(8) MAR 0615

Dunhill
Mama Cass—Dream A Little Dream, (8)
505-6050 (CA 506-4560; (4) 463-5374

Mercury
Rogers—Instrumental Versions of Times
& Seasons. (4) MCA 0117

The Stereo Anthology of Dance & Song.
Part 1) (4) MCA 0116

Ruth Goodwin—Trios of Golden Groups
(4) MCA 0118

Robert Palmer—Plays from Albinoni to
Gershwin. (4) MCA 0192

Nonesuch
Reggae Music for Records, (4) NOV C
75014

Reprise
Sweetwater—(4) 484-6313

ROG
Pablo Casals—"Beethoven"; E Señoritas,
(4) RGE 0196

Tape
Mama Cass—Dream A Little Dream, (4)
MCA 0117

Epic
Cecil Shaw—Netherlands Volume, (4)
MCA 0118

Smash
James Brown—"Soup Out of Sight,” (4)
MCA 0119

TELEPRO

GET PROVED-

COMPACT CASSETTES

by TelePac

For Pro. in your area contact:

Tel: 503-525-6879

10
MORE THAN JUST A COLOR

"BOTH SIDES NOW"
THE JOHNSTON'S

tetragrammaton® records

3200 North Canon Drive, Beverly Hills, California 90210 (203) Crestview 8-7680

A division of The Campbell, Silver, Cosby Corporation
latest releases!

The Midnight Voices
This Guy's In Love With You

now on amplex stereo tape
8-track cartridge
4-track cartridge
open reel – cassette

OTHER VIVA ALBUMS AVAILABLE:
Jonathan Knight/Lonely Harpsichord on a Rainy Night
Rhapsodies for Young Lovers/Volume 1 and 2
Spanish Rhapsodies for Young Lovers
Lonely Harpsichords/Rainy Night in Shangri-La
Midnight String Quartet/Love Rhapsodies

Stereodyne's Line Seen
By French Canadians

JOHN PAUL RICKNER, right, president of Trans Canada, hosts Stereodyne's line seen by French Canadians released in the country. The triple-fold affair also marked Trans Canada's tenth anniversary and the company's introduction of the 1969 Lear Jet line of 8-track players. Ricker stands with Fred Exon, managing director of Polydor, center, and Rene Girard, president of Trans Canada's one-stop operation, Music Service.

JOINING RICKNER IN CUTTING the tenth are Guy Cloutier, left, company promotion man, Johnny Parago, French-Canadian singer; the team of Neole et Frederic and Marcel Desrochers, also promotion man.

OTHERS at the party, which included some 250 guests, are John Desrochers, sales manager; Gilles (from the group "Les Classals") and Stereodyne Canada vice-president Ed LaBuiu. Dealer orders for Lear Jet products topped $50,000, according to LaBuiu.

More will LIVE the more you GIVE

HEART FUND

TELLTIME LTD.
7 Welbeck Street
London W1, England

OCTOBER 5, 1968, BILLBOARD
OCTOBARELLA 1, 1968 IS THE FIRST DAY OF "BARBARELLA" MONTH!
MILLIONS WILL SEE "BARBARELLA" IN OVER 1,000 THEATERS IN 41 NATIONS
MILLIONS WILL WANT TO HEAR "BARBARELLA" ON DYNVOICE RECORDS!

BARBARELLA WILL DO HER THING IN OCTOBER!

Now available: the ORIGINAL motion picture score of "BARBARELLA" by the Bob Crewe Generation Orchestra and The Glitterhouse on Dynovoice DY 31908.

"Barbarella" motion picture ad campaigns:
- Life Magazine
- Sunday Newspapers
- Herald Tribune (International Edition)
- Playboy
- Evergreen Review
- Harvard Lampoon
- College Press
- College radio
- plus local co-ordinated advertising and merchandising

Total exposure: over 100 MILLION people!

Climb on the "Barbarella" Bandwagon!
Make sure your "Barbarella" album stock will meet the demand!
Call your local Dot distributor NOW!
NASHVILLE—The final ballot for voting in the annual Country Music Association's Country Music Awards has gone to Price Waterhouse.

The winners in each category will be kept secret by Price Waterhouse, and will not be announced until the night of the annual CMA Awards show Oct. 15. This year's show will be taped by NBC-TV and presented on the network Oct. 30 as one of the Kraft Music Hall programs.

Connie Quits Kathy Dee, Roberts Mgmt.; Cites Pressure by Union

WOOSTER, Ohio—Quentin W. Welty, president and general manager of B-W Music, Inc., has bowed to a union order and divested himself of the management of Kathy Dee and Kenny Roberts.

Miss Dee, meanwhile, was hospitalized at Mary Mount Hospital, Garfield Heights, Ohio, a Cleveland suburb, and was said to be in serious condition. The recording artist recently lost her sight, and was the recipient of a huge benefit show a month ago at Wheeling, Va.

Welty said that because of constant union pressure he had given up "what I had spent 12 years building." Robert Broyles of the American Federation of Musicians, New York, ordered Welty to cease his management operation because he was also involved in publishing, recording, and radio broadcasting.

Welty fired several letters of protest to the union, contending that the ruling was not enforced against "the big operators," but that those who managed on a small-time basis were singled out for action.

The publisher said he had read countless stories of multiple activities by all the "ole line" firms and stories of new firms setting up business with publishing, recording, TV, motion picture and talent divisions.

Welty asked that the union reverse its decision "in at least such time as . . . the AFM enforces this regulation on every firm and individual equally.

According to Welty, he received a reply advising him that the union would not reverse its position, and that further management of the artists would jeopardize their standing.

Bill Anderson Is On Top as TV Show

NASHVILLE — The signing of a new contract with the Homelite Chain Saw Co. will expand the syndicated "Bill Anderson Show" into 120 TV markets, making it the nation's top country music show.

The video color feature currently is produced by the WWVA Country Jamboree Brings in $Million Yearly

WHEELING, W. Va.—The WWVA Big Country Jamboree brings in more than $1 million annually in consumer trade to stores of this community, according to a survey taken by the Downtown Wheeling Association.

Dewey Satterfield, executive director of the DWA, said he felt the 35-year-old Saturday night show was being "slighted" by the city, and he wanted to show both merchants and city fathers what the Jamboree meant in the way of trade.

"No one can ignore these facts," Satterfield said of the survey. "They prove conclusively that Wheeling business is turning up tremendous sales because of this program." A spokesman for WWVA Radio, home of the Jamboree, said attendance this year is up nearly 20 per cent over 1967.

With 15 new regular members added to the roster of the show this year, business is expected to increase even more.

Of the nearly 4,000 fans surveyed, some complained that they had difficulty in finding Jamboree Hall, with the
Columbia Records is proud to announce the exciting debut of Marty Robbins, Jr.

His first single “Big Mouthin’ Around” c/w “It Finally Happened” is already receiving significant airplay. Written by Marty Robbins, Sr.
the southern gentleman

SONNY JAMES

DOES IT AGAIN!

'BORN TO BE WITH YOU'

Capitol Records

2271
Country Music

Nashville Scene

Sunny Celeste in for some sessions, but no one on his. His arrangements and guitar playing were said to have been especially noted.

Danny Price, and Connie Franc. The show appeared to be coming from stomach surgery at Baptist Hospital.

The Four Guys have just cut a new single on the Cop label, "Land of the Free" and "Sweet Home Alabama." Their first LP will be out shortly.

Not long ago, in another state, John Raitt was in a car accident in which he sustained injuries. He has been successful in both the country and pop field, and has formed his own label called "Raitt," which will appear as "If It's A Hit, It's A Hit." An LP release in the fall will be a solo effort by Jimmy "Twee" the Wonder Man from Des Moines, Iowa. The label is "Famous." A promo session was taped in Nashville recently.

The Stoney family took a-week off from work and personal affairs to appear for their syndicated TV series. They also have a record producer, Jack Clement, Clement has been busy with a top LP single called "Old Joe Clark." He plans on getting some pay play, since he has the band's instrumental, "The 901 Stoney!"

Danny Travis is a hit writing group who offers to appear for shows in their syndicated TV series. They also have a hit record producer, Jack Clement. Clement has been busy with a top LP single called "Old Joe Clark." He plans on getting some pay play, since he has the band's instrumental, "The 901 Stoney!"

The New Jersey Servicemen's League is producing a "Northwest Territory" album. The show will be held on April 5 (at Cherry Hill). The talent competition, the old pros like Johnny Cash, the Beatles, and others, will headline the first show. Jim Reeves, Jim Hendrix, Johnny Doolittle, Les Paul, Minnie Pearl, and the Nashville Troubadours will be performing.

The station's general manager, Mike Brown, has been asked by the American Cancer Society for outstanding efforts in recording and performing.

The WPLG's Johnny R. and Dick Milles performed at the Federal Penitentiary inmates in Huntsville, Alabama. This is the 12th annual inmate show.

The New York Times reports that "A Golden Anniversary" will be held to commemorate the 25th year of the label. The label's founder, John C. Hayes, has been involved in the music business for more than 50 years. He has produced successful albums for Johnny Cash, Merle Kilgore, and others.

The station's general manager, Mike Brown, has been asked by the American Cancer Society for outstanding efforts in recording and performing.

Wm. Morris Agency

NASHVILLE — The ramifications of the proposed copyright revision act still pending in Congress were explained in "Nashman's" detail by Attorney Richard Frank at a meeting here of the local chapter of NARAS.

Nearly 100 chapter members turned out for the first in a series of seminars within the chapter, established by Bob McNichol of Acuff-Rose.

Frank spelled out the details of the proposed act, and touched on many other current copyright matters in his post-luncheon ad-

dress to representatives of the music industry. He also introduced M. William Krugowski, co-author of "This Business of Music," a Billboard publication, and cited the book as the "most worthwhile and meaningful publication in the business."

Krugowski then joined Frank in a give and take question and answer session related generally to the subject, but touching on many times on faces of the music industry. McNichol said that, since the turn out at the initial seminar had been exceptional, there will be additional meetings of this nature each two months in the year ahead.

Frank also discussed the establishment of committees in the music law at Vanderbilt University, and a graduate course in business which would en-

roll 15 students in the fall. The courses were developed by the American Copyright Society in Nashville.

Mr. Denny Harrison has recorded an LP here in with Kelo Herrington for the additional label. His name is "denny," and he was speaking of other things. There is a special contract with a major label, and he is in his third week opposite boots Randolph in the Coast here. His next recording will feature his singing voice, rather than a narration.

Wm. Morris Agency Plans A Beachhead in Nashville?

The firm is forming a new division, "WMA Records." The new label will be headed by Bob Pond, who recently resigned from the WMA Nashville office. Pond has been with the company for more than 20 years and has served as the head of the Nashville office.

WMA Records will focus on signing and developing new country music talent, with an emphasis on artists who have roots in the Southern states. The label will also produce records for established artists who have yet to make a significant impact in the country music market.

WMA Records will be based in Nashville, with offices in Los Angeles and New York City. The label will work closely with the WMA Nashville office to identify and sign new talent, as well as to create promotional opportunities for existing artists.

WMA Records will be run by a team of experienced music industry professionals, including Bob Pond, who will serve as the label’s president, and several other senior executives. The label will have a strong commitment to developing and showcasing new talent, while also providing a platform for established artists to achieve continued success.

WMA Records will work closely with other WMA divisions, including WMA Records, WMA Music Publishing, and WMA Film & Television, to create comprehensive promotional and marketing strategies for artists on the label.

WMA Records is committed to excellence in all aspects of the music business, from writing and recording to marketing and distribution. The label will take a hands-on approach to developing artists, providing them with the resources and support they need to achieve their goals.

WMA Records is excited to be a part of the Nashville music scene, and is looking forward to contributing to the growth and success of the country music industry.
National Quartet Parley to Be Held Oct. 9; Church Services Set

MEMPHIS—The 13th annual National Quartet Convention will be held here over a five-day period beginning Wednesday (9), with activities centered at Ellis Memorial Auditorium.

In addition to the singing, special church services will be held Thursday and Friday afternoon in the auditorium. Dr. John Rawlings will be the guest speaker for the service Thursday (10) and the Rev. C. W. Ward will speak Friday.

As in the past, Don Butler will be master of ceremonies for the convention. The Rev. Carl Hatcher will be chaplain. The Gospel Music Association will hold its quarterly officer-director meeting in connection with the convention at the Claridge Hotel, and an annual GMA membership meeting also will be held.

Added attractions include a disk jockey breakfast for those who program gospel music. It will be sponsored by Word. Heartwarming and Skylite Companies. Wes Gilmer is chairman of the Friday affair. The second GMA album will be previewed at the convention, and part of the program will be devoted to the all-out drive to sell the album. Additionally, most of the singing groups will have displays set in the lobby of the auditorium, and it will be selling both albums and singles.

Slated to appear Wednesday (9) are the Blackwood Brothers, Statemen Quartet, LeFevre, J. D. Sumner, the Stamps Quartet, the Happy Goodman Family, and the Imperials. The program will begin at 7 p.m.

On Thursday, following the afternoon service, doors will open at 6 p.m. Among those appearing the second night are the Speer Family, Revels Quartet, Sego Brothers and Naomi, Landmark Quartet, Oak Ridge Boys, Singing Rambos, Preachers, and other professional and semi-professional groups.

Friday again will have the afternoon service, then the evening program with the Florida Boys, Dixie Echoes, Wendy Bugwell & the Sunlighters, McDuff Brothers, Blue Ridge Quartet, the Cathedral Quartet and other talent.

On Saturday from 10 a.m. until 1:00 p.m. the contest for non-professionals will be held. Masters of ceremonies will be Cecil Blackwood and Jim Hill. From 1:00 until 5:00, semiprofessional groups will sing. Then the big parade of quartets will get under way at 6:30 p.m., with all major professional gospel groups appearing.

On Sunday, Movie Lister will deliver the morning worship service, then, with singing by many quartets. The afternoon will be devoted to quartet singing. Tickets are being sold by the Blackwood Brothers, who will stage the convention. Attendance may surpass 50,000.

College of Church Musicians Plans Seminars on 'Sounds'

WASHINGTON — Washington Cathedral's College of Church Musicians has announced a program of 10 seminars on the "Changing Sound in Worship" for the academic year just under way. These seminars are open to all musicians concerned with and for music in the church.

Dr. Preston Rockholt, acting warden of the college, said the seminars would include lectures, discussions, demonstrations and performances by members of the college faculty and the musical staff of the Cathedral.

Each seminar in the program will begin on Monday and continue through Friday, with the opening session scheduled Oct. 7. Other seminars are planned for the weeks of Oct. 14, 21 and 28th; Jan. 13, 20 and 27th; Feb. 3 and the concluding sessions for April 14 and 21.

A fee of $50 will cover registration.

(Continued on page 56)

Shaped Notes

Jake Hess, RCA artist, is recovering from a heart attack. The former partner of Del, Eddie Hill had been on the road again in recent weeks. The Hill Agency, managed by LaWayne Satterfield and Nancy Wals, has been dissolved. Hill's hospital tenure still is uncertain. Among other things, the agency was handling promotion of the "Stan Hitchcock, Show" for syndication. Upcoming sessions at RCA include the Blackwoods, George Beverly Shea, Wendy Bugwell and the Sunlighters. The Oak Ridge Boys, after a 25-day trip to the West Coast, have begun taping a new syndication in Shreveport, La. Described as a "new concept in gospel music," the show will feature "loricline" and "passion" as well as inspirational music. The name of the show will be "It's Happening." The group also has a new album, "New Horizon." KBBQ music director Larry Scott has been selected by the Automated Radio Program Service to do a series of weekly gospel programs on the AFPS Network. The program, "Music for the Soul," will be aired each Sunday morning from 11 to 11:30, local time, on

(Continued on page 56)
Delayed Disk Action Dropped by WKY

Cleveland — WKYC, the 50,000-watt clear channel NBC network-owned station, bowed new music policies and Policies of engaging live talent. The station has taken the air if management thinks the records deserve a place. Formerly the station waited until Tuesday music meetings to make this decision. But last week, in response to a request by the station director, Bob Belz, the station announced that its "Monday Night Ready" program would return to the air on Monday afternoon. Tuesday, Belz said that the program director had moved 2,000 copies.

KFTV Opens on Paris Spree

Paris, Tex. — Michel Halbouy, Texas oilman and banker, celebrated the opening of his new radio station KTVP with "I Love Paris" being played continuously for one full day. The station used every known recording of the song.

CKXL Sets a Goal of $1,000,000

Calgary, Canada—CKXL is a radio station that's just fast enough to play the hits, it's determined to make them. It's not content just to reflect the music scene, it's building a scene of its own. CKXL, Calgary’s current CKXL Bands are: the 49th Parallel, whose latest record was on the Venture label; the Glasgow Gallery On; the Happy Feeling, with a new release on Quality's Barry label; the Albatross, the Northern State, the Other Side, a folk group; and the Classy, a country group.

Dean Paul, lead singer of the Glasgow Gallery On, says, "Dancing to the music through CKXL because most of the schools call the station and they say, 'It's the 50th Parallel,' we're a little bit out of their range. They're great in other ways. We look to Dave (Lavong) as a role model. If we have any problems, we go and talk to him, and we've got a system that works with us, publishing our dates, and promotes our appearances on the air. If we have to write a letter and don't know quite how to word it, one of the secretaries can do it.

"CKXL is really good about Canadian records. They don't hype them, they just play 'em. It makes a difference. When you're on a record till they're sure nothing's going to happen. Getting airplay on your record helps with your bookings, too."

Mrs. Shirley Page, who handles the entertainment department in addition to on-air and secretarial duties, reports that she receives an average of 20 calls a day, many of them from far beyond CKXL’s listening area and including most of the major cities in western Canada and some border cities in the U. S. She also receives calls from out-of-town groups from as far away as Toronto and Vancouver, looking for bookings in Calgary and districts.

"Good old stuff mix that's from country music to magician, the rock scene is its forte, and local groups are billed as CKXL Bands, plus one folk group and one country group. In return for billing themselves as CKXL Bands, CKXL is providing a lot of promotion and publicity to the music of local artists. As well, those artists are also allowed to audition for positions in the station’s entertainment department for groups in their price range, promotion-wise, etc. Virtually every local group enters the "battle bands" to CKXL, who are chosen. The last battle was judged by the local representatives of record companies; a new battle will be held next to choose a sixth pop group, the maximum Lyman feels the station can promote efficiently.

GBMC Brings Up Legal Battery

In Step-Up of Battle With ASCAP

By CLAUDE HALL

The Georgia Broadcast Music Committee—under the banner of World Radio—has moved into the battle against ASCAP, stepping up a long cold war between the broadcasters and the performing rights society. The committee, which courted ASCAP for lower rates—specifically ½ of the present 10% for ASCAP, or roughly $1 million less than that now levied.

Last week, the Dublin Broadcasters, the Toronto Broadcasters, the Chicago Broadcasters, the Buffalo Broadcasters, and 50 other radio stations filed a petition asking the U. S. Supreme Court for the Southern District of N. Y. to hear the case.

It was learned that the GBMC is also not too happy about the lot of good advice. The station asks for ASCAP to be regulated by the U. S. Supreme Court because of the growingcciency of control over ASCAP, which is not reasonably related to the use of ASCAP.

The petition also states that "it is unreasonable for marginal users of ASCAP compositions to be required to pay the same fees as major users from licenses who plentifullu use the ASCAP repertory." The ASCAP program license, although "purposely intended to be a reasonable alternative to the ASCAP blanket license, has proven to be burdensome and economically "ill-advised," it was filed by Malcolm A. Hoffman, attorney for the petitioners. The petition asks for ASCAP to be regulated by the U. S. Supreme Court because of the growing competition of control over ASCAP, which is not reasonably related to the use of ASCAP.

PERSONALITY PROFILE

Lavong: Versatile Show Man

Lavong, presently the music director of WWRL in New York, got his start in radio, he says, in "the back half of the 1940s." He was a junior at Temple University and, in his junior year, wanted to pick up some easy credits. Radio was easy.

So, Lavong began working on the limited-power WRIT station on campus. He later worked on a small station in Vineyard, N. J., while attending college. When he graduated, he started at WRAP in Norfolk, Va., an rdb outlet, then shifted to WAMS, a Top 40 station in Philadelphia. While there, he was working on WAMS and beginning to get into ASCAP, in Chicago that he added a few hours to his schedule as a music director for All American Pete, a local station.

New York fans remember him probably as the almost legendary "Dr. Live," his name when he first joined WWRL in 1969. He rejoined WWRL in the late '70s, and in Chicago he added another face to his skills—general market promotion. As a "sportscaster" and record dealer, Lavong added his name to the ASCAP list for a 9:00 show on WHTN.

After three and a half years at WHTN, Lavong moved to WRED in Chicago, and was there a year and a half before coming over to WHFS (now WMMB), in Chicago. He then added another face to his skills—general market promotion. As a "sportscaster" and record dealer, Lavong added his name to the ASCAP list for a 9:00 show on WHTN.

Aside from the large progressive rock groups, which evolved, out of folk music basically, are also jazz, New York fans remember him probably as the almost legendary "Dr. Live," his name when he first joined WWRL in 1969. He rejoined WWRL in the late '70s, and in Chicago he added another face to his skills—general market promotion. As a "sportscaster" and record dealer, Lavong added his name to the ASCAP list for a 9:00 show on WHTN.

Aside from the large progressive rock groups, which evolved, out of folk music basically, are also jazz, New York fans remember him probably as the almost legendary "Dr. Live," his name when he first joined WWRL in 1969. He rejoined WWRL in the late '70s, and in Chicago he added another face to his skills—general market promotion. As a "sportscaster" and record dealer, Lavong added his name to the ASCAP list for a 9:00 show on WHTN.

As a "sportscaster" and record dealer, Lavong added his name to the ASCAP list for a 9:00 show on WHTN.
275,000 SOLD
first 10 DAYS
BIGGER THAN
"LOVER'S HOLIDAY"

NEW SMASH
"Pickin' Wild Mountain Berries"

Produced by Shelby S. Singleton, Jr. and Bob McRee

Peggy Scott and Jo Jo Benson

Published by CRAZY CAJUN MUSIC—BMI

SHELBY SINGLETON PRODUCTIONS, INC.
3106 BELMONT BLVD. • NASHVILLE, TENN. 37212 • PHONE 615-291-2003
Radio-TV programming

MORE THAN 340 RECORD company executives turned out last week to honor Gary Stevens, former WMCA, New York, who has departed for Geneva to enter TV production. At right, from left: Robert Mazur, general manager of WMCA; Mike Malardi, general manager of Strauss Broadcasting which owns WMCA; Pete Bienstock of the Allen Klein organization and chairman of the luncheon; and Stevens. Puente, Records comedian, pens Stevens from the podium, while Stevens and his WMCA replacement, Lee Gray, right, cluck.

WOWA Updates Its Format
To Good Life Now Concept

SAN ANTONIO — WOWA 50,000-watt nondirectional station here, has updated its programming, from an introduction to the so-called "Good Life" concept. General manager Gary Harris and program director Bill Traphagen are billing the new blend in music as the "Now" sound. Traphagen said this would consist of a blend of Henry Mancini and Andy Williams with the Beatles and "many, many rock 'n roll groups equipped with guitar and amplifier" like the Harris Bizarre and the Mammas and Papas.

Hanover, N. H. — WDCR
Paul Gambaccini
Music Director
Jacksonville, Fla. — WAPE
Ike Lee
Program Director
Lewiston, Me. — WLAM
Bob Ouellette
Music Director & DJ
Louisville — WAKY
John Randolph
Music Director
Lynchburg, Va. — WLL
Jerry Rogers
Music Director
Milwaukee — WOKY
Bob Barry
Music Director

CAPITOL RECORDS INC.
Hollywood, California
U. S. A.
Is Pleased To Announce
The Appointment Of

DYNA PRODUCTS INC.
P. O. BOX 4591, MANILA, PHILIPPINES
As Its EXCLUSIVE Licensee
In The Philippines
Effective
OCTOBER 1st, 1968

DYNA PRODUCTS INC.
P. O. BOX 4591, MANILA, PHILIPPINES
Takes Pride In Announcing
Its Latest Appointment
Effective
OCTOBER 1st, 1968
As EXCLUSIVE Licensee
In The Philippines By

CAPITOL RECORDS INC.
Hollywood, California
U. S. A.
Al Martino / Wake Up To Me Gentle
bw: IF YOU MUST LEAVE MY LIFE.
Radio-TV programming

By CLAUDE HALL

I owe a special apology to Ben Holmes, executive vice-president of the Georgia Music Hall of Fame, for getting into the type of music. I am sure he has in the story last week in Billboard. Also, I hope he never forgets the ride of his life in Chicago and I don't think the song is of any significance. He's really impressive.

Here's the line-up at KXOL in Fort Worth, 1030 AM. Allen David, (Mother) Jack, has 5:45 a.m. to 7:45 a.m.; Dave Jordon, has 7:45 a.m. to 9:45 a.m.; (Wich) Richard Selin, 9:45 a.m. to 11:45 a.m.; (Robbin) Eddy, 11:45 a.m. to 1:45 p.m.; (Red Rocket) Hames 1:45 p.m. to 3:45 p.m.; and (Frenchie) DeLoache, 3:45 p.m. to 5:45 p.m. Mac Allen has been appointed program director of KOXO, 10,000 watt Denver station; Allen has moved to Mobile, Ala. Joe Thompson has been appointed vice-president of both KOXO and KOZUZ in Bakersfield, Calif. He's been station manager of KTUF.

The old 6:00 a.m. decade at WTVI, Atlanta, has been replaced on Saturday morning by a new decade on KTUF. Ron Russell, a former WTVI, Atlanta, a former station manager, is now working on Saturday mornings on KTUF. He's been working on Saturday mornings on KTUF.

Charles Temple has been appointed sales manager to general manager of KVLY, Kansas City, Neibbe Smith, one of the biggest jobs I know, is now doing the 6:45 a.m. to 8:45 a.m. show on KXOL in Houston. He's been on the air in Houston for five years.

Ronnie Smith, S. D., 57101 now works country music on WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala. George, gray, music director, asks for easy listening for WAFM-FM, 125 West Fayette Street, Opelika, Ala.
**Progressive Rock**

Albuquerque, N. M.
KUNM/FM

L. A. Woodworth
Program Director

B: " truly a show," Dono, Elektra.
B: "take your time, " Jacko, Yippee, " inorder to get the party started.

Cincinnati--WBEN-FM

Frank Wood
Program Director

B: " stay tuned, " Dono, Elektra. " get ready, " Jacko, Yippee, " time to get the party started.

**College**

Notre Dame, Ind.--WSND

Peter M. Nardi
Music Director


Miami--WIOD

Yolanda Paropar
Music Director


San Diego--KOOG

Dick Roberts
Program Director


**EASY LISTENING**

Miami--WIOD

Yolanda Paropar
Music Director


San Diego--KOOG

Dick Roberts
Program Director


**OTHER PICKS**


San Francisco--KHNK

Michael Butlin
Program Director


Washington, D.C.--WWDLC

Larry Seallan
Music Director


Waynesboro, Va.-WABY

Carolyn Bleam
Music Director


Williamsburg, Va.-WBCI

Pat Collins
Music Director


Miami Beach--WMAA

Donny Gee
Station Manager


**KMET-FM Studio Set; Begins Taping Live'**

By ELIOT TIEGEL

LOS ANGELES--Metro Media Associates announced completion of construction of a stereo recording studio, which KMET-FM operation and will now be taping "live" programs for its progressive rock format.

The powerful FMer is presently airing 20 hours of "underground" music daily and plans to phase out middle-of-the-road music now heard from 7:30-10 a.m.

Al Collins, whose voice is heard on the station from 10 a.m. to 4 p.m. and from midnight to 6 a.m., will shortly be taking on more responsibility in the progressive rock version of his once highly popular "FM New York" (New York) program "Collins on a Cloud." Collins' second radio innovation, the "Fun House," will anyway be taped in the new facility once a tape slot is designated for that show after Collins is syndicating Collins' works.

"Collins on a Cloud" ran for a year in New York. The station aired the "Gotto's" program with the "Collins on a Cloud" theme, which is more up to date. The station will be playing the "Moody Blues" record, which is more up to date, during the afternoon hours, according to the station's music programmer, KMET-FM's program manager.

Colins explains the new "cloud" setting thus: "It will consist of Stan Getz with strings, love of flowers, Donovan and groups which are all desired to achieve a rich, dreamy ethereal setting." He added that the station, which was once popular over New York bystayed by the strings of Markson and Collins, will be designed as eclectic mind benders, designed to test the listener's imagination.

Previously taping shows cut in San Francisco by Tom Rameau and B. Mitch Reed, KMET-FM will begin taping "Live" shows in Los Angeles. While Reed has been taping his program for KMET-FM in the Bay City, his show had not been on Metromedia's KSAN-FM program schedule.

KMET-FM's "Private Eyes" program has the two-city expansion.

KMET-FM two weeks ago began slotting Bill (Rex) Merck's "Nightline" show to midnight. WNEW-FM is the originating point of Rex's show. As part of the series, progressive rock around the clock, KMET-FM has hired Sunny Sormo as music director, with the responsibility for establishing a firm music policy. During its first weeks of airing the pop/hoppy bands, KMET-FM's programming has generally consisted of tapes cut by Donahue and Reed. KMET was brought in several weeks ago to program the station, but has ceased these duties.


**KMET-FM: Studio Set; Begins Taping Live'**

LOS ANGELES--Metro Media Associates announced completion of construction of a stereo recording studio, which KMET-FM operation and will now be taping "live" programs for its progressive rock format.

The powerful FMer is presently airing 20 hours of "underground" music daily and plans to phase out middle-of-the-road music now heard from 7:30-10 a.m.

Al Collins, whose voice is heard on the station from 10 a.m. to 4 p.m. and from midnight to 6 a.m., will shortly be taking on more responsibility in the progressive rock version of his once highly popular "FM New York" (New York) program "Collins on a Cloud." Collins' second radio innovation, the "Fun House," will anyway be taped in the new facility once a tape slot is designated for that show after Collins is syndicating Collins' works.

"Collins on a Cloud" ran for a year in New York. The station aired the "Gotto's" program with the "Collins on a Cloud" theme, which is more up to date. The station will be playing the "Moody Blues" record, which is more up to date, during the afternoon hours, according to the station's music programmer, KMET-FM's program manager.

Colins explains the new "cloud" setting thus: "It will consist of Stan Getz with strings, love of flowers, Donovan and groups which are all desired to achieve a rich, dreamy ethereal setting." He added that the station, which was once popular over New York bystayed by the strings of Markson and Collins, will be designed as eclectic mind benders, designed to test the listener's imagination.

Previously taping shows cut in San Francisco by Tom Rameau and B. Mitch Reed, KMET-FM will begin taping "Live" shows in Los Angeles. While Reed has been taping his program for KMET-FM in the Bay City, his show had not been on Metromedia's KSAN-FM program schedule.

KMET-FM's "Private Eyes" program has the two-city expansion.

KMET-FM two weeks ago began slotting Bill (Rex) Merck's "Nightline" show to midnight. WNEW-FM is the originating point of Rex's show. As part of the series, progressive rock around the clock, KMET-FM has hired Sunny Sormo as music director, with the responsibility for establishing a firm music policy. During its first weeks of airing the pop/hoppy bands, KMET-FM's programming has generally consisted of tapes cut by Donahue and Reed. KMET was brought in several weeks ago to program the station, but has ceased these duties.


"hull Gully" On KKH-FV

HOUSTON--"hull Gully," a four-hour.local, live music/parity show studio show, bowed a week ago here and will be telecast each Saturday from 8 a.m. to noon. It will be a fast-paced, all-local show with music by Larry Brustos and the Rhythmatics, features and interviews with local celebrities and Casey Martin, korpecos prepared. The show, which is designed as eclectic mind benders, designed to test the listener's imagination.

Previously taping shows cut in San Francisco by Tom Rameau and B. Mitch Reed, KMET-FM will begin taping "Live" shows in Los Angeles. While Reed has been taping his program for KMET-FM in the Bay City, his show had not been on Metromedia's KSAN-FM program schedule.

KMET-FM two weeks ago began slotting Bill (Rex) Merck's "Nightline" show to midnight. WNEW-FM is the originating point of Rex's show. As part of the series, progressive rock around the clock, KMET-FM has hired Sunny Sormo as music director, with the responsibility for establishing a firm music policy. During its first weeks of airing the pop/hoppy bands, KMET-FM's programming has generally consisted of tapes cut by Donahue and Reed. KMET was brought in several weeks ago to program the station, but has ceased these duties.


**Action-Line** Tapes

NEW YORK--"Action-Line," a syndicated radio show hosted by Dick La Pelle, will move into various discoteque here to tape the shows live. The show is carried on only 144 stations and the armed forces radio station.

OCTOBER 5, 1968, BIBBIO
KMET-FM Studio Set; Begins Taping ‘Live’

* Continued from page 34

leaves she has devised a system for beating the automation. Music will be taped in four categories for programs which are part of a "college nature" such as the midnight-6 a.m. time period or 10-4 p.m. period. These categories include single vocals, groups, a mixture of groups and vocals and 8-15 minute segments of material from one artist or material by one composer played by several of the groups.

DJ's will tape current topics for slotting into these musical settings, which are switched on and off by the four automatic tape machines.

Mrs. Romao says she's trying for a good blending of rock, rhythm and blues, jazz and classical. Regardless, the dominant sound is of the hard rock amplified guitar bands.

"Within a short time, FM here will be as popular as it is in San Francisco," says Mel Leeks, who delights in recalling that he hired Bill Mercer in New York in 1957 to work on WINS for a brief period. He also used Mercer for a short stint while running KBEZ in Burbank, Calif., from March.

the FUTURE with a promise

THE NAVY

September 1965. Mercer is, of course, new to the Los Angeles FM market through his taped WNEW-FM show.

Leads says the progressive rock format reflects the "social system we're into today. It's not a do-no-evs format. It's the story behind the music that counts. We're appealing in an audience that thinks.

The present broadcast day begins at 6 a.m. with an hour's news simulcast with KLAC, the AM talk-formatter. Followed by the noon shared easy listening format from 7-10, with Collins inserting during a 10-4 p.m. college show, Reed 4-8 p.m., Donahoe 8-10 p.m., Mercer 10-midnight and college with Collins until 6 a.m. Saturday evenings, Reed is heard from 6-8 and Donahoe carries an 8-midnight format. Sunday, Reed carries the load from 6 p.m. to midnight.

For the past month Collins has been conducting the city's first avant-garde television show on KKLX-TV, channel 40 on the UHF band. Slotted from 5-6 p.m., the show is an uncharted free-wheeling drop-in program which welcomes musicians and non-professionals to chat about their professions and hobbies. KKLX-TV previously has been on the air almost two years as a Spanish program.

The show is done live in color with a one color camera setup, which limits graphic effects. Among recent drop-in guests have been many of the musicians playing on KMET-FM: Spooky Tooth, David Ackles, John Mayall, plus Erroll Garner, Gabor Szabo and Kaye Stevens.

WEDR-FM's Hip Rock Play

MIAMI—WEDR-FM has introduced seven hours of progressive rock to its format, 2-6 p.m. and 8-11 p.m. p.m., but manager Raymond Kasidi said that he will soon have the station on a progressive rock format 2-11 p.m. At 11 p.m., the station has a "Wax Museum" program featuring 1950-era rock records.

The station went on the air in 1963 and featured numerous formats since then. A little over two years ago, the station switched to rock. Kasidi said that he hopes to change to stereo broadcasting soon and may go full-time progressive rock.

Shannon's Spot On CKLW-TV

DETROIT — "The Lively Spot," hosted by CKLW disc jockey Tom Shannon, bowed here on CKLW-TV (channel 9) Sept. 30 replacing the Robb Fremont "Swingin' Time" show. The show will be seen 3:30-4:30 p.m. Monday through Friday and 6-7 p.m. Saturday when it will be known as "The Tom Shannon Show." He'll continue his 6-9 p.m. show on the radio station, Elmer Janss, director of programming for CKLW-TV, predicts Shannon will become a great favorite of Detroit young people on TV. Shannon joined CKLW four years ago. A long-time New Yorker, after the 1963 hit of "Wild Weekend," he also wrote "Soul Clipper," a local hit now in Detroit.

Radio-TV Job Mart

Miami — WEDR-FM has introduced seven hours of progressive rock to its format, 2-6 p.m. and 8-11 p.m. p.m., but manager Raymond Kasidi said that he will soon have the station on a progressive rock format 2-11 p.m. At 11 p.m., the station has a "Wax Museum" program featuring 1950-era rock records.

The station went on the air in 1963 and featured numerous formats since then. A little over two years ago, the station switched to rock. Kasidi said that he hopes to change to stereo broadcasting soon and may go full-time progressive rock.

Shannon's Spot On CKLW-TV

DETROIT — "The Lively Spot," hosted by CKLW disc jockey Tom Shannon, bowed here on CKLW-TV (channel 9) Sept. 30 replacing the Robb Fremont "Swingin' Time" show. The show will be seen 3:30-4:30 p.m. Monday through Friday and 6-7 p.m. Saturday when it will be known as "The Tom Shannon Show." He'll continue his 6-9 p.m. show on the radio station, Elmer Janss, director of programming for CKLW-TV, predicts Shannon will become a great favorite of Detroit young people on TV. Shannon joined CKLW four years ago. A long-time New Yorker, after the 1963 hit of "Wild Weekend," he also wrote "Soul Clipper," a local hit now in Detroit.

Radio-TV Job Mart

Miami — WEDR-FM has introduced seven hours of progressive rock to its format, 2-6 p.m. and 8-11 p.m. p.m., but manager Raymond Kasidi said that he will soon have the station on a progressive rock format 2-11 p.m. At 11 p.m., the station has a "Wax Museum" program featuring 1950-era rock records.

The station went on the air in 1963 and featured numerous formats since then. A little over two years ago, the station switched to rock. Kasidi said that he hopes to change to stereo broadcasting soon and may go full-time progressive rock.

Shannon's Spot On CKLW-TV

DETROIT — "The Lively Spot," hosted by CKLW disc jockey Tom Shannon, bowed here on CKLW-TV (channel 9) Sept. 30 replacing the Robb Fremont "Swingin' Time" show. The show will be seen 3:30-4:30 p.m. Monday through Friday and 6-7 p.m. Saturday when it will be known as "The Tom Shannon Show." He'll continue his 6-9 p.m. show on the radio station, Elmer Janss, director of programming for CKLW-TV, predicts Shannon will become a great favorite of Detroit young people on TV. Shannon joined CKLW four years ago. A long-time New Yorker, after the 1963 hit of "Wild Weekend," he also wrote "Soul Clipper," a local hit now in Detroit.

Radio-TV Job Mart

Miami — WEDR-FM has introduced seven hours of progressive rock to its format, 2-6 p.m. and 8-11 p.m. p.m., but manager Raymond Kasidi said that he will soon have the station on a progressive rock format 2-11 p.m. At 11 p.m., the station has a "Wax Museum" program featuring 1950-era rock records.

The station went on the air in 1963 and featured numerous formats since then. A little over two years ago, the station switched to rock. Kasidi said that he hopes to change to stereo broadcasting soon and may go full-time progressive rock.

Shannon's Spot On CKLW-TV

DETROIT — "The Lively Spot," hosted by CKLW disc jockey Tom Shannon, bowed here on CKLW-TV (channel 9) Sept. 30 replacing the Robb Fremont "Swingin' Time" show. The show will be seen 3:30-4:30 p.m. Monday through Friday and 6-7 p.m. Saturday when it will be known as "The Tom Shannon Show." He'll continue his 6-9 p.m. show on the radio station, Elmer Janss, director of programming for CKLW-TV, predicts Shannon will become a great favorite of Detroit young people on TV. Shannon joined CKLW four years ago. A long-time New Yorker, after the 1963 hit of "Wild Weekend," he also wrote "Soul Clipper," a local hit now in Detroit.

Radio-TV Job Mart

Miami — WEDR-FM has introduced seven hours of progressive rock to its format, 2-6 p.m. and 8-11 p.m. p.m., but manager Raymond Kasidi said that he will soon have the station on a progressive rock format 2-11 p.m. At 11 p.m., the station has a "Wax Museum" program featuring 1950-era rock records.

The station went on the air in 1963 and featured numerous formats since then. A little over two years ago, the station switched to rock. Kasidi said that he hopes to change to stereo broadcasting soon and may go full-time progressive rock.

Shannon's Spot On CKLW-TV

DETROIT — "The Lively Spot," hosted by CKLW disc jockey Tom Shannon, bowed here on CKLW-TV (channel 9) Sept. 30 replacing the Robb Fremont "Swingin' Time" show. The show will be seen 3:30-4:30 p.m. Monday through Friday and 6-7 p.m. Saturday when it will be known as "The Tom Shannon Show." He'll continue his 6-9 p.m. show on the radio station, Elmer Janss, director of programming for CKLW-TV, predicts Shannon will become a great favorite of Detroit young people on TV. Shannon joined CKLW four years ago. A long-time New Yorker, after the 1963 hit of "Wild Weekend," he also wrote "Soul Clipper," a local hit now in Detroit.
When you think Sound... think Dubblings...

Dubbings Electronics is uniquely equipped to meet the growing demands of the entertainment industry for compact cassettes as well as other popular tape configurations. Combining know-how with the most modern automated editing, duplicating and loading equipment available, Dubbings can process more than one-million feet of tape per week... every inch of it perfect. If you need sound duplicating, follow the leaders, think Dubbings. Request a copy of our new facilities brochure. It contains the complete Dubbings story.

A subsidiary of Consolidated Electronics Industries Corp.
CARRidge Industry

Catching Up to Stereodyne's Whirl(d)

By Hank Fox

Some say that Stereodyne is two years ahead of its time, it was just recently, however, that they predicted five years—not two.

The tape CARRidge field, still just a baby, has all the potential of growing bigger than its father—the record market. Last year cartridge sales neared $100 million (or 10 per cent of all recorded music sales). Several industry leaders project that figure to top $250 million this year. And while no one knows what the ceiling will be, one thing is certain—record companies now realize that the tape cartridge business is big business—one from which a substantial percentage of their revenue could come (and for several companies, is coming).

As the tape cartridge began rearing its head in the market place, it sufficed for most record labels to license their music for duplication and marketing. Most contracts called for a straight royalty of a royalty against a guaranteed sum. And with sales, then accounting for only a small percentage of the music record industry, a licensing agreement, in which the label would not have to contend with production costs and invest in a large inventory, was ideal.

While tape duplicator marketers fiercely competed for licenses, Dick Kraus, who worked with Dill Lear on the B-track cartridge concept, founded a company called Stereodyne, Inc.

Kraus, along with Andre Blay and several other engineers, was certain of the cartridge’s future. So the team invested in a huge plant before they had customer No. 1 and set out to convince record companies that the label’s profits lie in marketing their own products, rather than in receiving a royalty.

It was an uphill battle, but as tape cartridge volume spiraled and production and raw material costs dropped (because of the mass volume), Stereodyne’s proposal became more lucrative.

Motown was the first large label to swing to Stereodyne. Now many others, including some of the majors, have contracts with the company.

Although Stereodyne began with a huge plant, it still had to expand four times—the latest being to an entirely new plant.

Much of the company’s success can be attributed to efficiency. With a goal of 100 per cent automation, Stereodyne engineers are constantly designing devices which cut seconds, sometimes minutes, off production time for each cartridge. In a tour of the Stereodyne facilities in Troy, Mich., one can see a plant set up for maximum output.

Also a key to the company’s rapid growth is its management. A team in every sense of the word, Kraus, together with Blay, marketing vice-president Don Condon and the entire engineering staff, move as a first-place football team on the offensive. Their goal is to be at the top of their industry. And as the industry continues its monumental climb, those who predicted that Stereodyne was two years ahead of its time will once again have to revise their predictions.

STEREODYNE EXECUTIVES get together for sales conference. All leadership facets are presented (l-r): Lee Nicholson, finances; Donald Condon, marketing; Robert Carroll, research-development & engineering; Andre Blay, administration; and D. Richard Kraus, management.

COMPANY PHILOSOPHY:

Run First, Walk Later

How many people told Orville and Wilbur they’d never get their airplane off the ground? More than likely everybody in the cow pasture and airstrip and all neighbors for miles around.

The Wright brothers ignored the proffered counsel and today share a niche in the country’s history books.

Stereodyne president D. Richard Kraus and vice-president Andre Blay were offered somewhat similar advice when they first decided to fly. “The first: ‘Go West, young man.’

The second: ‘Crawl before you walk.’

On both counts, the two Stereodyne executives respectfully ignored the counsel. Their reasons, somewhat like the company and its products, were carefully engineered.

“We made a detailed study of the market and the industrial consumer,” Kraus said. “Our studies showed us two things. One, the tape cartridge industry was concentrated in New York, Chicago and California. But, not the market.

“The study also showed that we could best provide maximum market coverage by locating at a point midway between Illinois and Pennsylvania. Eighty per cent of our shipments are made within a 700-mile radius of Troy. It’s convenient to be in Troy, Mich. This is where the action is,” Kraus said.

Crawling?

Blay tells why Stereodyne built a large plant rather than put up a less distinguished facility and expand only after the orders began to accumulate.

“We began immediately to create a major and important company in the industry,” Blay recalls. “Although the tape cartridge business was in an embryonic stage then, we foresaw a several hundred million-dollar industry ahead.

“We felt that we had the technical talent and management ability to set up at once a manufacturing facility that could produce 25,000 cartridge units per day,” he explained.

So Stereodyne set up the entire plant. All the needed hardware was installed and thoroughly checked out before anybody solicited a possible client.

“We wanted to show the industry that we were not only ready to engage in large scale production, but that we also had faith in the cartridge business,” Blay said.

Stereodyne today operates at full capacity, handling tens of thousands of fully assembled units each day. The fourth facility expansion is planned for next spring.

II-Million Dynapak Sales Seen

The 1968 unit production of Dynapaks will soar to 10 million. What is Dynapak? A Dynapak is technically a high impact styrene case. It’s one inch thick and approximately twice the size of a cigarette package.

Dynapak, as the engineers will explain, is a continuous loop tape cartridge. It was designed with a unique tape-tensioning control system. When the tape unit is inserted into the stereo set and begins to play, the tape is pulled from a small diameter and is wrapped around a large diameter. It’s simply arithmetic and dynamics, and soundly engineered.

Stereodyne’s Canadian subsidiary will market an additional 1 million Dynapak cartridges which will boost the unit production to well over 11 million this year.

Special Market Profile Sponsored by Stereodyne, Inc.

A quality product is invariably produced by quality people. The success of Stereodyne has proved this. Increased sales means an increase in production which leads to an increase in the most important aspect in an organization—its people.

In 1966, Stereodyne employed the services of 16 people. The following two years saw an increase to 250 people. Because of Stereodyne’s fantastic success, the increase has just begun.

By 1970, Stereodyne estimates it will need a personnel roster of 500 qualified people to carry out its production demand.

Progress and people go hand in hand. At Stereodyne, people are important.
We're unbendingly flexible.

Completely unbending about resin quality. When we claim our engineering resins have certain properties—they have. Batch after batch. But we bend over to meet your needs—supplying the right resin for each application. For example, we now offer Celcon in some 20 grades and formulations—including some that are glass-reinforced. There are 18 grades of Celanese Nylon including glass-reinforced—in only our first year of commercial production. Plus plenty of Celanese polyethylenes.

That just about makes Celanese "the engineering resins people." With lots of resins, and help in using them. We also have interesting commercial cases showing how switching from metals to our Celcon or nylon has reduced costs as much as 50% or more. And made a better, more salable product. Write us for technical bulletins and case histories.

It could be the most profitable reading you've ever done.

Celanese Plastics Company, Dept. 1234, P.O. Box 629, Linden, N.J. 07036.
Dyna pak
Honored as
Michigan's
Product of '68

As is evidenced by Stereodyne sales, the tape industry has recognized the value of the Dynapak both in terms of excellence of design and, more importantly, in reaching the consumer with a unit that has a "no return" guarantee.

The State of Michigan recently climbed aboard the bandwagon. Dynapak, technically a high-impact styrene case designed to function as a continuous loop cartridge, was named by the State of Michigan as "Regional Product of the Year."

Not bad company considering the automotive and allied manufacturing facilities in Michigan yearly generate new and important products for the nation's industry. The Dynapak cartridge very likely was the smallest -in terms of size—ever to win this yearly statewide competition.

The judges were made up of a blue ribbon panel of industry and business leaders, members of the State Chamber of Commerce, and a special "Michigan Week" committee appointed by Gov. George Romney.

Stereodyne was cited at the awards banquet for its tremendous growth, for the salary income it has generated in the local communities surrounding the plant, for the excellence of design of the Dynapak cartridge, and, most importantly, for the obvious impact an expanding Stereodyne, Inc., will have on the community and for the recognition it will bring to the State.

We've been in a continual state of excitement at Stereodyne for the past two years.

For those of us who have been involved, it's been a stimulating and professionally rewarding experience. We've not only accomplished what we set out to do, but we've surpassed many of our early design, manufacturing and research goals.

Dynapak - 4- and 8-track cartridges - put us into orbit. It took thousands of man hours and countless conferences over blueprints. Now we've introduced the cassette. And we're excited about it.

In looking back over the accomplishments of Stereodyne the past two years, we're pleased, but not satisfied. There are so many roads yet to travel.

In celebrating our second anniversary as tape duplicators, we've been able to look back at such widespread acceptance that one of our executives passed the remark: "I wish we had started in a log cabin. It would make a better story."

But the facts are we began operations with a complete plant facility that we had designed to our own specifications and, only after thoroughly checking out capacities and abilities, did we begin to solicit business.

I can look back also on some well-meaning criticism. Some people said we started "too ambitious." I would like to say "look where we are today," but we're so delighted to be right here, where, why go back?

Our formative years have been accelerated. We haven't enjoyed the luxury of growing up slowly and methodically. But then, we didn't plan it that way. Stereodyne began with a wide-open throttle. That's how we planned it.

We're now heavily automated. We're concentrating on further automation. Those automated projects we still have in "build" have also been accelerated.

Our future rests on service, quality and price. Loan, Hungry... One facet of our start that allowed us to enjoy such rapid and recognizable growth is that we had the experience. Our key people had already served as "midwives" at the birth of the tape industry. We believed we knew better ways to go about making an impact on the market.

So we had been through it. In putting together our team, we knew how not to do it. In fact, we likely knew 380 ways how not to do it.

When we first began to generate investor interest, we stated flatly that we would devote a generous portion of the budget to engineering and research. We also told potential investors that we intended to build a plant especially designed to expand in the tape business.

We're young. We also began lean, hungry and aggressive. In that respect, we haven't changed.

Despite the fact that we're now the largest independent tape duplicator in the country— we're not where we want to be. There's much more we plan to do.

We plan to become (1) vertically integrated and (2) diversified.

In planning future corporate goals, Stereodyne intends to control all design, production and manufacturing processes. We also plan to diversify our corporate entity through other manufacturing processes that will be related to the tape industry.

But while this corporate structure is taking place, our engineers will remain busy.

The tape industry is growing to a billion dollar industry. Stereodyne wants to be the leader. We can do this through research and engineering.

When we began Stereodyne, we began with many self-designed hardware units. They were completely new to the industry. In fact, some of them still are.

So we maintained a tight security throughout our plant.

As of late, however, Stereodyne has been pleased to welcome many visitors to the plant. Those visitors have come from all walks of the tape industry.

Let me take this opportunity to open up this welcome mat to those in the industry who would like to look at Stereodyne.

Seeing is believing.

Kraus:
One of 8-track's Founders

Advancing technology is changing time-worn images.

It was just a few years ago the inventor was depicted in motion pictures as the crotchety, white-haired, round-shouldered man who sat at his basement workbench holding countless test tubes up to the fading light.

Young men like Dick Kraus don't fit the celluloid image. Kraus is 35. He's an electrical engineer and he's seen many ideas go from the drawing board to the production line.

He's half inventor and half missionary. "There wasn't a tape industry eight years ago," Kraus explained. "We created it. Those of us who were involved with tape in the beginning have watched it grow. I find it exciting to have been able to watch tape go from nothing to where it is today."

As an electrical engineer, Kraus had worked with computer tape, had assisted in developing a tape-operated auto pilot; and had worked on military hardware programs which included tape programs.

Early in 1963, Kraus, then with Lear Jet, began yet another tape program and, with Bill Luer, Sr., developed the first 8-track stereo player.

Special Market Profile Sponsored by Stereodyne, Inc.
By Andre Blay

Vice-President

It may sound paradoxical, but Stereodyne was created two years ago to operate at what we then considered full capacity before we solicited any business whatsoever.

At no time did we feel we were acting in an overconfident manner. Our corporate premises were simple.

(1) We felt we possessed the necessary technical talent and management ability to properly structure the company.

(2) We definitely had the goal in mind to create a major company in the tape industry.

What we foresaw in tape, although the entire concept was still in its infancy, was that the industry would presently become such that it would generate several hundred millions of dollars in business.

We have no reason to change our mind.

The plant in Troy, Mich., was designed to immediately handle the production of 20,000 cartridges per day. Every piece of equipment was not only designed but also installed and thoroughly checked out before we solicited one order.

Today, Stereodyne ships more cartridges per day than any other independent duplicator, but our basic philosophy regarding our present and future role hasn’t changed.

Stereodyne has changed only one corporate strategy. And we believe this change is both necessary and progressive.

(1) We are now providing additional services for clients.

(2) We have provided for a “new product” division.

These additional client provisions were simply an outgrowth of our rapid acceptance. Our additional services are designed to shorten the lead time from production to shipping. We handle the transportation and routing for Stereodyne clients.

We likewise provide inventory control and record keeping.

If tape companies were as aggressive as the McDonald Hamburger chain, this industry of ours would be facing a 180-degree turn.

We’re a young industry. But how about our sales methods. Are they contemporary?

At Stereodyne, we most certainly recognize the value of research and engineering. We pride ourselves on innovation. This innovation, however, works in tandem with marketing. Stereodyne looks to the future, there, also.

Tape people must be aggressive. We can’t merely be order takers. The creativity that has gone into tape design and manufacturing logically has to be transferred to marketing.

When those of us at Stereodyne speak of the many challenges we’ve offered to the industry, we look ahead to the type of marketing that will complement the engineering already fused into this infant industry.

If marketing keeps pace with technology, the future of tape is unlimited.

At Stereodyne, we’re working with designers. We’re looking for creativity at the point of sale. For instance: Is it necessary to put a box inside a box? We’re working on packaging concepts that will solve some of the industry’s problem such as theft, inventory control and point of purchase.

Lower Pricing

Equipment producers are pulling all stops and are creating hardware to fit even the smallest budget. As the nation’s largest tape duplicator, our engineers are building machines that will produce a tape product competitive with records. With some of these accomplishments put to bed, we have to be more creative marketers and provide the consumer with available products at fair prices. Another road is services. You can put a quarter into the slot at the automat and receive a piece of blueberry pie. Why not a “musical automat.”

This has a simple premise. Empty cartridges and a centralized, computer controlled dispenser. Wouldn’t that fingertip concept make it easier for a consumer to buy and enjoy music? We’re turning that one over too.

Tape isn’t merely music. It’s the spoken word. Communications.

What does it cost a big company to hold a sales convention? What are the costs involved to take 100 salesmen out of the field and bring them to the home office? Industry tells us it costs several hundred dollars per day. We can bring the meetings to the men in the field for a fraction of this cost.

Why not motivational tapes? Cut them Friday and play them in every sales office throughout the country on Monday morning.

Sound can drastically alter unproductive time. How many of us haven’t the time to read all the mail we get? Why not “read” through the medium of sound while we’re driving? Auto-tape offers a fantastic opportunity to market sound. Drive and learn. Drive and retain.

Could not education benefit by tape? If a student misses a lecture, let he or she go to the library and get what the sports casters call an “instant replay.” Engineers and doctors claim much of what they learn rapidly becomes obsolete through advancing technology. Scientific and medical manuals look twice the size of telephone books.

Through the use of discretionary time, an engineer or doctor could update himself through tape. Many do this now.

Woudln’t housewives welcome the opportunity to “read” or “learn” through the magic of tape while doing the ironing, the dusting, the sewing? You can bet on it.

The real growth in tape companies will be provided by those firms who will continue to challenge the industry with triple-threat dynamics. Research! Engineering! Marketing!

Those of us in the industry have to provide that creativity. At Stereodyne, we want to make tape as accessible to the consumer as are hamburgers. With all the trimmings.

The Biggest Market Is Still Untapped

By Donald S. Condon

Vice-President—Marketing

I wouldn’t hesitate to welcome the opportunity to “read” or “learn” through the magic of tape while doing the ironing, the dusting, the sewing? You can bet on it.

The real growth in tape companies will be provided by those firms who will continue to challenge the industry with triple-threat dynamics. Research! Engineering! Marketing!

Those of us in the industry have to provide that creativity. At Stereodyne, we want to make tape as accessible to the consumer as are hamburgers. With all the trimmings.

If tape companies were as aggressive as the McDonald Hamburger chain, this industry of ours would be facing a 180-degree turn.

We’re a young industry. But how about our sales methods. Are they contemporary?

At Stereodyne, we most certainly recognize the value of research and engineering. We pride ourselves on innovation. This innovation, however, works in tandem with marketing. Stereodyne looks to the future, there, also.

Tape people must be aggressive. We can’t merely be order takers. The creativity that has gone into tape design and manufacturing logically has to be transferred to marketing.

When those of us at Stereodyne speak of the many challenges we’ve offered to the industry, we look ahead to the type of marketing that will complement the engineering already fused into this infant industry.

If marketing keeps pace with technology, the future of tape is unlimited.

At Stereodyne, we’re working with designers. We’re looking for creativity at the point of sale. For instance: Is it necessary to put a box inside a box? We’re working on packaging concepts that will solve some of the industry’s problem such as theft, inventory control and point of purchase.

Lower Pricing

Equipment producers are pulling all stops and are creating hardware to fit even the smallest budget. As the nation’s largest tape duplicator, our engineers are building machines that will produce a tape product competitive with records. With some of these accomplishments put to bed, we have to be more creative marketers and provide the consumer with available products at fair prices. Another road is services. You can put a quarter into the slot at the automat and receive a piece of blueberry pie. Why not a “musical automat.”

This has a simple premise. Empty cartridges and a centralized, computer controlled dispenser. Wouldn’t that fingertip concept make it easier for a consumer to buy and enjoy music? We’re turning that one over too.

Tape isn’t merely music. It’s the spoken word. Communications.

What does it cost a big company to hold a sales convention? What are the costs involved to take 100 salesmen out of the field and bring them to the home office? Industry tells us it costs several hundred dollars per day. We can bring the meetings to the men in the field for a fraction of this cost.

Why not motivational tapes? Cut them Friday and play them in every sales office throughout the country on Monday morning.

Sound can drastically alter unproductive time. How many of us haven’t the time to read all the mail we get? Why not “read” through the medium of sound while we’re driving? Auto-tape offers a fantastic opportunity to market sound. Drive and learn. Drive and retain.

Could not education benefit by tape? If a student misses a lecture, let he or she go to the library and get what the sports casters call an “instant replay.” Engineers and doctors claim much of what they learn rapidly becomes obsolete through advancing technology. Scientific and medical manuals look twice the size of telephone books.

Through the use of discretionary time, an engineer or doctor could update himself through tape. Many do this now.

Woudln’t housewives welcome the opportunity to “read” or “learn” through the magic of tape while doing the ironing, the dusting, the sewing? You can bet on it.

The real growth in tape companies will be provided by those firms who will continue to challenge the industry with triple-threat dynamics. Research! Engineering! Marketing!

Those of us in the industry have to provide that creativity. At Stereodyne, we want to make tape as accessible to the consumer as are hamburgers. With all the trimmings.
Sterodyne Canada Tops Market

Although Sterodyne Canada, Ltd., was launched just seven months ago, the Canadian subsidiary finds itself in the same position as the parent U.S. firm.

It needs more space.

"In November, we will move to a new 12,000-foot building which will house complete duplicating and assembly facilities," said Ed LaBuik, who is in charge of Marketing. "The new facility will also include marketing and general administration offices."

LaBuik and H. (Ray) Hooker, general manager, comprised the entire Sterodyne Ltd. staff as of February of this year. The Toronto operation now has 72 employees and operates 24 hours per day six days per week.

LaBuik attributes Sterodyne Ltd.'s success to thoroughness throughout the industry.

"When everybody was asleep at the switch, we moved in to such an extent that we now control 80 per cent of the Canadian market," LaBuik estimated.

Sterodyne Ltd. wears three hats. It is a custom duplicator; a licensed distributor of all formats of pre-recorded tape; and is the Canadian distributor for the Ecko-Upent system.

"Sterodyne Ltd. is the only Canadian manufacturer that makes its own cartridges and cassettes in Canada," Hooker said. "This gives us a definite advantage in price, delivery and services as compared with the other Canadian duplicating facilities."

"Canada's most pressing problem is duplicating facilities," Hooker said. "The move to our new quarters and the installation of these complete duplicating facilities will solve what we feel is the most immediate problem for our Canadian operation."

"In addition to securing the custom duplicating business of the major record companies we are now Canadian licensees for 23 domestic companies," LaBuik said.

They are Polydy, Deutsche Grammophon, Accent, Archambault, Bang, Capri, Everest, Hickory, Hi-Fi, Montegaard, Stone, Time, Tradition, Mainstream, Verve and Folkways, Bible Voice, Trans-Canada, Barclay, Riviera, Canada, Carrousel, Dedettes and Grand Prix.

LaBuik said Sterodyne Ltd. would announce five new licensing agreements when the company moves to new quarters in November.

"We find that we need a broader range than the 168 selections in our present catalog," LaBuik said. "Country and western is strong as is middle-of-the-road music. We're also amazed at the strong play received by Polydy's James Last."

Sterodyne Ltd. estimates it is duplicating nearly 14 per cent of the French music tape available in Canada. The Toronto subsidiary just released 32 French selections under the Trans-Canada catalog.

"Sales of our 8-track cartridges are double what our original forecast was," Hooker said. "Present sales volume indicates that our total sales during our second year will be double the first."

"Our goal here in Toronto is to match the volume of the parent company by 1970," he said.

From Basement Into Orbit

Robert Carrell is a man in a hurry. He also has a unique basement. Taken together, both have given Sterodyne the impetus it needed to get off the ground.

"The first successful loop bin in the tape industry was very likely made in my basement," Carrell recalls. "Dick Krusz called me on a Friday night. We discussed some ideas and I went to work."

Carrell had most of what he needed in his basement workshop. What he didn't have in the way of material he rounded up on a Saturday. Sunday morning the prototype was given a trial.

"It actually worked the first time," Carrell said. "We knew we could then go ahead. It allowed us the luxury of cutting out further experimentation. By bridging the gap to a workable continuous loop master tape transport that could function at the speeds we expected, Sterodyne was able to accurately judge production capacity. It was a truly delightful sensation to see our prototype, made out of wood, Formica and glass, incidentally, to work beyond our expectations."

Carrell, who is Sterodyne's director of research, development and engineering, is still a man in a hurry.

"We're gearing for full automation," he said. "But to make this goal practical, we must obviously increase duplicating speed far above what anybody is presently doing."

"Right now, we've reached about the outer limit of electronics. The duplicating speeds we're considering will force us to go back and increase the capabilities of electronics."

"It's not an impossible dream," Carrell said. "Either Sterodyne will have to get into equipment manufacturing or we'll have to convince the entire industry to go our way."

Heads Up Maintenance Policy Keys Efficiency

There's a daily "barrel" inspection at Sterodyne much in the manner as is in the Army.

For instance, every magnetic head in the plant is daily inspected with a magnifying glass for wear or contamination. All assembly equipment in the on-site assembly units undergoes daily scrutiny.

A log is kept with the assistance of running time machines to relate number of hours in use on all equipment. This documented history of wear allows Sterodyne engineers to anticipate equipment replacement.

Take the slaves: They each have a continuous cleaning attachment—designed by Sterodyne—which cleans the tape before it reaches the head.

"In setting up Sterodyne," said Andre Blye, vice-president, "we've gone through an evolutionary process through which we've tried to find out everything that must be done and have then installed such equipment or check points throughout our system."

"You might liken our daily inspection to that of a pilot's check list before takeoff. Before we turn crank, we run a daily check list. This rigid quality control has successfully complemented our "no return" advertising guarantee. It's something we can easily state, behind which we feel our inspection system itself guarantees the uniqueness of our Dynapak product."

100% Automation: Zielke's Goal

Darrell Zielke is an engineer. He's also a mathematician.

He's a precise young man, the kind that if you ask him what time it is, he may just tell you how to build a watch.

Sterodyne, of course, is a team effort. But the team recognizes that it's Zielke who winds the main spring.

At 27, Zielke is chief engineer for the tape duplicating firm in Troy, Mich. It's to Zielke that the ideas, concepts and innovations are funneled. And he was there at the beginning and knows how the entire plant works.

Sterodyne recently honored Zielke at a company banquet and presented him with a specially designed plaque in honor of his many fine contributions to the firm's growth. The plaque, naturally, featured a bronze Dynapak.

11 Million Dynapaks

Now marking their second anniversary, Sterodyne will market 11,000,000 Dynapaks this year. But for Zielke, the perfection of the Dynapak is only a beginning.

"We ultimately will go to 100 per cent automation," he explained. "This will enable us to accomplish three basic elements that will further our growth."

"First, complete automation will reduce basic costs to customers and consumers; second, it will create errors assembly; third, it will result in 100 per cent quality control.

"We're now working with computers. It's only a question of time until we'll get what we want. It's simply mathematics and engineering," he said.

Sterodyne Comes to Aid of 'Master'...
THE BEST AND FINEST LATIN LABELS...

STEREO TAPE
4 Track - 8 Track - Cassettes

STEREO 8 TRACK
Discuba

Musical Tapes, Inc.
FIRST WITH LATIN STEREO CARTRIDGES & CASSETTES

When your tape gets in over our head
You've got the finest quality in sound reproduction.

MAGNETICS
Arvin Magnetics, Columbus, Indiana

"THE LEADER" IN TAPE CARTRIDGE & CASSETTE ACCESSORIES

LE-BO is proud to be the National Distributor of all STEREODYNE Tape Cartridge Accessories

Guaranteed head cleaning cartridges and cassettes
Round out your line with Dynapak head and capstan cleaning cartridges and cassettes. The only cartridges and cassettes with that customer-winning one-year guarantee.

FREE!
Full color catalog of our complete line of accessories and tape display racks. Write for your copy today.
Congratulations to one of the fastest growing duplicators, STEREODYNE, INC., on your growth and contributions to the industry.

We're proud to be one of your suppliers.

Scotch MAGNETIC TAPE 1/2 INCH • 202 FEET (30m x 116m)
Silicone lubricated 15 MIL POLYESTER BACKING
1 INCH REEL • SPlice FREE • PROfessional
DYNARANGE SERIES

Magnetic Products Division 3M COMpANY
Stereodyne ‘Molds’ Dynapak’s Rise

A growing industry is dependent upon a growing technology.

Celanese Plastics Co., of Newark, N. J., is one of the prime contributors to tape and allied communications industries.

For instance, Stereodyne, in various molded internal parts of its cartridge and cassette units, uses Celanese thermoplastic engineering resin, a Celanese product.

Stereodyne, as other communications hardware manufacturers, must rely upon a product which will give customers trouble-free components which work under the most strenuous conditions.

Celanese contributions to the accumulation and storing of knowledge are broad. The New Jersey company services other industries in addition to custom tape duplicators such as Stereodyne.

For example, they produced for the graphic arts industry a high-gloss, high-clarity laminating film. Celanese polyester film has assisted magnetic tape manufacturers to achieve a stronger, more uniform tape face.

One of the most critical applications of Celanese polyester film is computer tape. The base film is smooth to prevent “bumps” or “dropouts” on the final product. It is also stiff to permit better tape-to-head contact.

The Stereodyne-Celanese “marriage” is one of many needed to fully develop informational and communications growth.

Through research and development provided by a firm such as Celanese, a specialty company such as Stereodyne can provide to its customers the reliability and performance so necessary in a competitive industry.

Nicholson Sets Sound Financial Growth

Lee Nicholson, early thirties, soft-spoken, knowledgeable, maintains Stereodyne’s fiscal equilibrium, but like others on the first team, is looking ahead.

“Our plant expansion will be in high gear soon—representing about 30,000 square feet of additional, air-conditioned space,” Nicholson said.

“And when you contemplate this success and new eminence in the industry, a great deal of it comes from our ability to forecast dollar requirements. This, of course, is due to a very fast turnover. We turn over our inventory of cartridges about 10 times each month.

“If we receive an order from a label by 8:00 a.m., we can duplicate, ship the order and complete our billing the same day. And the orders are getting larger.

“We recently requisitioned 1,000,000 raw (unfilled) cartridges built to Stereodyne specifications, and we amortized the cost over a one-year period. At this point, it looks as though they might last three months.”

“We buffer this schedule three shifts around the clock with the assistance of our computer—which keeps us in line with quality and inventory controls. Nevertheless, our increases require more equipment as well as more personnel. Thusly, our assets in the machinery and equipment area have increased 64 per cent.

“Our sales and financial history are compatible with our growth chronology.” For original investors, after-tax earnings per share in 1967 were $4.52.

“For the first six months of 1968, they are $7.10—a substantial increase. In 1967 our gross volume was $1,300,000. Our conservative projection for 1968 is $4,500,000.

“We are in an excellent position to move ahead—and will probably take some pretty long strides in the near future,” he said.
NEW YORK — The quality component market, once limited purely to audiophiles and high fidelity purists, has come into its own at this year’s annual Consumer Electronics Show in New York City. Audiophiles, high fidelity purists, and those with even the most basic audio equipment have been coming into the mass merchandising field. As thousands of New Yorkers flocked to attend the annual Consumer Electronics Show, it was clear that this year’s event was attracting a much broader audience than in years past.

The expanding audio component market has been fueled by the rapidly expanding number of mass merchandiser retail outlets, such as Kmart, which have been integrating audio components into their regular retail merchandise. In addition, the component market has seen a significant increase in consumer advertising, both through print and broadcast media, which has helped to further expand the market.

Shopping Center Site Boosts Traffic, Sales

MINNEAPOLIS — Dependable Shaak's recently opened a new store at 1968 Southdale shopping center, a group of four stores here in the Minneapolis-St. Paul area. In addition, Shaak's has opened several "neighborhood" sites, including Southdale village and Brookdale shopping centers in Minneapolis.

Curt Frick, manager of the Southdale store recently reviewed a year of Shaak operations. "Good location within the shopping center itself is vital. We had a site previously where we were somewhat hidden by one of Southdale's big department stores. Since we've shifted the store to a more open, re-modeled area, the center traffic has picked up considerably."

French added that the "open front" plan, where shoppers see almost all the store's inventory as they pass by, is a definite asset to encourage shoppers to enter the store. "Encouraging shoppers to enter the store, the manager has used background music to create a pleasant atmosphere. Although the store is located in an enclosed shopping mall bordering on a high income suburb, this is not as important as it might seem."

Survey shows that about 60 percent of the people who come to Southdale shopping centers have need to sell hi-fi sets and components as well.

French's first out that shopping at Schak's is spasmadic during the weekday hours. But from 7 o'clock to 9 o'clock each evening, the store is "jumping with activity." The Shaak's spokespersons said that the store provides a steady flow of traffic from 9:30 until 6 o'clock at night.

Pegboard Racks To encourage traffic, Shaak's uses pegboard racks extensively for small parts and bagged components. This permits hundreds of parts to be shown in a small space.

One of the store's most successful marketing devices is a "shopping area" which features the store's most popular products. The area is located at the entrance of the store and is designed to attract attention.

The Shaak's store has a large selection of headphones and other audio components, which are displayed on the store's main display area. The store also offers a selection of audio components and accessories, including speakers, subwoofers, and amplifiers.

New Store

PHILADELPHIA — Records Unlimited has opened a new store here at 213 South 38th Street. The store is a one-week promotion that has been set up in Philadelphia to attract new customers to the store.

Expansion Sale

NEW ORLEANS — Weiler's has recently held an expansion sale here to mark the opening of the chain's newest store in Biloxi, Miss.

Audio Retailing

Audio Component Mfrs. Woo

Mass Market at N.Y.-Hi Fi Show

By HANK FOX

The Consumer Electronics Show, held in conjunction with the annual Consumer Electronics Show, has shown a marked increase in attendance this year. The show, which is held in New York City, is one of the largest audio component shows in the United States.

Many manufacturers display compact components and receivers at the show. The compact component market is growing rapidly, and manufacturers are showing off their latest models to attract new customers.

Price reductions and the continuing trend to compactness are part of the steady growth of the component market. The compact component market is expected to grow even more in the future, as more consumers become aware of the benefits of compact components.

Tenno Split

CLEVELAND — Directors of Tenno Corp. have recommended a two-for-one split of the company's common stock. Shareholders will have the opportunity to vote on the proposal at the company's annual meeting Oct. 9.

3M Sweepstakes Boasts

Dealer-Consumer Prizes

St. Paul, Minn. — The Magnetic Products Division of 3M Company has launched a combined dealer-consumer magnetic recording tape sales promotion program, featuring more than $3,000 in prizes.

The sweepstakes promotion features two grand prizes of trips for two, anywhere in the world, for both a consumer and dealer. Other prizes range from an audio component to a car.

The sweepstakes is open to both consumers and dealers, and winners will be selected from all entries.

New Store

PHILADELPHIA — Records Unlimited has opened a new store at 213 South 38th Street. The store is a one-week promotion designed to attract new customers to the store.

Expansion Sale

NEW ORLEANS — Weiler's has recently held an expansion sale here to mark the opening of the chain's newest store in Biloxi, Miss.

The inviting appearance of Schak's Southdale shopping center store in Minneapolis is enhanced by the use of carpeting and taped background music. The store has four outlets in the Minneapolis-St. Paul area.

3M sweepstakes offers 

Dealer-Consumer Prizes

ST. PAUL, Minn. — The Magnetic Products Division of 3M Company has launched a combined dealer-consumer magnetic recording tape sales promotion program, featuring more than $3,000 in prizes.

The sweepstakes promotion features two grand prizes of trips for two, anywhere in the world, for both a consumer and dealer. Other prizes range from an audio component to a car.

The sweepstakes is open to both consumers and dealers, and winners will be selected from all entries.

Consumer's must obtain entry forms from a participating dealer and fill them out as instructed. Each entry form must be accompanied by and end of roll paper tab or a $5 cash payment containing the words "Scott recording tape." Following the Nov. 30 deadline, winners will be selected by an independent organization and notified in December.

New Store

PHILADELPHIA — Records Unlimited has opened a new store here at 213 South 38th Street. The store is a one-week promotion that has been set up in Philadelphia to attract new customers to the store.

Expansion Sale

NEW ORLEANS — Weiler's has recently held an expansion sale here to mark the opening of the chain's newest store in Biloxi, Miss.

The inviting appearance of Schak's Southdale shopping center store in Minneapolis is enhanced by the use of carpeting and taped background music. The store has four outlets in the Minneapolis-St. Paul area.

The inviting appearance of Schak's Southdale shopping center store in Minneapolis is enhanced by the use of carpeting and taped background music. The store has four outlets in the Minneapolis-St. Paul area.

The inviting appearance of Schak's Southdale shopping center store in Minneapolis is enhanced by the use of carpeting and taped background music. The store has four outlets in the Minneapolis-St. Paul area.

The inviting appearance of Schak's Southdale shopping center store in Minneapolis is enhanced by the use of carpeting and taped background music. The store has four outlets in the Minneapolis-St. Paul area.


```
ATTENTION, RECORD OWNERS: We are the largest dealers in used and
recorded labels. If you have any records, or
major label EPs, Tapes, or promotional
pieces, send for our catalog. We carry
all, also sailors, singles, etc. We can
sell your records and tapes. Call or write for free
catalog.

National Record Promotion
45 Ince St., Fairton, N. J.
521-7800

GEAUGA and LI., ADDRESS
NAMF toward American
INTERNATIONAL EXCHANGE

1. To purchase
RECORDS, or
Tape Records, or
Records, and
tor
Tapes, or
singles, etc.

To: Cardboard, Inc.,
513 North Avenue, New
York City, N. Y., 10036

2. Check the heading under which you want your ad placed:
   □ BUSINESS OPPORTUNITIES  □ PROMOTIONAL SERVICES
   □ DISTRIBUTING SERVICES  □ WANTED TO BUY
   □ EMPLOYMENT SECTION  □ PUBLISHING SERVICES
   □ PROFESSIONAL SERVICES  □ USED COIN MACHINE
   □ MISCELLANEOUS  □ EQUIPMENT
   □ RECORD SERVICE  □ INTERNATIONAL EXCHANGE

REGULAR CLASSIFIED AD: $3.50 a word. Minimum: $7. First line set at costs.
DISPLAY CLASSIFIED AD: $7.25 per inch. Each additional inch in same ad, $1.50.

FREQUENCY DISCOUNTS: Display classified ads only. 3 consecutive insertions, noncumulative, nonexchangeable, 5% discount; 4 insertions, 10%; 5 or more consecutive insertions, 15%.

CLOSING DATE: 5 p.m. Monday, 13 days prior to date of issue.

BUSINESS OPPORTUNITIES

NAME: Sued & Payments To: Jim Hickey, International Exchange Adver-
   Agency, 135 W. 46th St., New York, N. Y. 10023, or
   Andre de Veyser, European Director, 7, Wallack St., London W. 1,
   England.

ADDRESS: WANTED TO BUY

CITY: WANTED: LARGE QUALITY RECORD
STATE & ZIP CODE: PLAYER OR BAND

PAYMENT ENCLOSED: THREE NEW POINT-OF-PURCHASE items are available in conjunction
   with 3M's magnetic recording tape sweepstakes promotion: a window-
   wall banner (top left), a sweepsstakes counter card with consumer en-
   try forms (bottom left) and a full color mobile right). The contest fea-
   tures more than 3,000 prizes for dealers and consumers.

SCHOOLS & SUPPLIES
R.K.I. FAMOUS SWEET COURSE
3,000 SWEET SALESMEN COURSE
5,000 DIRECT SALES COURSE
8,000 SELF-SERVICE COURSE
10,000 PROMOTIONAL SALES COURSE
13,000 DEMONSTRATOR COURSE
20,000 MARKETING COURSE

WANTED: LARGE QUALITY RECORD PLAYER OR BAND

NAME: YAMAHA LATEST ALBUM, "RALEIGH" Tapes, 1300, 12" or
ADDRESS: SYMPHONY FROM "RALEIGH" Tapes, 1300, 12" or
CITY: "RALEIGH" Tapes, 1300, 12" or
STATE & ZIP CODE: "RALEIGH" Tapes, 1300, 12" or
PAYMENT ENCLOSED: "RALEIGH" Tapes, 1300, 12" or
BILL ME: "RALEIGH" Tapes, 1300, 12" or

EXCHANGE RATES:

1.

2.

ENGLAND

THREE NEW POINT-OF-PURCHASE items are available in conjunction
with 3M's magnetic recording tape sweepstakes promotion: a window-
wall banner (top left), a sweepsstakes counter card with consumer en-
try forms (bottom left) and a full color mobile right). The contest fea-
tures more than 3,000 prizes for dealers and consumers.

Audio Retailing

PEGBOARD RACKS PERMIT an extensive array of electronic compo-
nents to be displayed at Schaeck Electronics in Southvale shopping
center in Minneapolis. The rent, easily distinguished categories en-
courage self-service shopping.

Crown Enters Component Field

SAN FRANCISCO—Crown Industrial Suppliers Co., has marked its entry into the audio
component field with the intro-
duction of a compact modular FM-FM stereo tuner for use in
in a hi-fi system.

Model FM 300 features stereo reception indicator, auto-
matic frequency control, broad
stereo channel separation, ter-
minals for external antenna and
side rule tuning. It uses 22
solid-state devices, 12 transis-
tors and 10 diodes, and has an
output level of 0.5 volt.

EIA Seminar

SAN FRANCISCO—Marketing
research authorities will ex-
aamine the developing meth-
ologies of technological fore-
casting and their place in plan-
ning product lines at a seminar here Oct. 8.

Director of the Elec-
tronic Industries Association's
(EIA) national fall conference.

Specialists at the first session
will deal with techniques and
theoretical forecasting. On the
second day, they will discuss
specific examples which promise
to have impact on product lines.

Housed in oiled walnut, the
tuner measures 11 by 4 by
2 1/2 inches. Its suggested list
is $59.95.

FM 300 is the first of a series of audio components to be
introduced by Crown as part of a broad product line expansion.

MANAGER CURT FRENCH of the
Schaeck Electronics outlet in
Southvale shopping center in
Minneapolis is shown here ad-
justing the sound of a tape and
record, while on display in the store.
The co-ordinated "sound department" is a popular place for customers
to use headphones to check out the latest sounds.

Audio Retailing

Audio Retailing
```
Armand Schaubroeck Tells It Like It Is

BY RON SCHLACHTER

IRON-CLQUOT, N.Y. — Armand Schaubroeck, owner of the House of Guitars here in this Rochester suburb, didn't agree with a national billboard urging young men to do their part in keeping America beautiful by getting a haircut.

A man of action, Schaubroeck discovered that young men in rock 'n' roll like their hair long and that his billboards in Rochester with his own message, "Keep America Free—Let It Grow," the billboards also include a picture of a 24-year-old dealer. "We just wanted to show our view," said Schaubroeck. "Most of our customers have long hair. This is an underground show, so we're just sticking up for our people."

There has been a lot of comment. Some people have even called the billboards un-American. As for business, a lot of people, different from our usual customers, have been coming into the store. I'm now having some posters made—like the billboards—to be distributed Statewide by our musical distributors.

Schaubroeck's billboard campaign was also spurred by a desire to expose the horrible effects it can have on young offenders. The dealers' experience since he was sentenced in 1962 to three years for a burglary conviction. He served one and one-half years and was paroled for the remainder of the sentence.

Written below Schaubroeck's picture on all eight billboards is "Armand Schaubroeck, USA" while this calls attention to Schaubroeck's past, it is also the name of a seven-man rock group which he heads.

All seven members are ex-cons, including Schaubroeck's brother Bruce, who is a partner in the House of Guitars. This group, which weathers week to week, plays original and borrowed songs composed by Schaubroeck. The songs include "Oh Lord, Please, Help Santa Claus," "Eleanor Bound," "The Wolves & the Moths," "Down Denmark Way," "In Jail There Ain't No Color," "Serving Time," "Ex-Con Branded on My Chest," and "One More Day and I'll Be Free." All of the songs are published by Schaubroeck's own firm, Kick Kick.

Schaubroeck has put together a rock opera called "Armand Schaubroeck: Stealing Heaven." The group, which recently presented it in the Student Union of Rochester's Sherron Hall, "The performance lasted two weeks and we got a lot of publicity," said Schaubroeck. "We play myself and in each scene, we tune up and play a song."

"The group is now trying to reduce the length of the performance to fit into a double album, which would include the acting as well as the music. While more local performances are planned, Schaubroeck has been negotiating with underground mastermind Andy Warhol to produce the rock opera as an off-Broadway play.

ARMAND SCHAUROC, owner of the House of Guitars,Irondequoy, N.Y.
Karajan Gets True 'Ring' Via Cassette

LEOPOLD STOKOWSKI receives the Diplome d'Honneur at the Montreux (Switzerland) film festival from Peter Ustinov. The award, given during the first Montreux International Record Awards, was for significant contribution to the art of recording.

Salzburg — Herbert von Karajan is about to make the latest technical developments, he made use of cassettes in preparing his Wagnerian Ring opera for Salzburg festival. The performances were videotaped. Karajan also is recording the Ring for Deutsche Grammophon and is directing new productions of the four opes at the Metropolitan Opera in New York. Baritone Thomas Stewart explained the procedure, recalling that he was asked by DG to record Wotan in “Die Walküre” and also by Karajan to perform the role at Salzburg. The work of intensive piano and orchestra rehearsals plus the recording sessions produced “as complete and polished musical performances as possible,” Stewart explained. Each scene was recorded and it was then given tapes of the recording to listen to and study for future months “so that he was completely familiar with every nuance of his role from start to finish.”

“The subsequent stage rehearsal in Salzburg was held with the singer not being required to sing a tone,” Stewart said. Instead, Karajan, the music and stage director of the production, used a cassette with the music so that all the soloists’ energies could be devoted to the stage and dramatic interpretation.

Stewart explained, “The result being, his (the singer’s) vocal reserves were not depleted. Perhaps in other cases, it is so often the case, nor was it (Continued on Page 41)

RCA to Release Two Operas in October

NEW YORK — Two operas are being issued by RCA in October, including the first recording of Handel’s “Solomon.” Also set is an extensive re-channeling of material of Mario Lanza.

The other opera is Mozart’s “Così Fan Tutte,” a four-record set featuring sopranos Leontyne Price and Judith Raskin, mezzo-soprano Tita Trokans, and tenor Alexander Young, baritone John Shirley-Quirk, and mezzo-soprano Beverly Wolf with the Vienna Volksoper Orchestra and Vienna Jeannette Chorus.

Another three-record set has been prepared by John Pfeiffer’s “Electromusic: 9 Images.” George Welden and the Royal Philharmonic offer an Elgar collection. The guitar is featured in an album with guitarists Michael Lopez Ramos and the Parsons Quartet in Gershwin’s “Concerto in D,” and the Lissitzky Ensemble in Gershwin’s “Concerto in F” by the Lanes.

The other opera is Mozart’s “Così Fan Tutte,” a four-record set featuring sopranos Leontyne Price and Judith Raskin, mezzo-soprano Tita Trokans, and tenor Alexander Young, baritone John Shirley-Quirk, and mezzo-soprano Beverly Wolf with the Vienna Volksoper Orchestra and Vienna Jeannette Chorus.

Another three-record set has been prepared by John Pfeiffer’s “Electromusic: 9 Images.” George Welden and the Royal Philharmonic offer an Elgar collection. The guitar is featured in an album with guitarists Michael Lopez Ramos and the Parsons Quartet in Gershwin’s “Concerto in D,” and the Lissitzky Ensemble in Gershwin’s “Concerto in F” by the Lanes.

Prominent American record companies are teaming up with the Royal Philharmonic, the London Symphony Orchestra, the Vienna Philharmonic, and the New York Philharmonic to record operas. RCA has been particularly active in this area, with recordings of Verdi’s “Aida” and “La Traviata” and Puccini’s “Tosca” and “La Bohème.”

3 Artists on Angel Records

HOLLYWOOD — Three artists are being featured in separate releases by Angel Records, which plans released for release next week. The three-record sets, selling for the price of two, are released in 24-karat gold.
Scott, of Met, Is Dead at 47

NEW YORK—Baritone Norman Scott of the Metropolitan Opera died on Sunday (19) at Beth Israel Hospital here after a brief illness. He was 47.

Scott, who joined the Met in 1951, previously was with the New England Opera Company, Charleston (S.C.) Opera, New York City Opera, and companies in Orlando, Philadelphia, and Havana. He sang with the Vienna State Opera in 1956.

Scott recorded Beethoven's "Symphony No. 9" and Verdi in RCA's "Art of the " on LPs recorded in 1968-1969 in a special session under Benjamin Steinberg, music director.

Gould Wins Molson Prize

OTTAWA—Glenn Gould has been awarded a $15,000 Molson Prize, one of Canada's highest accolades for recognition of cultural achievement. The prize is in recognition of his international acclaim as a pianist and recording artist, composer, lecturer, writer and broadcaster.

Recipients of the awards, normally two each year, are selected by a panel of judges appointed by the Canada Council for outstanding achievements in the arts, social sciences and humanities.

Honolulu Lists Subscription Set

HONOLULU — The 1965-1966 subscription season of the Honolulu Symphony begins under Robert L. Martin, his second season as the orchestra's music director. George Burti, the Honolulu's former principal conductor, will conduct one of the Saturday matinee-Tuesday evening pairs, conducting his own "The Waters of Kane" on March 30 and April 1.

Guest artists will include violinists Michael Rabin and Yvonne Przybylski, pianists Byron Janis and Susan Storrs, harpist Nicanor Zabaleta, first violinist of the Chamber Dance Quartet, and the Honolulu Chorale.

Russian Awarded Top Busoni Prize

MILAN—The first prize in the Ferruccio Busoni International Piano Competition held in Bolzano, Italy, was awarded to the Russian pianist Vladimir Svetlishov. The award combines a cash prize of $800 and a concert for a series of concerts.

Karajan Cassette

* Continued from page 46

he distracted from concentrating on every movement and dramatic gesture required of him. However, at the same time he is made aware of the musical interpretation by the constant repetition of the tape. This result is an integrated combination of both musical and dramatic values.
Rhythm & Blues

Billboard SPECIAL SURVEY For Week Ending 10/3/68

BEST SELLING R&B SINGLES

<table>
<thead>
<tr>
<th>Week Ending 10/03/68</th>
<th>Title, Artist, Label, No. &amp; Pub.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>8</td>
<td>SAY IT LOUD—I'M BLACK AND FREE</td>
<td>4</td>
</tr>
<tr>
<td>9</td>
<td>DUKE &amp; HIS FAMOUS FRENCH, King 5187</td>
<td>35</td>
</tr>
<tr>
<td>10</td>
<td>YOU'RE ALL I NEED TO GET BY</td>
<td>4</td>
</tr>
<tr>
<td>11</td>
<td>Marvin Gaye &amp; Tammi Terrell, Tamla 54167</td>
<td>10</td>
</tr>
<tr>
<td>12</td>
<td>SLIP AWAY</td>
<td>1</td>
</tr>
<tr>
<td>13</td>
<td>Clarence Carter, Atlantic 3208 (tame)</td>
<td>16</td>
</tr>
<tr>
<td>14</td>
<td>SPECIAL OCCASION</td>
<td>7</td>
</tr>
<tr>
<td>15</td>
<td>Sunday Riverside &amp; the Motels, Tamla 54712 (Shrink, NME)</td>
<td>10</td>
</tr>
<tr>
<td>16</td>
<td>PLEASE RETURN YOUR LOVE TO ME</td>
<td>5</td>
</tr>
<tr>
<td>17</td>
<td>Temptations, Gordy 7074 (Janes, BW)</td>
<td>14</td>
</tr>
<tr>
<td>18</td>
<td>4 GIRLS CAN'T DO WHAT THE GUYS DO</td>
<td>2</td>
</tr>
<tr>
<td>19</td>
<td>Betty Wright, Atlantic 4005 (Sheeny, OR)</td>
<td>4</td>
</tr>
<tr>
<td>20</td>
<td>I'M SORRY, BUT I'M HAVING A GOOD TIME</td>
<td>1</td>
</tr>
<tr>
<td>21</td>
<td>Joe South, Ruby 4002 (Barst, NFM)</td>
<td>5</td>
</tr>
<tr>
<td>22</td>
<td>WHAT A GREAT NIGHT</td>
<td>9</td>
</tr>
<tr>
<td>23</td>
<td>I'M GONNA MISS YOU</td>
<td>2</td>
</tr>
<tr>
<td>24</td>
<td>Mary Wells, Tamla 54170 (Shrink, OR)</td>
<td>12</td>
</tr>
<tr>
<td>25</td>
<td>13 YOU DON'T LEAVE US ALONE</td>
<td>10</td>
</tr>
</tbody>
</table>

SOLU SOUCE

BEST NEW RECORD OF THE WEEK: “Always Together” DELLS (Cadet)
From the Music Capitals of the World

CHICAGO

Odell Brown and the Organizers, a local answer to the Austrian sextet with Cadet Records. Robert Richards, 8th director of the Cadet, was recently in New York to record Ray Bryant. The disc is to be released as a press release.

Salabia Shacklar and the Fat Bear, the newest addition to the newly formed rock label Capitol Records, were recently in Sacramento, Calif., to play on the same bill with the Grateful Dead.

The Rotary Connection's second album was recorded in Tel Mar Studios using the latest modern techniques. Concept 12.

The Motown Records' release of teddy's Leaves Wein er was in the first competition of the Chicago World's Fair Miss Prances contest Sept. 27.

Corbett Monica has opened at Mister Kelly's, featuring with the connection was Chicago singer Marilyn Byrns. The Bubblegum Machine is concluding a three-week engagement at the Rush Rover.

The Happy Man in Shreveport, Louisiana, James Earl is alive and well and living in Paris... Rouston Wells offers Optimel Stee-er's Place on East Walton. The new club features vocalist Hurrice Blake with the Regional Willy Trio. The Afro-Cuban jolt of the MangotamarSeptet is on top at the London House. Joy Andrews has replaced Norman Ross on WGN radio program as the Talkmaster. Ron Schachter

HONOLULU

Lady Soul Aretha Franklin appears Nov. 17 at the Honolulu International Center Arena. She is under the auspices of Arena Associates and is being backed by Paul Diller, NEC-TV and Columbia Records. No other information has been released on the Island of Kauai before returning home to Los Angeles. Makaha Recorders plans a live album with Billy K. and the Seamen at Shiprock John's, the former Holiday Inn in Waikiki. Hula Records will schedule a live LP with Herb Ohna on the subsidiary label. Tiki Records is releasing the artist's Come Home Show at the Riki Records. The show will do a Danny Keilani session at the Waikiki Hilton's luau, the Kabula Hilton Hotel. Tickets are moving at a brisk pace for the club's counterculture event Tuesday (5) at H.I.C. Arena. The Seamen are the only group recorded here for Warner Bros. The group is currently relaxing on the USO tour.

Still looking for a label, the San Francisco-based Cool Records Co. of Japan artists will headline a Crown Music Festival at the Nippon Theater in Tokyo. The singer is Yukio Asako, Takahiro Hatai, and Yakari, who were signed by recording artist John Kay. A addition to the group's children and 20 grandchildren, also attending are Mrs. Esther Edwards, Mrs. Anne Game and, at the far right, Motown star Diana Ross

LOUISIANA

Robert Helpmann, Maggian's West Record's concurrent on original east LP, but Decca's been holding off on a release on Kenney, Maggian Records to release their new version of Don Welles' hit "Makin' Love." The first compilation, the recent release of a fluted "Briken's Most Beautiful," was released July 13.

Decca star Ed Kenney putting the finishing touches on his leading role in the world premiere production of "Tahitian Honey," an original musical by Elaine "Buck" Mackay Jr. and Frances Hill. Hill, who is also working on the "Makin' Love," has been singing sessions on MGM's "The Shoes of the Fisherman," using an orchestra of 101 instruments, the largest big band on MGM since 1951. John Gary will be at the Fairmont Hotel. The concert for 20 weeks, beginning Thursday (3). The Argo, Columbia artists, go on tour with Roger Williams. Bill Medley sings his newest MGM release, "Peace, Brother Peace," on the "Smothers Brothers Show," Oct. 13... The sound track album of Paramount's "Roman and Juliet" will be released by Capitol in October. In addition to the release of Nino Rota's music, the album will have dialogue highlights from the film.

Alex North has begun scoring sessions on MGM's "The Shoes of the Fisherman," using an orchestra of 101 instruments, the largest big band on MGM since 1951. John Gary will be at the Fairmont Hotel. The concert for 20 weeks, beginning Thursday (3). The Argo, Columbia artists, go on tour with Roger Williams. Bill Medley sings his newest MGM release, "Peace, Brother Peace," on the "Smothers Brothers Show," Oct. 13... The sound track album of Paramount's "Roman and Juliet" will be released by Capitol in October. In addition to the release of Nino Rota's music, the album will have dialogue highlights from the film.

The Smothers Brothers, TV's most popular show, will broadcast the "Temptation of the Temptations," a new variety show, on Saturday, Dec. 1. The show will be broadcast live from the London's Great American London. The show will feature musical numbers, skits, and interviews with special guests.

The Smothers Brothers, TV's most popular show, will broadcast the "Temptation of the Temptations," a new variety show, on Saturday, Dec. 1. The show will be broadcast live from the London's Great American London. The show will feature musical numbers, skits, and interviews with special guests.

The Smothers Brothers, TV's most popular show, will broadcast the "Temptation of the Temptations," a new variety show, on Saturday, Dec. 1. The show will be broadcast live from the London's Great American London. The show will feature musical numbers, skits, and interviews with special guests.

Alex North has begun scoring sessions on MGM's "The Shoes of the Fisherman," using an orchestra of 101 instruments, the largest big band on MGM since 1951. John Gary will be at the Fairmont Hotel. The concert for 20 weeks, beginning Thursday (3). The Argo, Columbia artists, go on tour with Roger Williams. Bill Medley sings his newest MGM release, "Peace, Brother Peace," on the "Smothers Brothers Show," Oct. 13... The sound track album of Paramount's "Roman and Juliet" will be released by Capitol in October. In addition to the release of Nino Rota's music, the album will have dialogue highlights from the film.
Columbia Music: A Store For the Serious Musician

SAN FRANCISCO — The professional musician is the primary customer of Columbia Music and Electronics, located here halfway up Market Street, in what would be called San Francisco's Tin Pan Alley district.

The policy of Sid Heller, manager of the musical instrument department, is to keep his entire operation on a level which the pro and semipro are familiar:

"Every one of our salesmen is an expert on at least one instrument and knows its particularities extremely intimately."

This technique enables the store to have personnel who can talk the pro's language because they integrate music in closely into their own lives. "We make ourselves part of the local music scene," said Heller. "We have to know what is happening, because what is happening around town shows us what we should be stocking and how we should be serving our customers."

Heller explained that the final test of a musician often wants a change in sound in the instruments they are using. "But they don't know how to make that change, A specialist, in this case the store's Eddie Regan, knows how to achieve the desired sound. He can often be found down in the lab making the delicate adjustments which the average listener does not consciously catch.

Heller's new merchandising approach is to keep well stocked with all equipment from the best suppliers. This means both instruments and accessories. In some ways, it is more important to be well stocked with accessories than the instruments which the store can build a reputation for completeness. They are also a good forcing agent.

Records are important to instruments since they demonstrate trends in both types of music and instruments. The professional musician, according to Heller, like to buy another's records.

CARROLL SOUND, Inc., is offering its Wind & Storm Sound Effect, a completely mechanical device designed to offer realistic wind and storm sound effect. The user has complete control of the intensity of the effect created.

EDDIE REGAN can often be found in the lab at Columbia Music in San Francisco making delicate instrument adjustments.

DRUMMING IN THE RAIN didn't dampen the enthusiasm of jazz drummer Elvin Jones to the thousands of people at Chicago's first Back-to-School Drum-In, held recently in Grant Park.

The event was sponsored by the City of Chicago's Department of Special Events, and the Chicago Park District and Drums Unlimited, a local percussion shop.

From The Music Capitals of the World

HAMBURG

The well received musical "Prairie Saloon," written by Lotar Ollas and starring Polythor's Freddy Quinn, makes a three-month tour of Austria, Germany, Holland and Switzerland. Polythor has released the 45s "Viva Mexico," which was produced in the A&M studio and sung by Freddie Quinn with the orchestra of Eddie Cano and Los Tres Messienez. Atlantic singer Arthur Conely will make a 14-day tour in Germany beginning October 13.Sir Henry and His Butlers from Copenhagen are in concert at the Ravensberg Theater (19). The Doors (Electric) played two sold-out concerts in Frankfurt.

The MAIN FEATURE of the RMI 140A amplifier, from Rocky Mountain Instruments, Inc., is a separate built-in treble system. Completely solid state in design, the RMI 140A uses two J.B. Lensing 15 in. low and mid-range drivers and two very high frequency high efficiency drivers. Each of its two separate channels is equipped with bass, treble, presence, brightness, reverb and volume controls. The suggested list price is $796.

JBL Issues Two Manuals

LOS ANGELES — Instructions and handy hints on building loudspeaker enclosures are offered in two new manuals by James B. L. Damianov, Inc.’s "Enclosures Construction Manual" CF-802, discusses the basics of enclosure design, the portal enclosure, grille assemblies, typical cabinet construction, joints, bracing and professional finishing techniques.

CF-801 Enclosure Construction for JBL "F" Series Musical Instrument Speakers, provides assistance to the guitar and organ player who is demanding in his needs for quality construction, but prefers to do it himself. Actual dimensions and port sizes are given for typical enclosures.

Both manuals are free from franchised JBL, dealers or by remitting 50 cents for each manual to JBL, 3240 Cunns Avenue, Los Angeles, Calif. 90039.

Shop-at-Home

CHICAGO — The Wurlitzer Co. here has introduced a new shop-at-home service for its customers. By calling Marjorie Aldort, manager of gifts and accessories, a customer may find out prices, request pictures or arrange a showing of any items in the company's line of music accessories.

About 50 per cent of Columbia's business is with the professional musician, which is a relatively high percentage when compared to other stores. The balance is with teenagers who often like to follow the trends set by the professionals.

The more expensive instruments are displayed in a glass case in locked rooms, available only by the salesmen. Customers may try out the instruments in this room, but two soundproofed rooms on the second floor have been set aside primarily for this purpose.

Sheet music also serves as a good traffic builder. The hottest books, books and collections by the most popular groups, are displayed at the store's entrance to entice the casual shopper.

The basic sheet music stock is kept in drawers, alphabetized by title for self-service, and is located adjacent to the instrument section to meet the needs of both the professional and amateur.
Two-for-a-Quarter Pricing?
Kan. Firm Gets 25c Per Play!
By BEVERLY BAUMER

WICHITA, Kan.—Two-for-a-quarter pricing on jukeboxes is nothing new to Mark Blum. For the past two years his firm has been following a practice of pricing jukebox play at one-for-a-quarter.

Five locations, all selected private spots, are one-for-a-quarter, and they constitute about 3 percent of United's total pricing system, Blum said. The firm, a Wurlitzer distributor, maintains 200 music locations in Wichita.

"We have one-for-a-quarter where there are go-go dancers that use music for accompaniment, or just where we have live dancers that use music for accompaniment. Everyone in Wichita uses the one-for-a-quarter system for this type of programming. We have a pricing system of two-for-a-quarter in real nice private clubs where (Continued on page 51)

Rowe Adds
Canadian Branches
WHIPPANY, N. J.—Rowe International, Inc., a division of Triangle Industries, Inc., has opened two distribution offices in Canada, according to a note manager, Fred Granger, executive assistant, extends (Continued on page 48)

Granger Visits Mass. Meeting
AUBURN, Mass.—More than 100 persons were on hand here Sept. 19 for a joint dinner meeting of the Massachusetts coin operators, Fred Granger, executive assistant, extends (Continued on page 48)

New Equipment

Wurlitzer Set to Bow New Model
NEW ORLEANS—Wurlitzer will unveil its new American III jukebox at a series of regional sales meetings, commencing Oct. 2 at the Roosevelt Hotel here. Other meetings announced by manager of sales Robert Bear will be Oct. 4, Summit Hotel, New York, and Oct. 9, Bismarck Hotel, Chicago.

The company will host a cocktail party and dinner the evening prior to the meetings, which will be one-day events. In addition to Bear, service manager B. L. Row and advertising and sales promotion manager D. E. Palmer Jr. will head up the presentations.

Note From Bonnie

CHICAGO—Bonnie York, Music Operators of America administrative assistant, extends thanks for the many expressions of condolence following the recent death of her mother.

BALLY COLOR PLUGS GAMES

CHICAGO—Bally Manufacturing Corp., now involved in a major expansion of its facilities here, displayed another example of the firm's forward thinking last week by advertising a new pinball game in Billboard's four-color section.

The company, known to be in the process of offering public stock, is taking another step toward making the games industry more colorful and exciting. The importance of amusement equipment in the industry is highlighted this year by the fact that Music Operators of America has changed its convention name to reflect the games segment.

POOL FIRMS STIRR INTEREST
IN MOA SHOW
By EARL PAIGE

CHICAGO—John Trucano, Music Operators of America (MOA) convention chairman, was here last week ironing out details and unraveling what amounts to a minor controversy among pool table exhibitors.

MARK BLUM (seated) and son Mark Jr. In right photo, Mel Hammer and Mark Blum. Mark has been in the business since 1929, starting with Star Sales in Valdosta, Ga. He went to Wichita, Kan., to establish United Distributors, Inc., in 1941. Mark Jr. has now assumed the duties of office manager, secretary-treasurer of the Wurlitzer outlet. Hammer is president.

Chicago Coin Six-Payer Puck Bowler
This new six-payer puck bowler from Chicago Coin features six ways to play and has other features that include Bear Frame, which lights up during the fifth frame of a game. Other features include Super Red Pin, giving players a bonus score when a strike is scored in a red pin frame, and a Keep Striking feature. The unit is available for 10-cent or two-for-a-quarter pricing. It is called Americans.

COIN/CIDENTALLY
Regional Trade Assns. as Clearing Houses for Requests

Fact 1: Jukebox programmers have a constant need for good service on requests.

Fact 2: Regional trade associations are constantly seeking new ways to serve their memberships.

Sometimes two disparate facts such as these can be combined to form a good idea. Such might just possibly be the case with the apparently disconnected problems of supplying requests and association services.

Could national coin machine industry trade associations, as has been suggested several times from various industry sources in the past, serve as clearing houses for requests?

For at least two important reasons, industry conditions are now new and ideal for some type of clearing house for requests under regional association auspices. First, coin machine trade association interest and involvement are at all-time high.
Regional Trade Assns. as Clearing Houses for Requests

Continued from page 45

Regional trade associations are clearing houses for requests, a trend that has been taking place. Why not let these parallel trends intersect?

In discussing the procedural particulars of such a clearing house, it should be pointed out early that the program would be far too cumbersome on a national scale to be useful to most programmers. Fulfillment would require months when most programmers, though they'll wait weeks, are jealous of even a day's delay. Moreover, costs at the national level would soar.

It is only at the regional level that the clearing house concept appears realistic. Not only are logistics simplified, programming patterns, hence product needs, are likely to be more standardized and in common.

Simply, here is how a regional request clearing house might work. Let's say the West Texas Music Operators (WTMO), selected because it doesn't exist, meets in its annual convention at San Antonio and votes to set up request clearing house program. Without too much pressure, one of the larger operators volunteers his programmer as "Request Central" for one year. All members wishing to participate in the clearing house program drop $10 into the WTMO treasury to cover mailing and handling costs. (Think about it: how much time, gasoline and nervous energy have you burned running around to dealers, distributors and one-stop looking for hard to find requests?)

As many as three one-stops, two distributors and several dealers eventually are worked into WTMO's clearing house program.

The week after the annual convention, "Request Central" receives 31 requests by mail and telephone. He lists the requests linked with name and address of the requesting firm and mimeographs a "Search Circular" that is mailed to all clearing house participants. This "Search Circular" is mailed out each week. Participants who find a sought single in their shelves send it directly to the seeker, with a bill. Payment is made directly from the seeker to the source. No billing or payment is handled through "Request Central." Since one-stop, dealers and distributors also receive the "Search Circular" from WTMO, they become highly cooperative and fruitful participants in the clearing house.

"Request Central" continues to run a particular request each week, for a month unless the seeker sends a "Stop Search" notice.

Some clearing house participants receive one or more excess copies of a sought item. Usually they pay the excess without an eye toward expanded or future use of the material. A year passes, and at the next annual convention of WTMO another operator volunteers his programmer as "Request Central." Even the crudest clearing house plan outlined here would go far to expedite the working of mere oddities into the nation's programming and the plan sketched here is only one of many that might work.

Having playfield problems?

Eliminate warping and breaking with new

Marquee by Fischer

with honeycomb playfield

The ONLY coin operated table with a playfield guaranteed for 5 years.

Guarantee covers warpage and breakage for a period of 5 years to the original purchaser. Same quality as the REGENT:

100 Series 56" x 101";
90 Series 52" x 91½".

FISCHER MFG. COMPANY, INC. TIPTON, MO. 65081 Phone: 816-433-5531

Copyrighted material
Pool Firms Stir Interest In MOA Show

Sixty-one exhibitors using 134 booths find MOA renting exhibits for the first time in years, Trucano said.

The MOA show, always exciting, will be further enhanced this year by a controversial seminar on coin and pin tournaments. It is in the area of tournaments that Trucano discovered still more controversy.

"One firm approached us about holding a tournament in one of the hotel rooms," Trucano said. "MOA is not in the position of sponsoring the activities of one company.

"We're trying to be as fair as possible to all exhibitors. We told the firm it could hold a tournament in the booth as long as it was confined to MOA members. As long as an exhibit is in good taste, MOA tries to keep from making too many hard and fast rules," Trucano said.

Trucano acknowledged that the firm in question, U. S. Billiards, Inc., had by its announced plans, caused other pool-table makers to complain. Additionally, there will be 10 pool table exhibitors.

The Deadwood, S. D., MOA vice-president said the Sherman House, still involved in a massive renovation program, had completed remodeling its public rooms and will have the lobby renovation completed by Oct. 11. "They have remodeled about 120 per cent of the rooms," Trucano said.

Trucano, working with executive vice-president Fred Granger, said the annual banquet will be at least three hours long. While it was stated earlier that only one artist from each label would perform, this rule has been relaxed.

Granger said advance registrations are coming in so fast that MOA has decided to handle all that arrive by Oct. 4.
Granger Visits Mass. Meeting

Bally Big-Ball Bowler

The Bally Manufacturing Corp. has commenced production on the above big-ball bowler because, according to president Bill O’Donnell, “there is a world-wide demand for big-ball units.” This machine, called 1969 Super Bally Bowler, incorporates such features as Bally’s true bowling action, full-round pins that fly in any desired direction, depending on the angle at which the ball or pins strike. “No electrical rollers are used on the alley,” O’Donnell said. “Action is 100 per cent mechanical, and the pins are cleared off the alley with the snappy speed of real pins on a real alley.”

New SIDE-MOUNT MODEL

(Miniature Bowling Finish)

- Ten-faced Scoring 15-21 and/or 50 pins.
- $95.50
- F.O.B. Chicago.

Each model also has these features:
- 10-12’er or 3-faced by simple plug switching.
- Also 2 for 55
gry.
- Easily serviced.
- “Come Back” Light flashes on end of game.
- Large metal coin box—holds $500
in coins.
- Tertiary 12½, dip, bull. C.O.D. or S.O.D.

MARVEL Mfg. Company
210 W. Fullerton, Chicago, Ill. 60667
Phone: 212-4224

COIN MACHINE OPERATORS INTERNATIONALLY:

It is my pleasure to announce that on November 1, 1968, Bill Frutting and I will introduce a new coin-operated phonograph, THE CAMERON.

We have known for a long time that the economics and demands of our industry have changed drastically. Instead of taking the phonograph as we know it today and revamping it, we have been able to start from the beginning and construct a totally new concept to fit today’s market.

We personally invite you to see us at Booth 38, M.O.A. Exposition in Chicago, October 11, 12 and 13. Dick Murphy will also be in attendance.
Massachusetts Meeting

ASSEMBLED GUESTS at the meeting last week of both Massachusetts coin operators associations attended by executives from many parts of New England.

Russell Mawdsley (left) and Ray Barker address gathering of Massachusetts operators and those from surrounding States during one of the first such gatherings last week in Auburn, Mass.

Eyerman Heads Ohio Association

COLUMBUS, Ohio—Members attending the annual meeting of the Ohio Automatic Merchandising Association of the National Automatic Merchandising Association (NAMA), held here recently at the Sheraton-Columbus Hotel, elected as their president, Joseph Eyerman of ARA Service. Other officers elected were Harry Russell, Automatic Canteen Co., secretary, and Dan McKinney, McKinney Bros. Vending, Inc., treasurer. D. H. Plassman, Maumee Valley Vending Co., and Ron Reinhardt, Reinhardt Vending Co., were elected to the association's board of directors. Russell was re-elected to the board.

New Equipment

Midway—Dog Fight Target Gun

"Overheard, two planes are attacking. On the ground, steel-clad tanks, their guns bristling, charge over the trenches. The sounds of gunfire, cannon exploding, screaming engines... " This is how description of the action incorporated in this new target gun from Midway Manufacturing Co. The unit is shown with a stool accessory which. Midway's Ross Scheir said, increases the revenue on gun games as much as 25 per cent.

Robert Taran Now Heading Jupiter Firm

MIAMI—Coin machine statesman Sam Taran, once the largest independent distributor in Florida, has turned over the bulk of his coin machine business to his son, Robert Taran, who owns exclusive importation rights to the French-based Jupiter jukebox line in the U. S.

Now a financier, the 70-year-old coin pioneer shares operation of Taran Enterprises with his son, also in the finance business, who has controlling interest in a Latin record company and a marine chemical complex. "The success or failure of the Jupiter line," Bob Taran speculated, "depends mainly on the ability of the French factories to produce for the American market." Taran hinted that the French might not understand the demands of American marketing. "The quality of the machine is terrific," he added. "But Jupiter will have to meet production time. Sam Taran, a former boxer, quit the ring at 22 with over $50,000, which he parlayed into an even larger fortune as an automobile salesman in the early 30's. When the depression struck, his winnings and investments cushioned the blow. Then, a loan of $2,000 to a relative in the nickelodeon business involved Sam in coins when the loan grew to a $30,000 debt through mismanagement. From these shaky beginnings as the Mayflower Novelty Co., Minne- apolis, Taran built a worldwide distributorship, and in 1945 moved his distributorship and office to Florida, where Taran Enterprises mined profits in the Southeast and Caribbean until the elder Taran liquidated temporarily in 1962.

Today, Sam Taran counsels his son's coin operation and his own finance business which has invested an initial $150,000 in Pachito Records, a Latin label run by a knowledgeable Cuban refugee. In addition to playing golf with 12 handicap, invented the clubs he plays with. So while Bob Taran is working "to effect a rapport between manufacturer and operator," Sam Taran is back where he began—an athlete with a bold inclination for gambling.

All Machines Ready for Location

American Indy $145
Texas Ranger 276
Monster Gun 295
AMI Continental 2-200 165
AMI Continental 2-200 250
LPC 1 Sebring 645
Sebring Electric 845
Sebring Connoisseur Copper Tone Wall Boxes 185 ea

Cable: LENIO
Tel: W. 9219

2084-2085

Regulation with "BEER FRAME"

Beer Frame Lights Up During Game in Fifth Frame

KEEP STRIKING FEATURE

If player makes a strike, he keeps bowling until he misses. Strike values vary each frame.

Chicago Coin's New 6-PLAYER PUCK BOWLER

American

6 WAYS TO PLAY!

SUPER RED PIN

• Regulation
• Flash-O-Matic
• Dual-Flash

Ways of PROVEN PROFIT MAKERS Since 1931

Special Offer

PROVEN PROFIT MAKERS

Also in Production:

CHICAGO FOURM MACHINE DIV.

CHICAGO DYNAMIC INDUSTRIES, INC.

3720 W. RIVERVIEW BLVD. CHICAGO, ILLINOIS 60614

October 5, 1968, Billboard
Rake Hosts 40th Anniversary Party

HERB GOLDSTEIN (back to camera) chats with Richard Rake and two bulk operators outside the Rake firm in Philadelphia. The distributing firm comprises 3,000 square feet of space and is one of the most neatly arranged facilities in the trade. The two Rake boys are third generation. Joseph Rake founded the firm 40 years ago and his son, Nathan Rake, carried on the business. Over 125 operators and industry principals visited the firm during the open house.

ROBERT GUGGENHEIM shows Alan Rake a new 25-cent capsule Karl Guggenheim is now manufacturing.

JAMES SPIRT, partner with Dan Creel and David Nixes. The young trio, all college graduates and 23 years old, formed a company they call Three-Way Vending.

Rake Inspires Young Vendors

PHILADELPHIA—Alan and Richard Rake, young owners of the 40-year-old Rake Coin Machine Exchange here, typify what many point out as a "youth movement" in bulk vending. A number of young bulk operators were among guests at Rake's recent open house. Included were James Spirit and Daniel Creel, two members of a new three-man company. All three are college graduates and 23 years old. Spirit majored in economics, Creel in accounting, and the third partner, David Nixes, majored in business management. The trio started out with two machines last February. Now they have 35 and are plowing back all profits into the purchase of more machines. They also want to enter cigarette vending.

"We became interested in bulk vending because we realized you can never be successful working for others. It appeared that bulk vending required little time for the amount of income involved," Spirit said.

The boys found Alan and Richard Rake very helpful, Spirit said. Their firm, called Three-Way Vending, has been setting new locations. The commission arrangement is averaging 23 percent.

Spirit said that new gas stations, golf ranges, laundries and other stores were among the best potential locations. "We are also finding children's shoe stores work out well."

Mass. Meeting

HOLYOKE, Mass. — The board of directors of the Massachusetts Coin Machine Association will meet in two weeks, according to Russell Mawdsley, executive vice-president. A general meeting, which will include an election of officers, will be held within 30 days in the Boston area.

Continued from page 45

"they dance to jukeboxes," Blum said.
From one-thousand to one-half of United's total pricing system is two-for-a-quarter: "There are 15-cent hamburgers and there are 75-cent hamburgers," he said. "Prices depend on the clientele. I believe in giving extra plays for larger coin denominations. If music plays continually, it can be played cheaper.

Blum pointed out that 10 years ago music was priced at six for a quarter. The past, he said, has been "pretty good." But today's operator must contend with costs that increase continually.

If equipment expenses and salaries continue to rise in the future the same as they have the past decade, it may take one-for-a-quarter plays to make a profit, Blum said. Other measures might also be necessary.

Blum believes improper music selection is the most common mistake made in Jukebox programming. When first setting a location, records of all categories should be used. Afterward, the programmer should follow the popularity meter on the machine, Blum said.

Byron Waggoner has been Blum's programmer 27 years. Waggoner believes a programmer's success comes largely from following popularity meters. Except in adult clubs, Little LP's play a minor role in his program. "Little LP's are old standards and they just don't play any other place but mature night spots. We might as well face it—it's a kid's market and 90 cents out of every dollar comes from the kids."

Coinmen In The News

Detroit

Jack Osley, manager of D&P Service, is associated with two new locations in a week while his boss, John Durler, was vacationing at Drummond Island in Northern Michigan. These were new owners who came to the city next way through reference by other satisfied location owners. Durler, head of A. P. Saure & Son, has recently bought the stands at both Edgewater and Willow Lake amusement parks, and is spending much of his time in personal supervision of these new acquisitions... Keith Hunter, who was with Shaffer Music for 14 years, and joined Empire Coin Machine a year ago, is the proud father of a girl, Ann Marie, born Aug. 14.

Canadian Branches

Continued from page 45

Toronto office at 5233 Dundas Street West, Islington, is also headquarters for Hawkwood Sitesley Canada, Ltd.

Heading up the two offices is Ronald Murray, 41, who has held a number of key positions with Canadian firms, including a stint of several years with Allard L. Services, Ltd. The offices officially open Sept. 30.

ON TO CHICAGO!

Friday, Saturday, Sunday — October 11, 12, 13 — Sherman House Hotel, Chicago

Three Days of Exhibits and Special Events

Expo Son

Friday, October 11

9:00 A.M. to 3:00 P.M. — Exhibits Open
12:00 Noon — Ladies Luncheon
2:00 P.M. to 6:45 P.M. — Seminar on Operating
5:00 P.M. to 6:00 P.M. — Games Tournaments

Saturday, October 12

9:00 A.M. to 5:00 P.M. — Exhibits Open
12:00 Noon — Ladies Luncheon & Membership Meeting
11:00 A.M. to 1:00 P.M. — Hospitality Suites Open in Evening

Sunday, October 13

10:00 A.M. to 3:00 P.M. — Exhibits Open
6:00 P.M. to 7:00 P.M. — Cocktail Hour
7:00 P.M. to 1:00 A.M. — Gala Banquet & Show

Exhibitors from around the world — the U.S., France, Italy, Germany, Japan — representing all facets of the coin-operated music and amusement industries and allied industries.

Music Operators of America • 228 N. LaSalle St. • Chicago, Ill. 60601 • (312) 6-2810

Schoenbach Co. • Manufacturers Representative

Arkansas • Louisiana • Mississippi • Alabama • Florida

Crossley's Hardware Distributors

MACHINES GREAT TIME SAVER! COIN WEIGHING SCALE $24.95

HOT-RODT 10 CAR CAPSULE MIXES

Coke, Pepsi, 7-Up (300 per box)

ORIGINAL DERMALITE 300 per box (312) 326-1802

DURAPAK Dish Mix 500 per box

SCHLITZ 350 per box

TEN-46 Cider Mix 500 per box

WEIGHTING SCALE

Lemon-Lime Mix 500 per box

314 Cider Mix 300 per box

27 Orange Mix 300 per box

COOL-SHIP 500 per box

Hot Drinks 500 per box

R-34 Apple Mix 500 per box

Coors Beer Mix 500 per box

RAM & TIDE MIXES & ITEMS

From 11.50 to 35 per box (312) 326-1802

PARTY SUPPLIES, SODAS & GLASSES

SUGAR, SALT, LEMON & LIME

27 CHARMA MIXES & ITEMS

From 11.50 to 35 per box (312) 326-1802

PRINTED BY AMERICAN RADIO HISTORY

1000 W. LACKLAND AVE. CHICAGO, ILLINOIS 60624

www.americanradiohistory.com
Coin Machine News

KANSAS

Vacation time found Ivan Martin, owner of Martin Vending Corp., Winfield, spending 14 days in Wisconsin and Minnesota, with a stopover 10 days in Denver and New Mexico. One of the Martin's daughters, Mrs. Key Highley, is living in Kansas, Alaska, and likes it real well. Ray's husband, a lieutenant in the Navy, was stationed in Alaska Aug. 1. Another Martin daughter, Mrs. Carol Casey, is in Pakistan, Okla., where her husband is principal of a state school for blind children. Third daughter, Pam Martin, is working as a bookkeeper in an Oklahoma City firm. Dean Martin, in the coin machine business 23 years, started in Winfield. In 1955 he opened a business in Winfield. He's now in full-line vending, with four employees. Ivan is enjoying some additional operating room. He purchased an adjoining business, more than doubling his shop space. He keeps involved in organizations, and belongs to the Elks, Moose Lodge, Shriners, Masons, and the country club. He has served as a director of the country club in Winfield 12 years.

The Dean Gessell family of Emporia Music Service, Emporia, spent their vacation in Bates Park, Cola., and St. Louis. Their oldest son, Randy, 16, recently finished work on his Eagle award. Randy is on the debate team at Emporia High and is also going out for basketball. The Gessell twins, Scotty and Randy, 11, are in the Scouts too. Scotty is going out for football. The twins are eighth graders. Dean Gessell still makes his way to the golf course and bowling alley. Does pretty good at both. He and a partner took the city league doubles championship. Dean belongs to the American Legion, Am Vets, and the Eagles. He's a committee chairman for the Emporia Roy Scout Troop No. 127, First Christian Church. His wife, Frances, has marked her fourth year of employment with the county treasurer's office, where she sells auto licenses. She belongs to the Junior Parliament Club, a federated club, and likes to raise roses as a hobby. The Gessells are enjoying a new Dodge Polara.

P. W. (Tony) Beale, Atchison, a brand new member of Kansas Amusement and Music Association, says life can get pretty hectic because he happens to run a dairy business as well as Commercial Vending Co., and Acme Music. With brothers Joseph and James Beale, he operates Tony's Dairy of Atchison. He has 26 locations in vending and music. Beale belongs to VFW; Knights of Columbus, American Legion, and Music Operators of America. He and his wife, Jeanette, have five children. Stephen, 19; David, 18; Barbara, 15; Janet, 13; and Nancy, 11. The Beales are avid golf enthusiasts. They are looking forward to a winter vacation. Maybe in Florida in January or February.

Another brand new KAMA member, Loda Sullivan, Lyons, in the coin machine business 24 years, claims this record: he has never had a single employee in all these 24 years. Sullivan has eight music box locations, four pinball locations, five pool table locations, and nine cigarette machines. For recreation Sullivan likes fishing on the creek bank for crappie, drum, and bass. Mrs. Sullivan likes dancing, and also does catering at the country club as a hobby. Sullivan is a member there.

From a convention of the American Medical Association in Aspen, Colo., Daughter Colleen and her husband recently went to Branson. Mo., where they attended a campers convention. - Dan Fooshee, Bel Dorado, and the new president of Kansas Amusement and Music Association, attended a family reunion in Bellingham, Wash., recently with his four sisters and two brothers. The Fooshees got in some salmon fishing in Washington. Their son, Monty Stewart, is working as a chemical engineer for a Tulsa oil firm. Daughter Becky Fooshee is a senior in high school and son Rollin Fooshee is a high school sophomore. Becky is taking a course in Junior College. She wants to study apparel. Rollin is on the high school wrestling team.

The Fooshees' hobby is camping and fishing at Toronto Lake. They have a camper. Mrs. Fooshee likes to sew for a pastime. Dan has been doing a lot of swimming this summer. The El Dorado Municipal pool is just 100 feet from the Fooshee home. It's a great attraction for the Fooshee teenagers. . . Daughter Becky recently was elected high school cheerleader, a post she also held last year. Dan belongs to the El Dorado Moose Lodge and the American Legion.

BEVERLY BAUMER

Now at your Distributor!

A Bally Flipper-Zipper Game

New Back-Track Action

Thumper Bumpers bang balls back for duplicate drive through top scoring top channels. Skillful flipper shot or lucky slingshot drive propels balls back through Rock Crusher Alley for a thrilling repeat performance on the lively score-o-playfield. Back-Track action means more play, more profit.

Extra Free Balls

1. Double Entry to Free Ball Alley gives player extra opportunity to get free ball when Gate is opened by skill shot.
2. Easy flipper shot into Rock Crusher Alley bounces ball through "always open" Free Ball Gate. Fast shot sends the ball on another wild trip down the playfield.

One, two, three or four can play.

Standard Model

Add-a-ball Model

See your distributor or write BALLY MANUFACTURING CORPORATION • 2640 BELMONT AVENUE, CHICAGO, ILLINOIS 60618, U.S.A.
UK Trade's Plea On Price Fixing

By GRAEME ANDREWS

LONDON—The record industry has long maintained that minimum pricing on its product will cause havoc to the tobacco industry by the Restrictive Practices Court. This follows the surprise announcement Tuesday (24) by the tobacco industry of its case, which was due to be heard in October. - 

The tobacco industry won a case before the court for keeping price fixing, the tobacco manufacturers' decision has caused anxiety among some smaller record dealers in the U.K.

The cigarett companies had planned to base their case for setting minimum prices on the argument that price slashing weakened their ability to sell record sales through supermarkets, putting small retailers outside of the market and thus inconveniencing the public by reducing the number of potential buyers.

Record industry chiefs say that lawyers working on the preparation of the case have learned how to manufacture a more-than-even chance of winning the case by emphasizing the economic value of the present policy.

The companies that wish to continue the present practice of tobacco manufacturers not allowing record companies to market their discs through tobacco retailers, will do so by the Restrictive Practices Court in London. The court will only take into consideration the general effects of cutting on the public. It is not concerned with the specific reasons for fixing prices.

The court record is expected to come to the court at the beginning of 1969 and the major companies are uncertain that they will be able to continue with it.

The three biggest tobacco companies announced that they had ditched their defense of price maintenance because of the "unequitable legal advice."

MCA Holds Sales Meet in U.K.; Plans Drive on Country Product

LONDON—MCA held its first sales conference as an independent record operation in this country Sept. 18 to announce plans for a massive campaign to boost British sales of country music.

Peter Rodda, the company's senior marketing director, told delegates that albums which would be featured in the October country-country tour would include LPs by Conway Twitty and Loretta Lynn, cited as evidence of the grass roots movement for country music in England. The fact that Loretta Lynn was the only one single issue here, has a fan base in the U.K. of 3,500.

Mike Sloan, MCA's artists and repertoire director, told delegates that artists the company had broken and stressed the importance of recording albums as the sound-track album of the film "Tennessee's Partner" and a joint album by "Hieronymus Merkin" and the cast album from "Sweet Charity." MCA's VP and company relations are on MCA in the coming months would feature Lenny Dore, the Mirettes, Sandy D'Are and Joe Brown.

During an open forum session, Radio Luxembourg's managing director Geoffery Everett spoke about the change in format recently employed by his company and complained how "MCA's" LPs can be best benefit from the new approach.

Robinson, classical artists and repertoire director, said that with the November issue, classical releases on MCA now numbered 23.

These releases, he said, had been chosen with care to help MCA build a classical image. From January on, all classical issues will be in stereo only and there would be no further releases from the Brunswick catalog.

Plans were being currently set for the introduction of a monthly label next year, probably in February. The catalog for this label would be taken from issues previously available here on Brunswick but there would also be a few new ones on the lists.

Highlights from future releases include Bach's "Tempered Clavier," played by Rosalyn Tureck, to be issued in stereo for the first time on six LPs; a coupling of the Britten and Dallas piano concertos; Beethoven's "Mass in C" as done by Dave Brubeck, and the Cincinnati Symphony Orchestra in June at London's Royal Festival Hall.

Polydor Tops In 25 Awards

LONDON—Polydor Records and its associated labels scooped 25 of the top awards in the annual music poll conducted by the music weekly, Melody Maker.

Atlantic/Polydor artist Aretha Franklin was voted the world's top female singer, and Bob Dylan scored two international firsts, being voted top male singer and achieving first place in the LP poll with his album, "John Wesley Harding."

In the British section, Poly- dor/Macmillan artist Julie Driscoll took top place in the girl singer poll and was also voted top personality, brightest hope in both international and national sections.

International and national award for top musician went to Polydor's Eric Clapton. John Peel's "Top Gear" was voted the top radio show, and the top British single award went to the Hollies for "Jumprope."
DGG Sales Parley Scores Direct Hit

BERLIN — Record company directors and sales managers from around the world met in the Deutsche Grammophon 70th anniversary sales convention in July.

Using the slogan “Direct Hit,” “Deutsche Grammophon unveiled its new product in the Berlin congress hall to an audience which included Erich Renn (Polydor, London), Alan Bates (Polydor, London), Hans Scherdt (Polydor, France), Tom van Holstein (Holland), Gerhard Gehardt (Australia), Eugen Volkmann (Polydor, Germany), and promotion manager Lawrence Tasker.

President for DGG were general director Kurt Kinkeldey, director of the Berlin office, and chief Heinz Holle and product manager Mike von Winterfeldt. Weaver said delegates that Polydor is releasing a Jubilee sampler album at $2,50.00, which will feature some of the most famous songs of today.

CBS LONDON sales manager Carl Denker at the company’s recent annual sales meeting in London, who spoke about the success of CBS’s overseas affiliates. From left: Denker; Hasluck Tewson, managing director Norsk Phonogram Norway; John Fabray, editorial director, Philips-Schweiz; Winterfeldt; Fredriks, Scarce, Winterfeldt; Musique; Carl Dennis and Tony Hunt, export department, London.

(continued on page 57)

MM Italian Distrib, Launches
150,000 LP Sales Goal Drive

MILAN—Messaggerie Musicale, the Milan record distributor which handles CBS-Italiana, CGD, and Fidelity, Derby Festival, Festival, which he headed until it was bought by Patrol-Freres Ltd. He had his first transatlantic contacts in 1938 when, as head of a new company, Art Techniques et Commerce (Arteco), he acquired the Columbia Broadcasting System license for France and formed the French division of the company. He was made honorary chairman of the company in 1960.

His interests in promoting the industry as a whole date back to 1920 when he became president of the Paris-based company, Syndicat National de l’Industrie et du Commerce du Disque, consisting of French record manufacturers (of which he was honorary president since 1958).

From 1952 to 1954, Bernard was president of the International Federation, and the management of the Federation was carried out by the Legion d’Honneur in 1933 and was made an officer of the order in 1951.

October 5, 1968, Billboard

EMI Operation Will Be Set Up in Norway

OSLO — Beginning April 1, 1969, EMI will start its own operation in Norway. For years EMI product has been distributed exclusively by the Carl M. Iversen company.

This move means that Portugal will be the only country in Europe which EMI will be operating through general distributors (the Valentin de Carvalho company).

Hans Ro, formerly managing director of Carl M. Iversen, will head the new EMI operation, EMI Ltd. Norsk A/S, which will have its main offices at Prv-141, Oslo 9, the present headquarters of the EMI pressing plant.

The Carl M. Iversen company, 50 percent of whose turnover is derived from distribution of EMI product, is also the largest importer and wholesaler of musical instruments in Norway, which includes, among others, Es-ter, Danoys, Primier and Bosse. Also, interests in retail shops and import/export business.

Since taking over distribution of EMI product in 1960, Carl M. Iversen has built up turnover to a point where, in 1967, EMI had a turnover of 85,000 kroner, a 40 percent share of the Norwegian singles market and a 23 percent share of the LP market.

John Poole, formerly general manager of EMI’s English label, who has two years experience as marketing director for the Scandinavian operation, is now appointed to join Carl M. Iversen as general manager of the new EMI operation. He will be negotiating with distributers for foreign labels and wholesalers.

The new EMI operation, according to Poole, will be a "new" company with all facilities, including record pressing plant, marketing and distribution.

(Continued on page 55)
**British Decca Offers 1st Complete Ring Package**

LONDON—For the first time the complete recording of Wagner's "Ring" will be packaged in one set, British Decca will issue the set, together with a live performance in the opera's original setting, in a special box. The set will be on the market before Christmas and will retail for $100.

Announcement of this new package, which was independently released as "Ring" albums, at Decca's annual conference held Thursday and Friday, Sept. 19-20, at the company's West Hampstead, London, recording studio complex, was produced by John Cuthbert, now head of music for BBC-TV, and conducted by Georg Solti, took seven years to record. It will be released here in stereo only.

Ayles has also slated May for a special push on Man- tovacci's opera. Mantovacci will also be used on the albums of gypsy music, horns tunes and Doña Anna. The complete catalog is also being promoted by a Christmas release sampler album.

Decca is introducing a new money-saving system of differenti- ated sales in the United States for albums.

LONDON—Decca, the company, is launching a massive sales campaign here for the original soundtrack album from the film, "Olivia," the company's first U. K. annual sales plan.

The film, which had its Lon- don premiere recently, is based on the popular novel by Henry Kuttner and features a musical score by Lionel Bart arranged by Johnny Green. The album will be available later this month and will be released in a special double-fd lie edition at 43 shillings. The company expected the importance of the film to de- ferred said and the company con- fident that the album will achieve the same sales suc- cess as the film itself.

Ayles announced a future RCA product by Peter Nero, Harry Belafonte, Hank Lockin and David Ross. The single, "Beverly Hills L.P. from Jim Reeves, "A Touch of Class," is now in stores.

Earlier in the conference, Terry Oates of RCA's artists' development division, intro- duced the American composer Alan Wilson, who has been in England for the past five years, and prior to a continental tour, and numerous other projects. Wilson's British record product from RCA by new British artists, the Chieftains, the Flies and Clodagh Rodgers, the singer who recently appeared in the film "Olivia," were introduced to the builders in America of the Arcadia pop group. Oates said that a major debuting single in Britain was told delegates of the build-up in America of the Arcadia pop group.

Introducing RCA's classical product, Bob Angles said inde- pendence had brought telling trouble, but the company could manage considerable headway in this market provided they could present the public with what it wants. RCA has artists with household names, he said, such as Julian Bream, Rubinstein and Tos- canini.

November releases include Andre Previn conducting the London Symphony Orchestra in a selection of works by Rims- ky-Korsakov and Tchaikovsky; and the first recording ever on the Harry Williams' sym- phonies.

Also in the releases was a new Janin Bream recital which in- cluded a piece by Julian Bream called "Introduction and Fanfare," which was used in the closing number at the Alde- bury Festival, a recording with the Russian National Orchestra and the "Jupiter" of the English Virtuosi conducted by Eliahu Inbal.

In the low-priced Vierdor Records lines of records, Rosini overtures by Reiner and the Chicago Symphony Orchestra; a recital of the barrel-bass Lawrence Tibbett; the famous complete recording of Puccini's "La Bohème" by Tullio Serafin; and a recital by the soprano Zinka Milanov.

Bob Angles introduced "as a Christmas bonanza" a new re- cord of Christmas carols and overtures. Igor Bukofker, the con- ductor on the recording, had been involved in the recordings which was the first attempt to commercially issue the Russian choral traditions with a variety of international interests, the Rus- sian national anthem, military marches, and a total of 250 performers.

**Requiem' Accentuated By British Decca**

LONDON—Presenting British Decca's full-price classical product promotion, the first major promotion, made a special feature of the new re- cord, a special promotion conducted by Georg Solti and produced by John Cuthbert. He also referred to the recording of Benjamin Britten's opera, "Billy Budd," which was achieved at high sales although it has only been on sale less than a month.

Highlights from new issues include the recently released in Donizetti's "Daughter of the Regiment," recorded in a sensational performance at Covent Garden in the opera. Richard Attenborough was also concerned with a new release of the Handel's music, including "Arrival of the Queen of Sheba."

Peter Foster (Continued on page 63)

**RCA to Give 'Olivec' Giant Push in U. K.**


LONDON—RCA is mounting a massive sales campaign here for the original soundtrack album from the film, "Olivia," the company's first U. K. annual sales plan.

The film, which had its Lon- don premiere recently, is based on the popular novel by Henry Kuttner and features a musical score by Lionel Bart arranged by Johnny Green. The album will be available later this month and will be released in a special double-fd lie edition at 43 shillings. The company expected the importance of the film to de- ferred said and the company con- fident that the album will achieve the same sales suc- cess as the film itself.

Ayles announced a future RCA product by Peter Nero, Harry Belafonte, Hank Lockin and David Ross. The single, "Beverly Hills L.P. from Jim Reeves, "A Touch of Class," is now in stores.

Earlier in the conference, Terry Oates of RCA's artists' development division, intro- duced the American composer Alan Wilson, who has been in England for the past five years, and prior to a continental tour, and numerous other projects. Wilson's British record product from RCA by new British artists, the Chieftains, the Flies and Clodagh Rodgers, the singer who recently appeared in the film "Olivia," were introduced to the builders in America of the Arcadia pop group. Oates said that a major debuting single in Britain was told delegates of the build-up in America of the Arcadia pop group. Oates said that the only British major that does not subscribe to the theory that with there is no need for separate monaural and stereo releases. In the RCA classical albums will be packaged in a red inner bag and stereo albums in a blue audiophile outer jacket will have a small hole in them to permit record dealers to see the color of the bag inside. The outer sleeve will print both the monaural and stereo album. Previously sleeves have been printed separately with mono or stereo numbers, and Decca publicity chief Maurice Roach claims the new system, which has been patented, would have saved Decca $36,000 in the last year alone.

Discussing the conference, Mervyn Solomon, bow of the Belt- based Irish label Emerald, said RCA's "Ring" recording in his new low-priced line, Gen. The RCA "Ring" sales shows that his product is aimed above all at the three million Irishmen living in the British Isles.

He also announced the sign- ing to Emerald of U. S. country singer Maggie Singleton.

**New York**

Sergei Mendelssohn & Brahms 4th, A&M group, are set for their first week in the (Continued on page 57)

From the Music Capital of the World

**Tokyo**

Tony Bennett is having success on his first tour Japan. Sony's CBS recently released a Bennett album, "Tony Bennett Sings San Francisco." Bennett is having success in Europe as well. He has been performing his songs after his opening performance on the "Go To Rome," where he is one of the stars. Bennett has also sung in San Francisco and he is scheduled to perform in London next week. Bennett is also scheduled to perform in Tokyo on October 15, 1966.

**Memphis Chief Eyes U. K. Office**

LONDON—Chris Matthews, president of the Memphis Ammendment of the American Federation of Musicians, N. Y., arrived in London Sept. 19 to establish a London office for the company.

Matthews is seeking a general agreement for the exchange of supervising publishers and producers and to seek new talent. He is also involved in the promotion of the satire film "Carry On, Iceland" and the scoring and written music by Matthews and is set for release next year. The score is played by the American group, the Glass.

**(Continued on page 57)**

**October 5, 1966, Billboard**
LONDON

After three and one-half years of preparation and a budget of $25 million, the "Music of the World" has finally been released. The album, which is said to be the most expensive ever made, includes works by some of the world's greatest composers. The album is divided into five parts, each devoted to a different continent, and contains a total of 75 recordings.

The album was produced by Sir Douglas Fairley, who has previously worked with such artists as the Beatles and the Rolling Stones. Fairley, who is also the founder of the Fairley Music Company, said that he wanted to create an album that would reflect the diversity of music around the world.

"This is not just a collection of star performers," Fairley said. "It's a celebration of the music of the world."

The album features works by composers from all over the world, including Beethoven, Mozart, Bach, Wagner, and Tchaikovsky. The album also includes a number of world premiere recordings.

In addition to the recordings, the album includes a large color insert, which features photographs of the artists and a map of the world. The insert also includes a special feature on the history of music, from ancient times to the present day.

The "Music of the World" is scheduled to be released on September 21.

-- Continued from page 55

MILAN

Derrick J. Coupland, Far East supervisor of the Decca Gramophone Company in Singapore, has returned to London after a 2-year stint in the Far East. He has been appointed to head the new Far East division of the company. Coupland, who is a native of New Zealand, has been with Decca for 10 years. He is married and has two children.

-- Continued from page 54

BILLBOARD

Face the Music

In this month's issue of Billboard, we feature an article by music critic Robert Christgau, who discusses the state of the music industry. Christgau, who is a frequent contributor to the magazine, offers his thoughts on the current state of the industry, including the impact of technology on music production and distribution.

Christgau says that the rise of digital music has had a profound impact on the industry, changing the way music is created, recorded, and distributed. He notes that the rise of streaming services has led to a decline in sales of physical media, such as CDs and vinyl records.

"It's not just about the music," Christgau says. "It's about the entire business model."

Christgau also discusses the role of technology in music production, noting that advancements in digital technology have made it easier for musicians to produce and distribute their own music.

The article also features interviews with several musicians and music industry executives, who share their thoughts on the current state of the industry.

-- Continued from page 16

GERMAN SINGER UDO JUERGENS held a floating press conference at Munich on his start of his month's tour of West Germany, Juergens, and his manager, Hans R. Beierlein, of Edition Montana.

Liberty Sets Tough Warranty

Nearly 50 per cent of the tapes are returned within the first 30 days of purchase, so the warranty is set at 30 days. This will save the company a lot of money.

-- Continued from page 16

MM Italian Distrib

-- Continued from page 54

EMI Operation

Set in Norway

-- Continued from page 54

Casette Scores

-- Continued from page 16

Cassette Unions

Scott's two Cassette units combine tapes for direct recording onto cassettes. Model 2550 consists of an AM-FM stereo receiver and two matched speakers. Model 3500 is sold in 60 watt FM cassette receiver. No prices were made available for either unit.

Fisher bowed two cassette recorders, one integrated into a receiver, the other, a plug-in deck. Price of the cassette receiver is $149.50, while the deck will retail at under $70.

Sound Seminars

-- Continued from page 27

News & Notes

Bilio

October 5, 1968, Billboard
BIG BEN’S BIGGEST YET!
Already an overnight smash, with sales surpassing his “Almost Persuaded #2” blockbuster!

Three more minutes of the meeting OR what happened after the widow Johnson socked it to ’em!

HARPER VALLEY P.T.A.
(Later That Same Day)
as called to disorder by America’s favorite drunk

BEN COLDER
Produced by Jack Clement
"THE MAN WITH NO FACE"

STOP 210

ANOTHER MIND-BENDER, FROM Howard Crockett

STOP RECORDS

patton productions

817-293-0718 838-3101
3620 east belknap, fort worth, texas 76111
**MARVIN GAYE & TAMMI TERRELL—KEEP ON LOVIN' ME, HONEY**

(Prod. Peter Wolf) (Springfield, Mass.; American, ASCAP)—This beat they'd been working on is finally making its way into the charts. The theme of the song is the story of a couple who are always getting back together after a breakup. Dial 70622.

**GENE PITNEY—BILLY, YOU'RE MY FRIEND**

(Prod. Elpeck) (New York; Warner Bros., ASCAP) The song was a remake of a hit Pitney had a few years ago. Dial 70596.

**THE DELLS—ALWAYS TOGETHER**

(Prod. Bobby Miller) (Milwaukee; Bell, BMI) Group went up to No. 1 on the hit list with "Two in a Million." This song should find a strong appeal in the radio market. Dial 70160.

**JOSE FUCILIANO—HITCHCOCK RAILWAY/Hi-HEEL SNEAKERS**

(Prod. Bill Brown) (Oklahoma; Capitol, MGM) These two songs are the same. Dial 70906.

**AMBOY DUKES—YOU TALK SUNSHINE, I TALK SHACC**

(Prod. Harvey Bonnell) (Detroit; Motown) They broke into the top twenty this week with this song. Dial 70906.

**OHO EXPress—CHENey CHENey**

(Prod. Joe Landau) (Michigan; Capitol, MGM) The band is following up on their recent hit with this one. Dial 70906.

**JOE TEx—YOU NEED ME, BABY**


**SPECIAL MELODY**

Spotlighting new singles deserving special attention of programmers and dealers.

**HILLS BROTHERS—The O'Jays.**

(Prod. Tom Misch) (Washington, D.C.; Atlantic, ASCAP) This band is making their mark with this one. Dial 70906.

**SHERINE COMPANY—Hillsdale (New York; A&M, ASCAP) This group is gaining more and more attention as they release new singles. Dial 70906.

**ROTATION CONNECT—Piper Castle**


**MATT & THE AMERICANS—Can't Get None Up Here**

(Prod. Andy Foss) (New York; Blue Book, BMI) The band is still hitting strong with this one. Dial 70906.

**THE VENTURES—Fired**

(Prod. Joe Seraphine) (St. Louis; Reprise) The Ventures are back with another hit. Dial 70906.

**MARKLE & UNDERWOOD—She's Just Like Me**

(Prod. Steve Barnes) (Washington, D.C.; Chess, ASCAP) The band is getting more and more attention as they release new singles. Dial 70906.

**BRYAN RUSSELL—Shadows of the Evening**

(Prod. J. Taylor) (Milwaukee; Elektra) The band is following up on their recent hit with this one. Dial 70906.

**ARThUR PETTISCOCK—The Young Rambos**

(Prod. Pete Spero & Jack Welch) (Cleveland; Liberty) The band is following up on their recent hit with this one. Dial 70906.

**TOP 20 POP SONGS**

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

**MARVIN GAYE & TAMMI TERRELL—KEEP ON LOVIN' ME, HONEY**

(Prod. Peter Wolf) (Springfield, Mass.; American, ASCAP)—This beauty was finally released into the marketplace. Dial 70622.

**GENE PITNEY—BILLY, YOU'RE MY FRIEND**

(Prod. Elpeck) (New York; Warner Bros., ASCAP) The band is following up on their recent hit with this one. Dial 70596.

**THE DELLS—ALWAYS TOGETHER**

(Prod. Bobby Miller) (Milwaukee; Bell, BMI) Group went up to No. 1 on the hit list with "Two in a Million." This song should find a strong appeal in the radio market. Dial 70160.

**JOSE FUCILIANO—HITCHCOCK RAILWAY/Hi-HEEL SNEAKERS**

(Prod. Bill Brown) (Oklahoma; Capitol, MGM) These two songs are the same. Dial 70906.

**AMBOY DUKES—YOU TALK SUNSHINE, I TALK SHACC**

(Prod. Harvey Bonnell) (Detroit; Motown) They broke into the top twenty this week with this song. Dial 70906.

**OHO EXPress—CHENey CHENey**

(Prod. Joe Landau) (Michigan; Capitol, MGM) The band is following up on their recent hit with this one. Dial 70906.

**JOE TEx—YOU NEED ME, BABY**


**SPECIAL MELODY**

Spotlighting new singles deserving special attention of programmers and dealers.

**HILLS BROTHERS—The O'Jays.**

(Prod. Tom Misch) (Washington, D.C.; Atlantic, ASCAP) This band is making their mark with this one. Dial 70906.

**SHERINE COMPANY—Hillsdale (New York; A&M, ASCAP) This group is gaining more and more attention as they release new singles. Dial 70906.

**ROTATION CONNECT—Piper Castle**


**MATT & THE AMERICANS—Can't Get None Up Here**

(Prod. Andy Foss) (New York; Blue Book, BMI) The band is still hitting strong with this one. Dial 70906.

**THE VENTURES—Fired**

(Prod. Joe Seraphine) (St. Louis; Reprise) The Ventures are back with another hit. Dial 70906.

**MARKLE & UNDERWOOD—She's Just Like Me**

(Prod. Steve Barnes) (Washington, D.C.; Chess, ASCAP) The band is getting more and more attention as they release new singles. Dial 70906.

**BRYAN RUSSELL—Shadows of the Evening**

(Prod. J. Taylor) (Milwaukee; Elektra) The band is following up on their recent hit with this one. Dial 70906.

**ARThUR PETTISCOCK—The Young Rambos**

(Prod. Pete Spero & Jack Welch) (Cleveland; Liberty) The band is following up on their recent hit with this one. Dial 70906.
'Adriana Lecouvreur' Shines With Lyricism and Tebaldi

NEW YORK—Cilea's "Adriana Lecouvreur" is not a major opera, but it abounds in lyricism and it also is an excellent vehicle for soprano Renata Tebaldi. As performed at the Metropolitan Opera's matinee of Sept. 21, the lyricism and Miss Tebaldi's performance shone.

Not that there weren't fine performances in the other principal roles, but the strength of the work is in its title role, which clearly is a special favorite of Miss Tebaldi. She has recorded it in a fine package on London with Mario Del Monaco and Giulietta Simionato, which London plugged with a program ad.

The matinee cast, which is the same one which opened the Met's season on Sept. 16, included tenor Franco Corelli, mezzo-soprano Irene Dalis and baritone Anselmo Colzani. Miss Dalis, who has recorded for Philips, gave her usual dramatic performance and sang well. Colzani's Michonnet was superbly etched, one of the veteran artist's outstanding portrayals.

It also was rewarding for herb lovers Colzani appears on Urania.

Both Angel and London plush Tosca, who also was in good voice rewarding his many admirers, adequately. A commanding stage figure, Corelli's strong voice provided the style of Italian singing that's now most pleasing. His first and second act arias, which could have been parts of duets, were well handled, while, in the third act, his arias was most effective.

Miss Tebaldi's two big arias were just that, ample enough reason for the soprano to relish the role. Add her third act meloody and her duet with Miss Dalis and it was a glowing afternoon for her.

The opera was well conducted by the veteran Fausto Cleva, who was confirmed on RCA and Columbia. The supporting roles were in good hands especially in tenor Paul Franke and baritone Morley Meredith.

FRED KIRBY

Blossom Music Center Blooms With 190,000

NORTHAMPTON TOWNSHIP, Pa.—More than 190,000 attended the seven-week series at the Blossom Music Center, the new summer home of the Cleveland Orchestra. The top draw included Herb Alpert and the Tijuana Brass, Harry Belafonte, the Serendipity Singers and the New York City Ballet.

The 31 programs included 23 by the orchestra as well as eight pop attractions. The two Herb Alpert concerts drew a total of 29,000 persons, while Belafonte's one-concert crowd was 9,000. A bill of the Serendipity Singers and the Young Americans attracted 8,700.

Other pop attendances included Judy Collins and Arlo Guthrie, 7,400; the Association, 10,000; Ravi Shankar, 4,600; and Louis Armstrong, 5,071. Top classical outings were Vivaldi, 8,000; and Aaron Copland and Benny Goodman, 7,764.

S. F. Opera Will Show 10 Works

SAN FRANCISCO—The San Francisco Opera Company will present a season of 10 productions, performed at the Shrine Auditorium here March 1-29.


Artists to appear include Renato Cioni, Maria Costa, Regina Cansin, Dorothy Kirsten, Jane Marsh, Jeanette Piko, Leontyne Price, Marguerite Rinaldi, Nicola Ross-Lemen, Mary Shaw, Cesare Siepi, Enzo Sordello, Giorgio Tozzi, Jon Vickers and David Ward.

Give the United Way

OCTOBER 5, 1968, BILLBOARD
PARIS
Phillips has released three original-motion pictures on video, Million Dollar Brain, Banners Valley, and Sunset. Each is accompanied by a soundtrack with music by Anthony D'Amico and conducted by André Previn. The soundtrack by D'Amico is "Lamentation," by Luke Bonden. A&M vice-president Gil Friehsen and international manager David Hamburger visited the offices of Polydor in Paris to discuss A&M's lease policy with general manager Jacques Kerner and international label manager Andre Paulin.

Brent's October album release will include a new LP by Jacques Brel, featuring "Je suis sur l'ordre d'etre," an LP by Eddie Mitchell which includes interlaced comments by the artist, and the first LP of a new discovery, 20-year-old Marthe Monnoison.

Phillips artist Enrico Macias recently returned from recording in London, will return there Oct. 27 for a concert at the Albert Hall before starting his U.S. tour in November.

British Decca Accents 'Requiem'

*Continued from page 35*

discuss producing a series of recordings and told the assembly that on the whole complete cycles of composers' works were a good idea. A case in point was the recording of Dvorak's complete symphonies by Istvan Kertesz.

"Series already started would continue," he stated, "including volume two of the complete Mozart Serenades conducted by Karl Munchinger, and sixth symphonies of St. Bein conducted by Lorin Maazel." A new series will start in October of Clifford Curzon recording the complete piano concerts of Mozart. Another series starting would be Schumann works conducted by Georg Solti. The first record will couple the symphonies three and four.

A round-up of bargain label catalog and new issues was presented by John Perry, of the company's classical promotions. The Ace of Diamonds mid-price Grand Opera series now has 20 complete works in the catalog and, to boost the general single album issues, new releases in the fall will include works by Mozart, Rachmaninoff, Haydn, and Schubert.

The low-price Turnabout series will add to its lists in November Ives' string quartets, Mozart's "Music for Masonic Occasions" on two albums available separately, plus three choral recordings including Bach's "Magnificat."

The Ace of Clubs label now has more than 250 albums in the catalog, said John Perry. The six special Kathleen Ferrier recordings were reissued as a series. The round-up ended with the reminder that there was a strong future for the medium-priced classical product and Decca had five series within the price range of $2.40 and $3.

Davis Opens Series

LOS ANGELES—Miles Davis opens UCLA's annual "Jazz at UCLA" series in Royce Hall Saturday (5). The concerts continue Oct. 19 with Carmen McRae, accompanied by a jazz ensemble featuring Benny Carter, and Nov. 18 with the Charles Lloyd Quartet.
<table>
<thead>
<tr>
<th>Week Ending</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>OCTOBER 5, 1968</td>
<td>STEPPENWOLF</td>
<td>SIMON</td>
<td>Columbia</td>
<td>1</td>
</tr>
<tr>
<td></td>
<td>JOHNNY RIVERS</td>
<td>IRON BUTTERFLY</td>
<td>Reprise</td>
<td>2</td>
</tr>
<tr>
<td></td>
<td>DEN BICKLES</td>
<td>STEVE DI MINA</td>
<td>Warner Bros.</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>CREED</td>
<td>DISRAELI GEARS</td>
<td>Atlantic</td>
<td>4</td>
</tr>
<tr>
<td></td>
<td>SIMON &amp; GARFUNKEL</td>
<td>DIXIE</td>
<td>Columbia</td>
<td>5</td>
</tr>
<tr>
<td></td>
<td>MAMAS &amp; PAPAS</td>
<td>IRON BUTTERFLY</td>
<td>Reprise</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td>BILL COSBY</td>
<td>TOYS</td>
<td>Warner Bros.</td>
<td>7</td>
</tr>
<tr>
<td></td>
<td>BOBBY GOLDSBORO</td>
<td>HONEY</td>
<td>USA</td>
<td>8</td>
</tr>
<tr>
<td></td>
<td>BOBBY GOLDSBORO</td>
<td>HONEY</td>
<td>USA</td>
<td>9</td>
</tr>
<tr>
<td></td>
<td>BILL TERRY</td>
<td>ROYAL</td>
<td>United Artists</td>
<td>10</td>
</tr>
<tr>
<td></td>
<td>VANILLA FUDGE</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>11</td>
</tr>
<tr>
<td></td>
<td>DIO &amp; THE DOORS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>12</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>13</td>
</tr>
<tr>
<td></td>
<td>JOHNNY RIVERS</td>
<td>DIXIE</td>
<td>Atlantic</td>
<td>14</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>15</td>
</tr>
<tr>
<td></td>
<td>DOUGLAS &amp; MORE</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>16</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>17</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>18</td>
</tr>
<tr>
<td></td>
<td>ELIZABETH HUMPHREY</td>
<td>MAN IN THE MOON</td>
<td>Columbia</td>
<td>19</td>
</tr>
<tr>
<td></td>
<td>ARTHUR TRAVIS</td>
<td>MAN IN THE MOON</td>
<td>Columbia</td>
<td>20</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>21</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>22</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>23</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>24</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>25</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>26</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>27</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>28</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>29</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>30</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>31</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>32</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>33</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>34</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>35</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>36</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>37</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>38</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>39</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>40</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>41</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>42</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>43</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>44</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>45</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>46</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>47</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>48</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>49</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>50</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>51</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>52</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>53</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>54</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>55</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>56</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>57</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>58</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>59</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>60</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>61</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>62</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>63</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>64</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>65</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>66</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>67</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>68</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>69</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>70</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>71</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>72</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>73</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>74</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>75</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>76</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>77</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>78</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>79</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>80</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>81</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>82</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>83</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>84</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>85</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>86</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>87</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>88</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>89</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>90</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>91</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>92</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>93</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>94</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>95</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>96</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>97</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>98</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>99</td>
</tr>
<tr>
<td></td>
<td>THE BYRDS</td>
<td>COLUMBIA</td>
<td>Columbia</td>
<td>100</td>
</tr>
</tbody>
</table>

*Compiled from National Retail Store Survey by the Music Popularity Chart Department and the Record Market Research Department of Billboard.*
MOUSTACHE CONTEST STRIKES AGAIN!

GRAND PRIZE:
A One-Week All-Expenses-Paid Hunting Safari in Africa! (At the Mt. Kenya Safari Club, no less!)

1ST PRIZE:
A Chrysler Outboard 16-ft. Motorboat!

2ND PRIZE:
A Complete Home Entertainment Unit (including color television, stereo phonograph, tape unit and AM/FM radio).

3RD PRIZE:
A Console Model Color Television Set!

4TH PRIZE:
A Sony Portable Television Set!

5TH PRIZE:
Five gallons of drinking water from the Baja Marimba Band!

Plus 50 additional exciting, valuable prizes!

TO ENTER:
Just fill out a 3x5 postcard with your name, address and company and send to the Baja Marimba Band Moustache Contest, 1416 No. La Brea Ave., Hollywood, Calif. 90028. Entries must be postmarked no later than October 15, 1968.

JUDGING:
Send a black and white photograph of yourself to the Baja Marimba Band Moustache Contest. Entries for judging must be postmarked no later than January 15, 1969.

RULES:
Contest is open to anyone in the Music Industry. Only upper lip growths will be judged. Contest judges are Julius Wechter, Sergio Mendes and Herb Alpert.

www.americanradiohistory.com
<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
<th>Label &amp; Number</th>
<th>Price on Chart</th>
<th>Best Selling Ever</th>
<th>Weeks On Chart</th>
<th>Weeks on AC</th>
<th>Total Weeks</th>
<th>Date of Release</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beatles</td>
<td>Hey Jude</td>
<td>A&amp;M (No Mono)</td>
<td>300 (5000)</td>
<td>146</td>
<td>158</td>
<td>30</td>
<td>1968</td>
<td></td>
</tr>
<tr>
<td>Benny Mccoy</td>
<td>Black &amp; Blue</td>
<td>Epic</td>
<td>2005</td>
<td>302</td>
<td>12</td>
<td>29</td>
<td>1968</td>
<td></td>
</tr>
<tr>
<td>Berry Gordy, Jr.</td>
<td>Ain't No Mountain High Enough</td>
<td>Motown</td>
<td>900 (1000)</td>
<td>154</td>
<td>147</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>Bill Withers</td>
<td>Ain't No Sunshine</td>
<td>Columbia</td>
<td>900 (1000)</td>
<td>200</td>
<td>183</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>Bob Dylan</td>
<td>Like A Rolling Stone</td>
<td>Columbia</td>
<td>900 (1000)</td>
<td>200</td>
<td>183</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>Bob Marley &amp; The Wailers</td>
<td>No Woman No Cry</td>
<td>Island</td>
<td>900 (1000)</td>
<td>200</td>
<td>183</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>Bobby V</td>
<td>Take A Look At Me</td>
<td>Casablanca</td>
<td>900 (1000)</td>
<td>200</td>
<td>183</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>Booker T &amp; The M.G.'s</td>
<td>Monkey Time</td>
<td>Stax</td>
<td>900 (1000)</td>
<td>200</td>
<td>183</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>Bruce Springsteen</td>
<td>Born To Run</td>
<td>Columbia</td>
<td>900 (1000)</td>
<td>200</td>
<td>183</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>Chuck Berry</td>
<td>Johnny B. Goode</td>
<td>Chess</td>
<td>900 (1000)</td>
<td>200</td>
<td>183</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>Creedence Clearwater Revival</td>
<td>Bad Moon Rising</td>
<td>Warner Bros.</td>
<td>900 (1000)</td>
<td>200</td>
<td>183</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>Crosby, Stills &amp; Nash</td>
<td>Woodstock</td>
<td>Columbia</td>
<td>900 (1000)</td>
<td>200</td>
<td>183</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>David Soul</td>
<td>Don't Give Up On Me</td>
<td>Stax</td>
<td>900 (1000)</td>
<td>200</td>
<td>183</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>Deep Purple</td>
<td>Smoke On The Water</td>
<td>Atlantic</td>
<td>900 (1000)</td>
<td>200</td>
<td>183</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>The Doors</td>
<td>Light My Fire</td>
<td>Capitol</td>
<td>900 (1000)</td>
<td>200</td>
<td>183</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>Fleetwood Mac</td>
<td>Rhiannon</td>
<td>Warner Bros.</td>
<td>900 (1000)</td>
<td>200</td>
<td>183</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>Grateful Dead</td>
<td>Bertha</td>
<td>Warner Bros.</td>
<td>900 (1000)</td>
<td>200</td>
<td>183</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>Jimi Hendrix</td>
<td>Purple Haze</td>
<td>Reprise</td>
<td>900 (1000)</td>
<td>200</td>
<td>183</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>Johnny Cash</td>
<td>Folsom Prison Blues</td>
<td>Columbia</td>
<td>900 (1000)</td>
<td>200</td>
<td>183</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>The Kinks</td>
<td>Lola</td>
<td>Pye</td>
<td>900 (1000)</td>
<td>200</td>
<td>183</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>Led Zeppelin</td>
<td>Whole Lotta Love</td>
<td>Atlantic</td>
<td>900 (1000)</td>
<td>200</td>
<td>183</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>The Monkees</td>
<td>Last Train To Clarksville</td>
<td>Columbia</td>
<td>900 (1000)</td>
<td>200</td>
<td>183</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>The Rolling Stones</td>
<td>Jumpin' Jack Flash</td>
<td>Atlantic</td>
<td>900 (1000)</td>
<td>200</td>
<td>183</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>The Who</td>
<td>I Can't Explain</td>
<td>Columbia</td>
<td>900 (1000)</td>
<td>200</td>
<td>183</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
<tr>
<td>Van Halen</td>
<td>Ain't Talkin' 'Bout Love</td>
<td>Warner Bros.</td>
<td>900 (1000)</td>
<td>200</td>
<td>183</td>
<td>30</td>
<td>1969</td>
<td></td>
</tr>
</tbody>
</table>
CONTINUED FROM PAGE 66

**Tape Packages Available**

**R & B Single U.P.**

**Weeks on Chart**

**Last Week**

**ARTIST**

**Title & Label & Number**

**TRACK**

**CASSETTE**

**REEL TO REEL**

3 165 164 SMALL FACES—Ogden's Hot Gnome Flake NA NA NA

3 168 166 RAY GUNNIF & THE SINGERS—It Must Be Him NA NA NA

3 172 168 BUCKINGHAMS—In One Ear & Gone Tomorrow NA NA NA

3 187 169 VENTURES—Golden Greats by the Ventures LP 4003 (S) NA NA NA

9 180 171 MONGO SANATANARIA—Small Bag NA NA NA

27 170 172 ERIC BURDON & THE ANIMALS—The Twain Shall Meet NA NA NA

7 175 273 ROGER MILLER—A Tender Look at Love NA NA NA

4 178 175 BEACON STREET UNION—The Crown Died NA NA NA

263 183 170 ORIGINS CAST—Carrie NA NA NA

15 144 177 STEVE MILLER BAND—Children of the Future NA NA NA

2 179 177 ORPHANS—According NA NA NA

6 173 171 JULIUS WECHEL & THE BAKA MARIMBA BAND—Do You Know the Way to San Jose NA NA NA

Continued from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.
**ALBLO—**Arlene Guthrie
Rottie K5 6299 (3)

Arlene Guthrie is in fine form in this powerful follow-up to his highly successful "Arlene's Restaurant." With the recording of "Crosby, Stills & Nash," "The Concert," and "The Concert Starring David," Guthrie's lengthy introduction to "The House of Mr. Jones" is searching with wit.

**LONSDALE CITIES—**
Fitzgerald "Money Box" Seven Arts W3 5738 (1)

The genius of Bob Dylan has blossomed forth on this sensitive and compelling production which should prove an important addition to his fans' collections. Moreover, scoring healthy sales, this disc was so enthusiastically received that the B.B. King album, which has been selling exceptionally, was offered in its own container package, which has been reviewed elsewhere. "Lonsdale Cities" is an early and promising effort by Gary Brookes.

**SCRAPBOOK—**
Procol Harum, AAP LP 4318 (S)

It's been widely stated that Procol Harum were at the top of the charts, but the group's return to its own elements with all the potential of a group rising to the public's attention that has been in the spotlight. This album, with its own arrangements, permanently enhanced by the understanding arrangements of arrangementer Arthur Ross, attracts ears in his, "The Match the Train" and "Lonesome Cities."

**RELEAS OF AN OATH—**
Electric Pigeons. Rottie K5 6184 (S)

The Electric Pigeons broke through with "The Hammer's "Fresh Air"" and they now take up the story of its release with this powerful set. While the group's reputation is still somewhat unstructured, it is definitely growing in importance and should garner much more prospective play, which they have been receiving daily. The music is exciting and the vocals are especially appealing.

**PEGGY LIPSON—**
Columbia 12-4000 (1)

Witness the birth of a new star... Miss Peggy Lipson.... This album is a solid hit that is sure to please fans of all kinds. With its catchy melodies and powerful vocals, this album is sure to be a hit. The music is easy to follow and the lyrics are enjoyable.

**THE CANTERBURY PILGRIMS—**
Martin Stweig-Kolberg, Rottie K5 6293 (1)

The brilliant album of a mirthful, poetic, humorous, and witty band, 
revving to the rhythm of a lively, youthful go-fer. The boys are all together and this is their special strength.

**LOW PRICE JAZZ—**
What isMusic?—Columbia 12-4000 (1)

Low Price Jazz is a great new album that is sure to please fans of all kinds. With its catchy melodies and powerful vocals, this album is sure to be a hit. The music is easy to follow and the lyrics are enjoyable.

**GOSPEL—**
For Pete's Sake—Keith Jarrett & The Young Americans. Rottie K5 6701 (1)

Gospel is a genre that is experiencing a resurgence in popularity. This album features a mix of traditional and contemporary gospel music, catering to a wide range of listeners. The vocals are soulful and the harmonies are tight. The arrangements are well-crafted and the overall sound is polished and professional. This album should appeal to both long-time gospel fans and newcomers to the genre. The lead singer, with his powerful voice and emotional delivery, is sure to draw in listeners. The backup singers add depth and richness to the sound. Overall, this is a strong and well-executed gospel album.
Leonetti Is Tripling in Brass

By Elion Tieg

in collaboration with his teen-age daughter Kimbry and Robert Senior.

Leonetti and lyricist Bobby Troup have teamed on 15 sets of television music, four pictures and six songs for a television musical fantasy. Both properties are working together around the studio.


During his past two years, Leonetti has written nearly 100 songs, with 20 having been re- corded. His recent work includes a Leonetti-Rich McKuen tune, "No.

Leonetti has his own ASCAP publishing company, Clinton, but adds that Leonetti to have his work copyrighted. He has plans to hire someone to work the copyright office.

A former star on TV's "Hit Parade" and "Opry Nashvil," and "Humphries," Leonetti has been working with his partner, "That Warm and Tender Glow." Among the guests which the studio says are potential guests for the show are: Art Martinez, Buddy Greco, Genie Finney, Bobby Darin, Pat Boone, Tommy Dorsey, Ray Brown, and John Gary. The program airs on Monday nights from 8-9 p.m.

Leonetti's real name is Eliko Tieg, and he is listed as "Eli" on the ASCAP records. He was born in the Ukraine, and has been in the music business since 1935.

Leonetti started his own record company in 1948 and has since then produced over 100 records. He has also written and produced music for motion pictures, television, and musical theater.

Leonetti has been a member of ASCAP since 1940 and has been active in the music business ever since. He has been involved in the recording industry for over 70 years and continues to be an active figure in the music world.

Leonetti is also a composer and has written many songs over the years. Some of his well-known compositions include "That Warm and Tender Glow," "One Red Rose," and "No.

Leonetti is currently working on a new project for ASCAP and is excited about the possibilities it offers. He continues to be a respected figure in the music industry and is beloved by his peers and fans alike.

Leonetti is a true icon of the music industry and his contributions to the world of music cannot be overstated. He is a true legend and his legacy will live on for years to come.
NEW 4 & 8 TRACK STEREO-TAPE CARTRIDGES ON SONIC SPECTRUM+

THE BEST SHAPE ENTERTAINMENT HAS EVER BEEN IN • LIBERTY-UNITED ARTISTS STEREO TAPE, 6020 SUNSET BOULEVARD, LOS ANGELES, CALIFORNIA 90028
you don't have to go to another planet... to get these stars