

COIN MACHINE
PAGES 51 TO 59

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The
International
Music-Record
Newsweekly

Slow Supply, Defectives Key NARM Meet Issues

By HANK FOX

NEW YORK—Tape duplicator/marketers are expected to receive verbal thrashings from the wholesale segment of the record industry as the problem

of slow tape cartridge delivery looms as the most pressing topic at the National Association of Record Merchandisers' first mid-year tape meeting at the Continental Plaza Hotel this week.

However, the companies who are licensed to duplicate and market disk product for car tridges will be retailing, charging that dealers and record merchandisers are abusing their return privileges for so-called "defective" cartridges.

With an attendance of more than 400, representing some 80 regular member companies and

(Continued on page 86)

Capitol Rated Top Supplier to Radio

By CLAUDE HALL

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

(Continued on page 14)

EMI Will Release Dunhill, Stax & Volt Product in UK

By GRAEME ANDREWS

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

The two deals were announced Aug. 26 at EMI's annual marketing conference in London, attended by delegates from 12 EMI companies worldwide, with the company's entire U. K. sales force.

Dunhill product has previously been released in Britain on the RCA label and Stax has hitherto been issued by Polydor under its deal with Atlantic. The Stax switch to EMI, which also releases Paramount's Dot label, was concluded by Arnold Burke, who is here. Also announced were EMI's first releases of Russian product, and two album sales drives—one of them a British version of Capitol's "Back to Cool" campaign.

Russian Product

The Russian product has been acquired from the Melodiya

(Continued on page 35)

H-P Disk Tie-In With Kellogg, P&G

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

The Kellogg tie-in will be keyed to three brands of cereal—Sugar Pops, Stars and Fruit Loops. Inside 15 million packages will be a free Hip Pocket

(Continued on page 94)

POCKETDISC IN DEALER DEBUT

SEATTLE—Dealer reaction to the Pocketdisc, presented at a trade showing here Wednesday (28) at the Seattle Center, was enthusiastic and even emotional. Many dealers who have not carried singles for years said they would install complete lines of the labels with whom Pocketdisc has simultaneous release pacts.

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

Pop Spots Skyrocket In Use, Copyright \$\$

By PAUL ACKERMAN

NEW YORK — The use of pop standards for television and radio commercials has skyrocketed, and this year's publisher-writer income from this source is already more than 50 per cent greater than it was in 1967. According to Al Berman, of the Harry Fox Office, an important song now commands up to \$50,000 annually for its use on a commercial. The big field is TV, Berman added, with radio an important but secondary level of exposure.

Many of the deals provide for the use of the song for more than one year. Some advertisers,

Berman said, take options for an additional two or three years' use and also negotiate for what is called an "extension into print." This means that the advertiser, for an additional payment, enjoys the right to use the song in newspapers, magazines and other media.

"No longer is the copyright proprietor content to permit the use of a copyright in a commercial for a nominal sum, on the ground that he would benefit from the performances. He now wants substantial cash," Berman said. He added that TV time is expensive; that a pop-standard is instantly recognizable and therefore has advertising impact, whereas if an original song were to be used, much more time would be necessary to establish the song and secure impact. This would be very costly.

Some big songs on TV and radio, and the products they plug, are the following:

(Continued on page 94)

Chi Turns Czechago: Biz Dips

By EARL PAIGE
and
RON SCHLACHTER

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

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

"The convention slowed us up," said Merrill Rose, co-owner of Rose Discount Records in the Loop. "People were afraid to come downtown. We expected some delegate business, but frankly, I didn't notice any in the store. Perhaps, there may have

been some who weren't wearing their badges."

Yvonne Andrews, who works at another Loop store, Downtown Records, reported that the convention had hurt business. "Business was slower than any previous week. I don't think any delegates came into the store, but some police did come in to browse."

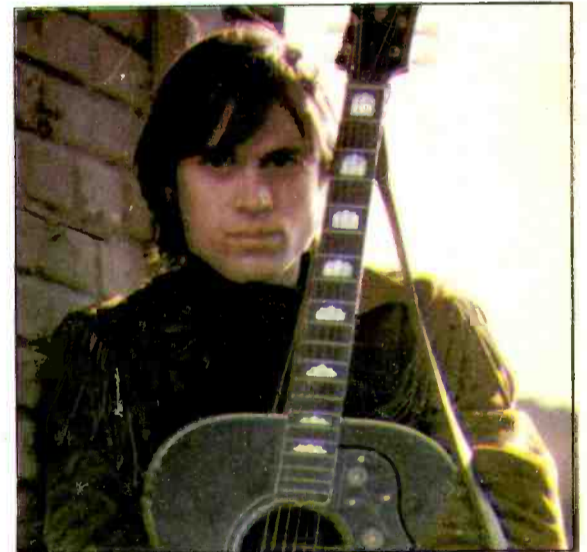
Record Womb, located near

(Continued on page 94)

NARM Section Page 70



Billy Eckstine fans will be talking about his new single release for Motown Records, "For Love of Ivy," M-1131. The single is taken from his newest Motown album, "For Love of Ivy," MS-677, soon to be released. (Advertisement)



Eric Andersen moves out of Greenwich Village into the world spotlight. His new Warner Bros.-7 Arts album, "Avalanche," has already made great impact at many stations that delight in discovering what the future sounds like. It's happening at Warners, and Eric Andersen's a large part of what's happening. (Advertisement)

(Advertisement)

HANK WILLIAMS JR.

A TIME TO SING

MGM PIX RECORDS

SRO B.O. AND SOCKO DISC BIZ!

Sound tracks in their infinite variety... continuous action from

MGM RECORDS

Also Available on Ampex Tape
MGM Records is a division of Metro-Goldwyn-Mayer Inc.

SE-4548 ST SE-4540 ST

THE HERMITS
MRS. BROWN
YOU'VE GOT A LOVELY DAUGHTER

The new
JIM REEVES single.
"WHEN YOU ARE GONE"

c/w "How Can I Write on Paper
(What I Feel in My Heart)" #9614

A black and white portrait of Jim Reeves, looking slightly to the left. He has dark hair styled back and is wearing a dark suit jacket over a light-colored collared shirt. The background is plain and light-colored.

RCA

'Head Shops' New Outlets for Albums

NEW YORK—The so-called "head shop" that once specialized in hippie beads and posters is becoming a major merchandiser of albums.

In the early days of the record business, customers came into the store to listen to records before making up their mind about buying it. And this is what's happening in head shops, said Nick Albarano, manager of national sales for Epic Records.

"Barry Kramer, who operates two head shops in Detroit, is selling about 500 copies a day of the 'Truth' album by Jeff Beck on Epic. Kramer was also selling large numbers of an album produced in England called 'The Crazy World of Arthur Brown' on the Track label Records label, and he was having to import it from England and charging double the price." Based on this type of reaction, Albarano was among the many U. S. record men seeking rights to the album.

There are head shops across the nation—Greenwich Village, Haight-Asbury, Oldtown in Chicago and near college campuses.

Clerks in head shops not only play the record — those that aren't "plastic"—but are giving a sales pitch on the tunes and the artists.

Plastic is the term used to describe records that are for teenie boppers or records that don't say anything in their lyrics. Field report to Albarano pointed out that the customers "aren't dumbbells and certainly aren't kids."

This type of merchandising, which can be responsible for several thousand album sales before a rack jobber even stocks the album, has led Epic to two rather unusual sales promotions. On one hand, label chief Leonard S. Levy services all program directors of progressive rock stations with extra information by mail on Epic's groups. His letter to these stations points out: "We have been keenly aware that some of the more recent album jackets fail to supply sufficient information about the new recording groups and the individual personnel which make up these groups. In spite of persistent requests on the part of record manufacturers, the young performers have insisted upon creative freedom with regard to their album product, and have resisted the inclusion of printed information which is extremely important from your standpoint."

On the other hand, promotion director Fred Frank is bowing a monthly underground newspaper called "Keep Your Ear to the Ground," either the last week of September or on

Casuals' 'Jesamine' To Mainstream

NEW YORK — Mainstream Records has acquired the Casuals' "Jesamine (A Butterfly Child)" in negotiations with London Records. The single is No. 24 on the English chart this week on British Decca, London's parent company.

The acquisition was negotiated by Bert Siegelson for London and Bobby Shad for Mainstream.

Decca Revamps in Growth Drive

NEW YORK—"Unique challenges" in today's record industry led last week to a major revamp at Decca Records to place "great emphasis on product planning, packaging, advertising, and merchandising," announced Bill Gallagher, leisure time division vice-president of the parent MCA firm.

He said that he and Jack Loetz had just completed a "carefully designed plan of re-

vitalization and growth for Decca and we are fortunate to have a seasoned group of executives available to implement our plans."

The restructuring of Decca makes Sydney Goldberg vice-president in charge of merchandising and responsible for a&r administration, and product planning for singles, albums, and pre-recorded tape. He'll schedule product in association with

vice-president of manufacturing Bud Johnston.

Jack Loetz, MCA leisure time division executive, will now handle marketing function of Decca; he has been named sales and distribution chief of the labels Decca, Coral, and Brunswick. Claude Brennan has been named director of national sales, reporting to Loetz, and will have direct supervision of division and branch sales personnel. Lou Sebok is new national sales manager for Decca's home instrument division that handles radios, musical instruments and phonographs. Mike Ross and Howard Kaye continue their duties in product design and administration, reporting to Sebok.

New Department

A new department—Special Markets—has been established to work in premium merchandising and custom pressing; the department will be headed by vice-president Martin Salkin and Martin Weiss, formerly with Columbia Records Special Products Division, will assist him. Don Hobens, presently active in Decca premium sales, will also work in the new department. Through MCA-Compo Ltd., Gallagher said, "We are planning to offer U. S. independent labels a complete service in the expanding Canadian market." MCA-Compo Ltd. will continue to operate as an autonomous component of Decca, with vice-president and managing director Robert Chislett reporting to Gallagher.

NBC to Show CMA Awards Fete on Oct. 25

NASHVILLE—An hour-long color telecast of the 2d annual Country Music Association awards show on NBC-TV has been worked out between officials of CMA and the J. Walter Thompson agency.

Kraft Foods will sponsor the show, according to CMA president Hubert Long.

The program, to be produced by Dwight Hemion and Gary Smith, videotaped on Friday night, Oct. 18, will be aired Oct. 25 will be as one of the regular Kraft Music Halls. The taping will be done from the wings of the Grand Ole Opry House, and will take place during the 63d Birthday Anniversary of the "Opry," frequently called the Disk Jockey Convention. CMA also will be having its annual meeting at that time.

(Continued on page 26)

Century Sound Bought by K&R

NEW YORK — Century Sound studios has just been purchased here by Charles Koppelman and Don Rubin of the Music Division of Commonwealth Music Corp. And negotiations are under way for a recording studio on the West Coast.

The firm is moving to larger quarters in New York soon. Other projects include publishing the film scores of "The Monitors," now in production, the movie "Venus in Furs," and records by the Lovin' Spoonful and solo artists John Sebastian, Peggy Lee, and Tim Hardin.

Oct. 1. The newspaper will be circulated to head shops, progressive rock radio stations and shops not serviced by mass merchandisers. The tabloid will feature bios, pictures, and record information about Epic artists, as well as a guest deejay article and other information.

CUC Acquires 15% of Seeburg

LOS ANGELES—Commonwealth United Corp. (CUC) advanced its interests in the entertainment field Tuesday (27) by acquiring about 15 per cent of the common stock of Seeburg Corp., a vending machine manufacturer with interests in jukebox and musical instruments.

In a drive to create a corporate umbrella for its entertainment interests — Commonwealth already is involved in music and films. CDC also plans to make a tender offer to gain the remaining shares of Seeburg.

Tender Offer

According to a spokesman at Commonwealth, the Beverly

Hills-based firm would like to acquire all of Seeburg's shares in the tender offer. Then, the total price in securities would be approximately \$90 million.

In a joint announcement by A. Byrne Rozet, CUC president, and Delbert W. Coleman and Louis J. Nicastro, chairman and president of Seeburg, CUC will pay the Seeburg executives \$35 cash and a warrant to purchase one share of Commonwealth common stock at \$17.25 a share for each share of their Seeburg common. Coleman will leave the company, while Nicastro will stay on as president and chief executive officer.

The stock to be acquired,

375,000 of Seeburg's 2.56 million outstanding shares, is to be purchased from the personal holdings of Coleman and Nicastro.

The financial package includes one share of a new CUC \$1.05 preferred stock convertible into Commonwealth common.

Several factors went into the acquisition, reports Rozet. "Seeburg has expressed an interest in motion pictures. We have a motion picture division." Recently Seeburg made an abortive attempt to merge with Warner-Bros.-Seven Arts.

If the stock purchase and tender offer plan is approved, says Rozet, the two companies will merge, with CUC the surviving company.

CUC shareholders will meet in special session in November to approve the tender offer.

Commonwealth reported sales as of March 31 of \$142 million and assets of \$136 million. Seeburg sales for fiscal 1967 stood at \$91.04 million and total as

(Continued on page 86)

Scene Series Aids Biafra

NEW YORK — Steve Paul's Scene will continue its series of programs to benefit Biafra. More than \$10,000 was collected last week with plans calling for the purchase of a DC-7 to transport food to Biafra.

Among the artists who appeared at the Scene from Monday (26) through Thursday (29) were Joan Baez, Jimi Hendrix Experience, Chambers Brothers, John Hammond Trio, McCoys, Peter Walker, Caldwell-Winfield Blues Band, Tom Paxton, Eric Anderson, Richie Havens, Hal Waters, Blood, Sweat and Tears, and the cast of the Broadway production of "Hair."

Proceeds from the \$2.50 admission charges on the four nights each week go to the American Committee to Keep Biafra Alive. Arrangements for liaison between the Scene and

the Biafran committee were made by Paul, Mercury Records' Ann Tansey, and Ken Shaffer of Sound Images.

Douglas Corp. and Steve Gold Posters are contributing products to be sold at the scene for the Biafran Fund.

S. Cal. U. to Hold Seminars On Legal Side of Industry

LOS ANGELES — Making the legal profession aware of the music and recording industry is the theme of a series of dinner seminars beginning Wednesday (11).

The seminars, sponsored by

the University of Southern California, will reveal the legal aspect of the music business. Attorneys Abraham Somer of Mitchell, Silberberg & Knupp, and Irwin O. Spiegel will serve as chairmen of the meetings.

Walter R. Yetnikoff, general counsel, CBS/Columbia Records, speaks on the "relationship of the artist, the independent record producer and the record company."

Jay L. Cooper, discusses the "artist's representative: agent, personal and business manager and lawyer."

Payson Wolff and Bruce Ramer, partners in the firm of Gang, Tyre & Brown, speak on "AFM an AFTRA agreements and practices."

Abraham Marcus discusses the "relationship of the songwriter and the publisher."

Herbert Gottlieb, West Coast director of the American Society of Composers, and Richard Kirk West Coast director of Broadcast Music, Inc., discuss "performance right societies."

Irving Axelrad of Mitchell, Silberberg & Knupp, speaks on "selected tax problems concerning the manufacture and distribution of recordings."

The meetings conclude Nov. 13 with an industry seminar session. Invited to participate in the session are Jerry Moss, A&M Records; Lou Adler, independent record producer; Michael Goldsen, executive director of Criterion Music Corp. and allied publishing companies; Ahmet Ertegun, Atlantic Recording Co., and Morris Stoller of the William Morris Agency.

Liberty Adds Premium Mart

LOS ANGELES — Liberty Records has formed a premium sales division.

The division, to be headed by Richard Blase, will have access to both the Liberty and United Artists catalogs, and will draw material from all the Liberty labels.

To kick off its entry in the premium sales market, Blase will attend the National Premium Show in Chicago Sept. 16-19, and will represent Liberty at the New York exhibit in April.

"With one of the strongest record and tape catalogs in the premium field," says Lee Mendell, Liberty vice-president, "we hope to make some inroads in the \$10 million market."

With Liberty's strength in the youth-oriented field, Blase feels an area to pursue in premium sales is the youth market. He also plans to make use of United Artists' extensive catalog of soundtrack albums.

Eventually, Liberty will set up sales representatives in New York and Chicago.

AGAC Sets Up Talks on Tape

NEW YORK—Arnold Shaw will chair a newly formed committee of the American Guild of Authors and Composers, which will create an archive of taped interviews of major figures in today's music scene, such as publishers and writers. Dave Kapp and Harry Warren are members of the committee.

Stressed will be "inside" information, which cannot be made public now. The tapes will be sealed until after the deaths of the individuals, or when it would be advisable to make them public.

The AGAC Archives Committee is approaching foundations for financial assistance for the program. Professional interviewers from outside the music industry will conduct the interviews, with the committee having charge of the administration of the archives.

Para. Music Into 'Now' Buildup

By BRUCE WEBER

LOS ANGELES — Paramount Pictures' music division is beefing up its staff and switching its publishing division to a more contemporary focus.

While its primary obligation is to support the motion picture wing via soundtracks, theme music and title songs, the music division's new concept includes a heavy emphasis in pop copyrights and a fresh direction in product exploitation.

William Stinson, executive vice-president and general manager of the publishing operation, is trying to create an independent division, rather than relying solely on the film company for product. "In the past," says Stinson, "copyrights have come chiefly from film properties. Now, we want to supplement film product with contemporary material."

Under the new program, Stinson plans emphasizing contemporary material by increasing

the publishing companies' staff of exclusive writers. More than 20 writers have been signed, with five based in Nashville, four here and the remainder in New York.

The company recently strengthened its publishing position by acquiring Stax/Volt and its music operation, East Music. It gives the Gulf & Western complex an entry into rhythm & blues.

Although Stinson sees great strength in catalog product—Academy Award songs—he feels the publishing arm should have its own image and direction. "By establishing a closer relationship with Dot Records and the TV department," he says, "the music division can exploit product otherwise unavailable to it."

TV Music

An example of Stinson's concept concerns the music from "Mission: Impossible," a Para-

mount TV feature. Stinson took the score to Dick Peirce, Dot's general manager, who gave the green light for an album to be cut by Lalo Schifrin.

Although the music division has not had a "blockbuster" song this year, Stinson reports the publishing operation has enjoyed a banner year financially and in number of songs published (325).

Stinson will not restrict the operation by working exclusively with Dot. "We'll place our material wherever we feel we can gain the best advantage, both creatively and financially," he says. As an example, he has placed a soundtrack album of "Romeo and Juliet" with Capitol Records.

With more co-ordination and co-operation with the recording motion picture-TV divisions, additional projects similar to the "Mission: Impossible" album can be developed, he feels.

Many TV and film themes are overlooked because of too little co-ordination and a certain amount of apathy," declares Stinson. "Again, it's another avenue of exploitation."

To strengthen its overseas commitment in Europe, the company recently opened a London office to oversee and co-ordinate music activities.

Norm Weiser, director of European operations, will co-ordinate the activities of the publishing companies in partnership with Chappell as well as sub-publishing arrangements covering Famous Music, Paramount Music, East Publishing, Ensign Music and Bruin Music.



SLY AND THE FAMILY STONE appear with Dave Kapralik, third from left, Epic Records' vice-president for a&r, after the group won the \$10,000 NBC-TV "Artist of the Year" competition on "Showcase '68." The group taped a two-hour TV show for broadcast on Tuesday (3). The new talent competition included the Chambers Brothers, the American Breed and Julie Budd.

'69 MIDEM to Press Out '68's Operating Wrinkles

NEW YORK—A number of innovations, including streamlining both procedures and the traffic flow of people attending the Festival will be made for the 1969 MIDEM Festival, the third annual international record and music publishing market, when it opens in Cannes, France, Jan. 18-24.

Announcing this, Ren Grevatt, American representative for MIDEM, also stated that improvements in the staging and scheduling of the evening galas—a criticism of last year's MIDEM would also be made.

Grevatt added that registrations already received indicated an increase in attendance over last year's 3,000. Eric Rochat, international director of MIDEM, will arrive here Monday (7). He will see American participants in the Festival. Grevatt will visit the West Coast, Sept. 30, Nashville, Oct. 14 and later this year will see Canadian record and publishing executives in Montreal and Toronto.

Advance registrants for the 1969 MIDEM will get their identification badges before their arrival in Cannes, which should eliminate many of the problems

Bell Points to New Direction

NEW YORK—The signing of Bobby Darin heralds the movement of Amy-Mala-Bell Records in an entire new direction, label president Larry Uttal said last week. Bell Records will distribute Darin's new Direction Records label.

The first LP—"Bobby Darin: Born Walden Robert Cassotto"—will be a de luxe set with a Unipak three-cover color process jacket and feature nine Darin-written tunes. It is slated for release in late September and Darin is the first major name signed by Bell Records. In the past, the label has always created its own name acts. These have included the Boxtops and Mitch Ryder.

WDAS-FM to Stereo

PHILADELPHIA — WDAS-FM, progressive rock outlet here managed by Hy Lit, will broadcast in stereo within the next two or three weeks. Equipment for the changeover from monaural is already on hand, Lit said last week.

that arose in the 1968 MIDEM, according to Grevatt. Additionally, all printed material concerning the Festival will be in "understandable Americanese" for English speaking guests.

Grevatt also stated that negotiations are being held with a U. S. TV variety show for a network MIDEM special. List of artists appearing at 1969 MIDEM will be announced shortly.

CLUB REVIEW

The Butterfield Blues Band Play & Wail With Authority

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

While there have been many changes in the group since it was organized, the six musicians now appearing with Butterfield all are excellent. And Butterfield, one of the top blues harmonica players around, also wails the blues in fine style.

"One More Heartache," "I Got a Mind to Give Up Living," and "Get Out of My Life Woman" were three top numbers from previous Elektra albums, with Butterfield strong on vocals. Two of the group's managers joined in the vocals in the concluding "In My Own Dream," the title of the unit's latest Elektra LP. This lengthy number had trumpeter Keith Johnson on organ, Butterfield on guitar, and tenor saxman Gene Dinwiddie on mandolin. In an earlier selection bass guitarist Buggy Maugh showed he, too, could wail a mean blues tune.

Record Company Set By Fanwood Pubs

FANWOOD, N. Y. — Fanwood Records has been formed here by Jack Lynch, of Fanwood Music Publishing (BMI). The label's first two singles will be "May the Angels Watch Over You for Me" and "Broken Guitar," and "Pigs Knuckles and Zzauer Kkraut" and "They Put Me Behind the Bars (When I Was Only Eight Months Old)."

A lengthy instrumental piece alternately gave Dave Sanborne on alto sax, Butterfield on harmonica, Phil Wilson on drums, and Dinwiddie on tenor sax a chance to demonstrate their considerable ability. Much attention these days is focused on the lead guitarist, and Buzzy Feiten, the Butterfield band's current lead, showed he can more than hold his own with the best of them. Wilson was a tower of strength throughout. Butterfield has kept up the high standard of his group, and the size and response of the audience attested to the continued popularity of the Butterfield Blues Band.

FRED KIRBY

Starday's Sale To Omega Set

NEW YORK—A letter of intent has been signed by executives of Omega Equities and Starday Records for the acquisition of the Nashville-based label. If the deal is consummated and the proper governmental approval is granted, Omega will acquire, in addition to the record label, all of Starday's mail-order operation, publishing companies, sound studios and real estate. Starday management will be retained.

Omega, which last week purchased Roulette Records, also has interests in three music publishing companies—Millin, Vickie and Stasny—and Larry Finley's new North American Leisure Co.

CLUB DATE

Spirited Temptations Make Copa a (Soul) Fun Night Club

NEW YORK—The Temptations, supergroup from Motown, dressed up Fifth Avenue with a dash of Detroit in their Copacabana opening, Thursday (19). Suited up as a quintet of Mississippi dandies, the Temps tipped their white toppers to Al Jolson, George Gershwin and, of course, the Motown magicians responsible for soul goldies such as "My Girl," "You're My Everything" and their latest, "Please Return Your Love to Me."

This Copa stand also marked the official metropolitan area debut of Dennis Edwards, formerly of the Contours and the Temps' answer to the departure of David Ruffin, who had sparked the group through most of their early hits. Heavily raw and ragged voice with the brogue of bull soul singer, Edwards ripped into "Ain't Too Proud to Beg" and "Beauty's Only Skin Deep," dragging the classics over a bed of vocal nails. His lusty revival meeting tactics, a bone in the throat of the Temps' velvet harmonies, stood out in glaring contrast, stirring up hushed inquiries on the whereabouts of David Ruffin.

Still, with all the polish of

professional soul soldiers, the Temptations marched meticulously through "Get Ready," "Don't Look Back" and a splendid weave of "I Could Never Love Another" with a rough-tough narrative on Southern soul, barked by Edwards. Smooth as butter in the soul bag and out, the boys toyed with "Hello, Young Lovers" and a delta medley of "Swanee" songs, boomed to the crowd by Mel Franklin's fog-horn bass and the group's barbershop melodies.

Even the Copa production numbers jumped with expectation, led through their "Boom-Chicka-Boom" baloney by Erni Adano, a full measure above the usual Copa singers. But the evening's spotlight belonged to the Temptations, whose reign as the most soulful court jesters in r&b will keep Motown solidly on the throne.

Mathis Catalogs To Mitch Leigh

NEW YORK — The Johnny Mathis hits have been acquired by the Mitch Leigh Co., according to Milton Herson, president of Mark Century Corp. and executive head of the publishing firm. Mitch Leigh wrote the music for the long-running musical "Man From La Mancha," including its hit tune, "The Impossible Dream."

The catalogs, acquired from Johnny Mathis and Helen Noga, include Amano Music, Cathryl Music, Elm Drive Music, and Nomat Music and include around 140 tunes. Songs range from "Gina" and "Someone" to "Faithfully," "Heavenly," and "What Will My Mary Say."

Aretha's Gold Disk

NEW YORK—Aretha Franklin has earned a gold record for more than \$1 million in sales for "Lady Soul" on Atlantic, her second album certified by RIAA. She also has gained six gold records for singles.

Harpers Bizarre In Fashion TV'er

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

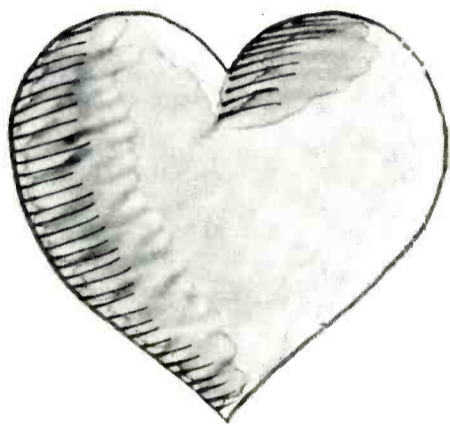
The group begins a two-month tour Sept. 14. They will appear in Idaho, Wyoming, Arkansas, Missouri, New Mexico, Texas, Arizona, Washington, Montana, Utah, Colorado, and British Columbia.

They are booked into Harrah's Club, Lake Tahoe, from Dec. 5 to Jan. 2, 1969. The first three months of next year, the Bizarre will tour eastern colleges.

Faith's new love potion is called **Angel of the Morning.** CS 9706*

Brewed especially for young lovers.

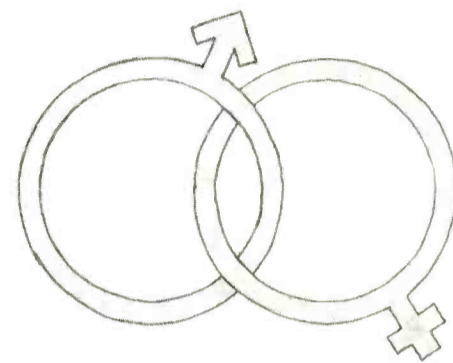
And you can depend on Percy Faith to get right down to the heart of things.



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

Percy's added powerful essences of sound and the

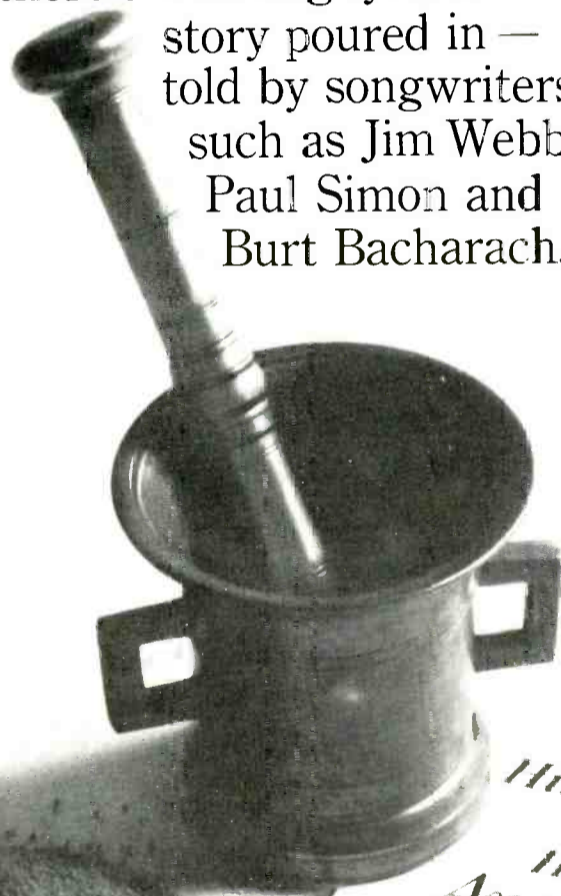
touch of his great orchestra and chorus in "Elvira's Theme," "MacArthur Park," "Angel of the Morning," "Scarborough Fair/Canticle," "Mrs. Robinson," "This Guy's in Love With You" and many more. And there's a strong lyrical story poured in — told by songwriters such as Jim Webb, Paul Simon and Burt Bacharach.



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

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

On Columbia Records 



CS 9706*
 Hit Themes For Young Lovers
Percy Faith
 His Orchestra And Chorus
Angel Of The Morning
 including:
 MacArthur Park
 Do You Know The
 Way To San Jose
 Scarborough Fair/Canticle
 Honey (I Miss You)
 Mrs. Robinson



Billboard

AUDIO RETAILING 44
 STORES SELLING R&B make ideal outlets for gospel product.

CLASSICAL 48
 CLASSICAL RACKED. Key rack jobber specializing in military installations has classical list. Columbia sets major five-month promotion aimed at youth.

COIN MACHINE WORLD 51
 NEW ENGLAND OPERATORS plan for a big convention.

INTERNATIONAL 35
 CONVENTION TIME. EMI, United Artists, Ember Records hold conventions in London to announce fall product.

MUSICAL INSTRUMENTS 42
 SUNN INITIATES Endorsement Pitch.

RHYTHM & BLUES 32
 SOUL SAUCE follows Aretha Franklin on her South American tour and continues on to visit ports of soul around the world.

TALENT 12
 HENDRIX SCORES. The Jimi Hendrix Experience tops strong Singer Bowl bill that also includes Chambers Brothers, and Big Brother and the Holding Company.

TAPE CARtridge 67
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NARAS to Meet on Categories

NEW YORK — Reorganizing Grammy Award categories is among the topics to be discussed at a two-day meeting of the National Trustees of the National Academy of Recording Arts and Sciences on Saturday (7) and Sunday (8) at the Berkshire Hotel.

Items on the agenda will include a realignment and proposed reduction of Grammy cat-

egories, consideration of nominating by crafts, the possible creation of a national office and director, plans for further scholarships grants, next year's TV special, and a publicity program.

Representatives of the four NARAS chapters will attend the sessions, which will be chaired by Pete King, national president. Among other members of the Los Angeles contingent will be Christine Farnon, executive director, and trustees Lou Busch, Stan Cornyn, Sid Feller, Voyle Gilmore, Neely Plumb and Irving Townsend, and/or alternates Barry de Vorzon and Ray Evans.

Busch also is national treasurer. Representatives from Nashville will be second vice-president Owen Bradley and trustees Danny Davis, Buddy Killen, Wesley Rose, and Bill Williams. Chicago's chapter will send national secretary Johnny Pate and trustees Dave Chausow and Kenny Soderblom.

Attending from the New York host chapter will be vice-president Mort Nasatir and trustees Dom Cerulli, John Hammond, Brad McCuen, Phil Ramone and Billy Taylor, and George Simon, executive director.

ABC's Pate Is Named Head of Chi's NARAS

CHICAGO — Johnny Pate, ABC Records' Midwest a&r director, has been elected president of the National Academy of Recording Arts and Sciences chapter here.

Also elected were Kenny Soderblom, first vice-president; Richard Evans, second vice-president; Loren Binford, secretary, and Len Dresslar, treasurer. David Chausow was elected to a two-year national trustee term and Soderblom, to a one-year berth.

The Chicago chapter's new board of governors include Bill Traut, president of Dunwich Productions; Bernie Clapper, head of Universal Studios; Ken Nordine, creator of early "word-jazz" experiments, and Gary Loizzo, lead singer of the American Breed.

Other members of the board are Dol Bobrov, Chausow, Bobby Christian, Carl David, Morris Ellis, Lew Green, Bill Matheson, Ethel Merker, Bill Mitchell, Lester Schein, Dick Schory, John Sippel, Ronnie Steele, Joe Wells and Carole Allen.

Executive Turntable



KENDALL

Ken Kendall has been appointed director of publicity and public information for ABC Records. He will co-ordinate trade, fan, underground and national consumer press. Previously, Kendall ran his own publicity firm, Kendall Associates, Ltd., and is a former account executive with the Connie de Nave office. . . . Chester Simmons has been appointed national promotion director for Chess, Checker, Cadet and Cadet/Concept record labels. Simmons served previously as a field promotion man for the four labels. . . . Nicholas G. Biro, former Midwest bureau chief of Billboard, has been appointed vice-president of Martin E. Janis & Co., Chicago. Previously, he was account executive with the public relations company.

Gerald Meggett has been appointed assistant to Samuel S. Trust, executive director of publisher administration for Broadcast Music, Inc. Meggett, whose most recent post was community organization specialist in the New York City Housing and Development Administration, previously was assistant manager for labor relations at the Hertz Corp. He is job development co-ordinator for New York Mayor John Lindsay's agency, J.O.I.N. . . . Richard Blase, formerly advertising representative for Billboard, joins Liberty Records as director of premium sales. . . . Robert E. Barnes has been appointed Western regional sales manager for Lloyd's Electronics, a manufacturer of tape players and phonographs. He succeeds Mark Boone, who has been appointed Eastern regional sales manager. . . . Dusty Rhodes joins Buck Owens' Blue Book Music as director of West Coast operations.



MEGGETT

Gary Stevens Forms Pub Firm

NEW YORK—Gary Stevens, air personality with WMCA here, has formed the music publishing firm Goniff Music (ASCAP).

Stevens, who has resigned effective Sept. 15, from the station to set up a TV production-distribution-sales firm in Geneva, said the publishing firm will be used to acquire film and TV scores and will also house the "music scores of the TV specials I'll be producing in Europe." He is now negotiating with an American representative for the publishing firm.

Gil-Pincus Plans Big Futari Push

NEW YORK—The Gil-Pincus Music Group plans extensive American exploitation of "Futari No Tament," a recently acquired Japanese hit, which currently has 127 recorded versions in Japan. The Naomi Sagara version of the tune on RCA was a million seller in Japan last year and won the Japanese government-sponsored Grand Prix Disk contest in 1967.

Lopez Forms Firm

LOS ANGELES — Trini Lopez and attorney Leroy Colton have formed Tri-Lo Productions, a film production company. Initial project is "The Man Who Won the Waldorf," by Margaret Cousins.

In what was termed as "fundamental differences over policy," Mort L. Nasatir resigned as president of MGM Records last week to pursue a broader scope of leisure-time activities. Stating that he could "look back with a feeling of accomplishment and satisfaction in the growth and success of MGM Records over the past three years," Nasatir said he felt it had been a rewarding relationship for both himself and the firm. During his administration, MGM rose into a Top 10 firm in retail sales and has been as high as No. 4 and No. 5. Under Nasatir, the firm developed from just a singles firm to score in albums as well. He launched several budget album lines for rack-jobbers, helped launch the two-track PlayTape tape cartridge system, put the firm on a highly profitable basis in regards to other tape cartridge systems, and founded MGM Records, Ltd., wholly owned English subsidiary. He also set up a network of labels from independent record producers. A marketing expert, Nasatir was the key in unique, nationwide merchandising campaigns at MGM, establishing such groups as the Cowsills, Janis Ian, Richie Havens, the Blues Project, the Mothers of Invention, Friend and Lover. In addition, Deutsche Grammophon, which MGM distributes in the U. S., has had its best sales years in this country under Nasatir's guiding hand.

Jimmy Gibbs, managing director of Hammond Organ (U. K.), Ltd., has been appointed by the Hammond Corp., Chicago, to the newly created post of director of all European operations for Hammond. The appointment, for which a formal title has not yet been designated, will take effect Oct. 1. Gibbs, working from a base to be announced later, will assume control of all Hammond's commercial and promotional activities in Europe. Gibbs' successor as managing director of Hammond Organ (U. K.), Ltd., will be A. G. (Tony) Kilby, at present managing director of Hammond Organ (S. A.) Pty., Ltd., in South Africa.

Paul Rothchild has left Elektra Records to establish his own independent record producing firm. His first outside project will be John Sebastian for Koppelman & Ruben on Kama Sutra Records. Sebastian was formerly a member of the Lovin' Spoonful. Rothchild will continue to produce the Doors and Rhinoceros for Elektra Records.

Marvin Helfer has been named general sales and promotion manager at Dunhill Records. . . . Charles Klein is the new vice-

(Continued on page 86)

The Hit Instrumental Version!

**"HARPER
VALLEY P.T.A."**

**King Curtis
& The Kingpins**

ATCO 6613

Produced by TOM DOWD

Arranged by King Curtis & ARIF MARDIN



Siler Cites Need for Host-Producer Link

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

Siler has already bowed a guest host and guest dancer segment in his show where hosts of other bandstand shows introduce the hottest record in their areas. "We are also at-

tempting the same exchange on bands who show promise," Siler said.

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

WARV Bows 'More Music' Approach to Hot 100 Sept. 9

WARWICK, R. I. — WARV will bow a "more music approach to Hot 100 records beginning Monday (9) according to executive vice-president William S. Cook. The station is a

1,000-watt daytimer, serving Providence. James Smith is president.

"Typical half-hours will consist of two triple plays and a cut from the album of the day," he said. Total commercial load will be held to a maximum of 14 minutes per hour.

"A playlist of 68 selections chosen from the Billboard Hot 100 chart, the Bubbling Under chart, and the Spotlight Singles is utilized and called 'Class of 68'. More than 3,000 copies of this printed playlist will be distributed each week to record shops, chain stores and drive-ins all over Rhode Island." He said that experimentation with the format has resulted in over double response.

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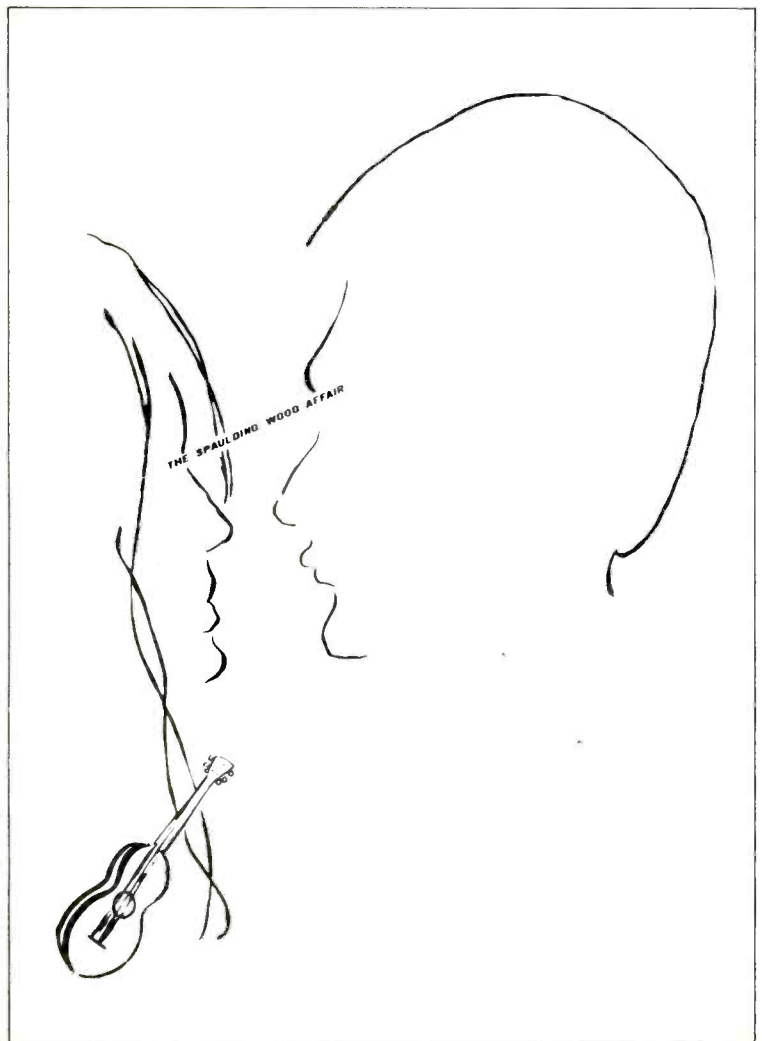
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the FUTURE with a promise

NAVY



W. C. FIELDS ON DECCA ALBUM

LOS ANGELES — The current W. C. Fields renaissance has resulted in the creation of a monolog album for Decca utilizing material from 14 of the late comic's films.

The package was prepared by Gil Rodin, Decca's West Coast a&r administrator, who worked on the project with Johnny Wayne of the Wayne and Schuster comedy team.

Rodin will underscore Fields' comments, with electronic sounds utilizing as many as 12 musicians. Fields' films are playing prime time on TV and are making the rounds of underground cinemas. "He was the original enemy of law and order," Rodin says. The LP will be released Sept. 30.



HUGH MASEKELA and Stewart Levine of Chisa Productions get together with officials of Kama Sutra and Buddah Records after agreeing to have Chisa Records distributed by Buddah. From left are Art Kass, Kama Sutra executive vice-president; Levine; Masekela; Artie Ripp, Kama Sutra president; Neil Bogart, Buddah general manager; and Phil Steinberg, Kama Sutra president. Masekela will continue as a Uni Records' artist, but will produce with Levine for Chisa.

B'nai B'rith to Hear Dr. Cahn

NEW YORK — Dr. Judah Cahn, visiting professor in humanities at Springfield College, will address the season's first meeting of Music and Performing Lodge No. 2502, B'nai B'rith at 6 p.m. on Monday (9) at the Lambs Club here. His topic will be "Racial Tensions in Our Troubled Society."

Herb Goldfarb, of London Records, lodge president, will announce details of a special event set for Oct. 14. Industry representatives interested in joining the lodge, which now has a membership of over 300, should contact Cal Roberts or Herb Linsky, membership committee co-chairmen, at Columbia Records.

Ampex to Seek Bond Issue

LOS ANGELES — Ampex Corp. plans to seek a \$20 million convertible bond issue to help finance overseas operations, according to William E. Roberts, Ampex president.

Proceeds of the offering will be used initially to reduce bank debt and for operations outside the U. S., he told shareholders Tuesday (27) at the firm's annual meeting in Redwood City.

He indicated Ampex growth should resume in 1969 along the pattern of the 21 per cent average yearly profit increases in the six years prior to fiscal 1968. Roberts predicted Ampex sales will double in the next five years.

Skip Taylor Sets Two Pub Firms

LOS ANGELES — Skip Taylor has formed two BMI publishing firms: Atu-Magoo Music and Boogie Music. Both will operate from his new offices at 9118 Sunset Blvd. Harry Bestine and Robert Hite of Canned Heat are associated with him in the firms and in personal management and record promotion.

The three also will work on master production, obtaining new artists and making record deals. Taylor plans to seek blues and r&b talent.

Cash Headlines Parade of Stars

SAN ANTONIO — Johnny Cash will headline the "Parade of Stars," coming here to the Municipal Auditorium Sunday (8) for afternoon and evening performances.

Coming here with Cash for the two performances at the Municipal Auditorium will be June Carter, George Jones, Jim

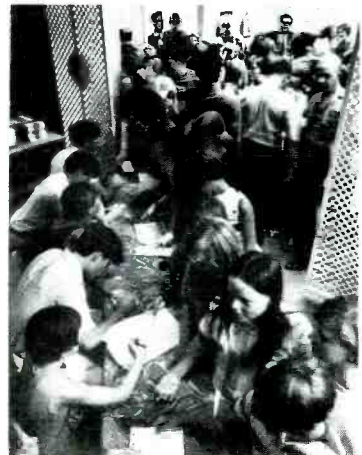


VINCE EDWARDS, right, and Hy Mizrahi take a break during Edwards' first recording session for their jointly owned Remember Records in Hollywood. Paul Vance produced the disk, "Early in the Morning," which will be distributed by Bell Records. Mizrahi, former president of Kama Sutra and Buddah, and Edwards formed Angel Productions, a combination record and film production firm, which is based in Los Angeles.

Vault's Free-Lancing Spree

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

Jackie Mills' Wednesday's Child Productions and Dick Dely have joined label owner Jack Lewerke in the booth of Lewerke's own recording studio to a&r new product.



THE COWSILLS, MGM artists, sign autographs at an Indianapolis Singer Center. The family group appeared at the Indiana State Fair, Indianapolis.

New to the label are Brazilian vocalist Anna Margarida, Sambrazilia, Brazilian quartet featuring Paulhino, Bole Sete's former percussionist, the Phoenix, a rock quintet and folk singer Lindy Michaels.

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

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

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

He leaves Thursday (28) for Europe to negotiate new license pacts in a number of markets where contracts have expired.

NOW...
THE
INSTRUMENTAL
VERSION OF
THE NEW
BERT KAEMPFBERT
HIT!

“MY
WAY
OF
LIFE”

32379

c/w “MALAYSIAN
MELODY”

PLAYED BY
THE COMPOSER

BERT
KAEMPFBERT
AND HIS ORCHESTRA

ON DECCA  RECORDS

DECCA RECORDS, A Division of MCA Inc., New York, N. Y., U.S.A.



CAPITOL RECORDS' National Operations Conference last month in Las Vegas includes Stanley Gortikov, center, president of Capitol Records, Inc. To Gortikov's left is Joe Sobock, Boston Operations manager, while Robert L. Howe, national distribution manager, and Bruce D. Becker, vice-president and national operations manager are at Gortikov's right. The conference included the national operations staff from Hollywood and field operations managers.

Hot Jazz Looks to Cool It

LOS ANGELES — As part of the nationwide drive to curb outbreaks of summer violence, the musicians union here will stage a free "jazz at the park" concert in a poverty area Thursday, Sept. 5.

The Bud Shank quintet and Gerald Wilson's orchestra will perform in the third of a series of concerts to "cool" the "hot" summer. The concert will be in South Park.

In addition to the "jazz at the park" concerts, the union has staged a series of block parties, Latin music fiestas and country music jamborees.

Rene Ball, Eddie Cano and Armando Herrera, all members of the union's board of directors, and Jimmy Clark, union business representative,

are co-ordinating the musical programs, with finances provided by the music performance trust funds of the recording industry.

Los Angeles city councilman Thomas Bradley is co-ordinating the project with the musicians union. The police department has agreed to close off streets and avenues for several of the concerts.

Last Dophy LP Out

NEW YORK — Douglas Corp. is issuing the last jazz album recorded by Eric Dolphy before his death in 1964. The LP of original material features Dolphy on reed instruments and Richard Davis on bass.

Fish Swims At Peak Gate

NEW YORK — Vanguard's Country Joe & the Fish drew the largest overflow crowd of this year's Schaefer Music Festival in Central Park on Aug. 21 with from 3-4,000 persons turned away, according to Ron Delsener, producer of the series. About 11,000 people attended the two shows. Eric Anderson also was on the bill.

On Aug. 23, Country Joe & the Fish again drew the strongest favorable response at the New York Rock & Roll Festival at Singer Bowl, when suggested as a possibility for the performance on Friday (30), which featured the Rascals, Atlantic artists. Other groups mentioned were the Byrds, Columbia artists, who drew mild approval, and Buddah's 1910 Fruitgum Company, whose name was not enthusiastically received. Also announced were next summer's attractions, which will include Columbia's Bob Dylan and London's Rolling Stones.

Jubilee Shows Sales Increase

NEW YORK — Net sales of Jubilee Industries were up \$279,940 to \$4,672,773 for the nine-month period ending June 30, according to Jerry Blaine, Jubilee president. The comparable figure for the nine months ending June 30, 1967 was \$4,392,833.

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

Sony Superscope Sales Rise 36%

LOS ANGELES — Sony Superscope reports half-year sales increases of 36 per cent and a net income increase of 19 per cent. The net income totaled \$895,677 for the exclusive American distributor of Sony tape equipment. Last year the figure was \$753,587. Sales during this year's first six months hit \$13,962,295 compared to \$10,258,076 for the corresponding period last year.

Bennett, Schlang Take Golf Honor

ALBANY, N. Y.—Al Bennett, president of Liberty Records, and Dave Schlang of Transcontinental Music Corp., blasted their way to the championship of the Colonie Country Club member-guest tourney here for the second year in a row, last week. Schlang, son of the president of Transcontinental (Charles Schlang), is now in the army; he was on a 10-day pass. Schlang and Bennett have been golfing together about three years, flying back and forth across the nation for golf engagements.

MCA Stockholders Meeting on Oct. 7

CHICAGO—A special meeting of the stockholders of MCA, Inc. is slated for Oct. 7 to vote on a proposed merger, which will make MCA a wholly owned subsidiary of Westinghouse Electric Corp. The meeting is listed for 10:30 a.m. in the Hubbard Room of the Sheraton Blackstone Hotel here.

Market Quotations

As of Closing Thursday, August 29, 1968

NAME	High	Low	Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
Admiral	25 ¹ / ₈	16 ¹ / ₂	122	19	18 ¹ / ₄	18 ¹ / ₂	- 1/4
American Broadcasting	72 ³ / ₄	43 ³ / ₄	342	69 ¹ / ₄	65 ³ / ₈	65 ³ / ₄	-1
Ampex	37 ¹ / ₈	26 ¹ / ₂	644	32 ³ / ₄	31 ⁵ / ₈	32 ³ / ₈	+1 ¹ / ₄
Automatic Radio	25 ⁷ / ₈	15 ³ / ₄	61	18 ¹ / ₂	17	17 ¹ / ₈	-1 ¹ / ₈
Automatic Retailer Assoc.	106	72 ³ / ₄	124	99	97 ¹ / ₂	97 ¹ / ₂	- 1/4
Avnet	65 ³ / ₈	30 ³ / ₈	1313	47 ¹ / ₄	43 ³ / ₄	43 ³ / ₄	-3 ³ / ₈
Canteen Corp.	33	20 ¹ / ₂	161	25 ⁷ / ₈	25 ¹ / ₈	25 ¹ / ₈	- 1/2
Capitol Ind.	37 ¹ / ₂	24	105	28 ⁷ / ₈	26 ³ / ₈	26 ³ / ₈	-2 ¹ / ₈
CBS	60 ³ / ₄	43 ³ / ₄	432	50 ³ / ₈	48 ¹ / ₂	48 ³ / ₈	-1 ¹ / ₂
Chic. Musical Inst.	38	24 ¹ / ₄	155	30 ¹ / ₂	28	30 ¹ / ₄	+1 ⁷ / ₈
Columbia Pic.	44 ⁷ / ₈	23 ¹ / ₂	643	39 ¹ / ₂	31 ⁵ / ₈	38 ¹ / ₄	Unchg.
Commonwealth-United	20 ¹ / ₂	6 ³ / ₄	3771	19 ¹ / ₈	17 ³ / ₄	17 ³ / ₄	-1 ³ / ₄
Consolidated Elec.	45 ¹ / ₄	33 ³ / ₈	237	35 ¹ / ₂	34 ¹ / ₂	34 ¹ / ₂	- 1/2
Disney, Walt	73 ¹ / ₄	41 ⁷ / ₈	142	72 ¹ / ₄	69	72 ¹ / ₄	+2 ¹ / ₈
EMI	7 ¹ / ₄	4 ¹ / ₂	269	5 ¹ / ₄	5	5 ¹ / ₈	- 1/8
General Electric	100	80 ¹ / ₄	1066	85 ³ / ₈	82 ³ / ₄	84 ³ / ₈	+1 ³ / ₄
Gulf & Western	66 ¹ / ₈	38 ⁷ / ₈	1717	41 ¹ / ₂	40	40 ³ / ₈	Unchg.
Handleman	31	21	445	23 ¹ / ₂	22	23 ¹ / ₂	+ 1/4
Harvey Radio	33 ¹ / ₂	15 ³ / ₄	38	28 ⁷ / ₈	27 ¹ / ₄	27 ³ / ₄	- 1/4
Kinney Services	89 ³ / ₄	53 ³ / ₄	105	75	71 ¹ / ₂	74	-2
Macke Co.	29 ³ / ₈	16 ⁵ / ₈	23	26	25 ⁵ / ₈	25 ⁵ / ₈	- 1/8
MCA	53 ¹ / ₄	43	1413	46 ⁷ / ₈	46	46 ¹ / ₂	- 1/4
Metromedia	45	34 ¹ / ₄	293	40 ³ / ₄	39 ¹ / ₈	40	- 1/2
MGM	50 ³ / ₈	35 ³ / ₄	446	39 ¹ / ₄	36 ¹ / ₂	38 ³ / ₄	+ 1/8
3M	119 ³ / ₄	81	438	107 ³ / ₈	105 ³ / ₄	105 ³ / ₄	- 3/8
Motorola	153 ³ / ₄	97	224	126	120	120 ³ / ₈	-4 ¹ / ₂
RCA	55	44 ¹ / ₄	1090	47 ¹ / ₂	46 ³ / ₄	47	- 3/8
Seeburg	33 ¹ / ₂	19 ¹ / ₈	2181	33 ³ / ₈	29 ⁵ / ₈	30	- 1/2
Servmat	59 ¹ / ₂	35	76	52	51	51 ³ / ₄	- 1/4
Trans Amer.	69 ³ / ₈	43 ⁷ / ₈	471	68 ³ / ₈	67 ¹ / ₄	67 ⁷ / ₈	- 3/8
Transcontinental Invest.	23 ³ / ₈	13 ³ / ₄	2000	20 ¹ / ₄	15 ³ / ₄	19 ¹ / ₈	+2 ³ / ₄
Triangle	46	35	58	39 ¹ / ₂	37 ¹ / ₂	37 ¹ / ₂	-1 ¹ / ₂
20th Century	40 ³ / ₈	24 ¹ / ₂	1175	35	32 ¹ / ₄	33 ¹ / ₄	- 1/2
Vendo	32 ³ / ₄	23 ¹ / ₄	114	27 ³ / ₄	26 ³ / ₈	27	+ 3/8
Warner Bros.-7 Arts	44 ³ / ₄	26 ¹ / ₈	650	42 ³ / ₈	40 ³ / ₈	41 ¹ / ₂	- 1/4
Wurlitzer	25 ¹ / ₂	18 ⁵ / ₈	60	20 ³ / ₄	19 ¹ / ₄	20 ¹ / ₄	Unchg.
Zenith	65 ¹ / ₂	50 ⁵ / ₈	287	54 ³ / ₈	52 ³ / ₄	53 ³ / ₈	+ 7/8

As of Closing Thursday, August 29, 1968

OVER THE COUNTER*	Week's High	Week's Low	Week's Close
Data Packaging Corp.	32 ¹ / ₄	29 ¹ / ₄	30 ³ / ₄
GAC	14 ¹ / ₂	13 ¹ / ₂	14 ¹ / ₂
ITCC	7 ¹ / ₂	7	7 ¹ / ₄
Jubilee Ind.	38	35	35
Lear Jet	26	24	24
Merco Ent.	10	10	10
Mills Music	32 ¹ / ₂	30	32
NMC	14 ³ / ₄	13 ¹ / ₂	14 ³ / ₄
Omega Equity Corp.	16 ¹ / ₄	13 ¹ / ₄	13 ¹ / ₄
Pickwick Int.	26	24 ¹ / ₄	25 ³ / ₄
Telepro Ind.	2 ¹ / ₂	2 ¹ / ₈	2 ³ / ₈
Tenna Corp.	23 ¹ / ₂	22	22 ¹ / ₂

*Over-the-counter prices shown are "bid" (as opposed to "asked"). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.

The above quotations compiled for Billboard by Merrill Lynch, Pierce, Fenner & Smith, Inc., member of the New York Stock Exchange and all principal stock exchanges.

RCA's Gary Will Do 'Prince' Film

NEW YORK — John Gary, RCA Victor artist, will star in a film or TV version of the Sigmund Romberg operetta "Student Prince," in which Gary is performing on a summer tour.

Gary, seen in 40 markets on the "John Gary Show," is considering a movie to be made on location in Heidelberg, Germany and a projected RCA album based on the show. The singer just concluded three one-week stands at Warren, Columbus and Dayton, Ohio.

Pineywood Tour

NEW YORK — Ellie Greenwich and Mike Rashkow of Pineywood Productions have returned from a five-day Midwestern swing to promote "The Sun Ain't Gonna Shine Anymore," by the Fuzzy Bunnies on Decca and "Everything," by the Daily News on Parrot. Stops included Louisville, Springfield, Ill., Dayton, Cleveland, Columbus, Cincinnati, Youngstown, Canton and Akron.

Letters To The Editor

Editor:

I have received a number of calls regarding your article in the August 31 issue of Billboard on the acquisition of Roulette records by Omega and as a result of apparent misunderstanding by people who read it, I think a clarification is desirable.

There is no interrelationship between Omega and Transcontinental. In the past, Harry Bank has acted as a finder for Transcontinental in some of the acquisitions. He is not presently engaged by Transcontinental as a consultant or in any other capacity.

I would appreciate your clarifying this in your publication.

Sincerely,
Robert K. Lifton
President,

Investing Corp. Transcontinental

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Talent

Hendrix at Singer—Rock'n' Roll Storm

NEW YORK—The Aug. 23 program of the New York Rock and Roll Festival at Singer Bowl more than lived up to advance billing as the Jimi Hendrix Experience gave one of its finest local performances to date to complete the strong program. Before the final act, the packed stadium of about 18,000 saw top sets by the Chambers Brothers, and Big Brother and the Holding Company.

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

Other top selections included "I Wish It Would Rain" and "People Get Ready." Drummer Bran Keenan was a strong asset. Strong rhythms and familiar material helped keep the crowd with the performers, when the sound was deficient. The Soft Machine, the opening group, had more difficulty in coming across because of inadequate amplification.

Janis Joplin was her phenomenal self with Big Brother and the Holding Company, captivating the audience from her opening "Piece of My Heart" through "Summertime," "Ball and Chain" and other numbers.

The lack of serious technical problems is what made Hendrix, always an exciting performer, even better than in many previous local appearances. As the Reprise trio took time to set up, Hendrix promised to "make it up in spades." He apparently was referring to his previous New York appearance at Fillmore East when constant static hindered an otherwise fine effort. He also had promised at that time to make it up to his audience, Hendrix, at Singer Bowl, was a man of his word.

His bluesy singing was first rate; his guitar playing, superb, and his stage presence, electric. From the opening "Are You Experienced?" every number hit the mark. An unusual aspect of the set was the singing along by members of the audience. At first, this was only slight, but by the time the group hit "Purple Haze" it was widespread.

A minor disturbance during "Hey Joe" didn't interrupt a

(Continued on page 65)

W. Coast Club Goes Modern Hawaiian With Fo & Revue

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

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

Fo's presentation is both musical and visual. His quintet is augmented by two attractive modern dancers who also blend into the vocal support behind Fo's fine, smoothly controlled voice. One of the dancers, Sammy, is Fo's wife and she is given featured exposure to interpret the traditional Hawaiian hula as her husband conjures up imagery of Island romance.

Capitol is slated to release Fo's debut LP early this month.

(Continued on page 65)

Larson, Clark Trio Solid Turn

CINCINNATI—Jack Larson and the Denny Clark Trio, current at Bud Annarinos's Supper Club, Dayton, Ohio, following a fortnight's stand at the Look-out House, Covington, Ky., for years one of the top niteries in the Cincinnati area, stack up as one of the brightest entertainment packages in the new-act category to show the territory in sometime.

The foursome presents what amounts to a miniature musical comedy, with Larson fronting in true pro fashion with a varied assortment of gags, character nifties, humorous stories, topical comedy and song presentations, all done in an intimate style that holds audience attention. Most of it is original material as penned by Larson and Denny Clark. On the evening caught, the group did three shows; all

Signings

Los Blues, formerly the Dell Kings, signed a three-year pact with Chess for the Cadet-Concept label. . . . The Heart to Reprise, where Robert Hinkli will produce them. . . . Burton Greene joined Columbia Records. . . . The Marvellos to Kent/Modern Records, where their first single, "Down in the City," is being produced by Greengrass productions. . . . Willie and the Red Rubber Band signed with RCA, where Duke Niles is producing their initial disk "I'll Stay With You" and "Little Old Clockmaker."

The Kidd Brothers signed with Musicor, where Bob Schwartz will produce their disks. . . . Larry Henley to Atco with Bobby Goldsboro producing his first single "Answer Me, My Love" for Goldsboro's Unicorn Productions. . . . Clyde McPhatter to Deram. . . . The Popular Five signed with Minit with "I'm a Love Maker" their latest release. . . . Rhetta Hughes joined Tetragrammaton, where her debut disk is "You're Doing With Her—When It Should Be Me." . . . Zsa Zsa Gabor also to Tetragrammaton with her first album being "Bedtime Stories for Grownups." . . . Brotherhood's first single for RCA is "Jump Out the Window" and "Box Guitar." . . . Danny Kaleikaini signed with Hula Records. . . . The South 40 to Metrobeat.

Campus Dates

The Lettermen, Capitol artists, open a two-month college tour on Sept. 27 at Butler University. Other dates include Ball State Teachers College of Muncie, Ind., Sept. 28; Murray (Ky.) State University, Sept. 29; Oakland Community College, Bloomfield Hills, Mich., Oct. 1; Western Michigan University, Oct. 4; California State College, Oct. 7; Susquehanna College, Selinsgrove, Pa., Oct. 8; Trenton State College, Oct. 10; Newark State College, Oct. 11; Ithaca College, Oct. 12; Plattsburgh (N. Y.) State College, Oct. 13; Eastern Kentucky University, Oct. 16; University of North Carolina, Oct. 18; West Georgia College, Oct. 22; Albright College, Reading, Pa., Oct. 26; Fairfield (Conn.) University, Nov. 8; University of Pittsburgh, Nov. 9; Northern Illinois University, Nov. 16; Ohio Northern University, Nov. 21; University of Akron, Nov. 22; and Cleveland State University, Nov. 29.

Josh White Jr. of United Artists

(Continued on page 65)

Walker Easy Winner--'Market' Sells Itself

NEW YORK — Jerry Jeff Walker, a folk singer with an easy, sincere manner, scored a big success at the opening of his second week as headliner at the Bitter End on Aug. 21. The Kensington Market, beginning their two-week stint, offered a hard rock program that was in sharp contrast to Walker's set.

Walker, who has appeared several times at the Bitter End before, still has his easy banter with the audience and with his assisting guitarist David Bromberg. The big difference was the increased audience respect that comes with familiarity and with a hit record.

His singing of his Atco single, "Mr. Bojangles," was an example of Walker's performing style. His guitar introduction drew the expected applause from the audience. He then started

to sing another song. The false start even cracked Bromberg up. A second start brought "Mr. Bojangles." But, the clowning was over as Walker clearly felt his material.

"My Old Man," also displayed the artist's sensitivity. His soft guitar figures were excellent. "Fading Lady" was another good number.

"Guitar Talking Blues" had a comic flair as Walker talked part of it a la Roger Miller. The bluegrass guitar playing by Walker and Bromberg was top-notch. "I Makes Money," a regular part of Walker's repertoire, also had a fine comic touch. In this one, Bromberg's guitar playing came to the fore.

Kensington Market's amplified sound was stronger than usually is heard and stronger than on the Toronto quintet's current debut

(Continued on page 65)

Freshmen Get A for Effort In Nostalgia-Packed Date

HONOLULU — The Freshmen stuck to the old faithfuls in their Ilikai Hotel Pacific Ballroom debut here on Aug. 22 before 600.

Still tops in the musical class, the Freshmen proved they are 1A in showmanship. But much of the appeal was dated—in the vein of the 1950's when the group burst into the limelight.

Nostalgia, indeed, was the keynote of the evening. "Day In, Day Out," "Fools Rush In," "Girl Talk" and "Graduation Day" were post-graduate favorites, sung nearly exactly in the manner of yesterday.

The emphasis on "fresh" in the Liberty group was misguided; the today kind of things, including "Byrd Avenue," "California My Way" and "Walk on By," didn't have the fire or

force of the Freshmen form.

Still it was a nicely breezy, cheerfully rambling concert.

Bob Comstock (who doubles on guitar), Bob Flanigan (who plays bass and trombone), Ken Albers (who beats the drums) complement each other, although they sound best together.

Comstock's big moment—a vocal solo on his own composition, "Act III"—was the evening's highlight. It was a dramatic mood piece which, at best, was the most inventive thing all evening.

An encore, "We'll Be Together Again," was rather poignant, perhaps unknowingly portentous. The Freshmen need to update their catalog of glossy but dusty ballads, and give the upbeat a vitamin shot.

WAYNE HARADA

Bobbie Gentry Comes Up Winner in Las Vegas Date

LAS VEGAS — Bobbie Gentry was a winner in this gambling city, her first time out here. In fact, Caesars Palace is bringing the "Ode to Billie Joe" vocalist back in November for a repeat stint. Rounding out her show were comic Richard Pryor and guitarist-singer Jose Feliciano, the latter scoring heavily in his first Las Vegas appearance.

Miss Gentry, pleasant to look at and listen to, came up with a well-staged act, choreographed and directed by veteran Tony Charmoli. She used a rear projector which allowed her to duet with herself as huge Capitol album covers came to life at different points of the numbers.

She came on strong with her own "Chickasaw County Child." She devoted much of her act to tunes she has penned, including "Refractons," "Bugs," "Sittin' Pretty" and a ditty she composed at the age of seven, "My Dog Sergeant." For "Billie Joe," of course, drew the biggest applause.

Included in the act are Miss

Gentry's two younger sisters, Jessye and Linda, who sing and dance, plus the Local Gentry, two fellows and two gals who add color with their own singing and dancing. The soft-singing vocalist accompanied herself on guitar, refraining from much patter.

Feliciano, an RCA artist, did well in his solo stint, reaping strong applause after each number, particularly his "Zorba the Greek" and "Malaguena." He and Miss Gentry closed the bill with "Love With an Angel" and "La Bamba." Nat Brandwynne's house orchestra backed solidly—albeit a bit too loud at times.

FRANK BARON

LOS ANGELES — Bobbie Gentry, who completed a week's engagement recently at Caesars Palace in Las Vegas, replaces Barbara Eden at Harrah's Club, Lake Tahoe, Sept. 15-24.

Miss Eden, Dot recording artist, made her nightclub debut in Las Vegas to generally unfavorable reviews and has been replaced in the Lake Tahoe booking. George Chakiris will support Miss Gentry at Harrah's.



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Radio-TV programming

Capitol Top Radio Service Supplier

• Continued from page 1

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

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

Graham Cited

Once again, Don Graham, national promotion director for A&M Records, was named most often as the national promotion man giving stations the most help. Among those program and music directors who named Graham as being very helpful were Ken Capurso at WHYN, Springfield, Mass.; Don Hofmann at 50,000-watt KDAY in Los Angeles; Pete Stone at WVLD, Valdosta, Ga.; J. R. Reid at the 250-watt WWSJ in

Lockport, N. Y.; Jim Dunlap at WQAM in Miami; Joseph Baccarella at WXYZ in Detroit; Alan Mitchell at WIND in Chicago; David Riley at KEYN in Wichita, Kan.; Bill Weant at WSTP in Salisbury, N. C., and Robert Jay at WKDL in Clarksdale, Miss. He received about the same number of votes in the last survey. Several major promotion men received two or more mentions: Tex Davis of Monument; Jack Dill of RCA in Albany, N. Y.; Mickey Wallich of ABC; Frank Campana of Columbia; Danny Davis at Colgems; Larry Cohen of Jamie Guyden; Buddy Blake of SSS International and Eddie Lambert of Campus Distributors in Miami; Oscar Fields of Amy-

Mala-Bell; Steve Popovich of Columbia, Cleveland; Miss Sandy Siler of Action Distributors, Denver; Vince Pernicano of Warner Bros., Detroit; Tom Gelardi of Capitol, Detroit; John Mahon of MGM, Los Angeles; Paul Gallis, independent promoter, Chicago; Clyde Bakemo of Warner Bros., Los Angeles; Dick Wooley of F&F and Arnold, Charlotte, N. C.; George Raynor of Capitol, Atlanta; Dale La Pedus of Angel-Capitol, Chicago; Russ Yerge of Columbia, Detroit; Ray Free of Decca; Ted Kellem of Columbia, Philadelphia; Alan Rider of A&M, Los Angeles; and Barry Lane of Buddah, and Carl Maduri of Warner Bros., Cleveland.

An amazing 91 of the sta-

tions surveyed reported that they listened to every record received. But, others, like music director Helene Kramer at WKYC in Cleveland just commented: No. I have tried, but in vain." She exposes about seven new records each week. Sharon Nelson, music librarian at KHJ in Los Angeles, said that she listened to every record brought to her attention, exposing about five new records each week.

The survey brought out many plaudits. Bill Marlin of WRKT in Cocoa, Fla., said: "Our service is generally good except for Liberty and Decca." But there were complaints, too: from Dwight Smathers at WPTL in Canton, N. C., who commented

on the good service of Mike Kerry at Mercury and Lou Simmon at Philips and Dick Wooley at F&F and Arnold in Charlotte. "Like to mention some other people who help—Robert Batye and Dale Davis of Mangold Records in Charlotte and Bertos Sales, Charlotte. But I can not get a single record from Columbia."

In general, the gripes ran like this: "We serve 2.5 million in the entire Cleveland metro market, but we get the worst service possible. We may be only 500 watts, but in large metro market like ours we should not have to beg for service. Columbia and Epic are the only ones who give us good service," said music director Mike Reinhardt of WELW, located in Willoughby, Ohio. He said that he listened to every record.

Jim True, music director for WKIZ at Key West, Fla., a 250-watt station, pointed out that he was "glad to be a part of the small market which breaks the new sounds to the cautious big markets. He listens to every record and plays 13 new ones each week."

Music director Dave Charles at WARE in Ware, Mass., said: "Just because we appear small, don't you believe it." He listens to every record and plays about 10 new ones each week.

Woody Woodward, program director of country music station KSAY in San Francisco, had a special problem: "In San Francisco, we have difficulty in getting good service from RCA. We have had to deal directly with the artist many times to get results. He also listens to every record."

Other Stations

Here are some of the other stations with record service problems: Elvin Station, WBCA (10,000 watts), Bay Minette, Ala.; General manager Al Fishman, WAEF-FM, Cincinnati; Steve Snell, KFIG-FM, Fresno, Calif.; music director David Walls, KAGI, Grants Pass, Ore.; program director Joe P. Ethridge, KRYS, Corpus Christi, Tex. (who says: "Sometimes very hard to get hold of promotion men from various out-of-town distributors even when I'm paying for the call. They always seem to be out"); program director Mark Allen, WPTR, Albany, N. Y.; program director Louise Foster, KAND, Corsicana, Tex.; station manager Jon Alexander, WSTM-FM, Louisville, Ky.; program director Bruce Matthews, WWSC, Glens Falls, N. Y.; music director Jacques Triplett, WFTL, Fort Lauderdale, Fla.; and Dan Gates, music director at KIKX, Tucson, Ariz.

Some of the compliments were to "the excellent recording quality of Capitol"—program director Joe Deuth, KCOL, Fort Collins, Colo., and "Steve Popovich of Columbia Records deserve special mention as the most courteous and fastest servicing promotion man"—program director Terry D. Wood, WAKR, Akron, Ohio. Music director J. Scott Allen at WEBC in Duluth, Minn., said producers often helped on record service. Assistant manager Bill Baker at KHR in Hood River, Ore., said: "Just recently started receiving records from Consolidated Distributors in Seattle and they are doing a great job."

HOW THE LABELS RATE

Labels	Excellent	Good	Fair	Poor	Total Mentions	Total points
1 Capitol	70 76%	34 21%	14 3%	8	126	466
2 RCA	66 74%	34 23%	16 3%	6	122	448
3 Columbia	65 75%	30 21%	17 4%	5	117	432
4 A&M	47 68%	31 27%	19 5%	9	106	347
5 Decca	45 67%	28 25%	26 8%	14	113	335
6 Mercury	33 52%	42 40%	27 8%	13	115	318
7 Warner Bros. Reprise	40 64%	30 29%	24 7%	15	109	314
8 Epic	31 50%	43 42%	25 8%	13	112	309
9 Liberty, etc.	35 58%	32 32%	31 10%	14	112	302
10 London	36 60%	32 32%	24 8%	16	108	300

OTHER LEADING LABELS IN ORDER OF SERVICE: MGM, United Artists, ABC, Atlantic/Atco, Dot, Monument, Kamo Sutra/Buddah, Chess/Checker/Cadet, Kapp, Hickory, Uni, Amy/Mala/Bell, Project 3, Tower, Musicor, and Motown. Per cent in chart above represents per cent of total mentions.

Draper Co. to Handle Atlantic States Chain

FRESNO, Calif.—Ken Draper's Programming db consulting firm has signed a contract to handle the radio stations of Atlantic States Industries, which includes KMAK here and sta-

tions in Boston, Los Angeles, Cleveland, Sacramento, Portland, Ore., and Pensacola, Fla. Draper was general manager of WCFL, Hot 100 format station in Chicago, until forming Programming db recently with Chuck Blore of Chuck Blore Associates.

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

Draper, who works alone but relies on Blore for certain services, said that he hoped to go into Cleveland next, "but there are a couple of other markets we are warm on, if we have to delay in regards to Cleveland." He indicated there would be

WBZY Bows With E.L. Play

NEW CASTLE, Pa.—WBZY, daytime station, bowed with an (easy listening) music format. It will program big bands, new arrangements of all-time favorites, and the top, currently popular records. Norman J. Dixon, station president, states that WBZY will emphasize a maximum of music and a minimum of conversation.

One WBZY staffer summed up the new operation this way, "We've got a lot of power, 5,000 watts, a great spot on the dial at 1140, the best and very latest in equipment and facilities, and a staff of people who know, and like what they're doing. Add that to our terrific music format and how can we miss?"

certain changes he would make in the programming of KMAK in order to modernize its country music format. "One of the problems with many country music stations, even those that claim to be modern, is they're afraid to break old traditions in programming."

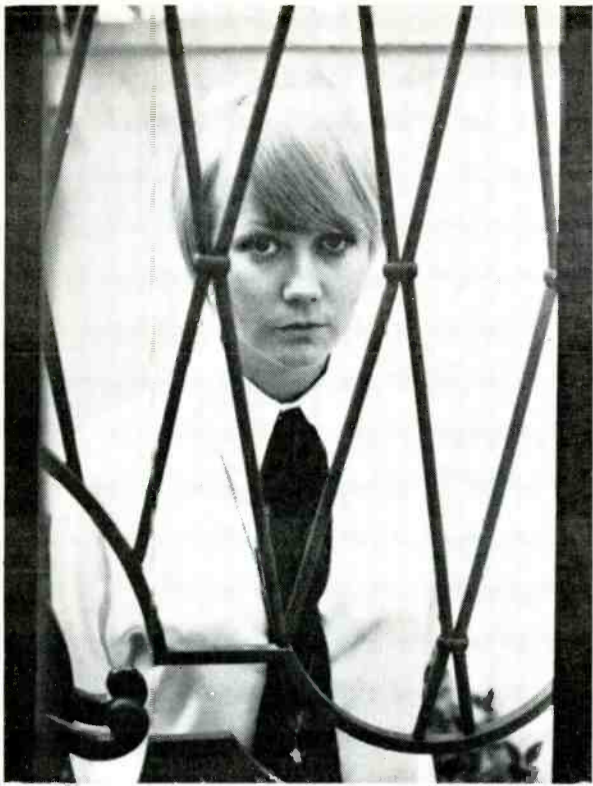
Bill Gavin—Pick
Record World—4 Star Pick
Cash Box—Best Bet
"LADY CLOWN" Spiral 2585
by Mara Lynn Brown
"CLOWN TOWN" Spiral 81877
by Piccolino Pop Strings
"THE SHOW'S ON ME TONIGHT"
(Record of the week UPI)
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"LOOK AT THE BRIGHT SIDE"
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HOT 100



Anderson, Ind.—WHUT

Bob Hogan
Program Director & DJ

BP: "All Along the Watchtower," Jimi Hendrix, Reprise. **BLFP:** "Tryin' to Get to You," Feathers, Team. **BH:** "That Kind of Woman," Merrilee Rush, Bell. **BLFH:** "On the Road Again," Canned Heat, Liberty.

Battle Creek, Mich.—WKFR

Bob Nyles
Music Director & DJ

BP: "Rock a Bye Baby Days," Tiny Tim, Reprise. **BLFP:** "Lady Madonna," Fats Domino, Reprise. **BH:** "Fire," Jimi Hendrix, Reprise. **BLFH:** "The Snake," Al Wilson, Soul City.



Denver, Colo.—KQXI

Tom Adams
Program Director & DJ

BP: "Help Yourself," Tom Jones, Parrot. **BLFP:** "Angela Marie," Coachmen, Roulette. **BLFH:** "Harper Valley PTA," Jeannie C. Riley, Plantation.



Fort Wayne, Ind.—WLYV

Bob Chase
Program/Music Director

BP: "Harper Valley PTA," Jeannie C. Riley, Plantation. **BLFP:** "Do the Best You Can," Hollies, Epic. **BH:** "Sunshine Girl," Herman's Hermits, MGM. **BLFH:** "M'Lady," Sly & Family Stone, Epic.

Hanover, N. H.—WDCR

Paul Gambaccini
Music Director

BP: "Hey Jude," "Revolution" Beatles, Apple. **BLFP:** "Girl Watcher," O'Kaysions, ABC. **BH:** "Harper Valley PTA," Jeannie C. Riley, Plantation. **BLFH:** "Time Has Come Today," Chambers Brothers, Columbia.

Jacksonville, Fla.—WAPE

Ike Lee

Station Manager & Program Director

Station Manager & Program Director BP: "Hey Jude"/"Revolution," Beatles, Capitol. **BLFP:** "Yes I Need Someone," Eire Apparent, Buddah. **BH:** "Harper Valley PTA," Jeannie C. Riley, Plantation. **BLFH:** "Louie to Frisco," Chuck Berry, Mercury.

Jacksonville, Fla.—WPDQ

Mike Reineri

Program Director

BP: "Baby Come Back," Equals, RCA. **BLFP:** "Susie Q," Creedence Clearwater Revival, Fantasy. **BH:** "Harper Valley PTA," Jeannie C. Riley, Plantation. **BLFH:** "On the Road Again," Canned Heat, Liberty.

Kingston, N. Y.—WBAZ

Gary Davis

Music Director

BP: "Who Is Gonna Love Me," Dionne Warwick, Scepter. **BLFP:** "Breakin' Down the Walls of Heartache," Bandwagon, Epic. **BH:** "Who Is Gonna Love Me," Dionne Warwick, Scepter. **BLFH:** "Sanctuary," Yankee Dollar, Dot.



Spartanburg, S. C.—WHCQ

Sam Holman
Music Director

BP: "I Met Her in Church," Box Tops, Mala. **BLFP:** "Western Union Man," Jerry Butler, Mercury. **BH:** "Private Number," Clay and Bells, Stax. **BLFH:** "You Want to Change Me," Bobby Hebb, Philips.

St. Louis, Mo.—KIRL

Dave Scott

Program/Music Director

BP: "Angela Marie," Coachmen, Roulette. **BLFP:** "Little Green Apples," O. C. Smith, Columbia. **BH:** "Indian Reservation," Don Fardon, GNP Crescendo. **BLFH:** "Tuesday Afternoon," Moody Blues, Deram.

Washington, D. C.—WPGC

Bob Peyton

Music Director & DJ

BP: "Hey, Western Union Man," Jerry Butler, Mercury. **BLFP:** "You Got the Love," Prof. Morrison's Lollipop, White Whale. **BLFH:** "Harper Valley PTA," Jeannie C. Riley, Plantation.

Lewiston, Me.—WLAM

Bob Ouellette

Music Director & DJ

BP: "Street Fighting Man," Rolling Stones, London. **BLFP:** "Only a Fool," Clyde McPhatter, Deram. **BH:** "The Red Balloon," Dave Clark Five, Epic. **BLFH:** "Bang-Shang-a-Lang," Archies, Calendar.



Lynchburg, Va.—WLLI

Jerry Rogers
Music Director & DJ

BP: "Revolution"/"Hey Jude," Beatles, Apple. **BLFP:** "Midnight Confessions," Grassroots, Dunhill. **BH:** "Harper Valley PTA," Jeannie C. Riley, Plantation. **BLFH:** "Indian Reservation," Don Fardon, GNP Crescendo.



Milwaukee, Wis.—WOKY

Bob Barry
Music Director

BP and BLFP: "Barefoot in Baltimore," Strawberry Alarm Clock, Uni. **BH:** "Harper Valley PTA," Jeannie C. Riley, Plantation. **BLFH:** "Indian Reservation," Don Fardon, GNP Crescendo.



Phoenix, Ariz.—KRUX

Rhett Hamilton Walker

Operations Manager

BP: "Susie Q," Creedence Clearwater Revival, Fantasy. **BLFP:** "She's So Fine," Kitchen Cinq, Decca. **BH:** "Harper Valley PTA," Jeannie C. Riley, Plantation. **BLFH:** "Indian Reservation," Don Fardon, GNP. Check "Birmingham," Movers, "Working on a Groovy Thing," Patti Drew, "Mom (Can I Talk to You?)," Jan Rhodes, and "I've Got My Eyes on You," Jason Cord... all very good. Equals. Andy Kim and Al Wilson look like hits here.



San Antonio, Tex.—KTSA

Kahn Hamon
Program Director

BP: "The Weight," Big Pink, Capitol. **BH:** Harper Valley PTA," Jeannie C. Riley, Plantation. **BLFH:** "Lo Mucho Que Te Quiero," Rene and Rene, ARV.



San Francisco, Calif.—KYA

Dick Starr
Program Director

BP: "Listen Here," Eddie Harris, Atlantic. **BLFP:** "Don't Bogart Me," Fraternity of Man, ABC. **BH:** "Susie Q," Creedence Clearwater Revival, Fantasy. **BLFH:** "Don't Bogart Me," Fraternity of Man, ABC.

Sarasota, Fla.—WYND

John Dark

Program/Music Director

BP: "Save the Country," Laura Nyro, Columbia. **BLFP:** "Baby Come Back," Equals, RCA. **BLFH:** "Special Care," Buffalo Springfield, Atco.

Spokane, Wash.—KGA

Shane

Program Director & DJ

BP and BLFH: "The Snake," Al Wilson, Soul City.



Wilmington, Del.—WAMS

Bob Hollands
Music Director

BP: "Tomboy," Ronnie Dove, Diamond. **BLFP:** "Hold Me Tight," Johnny Nash, JAD. **BH:** "Harper Valley PTA," Jeannie C. Riley, Plantation. **BLFH:** "Hush," Donnie Brooks, Yardbird.

EASY LISTENING

Atlanta, Ga.—WSB

Chris Fortson

Music Librarian

BP: "Who Is Gonna Love Me," Dionne Warwick, Scepter. **BLFP:** "Good Morning New Day," Coronados, Jubilee. **BH:** "Harper Valley PTA," Jeannie C. Riley/Billie Joe Spears, Plantation/Capitol. **BLFH:** "To Wait for Love," Herb Alpert, A&M.



Columbus, Ga.—WOKS

Ernestine Mathis

Music Director & DJ

BP: "Give 'em Love," Soul Children, Stax. **BLFP:** "He's My Man," Patti La Belle, Atlantic. **BH:** "Hip City," Jo Walker and the All Stars, Soul. **BLFH:** "God Bless Our Love," Ballads, Virtue.

Denver, Colo.—KGMC

Wayne Vann

Station Manager & Program/Music Director

BP: "Harper Valley PTA," Bobbie Martin, U.A. **BLFP:** "Each and Every Part of Me," James Darren, WB. **BH:** "Indian Reservation," Don Fardon, GNP Crescendo. **BLFH:** "Take a Message to Mary," Don Cherry, Monument. Album of the week: "Gary Lewis, Now" Gary Lewis and the Playboys, Liberty.

Mason, Mich.—WUNN

Tom Michaels

Program Director

BP: "I Can't Make It Without You," Lesley Gore, Mercury. **BLFP:** "I Didn't Know the World Last This Long," John Hartford, RCA. **BLFH:** "I Just Can't Help Believin'," Barry Mann, Capitol.

San Francisco, Calif.—KNBR

Michael Button

Music Director

BH: "My Special Angel," Vogues, Reprise. **BLFP:** "Everybody's Talkin'," Nilsson, Reprise. **BH:** "Don't Give Up," Petula Clark, WB. **BLFH:** "Who Is Gonna Love Me," Dionne Warwick, Scepter. Great Album Cut: "The Straight Life," Bobby Goldsboro, UA, from the "Word Pictures."



Washington, D. C.—WWDC

Larry Sealton

Program/Music Director & DJ

BP: "Little Green Apples," O. C. Smith, Columbia. **BLFP:** "Everybody's Talkin'," Nilsson, RCA. **BH:** "Harper Valley PTA," Jeannie C. Riley, Plantation. **BLFH:** "Brand New Morning," Frank D'Rone, Cadet.

Washington/Pittsburgh, Pa.—WJPA

Jay Mitchell

Music Director

BP: "April Again"/"That Old Time Feelin'," Dean Martin, Reprise. **BLFP:** "Help Yourself," Tom Jones, Parrot. **BH:** "My Special Angel," Vogues, Reprise. **BLFH:** "5 A.M.," Millentium, Columbia. Current Hot LP's: "This Guy's in Love With You," Johnny Mann Singers, Liberty; "Look Around," Sergio Mendes & Brasil '66, A&M, and the new Robert Goulet, Tony Bennett and Percy Faith Song on Columbia.



Williamsburg, Va.—WBCL

Pat Collins

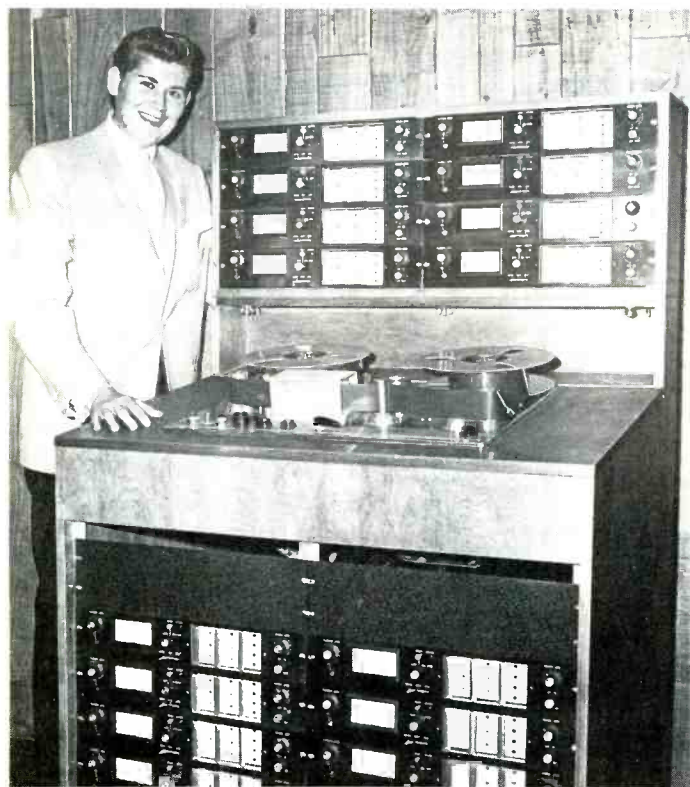
Music Director & DJ

BP: "To Wait for Love," Herb Alpert, A&M. **BLFP:** "Take a Message to Mary," Don Cherry, Monument. **BH:** "Bring Back Those Rockabye Baby Days," Tiny Tim, Reprise. **BLFH:** "Somethings Gotten Hold of My Heart," Nancy Ames, ABC.

(Continued on page 20)

Where it's Happening

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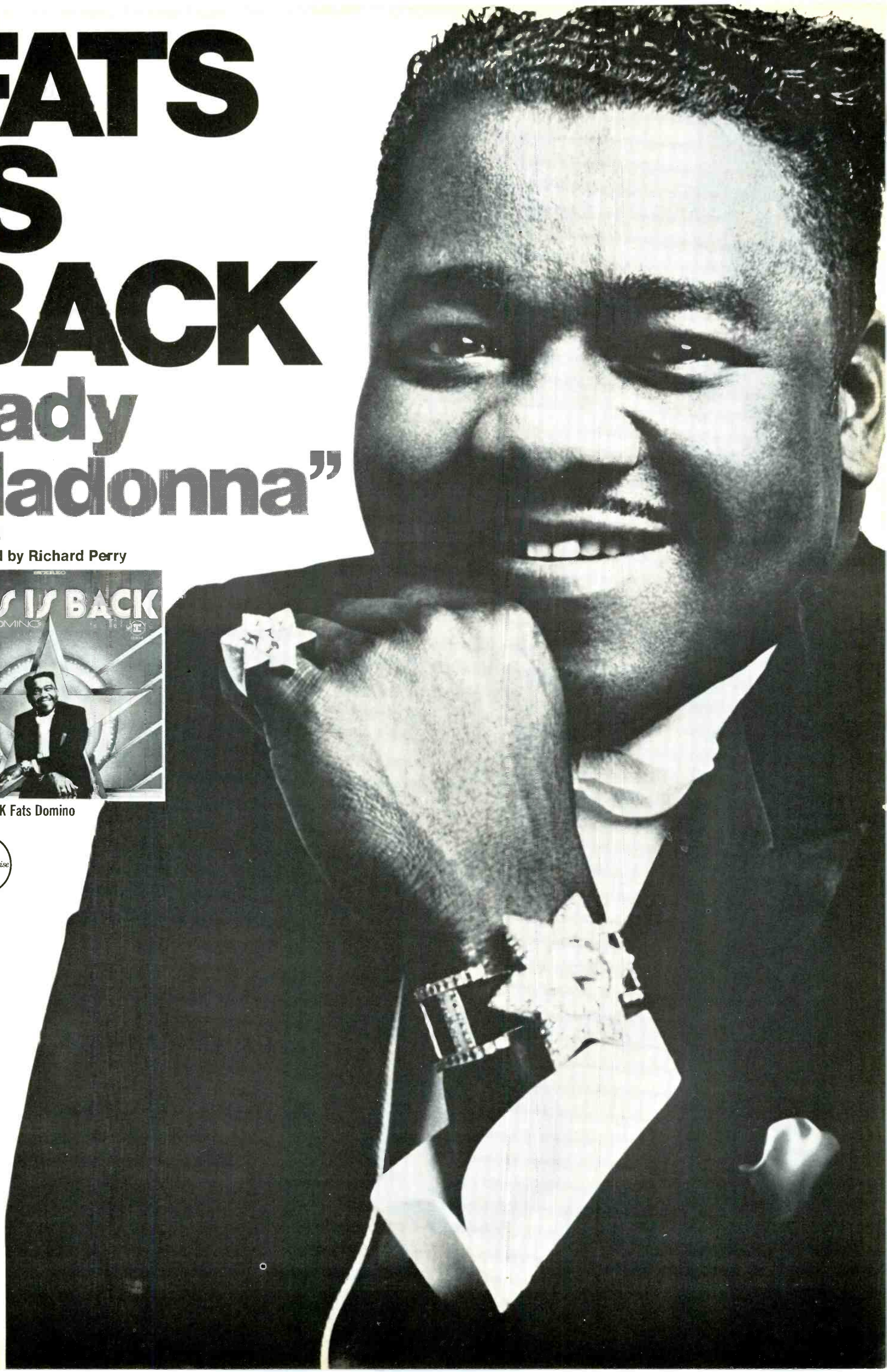
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10

programming aids

• Continued from page 16



Waynesboro, Va.—WAYB
Carolyn Bleam
Music Director

BP: "My Way of Life," Frank Sinatra, Reprise. **BLFP:** "Jody and the Kid," Roy Drusky, Mercury. **BH:** "Did You Give the World Some Love Today Babe?" the Tompkins Singers, Tompkins Park Records.

RHYTHM AND BLUES

Columbia, S. C.—WOIC

Charles Derrick
Program Director

BP: "Can't Get Away," Mary Wells, Jubilee. **BLFP:** "Black & Blue," James Brown, King. **BH:** "Bless Our Love," Ballards, Venture.

Galveston, Tex.—KGBC

Steve-O Donohoe
Music Director

BP: "Sufferin' City," Johnny Copeland, Atlantic, and "Why Don't They Leave Us Alone," Little Carl Carlton, Backbeat. **BLFP:** "Isn't It Amazing," Charles Conrad & Soul Bros. Inc., Shandy, and "You Went Back (On What You Said)," Willie Mallory, Lanor. **BLFH:** "Good Thing Goin'," Rainbows, Instant, and "My Dream," Doc and Sal, Dynamic.

Houston, Tex.—KCOH

Don Sundeen
Program Director

BP: "Little Green Apples," O. C. Smith Columbia. **BLFP:** "Please Wait for Me," Masters of Soul, Capitol. **BH:** "I'll Forget You," John Roberts, Duke. **BLFH:** "Hold Me Tight," Johnny Nash, Jade. Experimenting with Jeannie Riley, "Harper Valley P.T.A." at suggestion of music director Trauis Gardner and getting good response.

PROGRESSIVE ROCK

Albuquerque, N. M.—KUNM-FM

L. A. Woodworth
Program Director

BP: "The Blues Alone," LP, John Mayall, London. **BLFP:** "Truth," LP, Jeff Beck, Epic. **BH:** "Don't Bogart Me," Fraternity of Man, ABC. **BLFH:** "Star Children," Don Ellis, Columbia.

Philadelphia, Pa.—WIFI-FM

Johnny Devereaux
Program Director & DJ

BP: "Ogden's Not Gone Flake," Small Faces, Immediate. **BLFP:** "Odyssey & Oracle," Zombies, Date. **BH:** "Truth," Jeff Beck, Epic. **BLFH:** "In Search of the Lost Chord," Moody Blues, Deram.

San Jose, Calif.—KSJO-FM

Mark Williams
Program Director & DJ

BP: "Getting to the Point," Savoy Brown, London. **BLFP:** "The Sidewalk," David T. Walker, Revue. **BH:** "Cheap Thrills," Big Brother, Columbia. **BLFH:** "Spooky Tooth, Spooky Tooth," English.

COUNTRY

Atlanta, Ga.—WPLO

Honest John Fox
DJ

BP: "Like a Rolling Stone," Flatt and Scruggs, Columbia. **BLFP:** "I Like Trains," Bob Luman, Epic. **BH:** "Harper Valley P.T.A.," Jeannie C. Riley, Plantation. **BLFH:** "Love Me," Bobby Barnett, Columbia.

Denver—KLAK

Con Schader
Music Director & DJ

BP: "Blue Train," Roy Acuff Jr., Hickory. **BLFP:** "Anyway," Bobby Bond, MGM. **BH:** "Dreams of the Everyday Housewife," Glen Campbell, Capitol. **BLFH:** "Harper Valley P.T.A.," Jeannie C. Riley, Plantation.



Burbank, Calif.—KBBQ
Larry Scott
Music Director

BP: "When You Are Gone," Jim Reeves, RCA. **BLFP:** "Come in the Backdoor," Johnny and Joni Mosby, Capitol. **BH:** "Harper Valley P.T.A.," Jeannie C. Riley, Plantation. **BLFH:** "Take a Message to Mary," Don Cherry, Monument.



Charlotte, N. C.—WWOK
Cloyd Bookout
Music Director & DJ

BP: "I Like Trains," Bob Luman, Epic. **BLFP:** "A Little Bit," Gordon Terry, Chart. **BH and BLFH:** "Harper Valley P.T.A.," Jeannie C. Riley, Plantation. Growing by leaps and bounds.



Cincinnati, Ohio—WZIP
Allan M. Peck
Music Director

BP: "There's No More Love," Carl Smith, Columbia. **BLFP:** "Southern Bound," Kenny Price, Boone. **BH:** "Harper Valley P.T.A.," Jeannie C. Riley/Billie Jo Spears, Capitol. **BLFH:** "Yonders Comes a Freight Train," Jim and Jessie, Epic.



Flint, Mich.—WKMF
Jim Harper
Program/Music Director & DJ

BP: "Sweet Child of Sunshine," Jerry Wallace, Liberty. **BLFP:** "We're the Kind of People," Duane Dec, Capitol. **BH:** "Harper Valley P.T.A.," Jeannie C. Riley, Plantation. **BLFH:** "Harper Valley P.T.A.," Jeannie C. Riley, Plantation.

Garden City, L. I., N. Y.—WTHE

Don Karnes
Program Director

BP: "Happy State of Mind," Bill Anderson, Decca. **BLFP:** "Johnny One Time," Willie Nelson, RCA. **BH:** "The Ballad of John Dillinger," Billy Grammer, Rice. **BLFH:** "Cowboy Don't Care," Earl Scott, Decca.



Harrisonburg, Va.—WKCY
Frank Laseter
Program Director

BP: "Jack and Jill," Jim Ed Brown, RCA. **BLFP:** "Sounds of Goodbye," Gosdin Brothers, Capitol. **BH:** "Mama Tired," Merle Haggard, Capitol.

Indianapolis, Ind.—WIRE

Galen Scott
Program Director

BP: "Johnny One Time," Willie Nelson, RCA. **BLFP:** "Southern Bound," Kenny Price, Boone. **BH:** "Harper Valley P.T.A.," Jeannie C. Riley, Plantation. **BLFH:** "Sounds of Goodbye," Tommy Cash, U.A.



Knoxville, Tenn.—WROL
Phil Rainey
Program/Music Director & DJ

BP: "Warm and Tender Love," Archie Campbell and Lorene Mann. **BLFP:** "Wall of Pictures," Darrell McCall, Wayside. **BH:** "Sweet Child of Sunshine," Jerry Wallace, Liberty. **BLFH:** "You Still Look as Good as Ever," Bill Towers, Bell.



Lubbock, Tex.—KDAV
Ralph Paul
Operations Mgr.

BP: "I'm Goin' Back Home Where I Belong," Buckarows with Don Rich, Capitol. **BLFP:** "The Room of the Unknown Shoulder," George McCormick, Stop. **BH and BLFH:** "Harper Valley P.T.A.," Jeannie C. Riley, Plantation. Don't overlook "Flag Draped Coffin" b/w "Fallen King" by Tom Sawyer on Plantation also (it's big here as Tom is been a well-liked local enter here for some time).

Macon, Ga.—WDEN

Jack Rodgers
Program/Music Director

BP, **BLFP, BH** and **BLFH:** "Harper Valley P.T.A.," Billie Joe Spears, Capitol. Billie Joe Spears' version picked by listeners as first choice with Margie Singleton's version as next best. (Other version not serviced.) Make your listeners happy... let's them decide!



Milwaukee, Wis.—WYLO
Bob Bradley
Program Director

BP: "Reno," Dottie West, RCA. **BLFP:** "Yonder Comes a Freight Train," Jim and Jesse, Epic. **BH:** "Johnny One Time," Willie Nelson, RCA. **BLFH:** "Sing the Blues to Daddy," Ray Corbin, Monument.



Peoria, Ill.—WXCL
Dale Eichor
DJ

BP: "Drinking Champagne," Cal Smith, Kapp. **BLFP:** "Sweet Child of Sunshine," Jerry Wallace, Liberty. **BH:** "Harper Valley P.T.A.," Jeannie C. Riley, Plantation. **BLFH:** "Wall of Pictures," Darrell McCall, Wayside.

Philadelphia, Pa.—WRCP

Don Paul
Program/Music Director & DJ

BP: "The True and Lasting Kind," Bobby Lord, Decca. **BLFP:** "Look Into My Teardrops," Crispian St. Peters, Jamie. **BH and BLFH:** "Harper Valley P.T.A.," Jeannie C. Riley, Plantation.

Phoenix, Ariz.—KRDS

John E. Nelson
Program Director

BP: "Born to Love You," Jimmy Newman, Decca. **BLFP:** "The Ballad of John Dillinger," Billy Grammer, Mercury. **BH:** "Harper Valley P.T.A.," Jeannie C. Riley, Plantation. **BLFH:** "Friendly Place to Cry," the Lumberjacks, Music Town.

Sacramento, Calif.—KRAK
Jay Hoffer

Station Manager & Program/Music Director

BP: "Then You Can Tell Me Goodbye," Eddy Arnold, RCA. **BLFP:** "Harper Valley P.T.A.," Jeannie C. Riley, Plantation. **BH:** "Born a Fool," Freddie Hart, Kapp. **BLFH:** "Gentle on My Mind," Boots Randolph, Monument.

WTTO to Hot 100—WTOD Goes Country

TOLEDO — WTTO, 1,000-watt station here, switched

Tallahassee, Fla.—WOMA

Ken Hopkins

BP: "I Hope I Like Mexico Blues," Dallas Fraizer, Capitol. **BLFP:** "Train of Thought," Jerry Inman, Columbia. **BH:** "Harper Valley P.T.A.," Jeannie C. Riley, Plantation. **BLFH:** "It's all Over But the Cryin'," Hank Williams Jr., MGM.

MORE PICKS

HOT 100 PICKS: Paul Gambaccini, WDCR, Hanover, N. H.: "Mary Elizabeth," Osmond Brothers, Barnaby and "Fire," Arthur Brown, Atlantic. . . . J. Robert Dark, KEYN, Wichita, Kansas: "Six Man Band," Association, WB and "Fill My Soul," Pop Explosion, We Make Rock and Roll Records. . . . Jim Melvin, KLEM, Le Mars, Iowa; "That Kind of a Woman," Merilee Rush, Bell, and "Personally," Bobby, Paris, Tetragrammaton. . . . Jerry Johnson, KDAC, Ft. Bragg, Calif.: "I Met Her in Church," Box Tops, Mala, and "Day by Day," Tom Jones, Parrot. . . . Dave Sturm, KTLA, Tallulah, La.: "Message From Maria," Joe Simon, Sound Stage 7.

COUNTRY PICKS: Bob White, WBRG, Lynchburg, Va.: "Reno," Dottie West, RCA and "Ain't Got the Time," Tom T. Hall, Mercury. . . . Mark Robinson, KCIN, Victorville, Calif.: "In Love," Wynn Stewart, Capitol, and "Too Many Dollars," Connie Eaton, Chart. . . . Jimmy Carroll, KAWA, Waco, Tex.: "Born to Love You," Jimmy Newman, Decca and "Three Playing Love," Cheryle Poole, Paula. . . . Dave Edwards, WOH Radio, Miami, Fla.: "Like a Rolling Stone," Lester Flatt and Scruggs, Columbia and "Bethlehem Steel," Misty Morgan/Jack Blanchard, Wayside. . . . Dave Elliott, WIII, S. Miami, Fla.: "Then You Can Tell Me Goodbye," Eddy Arnold, RCA and "Pray for Your Country," Warner Mack, Decca. . . . John Bradley, KRES-FM, Moberly, Mo.: "Walking Through the Memories of My Mind," Billy Mize, Columbia and **BLFP:** "Bonnie," Connie Eaton, Chart Records. . . . Lyle Reed, WXXX, Ft. Lauderdale, Fla.: "Come in the Back Door," Johnny and Jonie Mosby, Capitol and "So Sad," Buddy Cagle/Penny DeHaven, Imperial. . . . Lou Dark, WNOW, York, Pa.: "Sweet Child of Sunshine," Jerry Wallace, Liberty and "Applesauce," Lynn Jones, Capitol.

EASY LISTENING PICKS: Jay Mitchell, WJPA Wash./Pittsburgh, Pa.: "Who Is Gonna Love Me," Dionne Warwick, Scepter, and "She Chased Me," Bobby Goldsboro, UA. . . . Bob Craig, WICH, Norwich, Conn.: "My Special Angel," Vogues, Reprise and "Chelsea Morning," Jennifer, Parrot. . . . Bob Rall, WSLI, Jackson, Miss.: "Help Yourself," Tom Jones, Parrot and "That Kind of Woman," Merilee Rush, Bell. . . . Gene Bush, KKAR, Pomona, Calif.: "Fool on the Hill," Sergio Mendes & Brasil '66, A&M and "Girl on a Swing," Bob Miranda & The Happenings, B. T. Puppy. . . . Will Johnson, KYUM, Yuma, Ariz.: "Help Yourself," Tom Jones, Parrot, and "My Way of Life," Frank Sinatra, Reprise. . . . Budd Clain, WSPR, Springfield, Mass.: "I've Got My Eyes on You," Barry Noble, and "What a Day to Be Blue," Tom West, Dot.

COLLEGE PICKS: Gary Hunt, WGST, Atlanta, Ga. (Georgia Tech): "Harper Valley P.T.A.," Jeannie C. Riley, Plantation and "Side-walks," John D. Lauder milk, RCA. . . . Douglas M. Shirk, WJRN, Midland, Mich. (Northwood Institute): "Suzie Q.," Creedence Clearwater Revival, Fantasy and "Time Has Come Today," Chambers Bros., Columbia.

to a Hot 100 format Sept. 2, reports new program director Lee Fowler. Fowler joins WTTO from WTOD in the same city. WTOD, a former rocker, is switching to country music on the same day.

"I really feel this market is ripe for a good rocker," Fowler said. WTTO has previously featured an easy listening format. Now, however, the station will program what Fowler calls a "modified Drake. We'll play a lot of music, but not restrict the deejays in what they can say as long as they have something to say." From midnight to 2 a.m., the station will feature a progressive rock show. At present, the station signs off at 2 a.m., but Fowler hopes to get back to 24-hour operation soon.

NAB Talks to Accent Disks, Urban Affair

WASHINGTON — Records and the current urban problems affecting the nation will both receive in-depth treatment at the coming six fall conferences of the National Association of Broadcasters. The NAB will cooperate with the Record Industry Association of America to present a record roundtable at each conference featuring record company officials and selected radio broadcasters. Discussion will be on tailoring records for use by radio stations, free records, record promotions, and the phasing out of monaural records, among other topics. Henry Brief, executive director of the RIAA will preside.

Charles M. Stone, NAB vice-president for radio, said there will also be discussion on techniques in the selection of music and maintaining a music library.

NAB president Vincent T. Wasilewski will report on the current state of the radio-TV industry. There will be a luncheon address by a member of the Federal Communications Commission. A joint radio-TV assembly on the second day of each conference will be devoted to a free-wheeling discussion on the crisis in the cities and the role and responsibility of broadcasters in helping solve their problems. Topics to be covered include ghetto riots and news coverage of them and existing and planned programs by local radio and TV stations to promote education, housing, and jobs for the underprivileged, and the responsibility of broadcasters under the law in locating and training persons in minority groups for jobs in radio-TV.

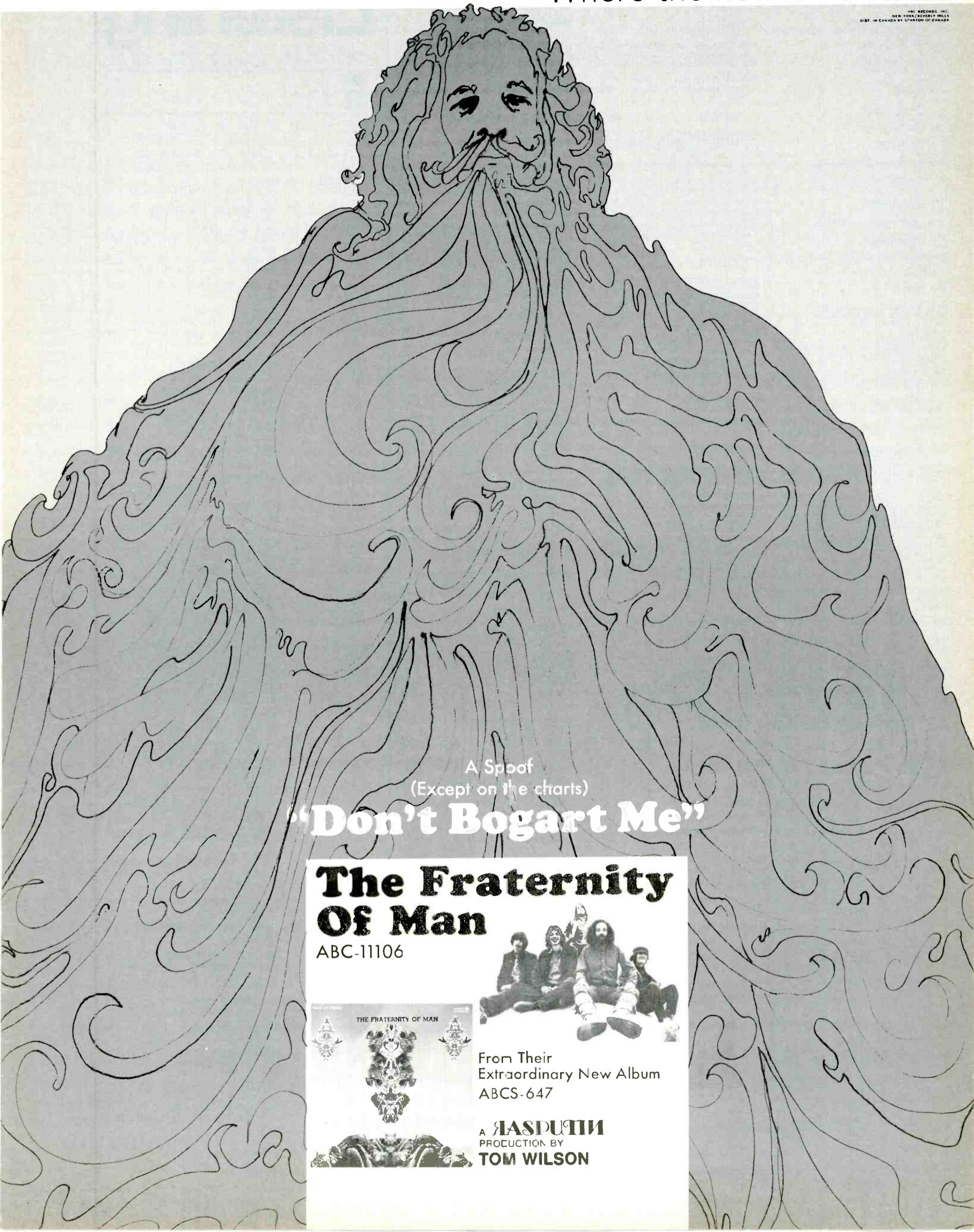
The six conferences will be held in New York City Oct. 17-18; Los Angeles Oct. 21-22; Denver Oct. 24-25; Cincinnati Nov. 11-12; Dallas Nov. 14-15; Atlanta Nov. 18-19.

Among the radiomen who'll discuss techniques in selecting music and review methods in maintaining a music library will be Jerry Chapmen of WFBM, Indianapolis; Marvin Hillis, KIXL, Dallas; Larry Kenfield, WTIC, Hartford, Conn.; Willard Mears, KOIN, Portland, Ore.; Dave Nabers, WKAI, McComb, Ill.; Marshall Pearce, WSMB, New Orleans, and J. C. Stallings, KEEB, Nacogdoches, Tex.



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SPOOKY TOOTH; Bell 6019
BOBBY RUSSELL—Words, Music, Laughter, & Tears; Bell 9500
THE BOX TOPS—Nonstop; Bell 6023
- BRUNSWICK**
BARBARA ACKLIN—Love Makes a Woman; BL 754137
- CALENDAR**
THE ARCHIES; KES-101
- CAPITOL**
THE BEACH BOYS—Stack-O-Tracks; DKAO 2893
BOBBIE GENTRY—Local Gentry; ST 2964 SRC; ST 2991
- COLGEMS**
SOUNDTRACK—Interlude; COSO-5007
- COLUMBIA**
SOUNDTRACK—You Are What You Eat; OS 3240
SOUNDTRACK—Funny Girl; Bos 3220
- CUCA**
PAUL HANSON—Man Speak to Man; K 1180
THE FANTASTIC JOHN KREMPASKY; K 2048
RICHARD VADNAL & ORCH.—V Is for Vadnal; K 2069
MARGARET EBERLE—First Time Ever; K 1140
SAMMY EGGUMS BAND/"BIG JOHN" SCHERMHORN—Dairyland Jubilee's Souvenir Album; K 2047
JERRY GOETECH & HIS ORCH.—I Stopped for a Beer; K 2059
THE CIRCUS WORLD MUSEUM BAND ORGAN; K 3030
COLLARMEN—So Many Faces; KS 1190
JOHN KREMPASKY—The Wizard of the Cordovox; K 2049
IT HAD TO BE THE JOLLY CHOLLYS; K 2057
THE BIG TOP FIVE—Real Circus Music; K 3131
THE BLUE-GRASSHOPPERS—The Country's Come to Town; K 1160
MUELLER'S ORCHESTRA & TRUMPET; K 2055
HAROLD STEINBACK & THE POLKA TONES—Dancing Gaily to Old Time & Modern Music; K 2058
JOHN CHECK & THE WISCONSIN DUTCHMEN—The Polka Festival Show; K 2071
THE VERNE NEISNER DANCE ALBUM; K 2062
"WHOOPEE" NORM EDLEBACK & HIS DAIRYLAND DUTCHMEN—On Tour; KS 2078
MEL HENKE—Sunset Strip-Per; KS 7777
A SESSION WITH THE GOODE ISLAND RAMBLERS; K 1111
GREINER BROTHERS—Music That Makes You Want to Dance; K 2063
EDDIE AKAVICKAS & THE JOLLY GENTLEMEN; K 2070
DON PETERSON & THE BAY MUSICIANS; K 2067
ROBBIE'S YODEL CLUB—Come to the Mountain; K 2400
THE RIVERBOAT RAMBLERS—Take Ten + 1; K 3150
ELROY BENZ—Music Slovenian Style; 2061
- DON SCHLIES & HIS ORCH.**; K 2068
SYL LIEBEL—Jolly Swiss Boy; K 2066
VARIOUS ARTISTS—Voices of Switzerland; K 2300
TWIRL YOUR GIRL WITH THE CAVALIERS; K 3072
TONY RADCMACHER & HIS ORCH.—It's Polka Season; K 2060
JOHN KARMAN AT THE RIVERSIDE; K 2064
JOHN KREMPASKY—Most Requested; KS 2075
THE SCHMITT BROTHERS—Golden Favorites; KS 4440
VARIOUS ARTISTS—The All Time Great Old Time Waltzes/The All Time Great Polka Bands; KTV 1/2
- DECCA**
DIXIELANDS GREATEST HITS PLAYED BY THE DUKES OF DIXIELAND; DL 74975
THE TOP TEN BARBER SHOP QUARTETS OF 1958; DL 75060
1968 INTERNATIONAL BARBERSHOP CHORUS WINNERS; DL 75061
FRED WARING AND THE PENNSYLVANIANS—Songs of Inspiration; DL 75033
THE WHOOPEE JOHN ORCHESTRA—Happy Time In That "Old Time" Style; DL 75021
BILLY HOLIDAY'S GREATEST HITS; DL 75040
RICK NELSON—Perspective; DL 75014
CINCINNATI SYMPHONY ORCHESTRA/(Max Rudolf)—Richard Strauss & Johann Strauss; DL 710158
- FIESTA**
VALTARO MUSEITE; FLPS 1515
TONI BRUNI—Napoli Canta; FLPS 1516
NATIONAL ENSEMBLE NOWGOROD — Play Balalaika Play; FLPS 1518
PETER KRUEDER — Meine Lieblingmelodie; FLPS 1519
DAS MACHT LAUNE—FLPS 1520
DREI WEISSE BIRKEN; FLPS 1521
THE TRINGLUTI ENSEMBLE—Songs & Dance From Denmark; FLPS 1522
DIE LUSTIGEN AKKORDEON JUNGENS—28 Akkordeon Trumpe; FLPS 1523
MANOLIS ANGELOPOULOS—The Voice From Greece; GR 318, GRS 318
- GOLDWAX**
JAMES CARR—A Man Needs a Woman; GW 3002
- HELIODOR**
BERLIN PHILHARMONIC (FRICSAJ)—Dvorak: Symphony No. 9 "New World"; HS 25083
LEAR/WUNDERLICH/FISCHER-DIESKAU/CHOIR & ORCH. OF MUNICH STATE OPERA (GERDES)—TCHAIKOVSKY: Eugen Onegin (Highlights); HS 25084
DIETRICH FISCHER-DIESKAU—Brahms: Four Serious Songs/Dvorak: From Biblical Songs; HS 25082
BERLIN PHILHARMONIC (MAAZEL)—Tchaikovsky: Symphony No. 4; HS 25081
BERLIN PHILHARMONIC (FURTWANGLER) — Furtwangler/Mozart; HS 25079
BERLIN PHILHARMONIC (FURTWANGLER)—Beethoven: Symphony No. 5/"Grosse Fuge"; HS 25078
- HI**
WILLIE MITCHELL—Solid Soul; SH L 32045
BILL BLACKS COMBO—Turn On Your Love Light; SHL 32044

- KAPP**
THE HOWARD ROBERTS CHORUS AND ORCHESTRA—Dream a Little Dream of Me; KS-3578
- MGM**
WAYNE NEWTON'S SOUNDS OF FAITH; SE 4581
THE STONEMAN — The Great Stonemans; SE 4578
ORPHEUS ASCENDING; SE 4569
- MUSICOR**
THE GEORGE JONES STORY; M2S 3159
- ODYSSEY**
DINU LIPATTI—Chopin: Waltzes; 32 16 0058
- PARROT**
SAVOY BROWN—Getting to the Point; PAS 71024
- POPPY**
THE MANDRAKE MEMORIAL; PYS-40,002
- PRESTIGE**
GENE AMMONS—Jungle Soul; PRLP 7257
RICHARD "GROOVE" HOLMES—The Groover; PRLP 7570
WILLIS JACKSON WITH TRUDY PITTS—Star Bag; PRLP 7364
PUCHO AND THE LATIN SOUL BROTHERS—Heat; PRLP 7572
JAKI BYARD—With Strings; PRLP 7573
MILES DAVIS—Steamin'; PRLP 7580
JOHN COLTRANE—Lush Life; PRLP 7581
- RANWOOD**
ANITA KERR—Closing the Gap; R. 8032
- RCA RED SEAL**
JOHN BROWNING — John Browning Plays Ravel; LCS-3028
MONTERRAT CABALLE—Zaruela Duets From La Leyenda Del Beso, El Caserio, Luisa Fernanda, La Generala, El Duo De La Africana, La Dolores
ALEXIS WEISSEBERG/CHICAGO SYMPHONY ORCHESTRA (GEORGES PRETRE)—Rachmaninoff: Concerto No. 3 In D Minor, Op. 30; LCS 3040
LONDON SYMPHONY ORCHESTRA / (ANDRE PREVIN)—Rimsky-Korsakoff: Scheherazade, Op. 35/Tsar Saltan; LCS 3042
CHICAGO SYMPHONY ORCHESTRA—Martinon: Symphony No. 7, Op. 35
JOHN BROWNING Plays Ravel; LSC 3028
CABALLE/MARTI—Zaruela Duets from La Leyenda del Beso, El Caserio, Luisa Fernanda, La Generala, El Duo de la Africana, La Dolores; LSC 3039
WEISSEBERG/CHICAGO SYMPHONY ORCHESTRA (PRETRE)—Rachmaninoff: Concerto No. 3; LSC 3040
LONDON SYMPHONY ORCHESTRA (PREVIN)—Rimsky-Korsakoff: Scheherazade/Tsar Saltan; LSC 3042
CHICAGO SYMPHONY ORCHESTRA (MARTINON)—Martinon: Symphony No. 4/Mennin: Symphony No. 7; LSC 3043
- RCA VICTOR**
ROD MCKUEN—The Single Man; LSP 4010
LOS INDIOS TABAJARAS—In a Sentimental Mood; LSP 4013
AL HIRT—In Love With You; LSP 4020
JEFFERSON AIRPLANE—Crown of Creation; LSP 4058
FREDDIE PARIS—Lovin' Moods; LSP 4064
VARIOUS ARTISTS—Vintage 1926; LPV 557
- RCA VICTROLA**
THE ORIGINAL UDAY COMPANY OF HINDU MUSICIANS—Indian Music: Ragas and Dances; VIC 1361
BOSTON POPS ORCHESTRA (FIEDLER)—Three Favorite Concerts; VIC/VICS 1363
DELLER CONSORT—Don Carlo Gesualdo: Five Madrigals and Five Motets for Five and Six Voices; VIC/VICS 1364
MARTINELLI / JEPSON / TIBBETT / METROPOLITAN OPERA CHORUS AND ORCHESTRA (PELLETIER)—The Great Scenes From Verdi's "Otello"; VIC 1365
GUSTAV LEONHARDT—Couperin: Suite in D/ D'Anglebert: Suite in G; VIC/VICS 1370
FRITZ KREISLER Souvenirs: Kreisler/Dohnanyi/Dvorak; IVC 1372
- REPRISE**
THE VOGUES—Turn Around, Look at Me; RS 6314
- SKYE**
GRADY TATE—Windmills of My Mind; SK-4D
- VENTURE**
SOUTH WIND; VTS 4002
TOBY BEN—Wake Up to the Sunshine; VTS 4003
- VERVE**
ASTRUD GILBERTO—Windy; V6-8754
DON SEBESKY & THE JAZZ-ROCK SYNDROME; V6-8756
MORGANA KING—I Know How It Feels to Be Lonely; V6-5061
- VERVE/FORECAST**
JANIS IAN—The Secret Life of J. Eddy Fink; FTS 3048
- VISTA**
LOUIS ARMSTRONG — Disney Songs the Satchmo Way; STER 4044
- WARNER BROS.-SEVEN ARTS**
PETER, PAUL & MARY—Late Again; WS 1751
The Secret Life of HARPERS BIZARRE; 1739

TOP 40 Easy Listening

These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

THIS WEEK	Wks. Ago			TITLE, Artist, Label & Number	Weeks On Chart
	1	2	3		
1	4	6	11	THE FOOL ON THE HILL Sergio Mendes & Brasil '66, A&M 961 (Comet, ASCAP)	5
2	2	2	7	DREAM A LITTLE DREAM OF ME Mama Cass with the Mamas & Papas, Dunhill 4145 (Words & Music, ASCAP)	9
3	1	1	1	CLASSICAL GAS Mason Williams, Warner Bros.-Seven Arts 7190 (Irving, BMI)	12
4	3	3	4	TURN AROUND, LOOK AT ME Vogues, Reprise 0686 (Viva, BMI)	15
5	5	9	10	DON'T GIVE UP Petula Clark, Warner Bros.-Seven Arts 7216 (Duchess, BMI)	8
6	8	12	—	MY WAY OF LIFE Frank Sinatra, Reprise 0764 (Roosevelt, BMI)	3
7	10	25	—	TO WAIT FOR LOVE Herb Alpert, A&M 964 (Blue Seas/Jac, ASCAP)	3
8	7	5	5	IMPOSSIBLE DREAM Roger Williams, Kapp 907 (Fox, ASCAP)	9
9	6	4	2	AUTUMN OF MY LIFE Bobby Goldsboro, United Artists 50318 (Unart, BMI)	11
10	9	8	8	HALFWAY TO PARADISE Bobby Vinton, Epic 10350 (Screen Gems- Columbia, BMI)	8
11	11	7	6	DREAMS OF THE EVERYDAY HOUSEWIFE Glen Campbell, Capitol 2224 (Combine, BMI)	10
12	15	17	21	ALL MY LOVE'S LAUGHTER Ed Ames, RCA Victor 47-9589 (Canopy ASCAP)	6
13	13	11	9	HANG 'EM HIGH Hugo Montenegro, RCA Victor 47-9554 (Unart, BMI)	12
14	18	29	—	HELP YOURSELF Tom Jones, Parrot 40029 (Famous, ASCAP)	3
15	17	20	22	THE MUSIC PLAYED (Was Ich Der Sagen Will) Maff Munro, Capitol 2207 (Easy Listening, ASCAP)	8
16	14	13	12	LITTLE GREEN APPLES Patti Page, Columbia 44556 (Russell-Cason, ASCAP)	12
17	20	26	31	SAN FRANCISCO—WEAR SOME FLOWERS IN YOUR HAIR Paul Mauriat, Philips 40550 (Wingate/Honest John, ASCAP)	4
18	19	24	30	APRIL AGAIN Dean Martin, Reprise 0761 (Pamona, BMI)	4
19	12	10	3	THIS GUY'S IN LOVE WITH YOU Herb Alpert, A&M 929 (Blue Seas/Jac, ASCAP)	17
20	21	22	23	MONTAGE FROM HOW SWEET IT IS Love Generation, Imperial 66310 (National, ASCAP)	7
21	25	36	—	WHO IS GONNA LOVE ME? Dionne Warwick, Scepter 12226 (Blue Seas/Jac, ASCAP)	3
22	24	27	29	THIS GUY'S IN LOVE WITH YOU Tony Mottola, Project 3 1337 (Blue Seas/Jac, ASCAP)	6
23	16	15	16	I REALLY WANT TO KNOW Jack Jones, RCA Victor 47-9564 (Screen Gems-Columbia, BMI)	9
24	22	23	24	THIS GIRL'S IN LOVE WITH YOU Eddie Gorme, Calendar 63-1004 (Blue Seas/Jac, ASCAP)	6
25	—	—	—	FUNNY GIRL Barbra Streisand, Columbia 44622 (Chappell, ASCAP)	1
26	29	37	—	THEN YOU CAN TELL ME GOODBYE Eddy Arnold, RCA Victor 47-9606 (Auff-Rose, BMI)	3
27	30	33	35	BATTLE OF NEW ORLEANS Harpers Bizarre, Warner Bros.-Seven Arts 7223 (Warden, BMI)	4
28	26	18	15	GRAZING IN THE GRASS Hugh Masekela, UNI 55066 (Chisa, BMI)	9
29	—	—	—	MY SPECIAL ANGEL Vogues, Reprise 0766 (Viva, BMI)	1
30	39	40	—	WALK IN THE PARK Claudine Longet, A&M 967 (Great Honesty, BMI)	3
31	—	—	—	THIRTY DAYS HATH SEPTEMBER Robert Goulet, Columbia 44617 (Bourne, ASCAP)	1
32	32	35	—	THAT OLD TIME FEELING Dean Martin, Reprise 0761 (Pamona, BMI)	3
33	35	31	36	ON A BEAUTIFUL DAY Sunshine Company, Imperial 66308 (Unart, BMI)	6
34	37	39	—	LITTLE GREEN APPLES O. C. Smith, Columbia 44562 (Clinton, ASCAP)	3
35	33	32	32	SEALED WITH A KISS Gary Lewis & the Playboys, Liberty 56037 (Post, ASCAP)	5
36	40	—	—	HARPER VALLEY P.T.A. Jeannie C. Riley, Plantation 3 (Newkeys, BMI)	2
37	34	25	26	MR. NICO Four Jacks & a Jill, RCA Victor 47-9572 (Milene, ASCAP)	5
38	—	—	—	THE BIPLANE EVERMORE Irish Rovers, Decca 32371 (Little Darlin', BMI)	1
39	—	—	—	SOFTLY Sandpipers, A&M 968 (Witmark, ASCAP)	1
40	—	—	—	BLUEBERRY HILL Exotic Guitars, Ranwood 811 (Chappell, ASCAP)	1

BEST SELLING Jazz LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
3	—	DOWN HERE ON THE GROUND Wes Montgomery, A&M (No Mono); SP 3006 (S)	18
2	4	PROMISE OF THE FUTURE Hugh Masekela, Uni (No Mono); 73028 (S)	11
3	1	THE ELECTRIFYING EDDIE HARRIS Atlantic 1495 (M); SD 1495 (S)	27
4	2	A DAY IN THE LIFE Wes Montgomery, A&M LP 2001 (M); SP 3001 (S)	49
5	5	PLUG ME IN Eddie Harris, Atlantic (No Mono); SD 1506 (S)	9
6	8	FELICIANO! Jose Feliciano, RCA Victor LPM 3957 (M); LSP 3957	4
7	7	BEST OF WES MONTGOMERY Verve V 8714 (M); V6-8714 (S)	40
8	6	SOUL BAG Mongo Santamaria, Columbia (No Mono); CS 9653 (S)	8
9	10	ARETHA NOW Aretha Franklin, Atlantic (No Mono); SD B186 (S)	7
10	12	MAIDEN VOYAGE Ramsey Lewis, Cadet (No Mono); LPS 811 (S)	7
11	11	LOOK AROUND Sergio Mendes & Brasil '66, A&M LP 137 (M); SP 4137 (S)	25
12	9	LIGHTHOUSE '68 Jazz Crusaders, Pacific Jazz (No Mono); ST 20131 (S)	24
13	16	BEST OF WES MONTGOMERY, VOL. 2 Verve (No Mono); V6-8755 (S)	2
14	—	HICKORY HOLLER REVISITED O. C. Smith, Columbia (No Mono); CS 9680 (S)	1
15	15	LOOK OF LOVE Stanley Turrentine, Blue Note (No Mono); BST 84286 (S)	2
16	18	BEST OF LOU RAWLS Capitol (No Mono); ST 2948 (S)	3
17	14	UP POPS RAMSEY LEWIS Cadet LP 799 (M); LPS 799 (S)	25
18	—	LIVIN' IT UP Jimmy Smith, Verve (No Mono); V6-8750 (S)	1
19	13	SERENADE TO A SOUL SISTER Horace Silver Quintet Featuring Stanley Turrentine, Blue Note (No Mono); BST 84277 (S)	7
20	20	PORTRAIT OF RAY Ray Charles, ABC (No Mono); ABCS 625 (S)	19

Billboard SPECIAL SURVEY For Week Ending 9/7/68

THE LEMON PIPERS

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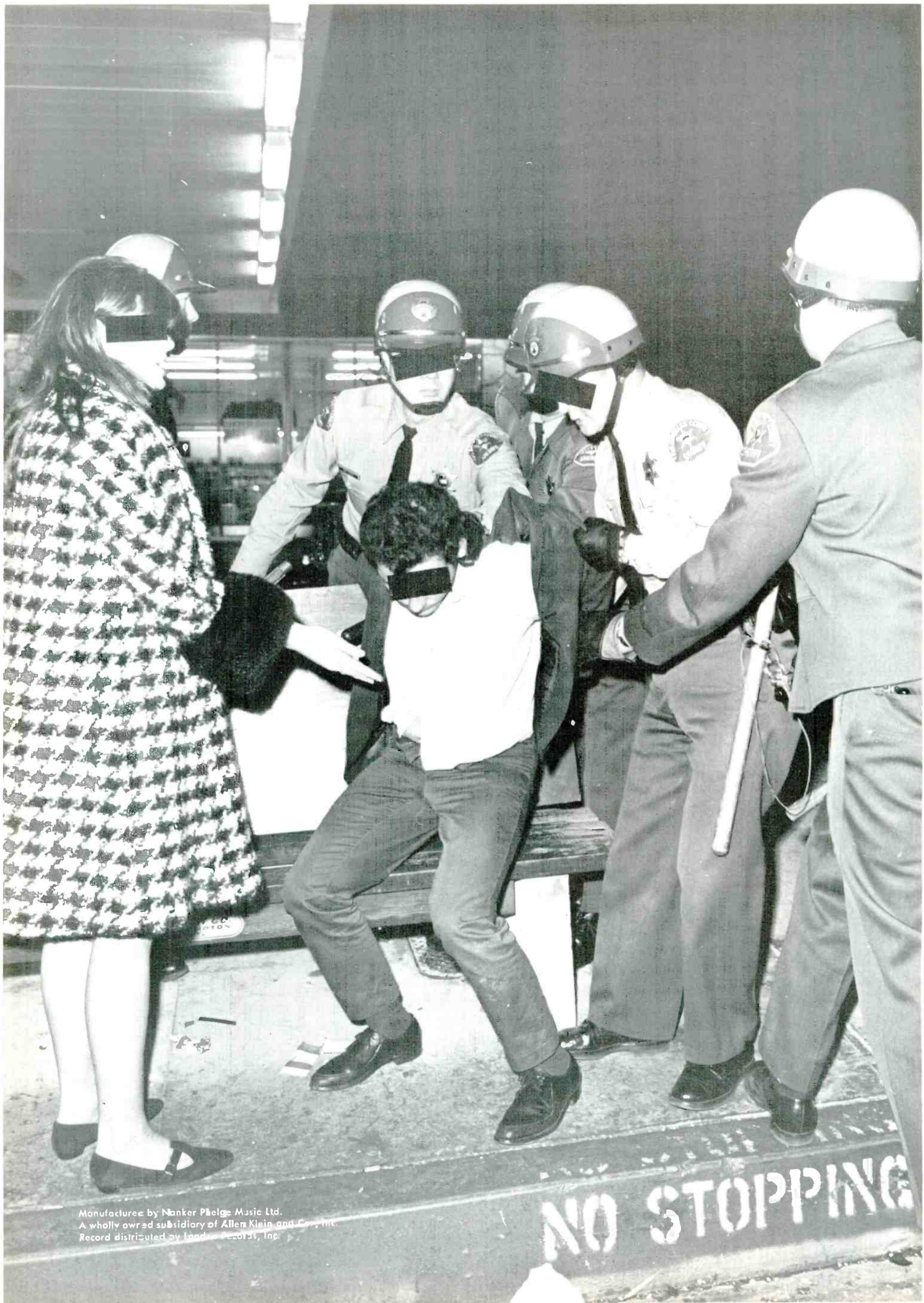
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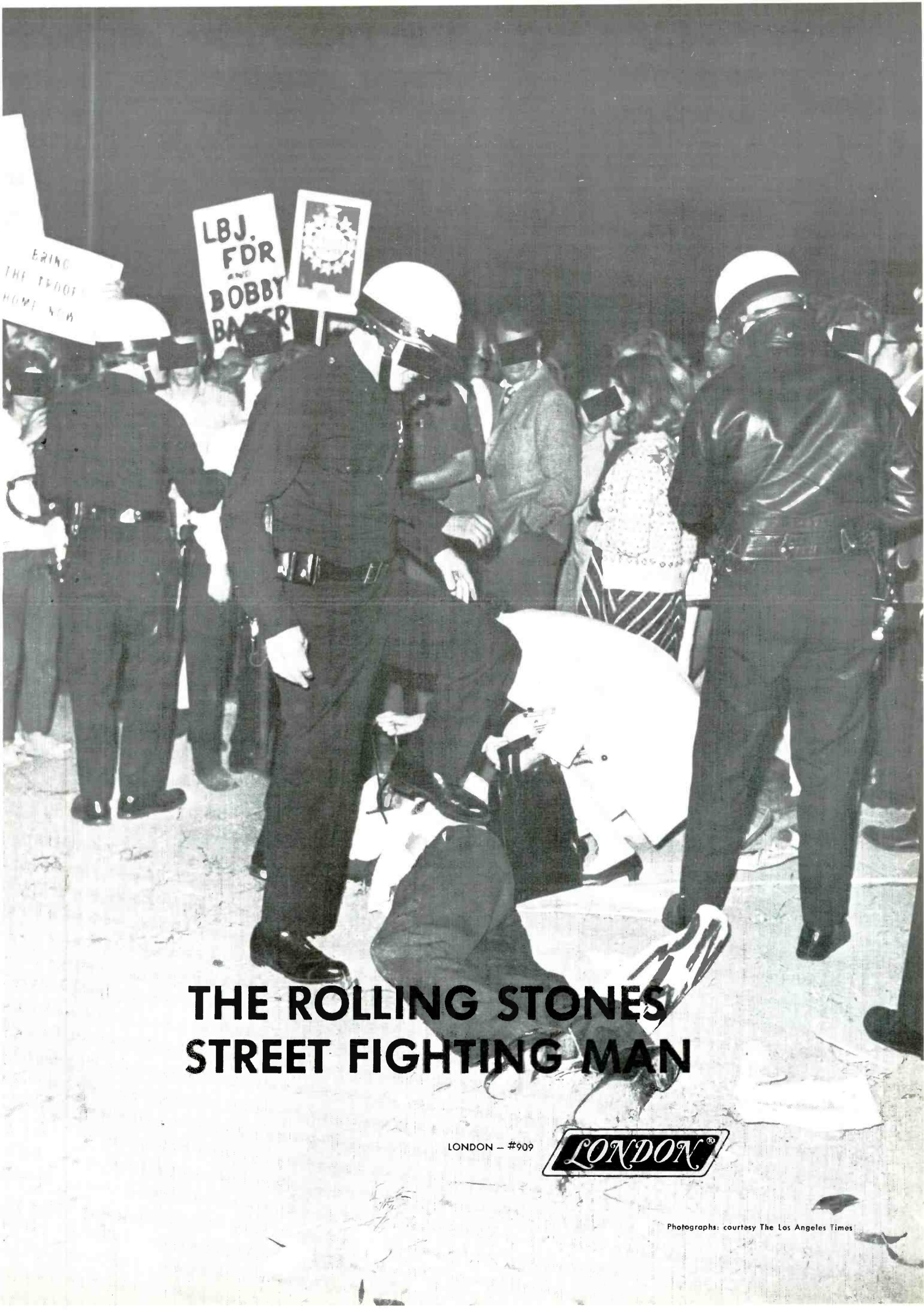
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Country Music

Plans Wrapped Up for 43d 'Opry' Celebration

NASHVILLE—E. W. (Bud) Wendell, manager of the "Grand Ole Opry," has announced complete plans for the 43d Anniversary Celebration of the show Oct. 17-18-19.

In a mailing to station managers, Wendell emphasizes a special feature this year, an opportunity for qualified disk jockeys to conduct a series of taped interviews with the artists of the "Opry" and of the labels taking an official part in the annual gathering, the 17th such convention.

This interview session will be held in the lower level of the Municipal Auditorium immediately following the WSM break-

fast and the famous "Opry Rundown."

Pre-Registration

Since the session falls early in the celebration agenda (Friday, Oct. 18), Wendell requested that

those involved pre-register. This requires a letter on station letterhead, signed by the station manager, accompanying the advance registration. No one other
(Continued on page 31)

Nashville Scene

Monument Records has released **Jeannie Seely**, who will join RCA, and RCA has given a release to **Ed Bruce**, who will join Monument. . . . **Roger Miller**, on a visit, revealed he has serious aspirations about becoming an actor. Miller said he is dickering with CBS for a dramatic TV series in which he would be the "complete actor," playing multiple parts. . . . **Roy Drusky** begins independent production again in September. . . . **Del Reeves'** new album, "Looking at the World Through the Windshield," will contain all truck-driving songs. It is produced by **Bob Montgomery**.

The fate of the Tree Music branch in Prague is still uncertain. The office there is 18 months old. . . . WCKW, the only station in Southeast Louisiana playing country music after dark, is in need of good distribution. Releases should go to **Steve Ruppe**, program director at Drawer B, Garyville, La.

Bill Crawford has formed his own booking agency here, operating under his name. Crawford also has signed **John L. Sullivan** of the Kapp label to an exclusive management contract.

Wendy Dawn has moved from Texas to Nashville on the strength of her RCA release, "See One Man," written by **Harlan Howard**.

Bill Anderson plays seven separate fairs this month.

Bob Homan of the HEB label is getting strong airplay in his native State of Washington and in

Ohio for his release "Beamin' All Over." . . . More than 1,500 country fans from Florida turned out to see and hear unknown talent at the first Florida Country/Western Jamboree. The second such show is set for Saturday (7).

. . . **Jack Greene** will make his first appearance since throat surgery at the KBBQ country music show at the Palomino Club in North Hollywood. . . . In their first effort as a duet, **Barbara Allen & Beverly Taylor** have released "Back Up, Girl," on the American Artists label, produced by **Joe Gibson** of Yonah Music.

Jeannie C. Riley flies to the West Coast to tape the "Hollywood Palace" TV show to be aired Sept. 28. It will be her first network appearance.

Key Talent has packaged a strong show for the Wisconsin-Minnesota area this month with a line-up including **Ferlin Husky**, **Bobby Bare**, **Billy Grammer**, **Jeannie C. Riley** and **George Kent**.

. . . **Margie Bowes**, with a brand-new club routine, plays the 45 Club in Columbus, Miss., this week. . . . **Elvis Carden**, recently out of the Army, may go back to Vietnam on a USO tour in January. . . . **Paul Tannen** has been in town for single sessions for Dot Records.

WPLD, Atlanta, extended an official welcome to sister station WCOP, Boston, when the latter began broadcasting the "Nashville Sound."

Atlanta had competing country artists operating on the same street. **Conway Twitty** was playing the Playroom, while **Jerry Lee Lewis** was working down the street at the Domino. . . . **Sunshine Ruby**, a child star at RCA 10 years ago, now returns to recording and will be with the Ebb Tide label. **Charles Wright** will be her agent-producer.

The **Collins Kids** show, featuring **Glenn Garrison**, opens at Harrah's Lake Tahoe, starting Oct. 3. **Larry & Lorrie** will make another appearance on the "Joey Bishop Show" before the Reno engagement. . . . **Kenny Smith**, an Indiana State prison inmate, has signed a recording contract with Golden/Ebb-Tide Records. The firm is about to open a branch office in Birmingham under the direction of **James Cotten**.

. . . **Ben Peters**, whose pen is represented by three songs on the charts right now, will go into the studio for his own recording session. Meanwhile, he has written the new singles soon to be released by **Jimmy Dean**, **Buddy Cagle**, and **Lawanda Lindsey**.

The **Clossey Brothers** have joined **Bobby Parrish** as part of his regular show.

Leroy Van Dyke set records in rodeo attendance at the Monte Vista Skyhigh Stampede in Colorado. . . . A benefit performance for the blind singer **Kathy Dee** was held in Cleveland last week. Among those taking part, **Bill Anderson**, **Mel Tillis**, **Merle Travis**, **Jimmy Gately** and **Dotty West**.

. . . **Arleen Harden**, Columbia artist, is recovering from a tonsillectomy. . . . **Ray Sanders**, Crescendo Records, has been contracted to perform as House Artist for the Nite Life Club in Van Nuys, Calif. His sessions are produced by **Billy Strange**.

Jim Clemens, formerly of KBUC and now with WPLD, has developed a
(Continued on page 31)

3d Generation Jones Makes Disk Debut

NASHVILLE—A third generation of perhaps the most famous family in country music has made his recording debut under the direction of veteran producer Don Law.

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

The boy is a "true Carter" by tradition and in tune with the times. His talk, singing, writing and performing is in terms of today's generation.

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

His previous big discovery was **Henson Cargill**, also with Monument, whose first release was "Skip a Rope," also produced by Law.

A "typical Carter," **Kenny Jones** first learned to play guitar, bass and then drums before he began writing and singing. He also has inherited his father's love for speed, and it was a cycle accident that put him on his back for a long period and led to composing.

Jones' first release on Monument, just cut, will be titled "Is This the Way of the Free," b/w "Tale of a Wooden War."

Mother Maybelle Carter, still a performing member of the Carter Family, was an original member of the group. Her daughters **Helen**, **June** and **Anita** now perform with her as the Carters, and now Jones constitutes the start of the third generation. It is the first such known lineage in the history of country music.

Espana Guitars to Hold Open House at Festival

NASHVILLE — Espana Guitars will open its doors to radio stations for remotes during the WSM country music festival, according to national sales director **Austin Lempit**. The guitar firm will have its suite in the ballroom of the Andrew Jackson and will be introducing several new models of guitars, bass guitars, and amplified violins.

However, there seems to be plenty of space left over in the ballroom. **Lempit** decided to make the space available to any and all radio stations. Each year, several country music radio stations broadcast live remotes

from the country music convention. Stations wishing to make use of the ballroom should write **Lempit** at Espana Guitars, b&J Distributors, 5 Union Square, New York, N. Y. 10003.

Espana plans to also extend an invitation to country music performers to stop by and play the instruments on display. The firm will exhibit models of eight-string electric bass guitars, regular four-string basses, and three models of amplified folk bass guitars. An extensive line of Espana guitars will be on hand, as well as the Durro violin fitted with a new pick-up for amplification.

Wade Touring Far East

TOKYO — A country group from the musical heart of America, **Willis Wade** and "The Nashville Rebels" arrived in Japan Aug. 24 to tour Korea, Taiwan, Okinawa and the Philippines.

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

The others in the troupe are **Rey Salter**, instrumentalist and singer; **Linda Wade**, singer and dancer; **Jackie Lynn**, singer and electric guitar player; **Brenda Sharp**, singer and **Tubby Brawner**, singer and lead guitarist.

The troupe will spend five days in Japan, two in Korea, and a day each at the other spots, including Guam.

Wade is a country performer from Old Hickory, Tenn., who toured as an amateur, then got his professional start on the "Doc Williams Show" on WWVA in Wheeling, W. Va. He later appeared on the **Ferlin Husky Show**.

Salter, from Sandersville, Ga., started playing and singing when he was 10 years old. He has performed in films with **Buck Owens** and on the **Jimmy Dean Show**. He has also appeared frequently at the **Silver Nugget** in Las Vegas.

Tubby Brawner, born in Nashville, now resides in Hendersonville, Tenn. He broke into show business at 15 when he appeared on the "Grand Ole Opry" with numerous bands. Since then he has been a regular on the nightclub circuit. Wade records on **Sims Records**.

Date Is Still With Country

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

"We simply did not pick up the option on the production company which handled the two country artists (**Johnny Dollar** and **Van Trevor**)," the spokesman said.

Dollar has subsequently signed with **Chart Records**, while **Trevor** is, at the moment, unsigned.

"Don't get the idea we are walking away from country," the spokesman said. "We are still very much in the business."

WAYSIDE HAS 5

"BETHLEHEM STEEL"

Jack Blanchard & Misty

"TURN BACK THE HANDS OF THE CLOCK"

Jimmy Strickland

"WEEDS GROW TALL"

Bobby Buttram

"AS FAR AS YOU'RE CONCERNED"

Cathy Cass

"WALL OF PICTURES"

Darrell McCall

Promotion by

Little Richie Johnson

Belen, New Mexico

a/c 505 864-8541

NBC to Show CMA Awards Fete on Oct. 25

• Continued from page 3

The 10 CMA awards will be presented by name entertainers from the show business world, and entertainment will be provided by top names in the music world.

Kraft announced that co-hosts for the show will be **Roy Rogers** and **Dale Evans**, with a complete list of stars for the program to be announced soon.

The annual CMA awards are the most coveted in the country music industry. They were devised a year ago to replace all of the various duplicating awards and to become representative of the entire industry.

Irving Mauph, president of WSM Inc., who with **Jack Stapp** was instrumental in working out details with **J. Walter Thompson**, said that WSM would co-operate in the project even to the extent of moving its regular Friday Night "Opry" for this one performance.

It is expected that more than 5,000 representatives of the music industry will be here during this time. The complete agenda of events is found in this issue of **Billboard**.



Trini Lopez is back with a new album called "Welcome to Trini Country" (Reprise RS 6300 (S)). This album is one that every Trini Lopez connoisseur will want and it should be a sure-fire hit for this infinitely versatile artist. Included are such well-known tracks as "Green, Green Grass of Home" and "Gentle on My Mind," as well as some lesser-known songs like "Once a Day" and "Lonely Weekends." Also found on this album is Trini's recent hit "Mental Journey." Trini's most outstanding vocal quality is the verve and enthusiasm which he applies to all his recordings. . . . certainly, this particular album is no exception. And, to provide the superlative backing that a superlative performer demands, Trini Lopez plays a Gibson Guitar—the choice of professionals.
(Advertisement)

Billboard Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 9/7/68

★ STAR Performer—Sides registering greatest proportionate upward progress this week.

This Week	Last Week	TITLE, Artist, Label Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label Number & Publisher	Weeks on Chart
Billboard Award	1	MAMA TRIED ("The Ballad From Killers Three") Merle Haggard, Capitol 2219 (Blue Book, BMI)	7	38	43	ONE OF THESE DAYS Tommy & the Glaser Brothers, MGM 12954 (Jack, BMI)	7
2	5	ONLY DADDY THAT'LL WALK THE LINE Waylon Jennings, RCA Victor 47-9561 (Central Songs, BMI)	9	39	22	TIE A TIGER DOWN Sheb Wooley, MGM 13938 (Channel, ASCAP)	11
3	6	DREAMS OF THE EVERYDAY HOUSEWIFE Glen Campbell, Capitol 2224 (Combine, BMI)	10	40	42	I'M IN LOVE WITH MY WIFE David Rodgers, Columbia 44561 (Moss-Rose, BMI)	8
4	7	LOVE TAKES CARE OF ME Jack Greene, Decca 32352 (Husky, BMI)	8	41	49	NEXT IN LINE Conway Twitty, Decca 32361 (Tree, BMI)	4
5	2	YOU'VE JUST STEPPED IN (From Stepping Out on Me) Loretta Lynn, Decca 32332 (Sure-Fire, BMI)	13	42	47	SHE THINKS THAT I'M ON THAT TRAIN Henson Cargill, Monument 1084 (Blue Crest/Hill & Range, BMI)	5
6	3	AS LONG AS I LIVE George Jones, Musicor 129B (Glad/Zanetis, BMI)	10	43	35	YOU'VE CHANGED EVERYTHING ABOUT ME BUT MY NAME Norma Jean, RCA Victor 47-9558 (Pamper, BMI)	8
7	23	HARPER VALLEY P.T.A. Jeannie C. Riley, Plantation 3 (Newkeys, BMI)	3	44	50	IN LOVE Wynn Stewart, Capitol 2240 (Blue Book, BMI)	3
8	9	ON TAP, IN THE CAN OR IN THE BOTTLE Hank Thompson, Dot 17108 (Brazos Valley, BMI)	9	45	56	LOVE ME, LOVE ME Bobby Barnett, Columbia 44589 (Gallico, BMI)	5
9	12	LET THE WORLD KEEP ON A TURNIN' Buck Owens & Buddy Alan & the Buckaroos, Capitol 2237 (Blue Rock, BMI)	7	46	51	BORN TO LOVE YOU Jimmy Newman, Decca 32366 (Minute Man, BMI)	2
10	4	ALREADY IT'S HEAVEN David Houston, Epic 10388 (Gallico, BMI)	13	47	48	THREE PLAYING LOVE Cheryl Pool, Paula 309 (Four Star, BMI)	5
11	10	HEAVEN SAYS HELLO Sonny James, Capitol 2155 (4 Star, BMI)	15	48	41	CHRISTOPHER ROBIN Stonemans, MGM 13945 (Jack, BMI)	8
12	13	IT'S A LONG WAY TO GEORGIA Don Gibson, RCA Victor 47-9563 (Acuff-Rose, BMI)	9	49	45	THE STRAIGHT LIFE Sonny Curtis, Viva 630 (Viva, BMI)	8
13	18	WE'LL GET AHEAD SOMEDAY Porter Wagoner & Dolly Parton, RCA Victor 47-9577 (Carreta, BMI)	7	50	59	WHAT CAN I SAY Arlene Harden, Columbia 445B1 (Blue Echo, BMI)	4
14	16	FLOWER OF LOVE Leon Ashley, Ashley 4000 (Gallico, BMI)	7	51	53	GOD HELP YOU WOMAN Jim Glaser, RCA Victor 47-9587 (Glaser, BMI)	2
15	11	FOLSOM PRISON BLUES Johnny Cash, Columbia 44513 (Hilo, BMI)	15	52	64	THE SOUNDS OF GOODBYE Tommy Cash, United Artists 50,337 (Noma/SPR, BMI)	2
16	14	I KEEP COMING BACK FOR MORE Dave Dudley, Mercury 72818 (Newkeys, BMI)	9	53	54	DO YOU BELIEVE THIS TOWN Roy Clarke, Dot 17117 (Attache, BMI)	6
17	15	WHAT'S MADE MILWAUKEE FAMOUS (Has Made a Loser Out of Me) Jerry Lee Lewis, Smash 2164 (Gallico, BMI)	14	54	55	BORN TO BE BY YOUR SIDE Jimmy Dean, RCA Victor 47-9567 (Vector, BMI)	5
18	20	JUST BECAUSE I'M A WOMAN Dolly Parton, RCA Victor 47-9548 (Combine, BMI)	11	55	52	GYPSY KING Kitty Wells, Decca 32343 (Bevis/Wells, BMI)	7
19	8	RAMONA Billy Walker, Monument 1079 (Feist, ASCAP)	9	56	57	RAGGEDY ANN Charlie Rich, Epic 10358 (Blue Crest/Hill & Range, BMI)	3
20	17	BE PROUD OF YOUR MAN Porter Wagoner, RCA Victor 47-9530 (Forest Hills, BMI)	14	57	60	TO MY SORROW Johnny Duncan, Columbia 44580 (Adams, Vee & Abbott, BMI)	4
21	26	A LITTLE BIT LATER ON DOWN THE LINE Bobby Bare, RCA Victor 47-9568 (Sea-Lark, BMI)	7	58	63	CRY, CRY AGAIN Liz Anderson, RCA Victor 47-9586 (Greenbeck, BMI)	2
22	25	HAPPY STATE OF MIND Bill Anderson, Decca 32360 (Stallion, BMI)	4	59	62	PUNISH ME TOMORROW Carl & Pearl Butler, Columbia 44587 (Pamper, BMI)	4
23	19	AUTUMN OF MY LIFE Bobby Goldsboro, United Artists 50318 (Unart, BMI)	9	60	70	IT'S ALL OVER BUT THE CRYING Hank Williams Jr., MGM 4540 (Hastings, BMI)	2
24	31	LOOKING AT THE WORLD THROUGH A WINDSHIELD Del Reeves, United Artists 50332 (Passkey, BMI)	4	61	61	EVERLASTING LOVE Hank Locklin, RCA Victor 47-9582 (Rising Sons, BMI)	3
25	27	JODY AND THE KID Roy Drusky, Mercury 72823 (Buckhorn, BMI)	8	62	72	LOOK AT THE LAUGHTER Wilma Burgess, Decca 32359 (Four Star, BMI)	4
26	29	BIG GIRLS DON'T CRY Lynn Anderson, Chart 59-1042 (Yonah, BMI)	6	63	66	THE SOUNDS OF GOODBYE George Morgan, Starday 850 (Noma/SPR, BMI)	2
27	30	FROM HEAVEN TO HEARTACHE Bobby Lewis, United Artists 50327 (Singleton, BMI)	7	64	65	WALL OF PICTURES Darrell McCall, Wayside 1021 (Back Bay, BMI)	4
28	34	I JUST CAME TO GET MY BABY Faron Young, Mercury 72827 (Tree, BMI)	6	65	68	I AIN'T THE WORRYIN' KIND Billy Edd Wheeler, Kapp 928 (United Artists, ASCAP)	3
29	40	UNDO THE RIGHT Johnny Bush, Stop 193 (Pamper, BMI)	6	66	67	MY HEART KEEPS RUNNING TO YOU Johnny Paycheck, Little Darlin' 0046 (Mayhew, BMI)	4
30	58	THEN YOU CAN TELL ME GOODBYE Eddy Arnold, RCA Victor 47-9606 (Acuff-Rose, BMI)	2	67	—	LITTLE BOY SOLDIER Wanda Jackson, Capitol 2245 (Tree, BMI)	1
31	32	I STILL BELIEVE IN LOVE Jan Howard, Decca 32357 (Stallion, BMI)	5	68	—	RENO Dottie West, RCA Victor 47-9607 (4 Star, BMI)	1
32	37	SAN DIEGO Charlie Walker, Epic 10349 (Blue Crest/Hill & Range, BMI)	6	69	71	TEXAS Tex Ritter, Capitol 2232 (Vidor, BMI)	4
33	24	D-I-V-O-R-C-E Tammy Wynette, Epic 10315 (Tree, BMI)	17	70	—	YONDER COMES A FREIGHT TRAIN Jim & Jesse, Epic 10370 (Pamper, BMI)	1
34	39	HEY DADDY Charlie Louvin, Capitol 2231 (Southtown, BMI)	4	71	73	ME, ME, ME, ME, ME Liz Anderson, RCA Victor 47-9586 (Greenbeck, BMI)	3
35	28	I BELIEVE IN LOVE Bonnie Guitar, Dot 17097 (Ring-A-Ding/Vigilance, BMI)	14	72	75	YOU MAY BE TOO MUCH FOR MEMPHIS, BABY Leroy Van Dyke, Kapp 931 (Morris, ASCAP)	2
36	44	HAPPY STREET Slim Whitman, Imperial 66311 (Singleton, BMI)	5	73	74	BALLAD OF JOHN DILLINGER Billy Grammer, Mercury 72836 (Newkeys, BMI)	2
37	21	BORN A FOOL Freddie Hart, Kapp 910 (Jack O' Diamond, BMI)	14	74	—	SOUTHERN BOUND Kenny Price, Boone 1075 (Pamper, BMI)	1
				75	—	JOHNNY ONE TIME Willie Nelson, RCA Victor 47-9605 (Blue Crest/Hill & Range, BMI)	1

'PUNISH ME TOMORROW'

4-44587



CARL BUTLER & PEARL

On COLUMBIA RECORDS

Hirt, Pearl, Jackson, Arnold Seek to Feather Their Nests With Chicken-to-Go Outlets

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

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

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

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

Under the guidance of John J. Hooker Jr., who narrowly

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

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

For the last six months of 1967, the company reported revenues of \$1,583,346, of which \$1,560,000 came from sales of franchises. Unaudited revenues for the three months ended March 31 totaled \$2,724,151 and included \$2,490,000 from franchise sales. Miss Pearl's company is traded over-the-counter.

The company also owns 50 per cent of Mahalia Jackson's company, formed to develop take-out franchises in Negro communities. Chicken System

22,000 Witness Peebles' Shows At Mo. Annual

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

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

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

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

has franchises in California, Arizona, Connecticut, Texas, New Jersey, New York, Illinois, Pennsylvania, Indiana, Michigan and Missouri.

Billboard Hot Country LP's

Billboard SPECIAL SURVEY For Week Ending 9/7/68

★ STAR Performer—LP's registering proportionate upward progress this week.

This Week Last Week TITLE, Artist, Label & Number Weeks on Chart

Billboard Award

1	1	A NEW PLACE IN THE SUN Glen Campbell, Capitol (No Mono); ST 2907 (S)	17
2	3	SWEET ROSIE JONES Buck Owens & His Buckaroos, Capitol (No Mono); ST 2962 (S)	7
3	4	D-I-V-O-R-C-E Tammy Wynette, Epic (No Mono); BN 26392 (S)	6
4	5	MAKE MINE COUNTRY Charley Pride, RCA Victor LPM 3952 (M); LSP 3952 (S)	16
5	2	HONEY Bobby Goldsboro, United Artists UAL 3642 (M); UAS 6642 (S)	18
6	6	JOHNNY CASH AT FOLSOM PRISON Columbia (No Mono); CS 9639 (S)	13
7	7	ANOTHER TIME, ANOTHER PLACE Jerry Lee Lewis, Smash (No Mono); SRS 67104 (S)	13
8	9	LORETTA LYNN'S GREATEST HITS Decca (No Mono); DL 75000 (S)	10
9	10	TOUCH OF SADNESS Jim Reeves, RCA Victor LPM 3987 (M); LSP 3987 (S)	18
10	17	LEGEND OF BONNIE AND CLYDE Merle Haggard, Capitol (No Mono); ST 2912 (S)	19
11	11	BY THE TIME I GET TO PHOENIX Glen Campbell, Capitol T 2851 (M); ST 2851 (S)	37
12	12	ONLY THE GREATEST Waylon Jennings, RCA Victor LPM 4023 (M); LSP 4023 (S)	7
13	8	FIST CITY Loretta Lynn, Decca DL 4997 (M); DL 74997 (S)	16
14	15	ALREADY IT'S HEAVEN David Houston, Epic (No Mono); BN 26391 (S)	5
15	13	THE ROMANTIC WORLD OF EDDY ARNOLD RCA Victor LPM 4009 (M); LSP 4009 (S)	14
16	14	HEY LITTLE ONE Glen Campbell, Capitol T 2878 (M); ST 2878 (S)	24
17	16	BY THE TIME I GET TO PHOENIX Marty Robbins, Columbia (No Mono); CS 9617 (S)	14
18	27	HOMETOWN GUITAR Chet Atkins, RCA Victor LPM 4017 (M); LSP 4017 (S)	3
19	19	GENTLE ON MY MIND Glen Campbell, Capitol T 2809 (M); ST 2809 (S)	49
20	22	BIG GIRLS DON'T CRY Lynn Anderson, Chart CHM 1008 (M); CHS 1008 (S)	5
21	21	HEAVEN SAYS HELLO Sonny James, Capitol (No Mono); ST 2937 (S)	7
22	23	A TENDER LOOK AT LOVE Roger Miller, Smash (No Mono); SRS 67103 (S)	6
23	24	KITTY WELLS SHOWCASE Decca (No Mono); DL 74961 (S)	7
24	26	WILD WEEKEND Bill Anderson, Decca DL 4998 (M); DL 74998 (S)	15
25	28	JOHNNY CASH'S GREATEST HITS, VOL. 1 Columbia CL 2678 (M); CS 9478 (S)	21
26	33	THE BEST OF MERLE HAGGARD Capitol (No Mono); SKAO 2951 (S)	2
27	30	JUST BETWEEN YOU AND ME Porter Wagoner & Dolly Parton, RCA Victor LPM 3926 (M); LSP 3926 (S)	23
28	20	PROMISES PROMISES Lynn Anderson, Chart CHM 1004 (M); CHS 1004 (S)	33
29	29	A THING CALLED LOVE Jimmy Dean, RCA Victor LPM 3999 (M); LSP 3999 (S)	9
30	25	YOU ARE MY TREASURE Jack Greene, Decca DL 4979 (M); DL 74979 (S)	20
31	38	WITH PEN IN HAND Johnny Darrell, United Artists (No Mono); UAS 6660 (S)	3
32	32	THE COUNTRY WAY Charley Pride, RCA Victor LPM 3895 (M); LSP 3895 (S)	38
33	34	I LOVE CHARLEY BROWN Connie Smith, RCA Victor LPM 4002 (M); LSP 4002 (S)	14
34	18	IF MY HEART HAD WINDOWS George Jones, Musicor (No Mono); MS 3158 (S)	11
35	—	WHAT CAN I SAY Arlene Harden, Columbia (No Mono); CS 9674 (S)	1
36	39	HERE'S FARON YOUNG Faron Young, Mercury (No Mono); SR 61174 (S)	4
37	36	BEST OF BUCK OWENS, VOL. 2 Buck Owens & His Buckaroos, Capitol (No Mono); ST 2897 (S)	20
38	31	EVERLOVIN' WORLD OF EDDY ARNOLD RCA Victor LPM 3931 (M); LSP 3931 (S)	32
39	—	COUNTRY GIRL Dottie West, RCA Victor LPM 4004 (M); LSP 4004 (S)	1
40	—	IN THE BEGINNING Hank Williams, MGM (No Mono); SE 4576 (S)	1
41	41	BEST OF EDDY ARNOLD RCA Victor LPM 3565 (M); LSP 3565 (S)	72
42	40	STORY OF BONNIE AND CLYDE Flatt & Scruggs, Columbia (No Mono); CS 9649 (S)	16
43	44	SKIP A ROPE Henson Cargill, Monument (No Mono); SLP 18094 (S)	22
44	—	COUNTRY ON MY MIND Carl Smith, Columbia (No Mono); CS 9688 (S)	1
45	45	LIZ ANDERSON SINGS HER FAVORITES Liz Anderson, RCA Victor LPM 3908 (M); LSP 3908 (S)	14

AND BOTH SIDES OF THIS ONE SOUND LIKE HITS.

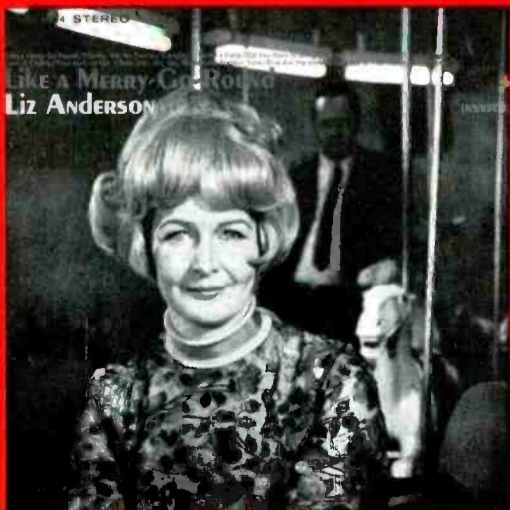
ME,
ME,
ME,
ME,
ME



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Published October 19. Ad deadline September 18.

Gospel Music

GMA to Release Volume 2 of Fund-Raising LP in October

NASHVILLE — The Gospel Music Association will release volume two of its special fund-raising album in October, having realized nearly \$9,000 in profits from its first.

The announcement was made at the summer board meeting of the Gospel Music Association here Aug. 13. The convention is slated for Oct. 3 through 12 in Memphis, with headquarters

at the Claridge Hotel. A special disk jockey breakfast this year (Oct. 12) will be hosted by the recording companies. Nearly 80 invitations have been extended.

A mass meeting of membership will be held that same morning following the breakfast for the purpose of election of a new board of directors and officers.

A special convention commit-

tee to establish the program for the annual affair will be chaired by Bill Gaither, and other committee members are John Devol, Lloyd Orrell and Harvie Lister. This group has set aside an hour of "prime time" at the convention on Friday night for a special presentation of the Gospel Music Association story.

The nominating committee for the convention consists of J. D.

Sumner, Don Frost, Henry Slaughter, Joel Gentry and Bob Banson

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

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

revenue by the next board meeting.

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

Among the artists who will appear on the volume two album are: the Spears, the Rambos, Oak Ridge Imperials, the Statesmen, Blackwoods, Rebels, Florida Boys, Dixie Echoes, Blue Ridge and Steve Sanders.

Shaped Notes

The Stamps Quartet, the Blackwood Brothers, the Statesmen, the Gateway Boys and the Lester Family of St. Louis joined in a gospel sing at Cape Girardeau, Mo., last month in one of the biggest turnouts of the year. This was despite the fact it was the hottest night of the year. Don Butler filled in with the Statesmen, and Jim Hill, who filled in for Bill Shaw of the Blackwoods. . . . The big Waycross, Ga., all-night sing at the ball park drew the usual turn-out in excess of 10,000. Among those on the program were the Goodmans, Florida Boys, Steve Sanders, Statesmen, Blackwoods and the Stamps. The chicken baskets were in abundance.

Bill Bolden had to leave a scheduled appearance and fly home to sing at a neighbor's funeral. . . . The "Jubilee" has just concluded taping 12 more shows. . . . The Singing Rambos have concluded an album titled "An Evening With the Singing Rambos," and Jim Hall did the string arrangements. . . . The Imperials have finished an album started before the summer tours. This group also backed Jim McNeill on an album. . . . Doug Oldham, sacred singer, has cut his fourth album here. He is a soloist on the "Christian Brotherhood Hour," broadcast over some 400 stations.

Gene Cotton, a folk-gospel singer on the Impact label, was the featured musician at the international Church of God Youth Convention. At this affair alone he sold 800 of his LP's and 400 of his new books. . . . An artists' reception was held in St. Louis at the Christian Bookseller's Convention, at which 400 dealers heard the singing of Ed Lyman, Doug Oldham and Gene Cotton.

Welk 3d celeb In Golf Contest

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

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

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

The tournament is sponsored by the Country Music Association, the Nashville Area Junior Chamber of Commerce, and the Nashville Tennessean.

Yesteryear's Country Hits

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

COUNTRY SINGLES— 5 Years Ago September 7, 1963

1. Ring of Fire—Johnny Cash (Columbia)
2. Abilene—George Hamilton IV (RCA Victor)
3. Talk Back Tremblin' Lips—Ernest Ashworth (Hickory)
4. Six Days on the Road—Dave Dudley (Golden Wing)
5. Guilty—Jim Reeves (RCA Victor)
6. Detroit City—Bobby Bare (RCA Victor)
7. You Comb Her Hair—George Jones (United Artists)
8. Act Naturally—Buck Owens (Capitol)
9. Sands of Gold—Webb Pierce (Decca)
10. Tips of My Fingers—Roy Clark (Capitol)

COUNTRY SINGLES— 10 Years Ago September 8, 1958

1. Bird Dog/Devoted Toy You—Everly Bros. (Cadence)
2. Blue Blue Day—Don Gibson (RCA Victor)
3. The Ways of a Woman in Love/You're the Nearest Thing to Heaven—Johnny Cash (Sun)
4. Guess Things Happen That Way/Come in, Stranger—Johnny Cash (Sun)
5. Blue Boy—Jim Reeves (RCA Victor)
6. City Lights/Invitation to the Blues—Ray Price (Columbia)
7. Poor Little Fool—Ricky Nelson (Imperial)
8. She Was Only Seventeen—Marty Robbins (Columbia)
9. Alone With You—Faron Young (Capitol)
10. Send Me the Pillow You Dream On—Hank Locklin (RCA Victor)

BILLBOARD
SPOTLIGHTS

GOSPEL

OCTOBER 12

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Plans Wrapped Up for 43d 'Opry' Celebration

• Continued from page 26

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

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

The \$10, registration fee is the sole support of the Opry Trust Fund, the only one of its kind in existence. These moneys are used throughout the course of each year to care for those persons now or at one time involved in country music, who are in need.

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

Kaffee Klatch

The first official function will be a luncheon and show sponsored by Minnie Pearl's Chicken

System, and the final event will be the traditional (all 17 years) Columbia Coffee Clatch at the Hermitage Hotel.

All events are at the Municipal Auditorium unless otherwise designated:

AGENDA

Oct. 17—
12 Noon—Minnie Pearl's Chicken System, Inc.: 3 p.m.—CBS Musical Instruments Country Music Show: 9 p.m.—United Artists—Party & Show.

Oct. 18—
8 a.m.—WSM, Inc.—Breakfast & Spectacular: 10 a.m.—D.J.—Artist Tape Conference: 1 p.m.—Dot Records—Luncheon & Shows: 5—Decca Records—Party & Show: 8 p.m.—WSM, Inc.—Friday Night Opry—Opry House.

Oct. 19—
8:30 a.m.—RCA Record Division—Breakfast & Show; 12 Noon—Columbia Record—Luncheon & Show: 5 p.m.—Capitol Records—Party & Show: 9:30 p.m.—WSM, Inc.—Grand Ole Opry's 43rd Birthday Celebration—Opry House: 10 p.m.—Pamper Music Co.—Dance.

Oct. 20—
7:30 a.m.—Columbia Records—Coffee Clatch—Hermitage Hotel.

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

This year's disk jockey taping session is jointly in sponsorship with the Country Music Association (CMA) which, as in the past, will hold its annual convention during the same week, sharing the auditorium with WSM.

The annual CMA membership meeting will be held Oct. 17 at the Municipal Auditorium, beginning at 10 a.m. The board of directors' meeting will precede this by one day.

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

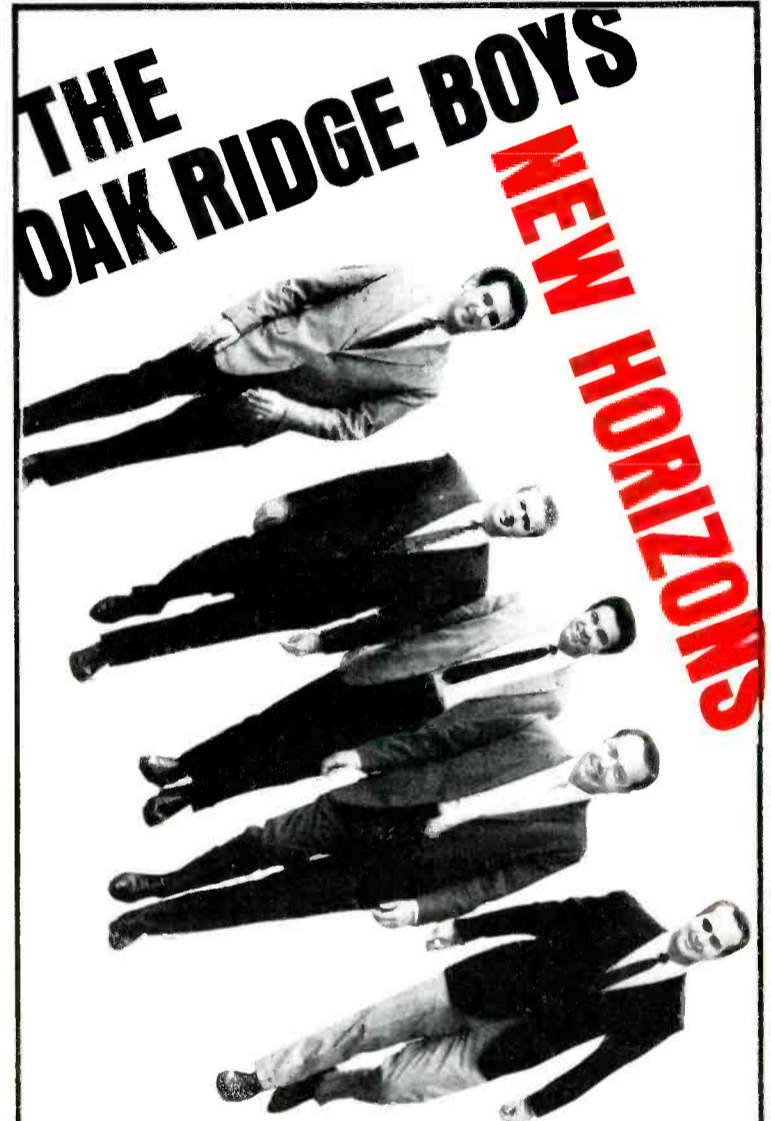
Nashville Scene

• Continued from page 26

strong nighttime following in the Atlanta area. . . . The New Jersey Servicemens League will produce a "Northeast Country Music Showcase" at Cherry Hill, N. J., Oct. 5. The show will feature **Del Reeves, Jan Howard, Johnny Dollar, the Country Music Gents, the Mueller Brothers, the Henderson County Boys, Thelma Porch and Dick Rich**. There also will be an open talent show with a seven-hour limit. . . . **Jimmy Stephens** will record for Stop here in September. . . . **Kenny Roberts** cut his third straight album for Starday with 12 new sides. . . . A new single by **Jack Blanchard** and

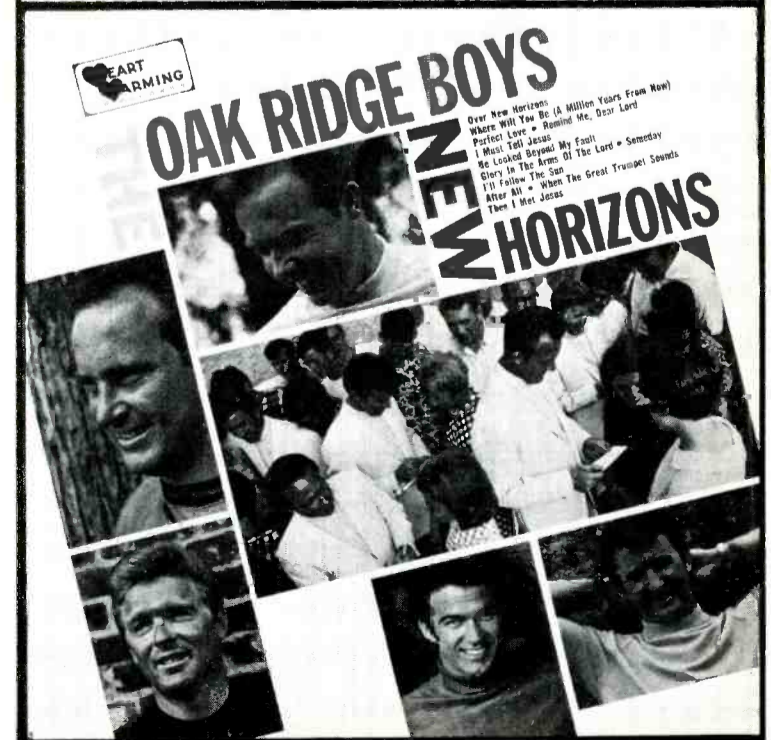
Misty Morgan, titled "Bethlehem Steel," has been released on the Wayside label. . . . The girl on the cover of the new **Dottie West** album is her daughter **Shelley**. . . . The new **Jim Ed Brown** release, "Jack and Jill," gets the full string treatment.

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



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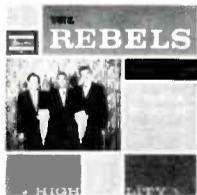
SS3219 — LeFevres — A Man Who Is Wise



SS6066 — The Spiritual Sounds of the Swanee River Boys



SS6058 — J. D. Sumner and the Best of the Stamps



SS6065 — Rebels Quartet — Until Then



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Rhythm & Blues

Billboard SPECIAL SURVEY For Week Ending 9/7/68

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★ STAR Performer—LP's registering greatest proportionate upward progress this week.

Billboard Award	This Week			Last Week			Weeks on Chart
	This Week	Last Week	Title, Artist, Label, No. & Pub.	This Week	Last Week	Title, Artist, Label, No. & Pub.	
	1		YOU'RE ALL I NEED TO GET BY Marvin Gaye & Tammi Terrell, Tamla 54169 (Jobete, BMI)	6			6
2	5		YOU MET YOUR MATCH Stevie Wonder, Tamla 54168 (Jobete, BMI)	6			6
	3		LOVE MAKES A WOMAN Barbara Acklin, Brunswick 55379 (Jalynne/BRC, BMI)	10			10
4	6		PLEASE RETURN YOUR LOVE TO ME Temptations, Gordy 7074 (Jobete, BMI)	4			4
	2		I'VE NEVER FOUND A GIRL (To Love Me Like You Do) Eddie Floyd, Stax 0002 (East, BMI)	9			9
	7		I CAN'T STOP DANCING Archie Bell & the Drells, Atlantic 2534 (Downstairs/Double Diamond, BMI)	6			6
	8		SOUL LIMBO Booker T & the MG's, Stax 0001 (East, BMI)	9			9
	4		STAY IN MY CORNER Dells, Cadet 5612 (Conrad, BMI)	12			12
	9		I LOVED AND I LOST Impressions, ABC 11103 (Chi-Sound, BMI)	7			7
10	35		THE HOUSE THAT JACK BUILT Aretha Franklin, Atlantic 2456 (Cotillion, BMI)	3			3
	11		LISTEN HERE Eddie Harris, Atlantic 2487 (Hargrove, BMI)	10			10
	13		SLIP AWAY Clarence Carter, Atlantic 2508 (Fame, BMI)	10			10
	14		GIRL WATCHER O'Kaysions, ABC 11094 (North State, ASCAP)	5			5
14	48		SPECIAL OCCASION Smokey Robinson & the Miracles, Tamla 54172 (Jobete, BMI)	2			2
	12		I GET THE SWEETEST FEELIN' Jackie Wilson, Brunswick 55381 (T.M./McCoy, BMI)	8			8
	10		(Love Is Like A) BASEBALL GAME Intruders, Gamble 217 (Razor Sharp, BMI)	8			8
17	27		HIP CITY—PART 2 Jr. Walker & the All Stars, Soul 35048 (Jobete, BMI)	2			2
	16		STONED SOUL PICNIC 5th Dimension, Soul City 766 (Tuna Fish, BMI)	13			13
	19		GIRLS CAN'T DO WHAT THE GUYS DO Betty Wright, Alston 4001 (Sherlyn, BMI)	6			6
	20		CAN'T YOU FIND ANOTHER WAY (Of Doing It) Sam & Dave, Atlantic 2540 (East/Pronto, BMI)	4			4
	17		GOD BLESS OUR LOVE Ballads, Venture 615 (Jalynne, BMI)	11			11
	23		PEOPLE GOT TO BE FREE Rascals, Atlantic 2537 (Slacсар, ASCAP)	5			5
	24		THE MULE James Boys, Phil-L.A. of Soul 316 (Dandelion/James Boy, BMI)	4			4
24	29		DON'T CHANGE YOUR LOVE Five Stairsteps & Cubie, Curtom 1931 (Camad, BMI)	2			2
25	39		FUNKY JUDGE Bull & the Matadors, Toddlin' Town 108 (Downstream/Napac/Flomar, BMI)	2			2
	26		I CAN'T DANCE TO THAT MUSIC YOU'RE PLAYIN' Martha Reeves & the Vandellas, Gordy 7075 (Jobete, BMI)	3			3
	27		PRAYER MEETIN' Willie Mitchell, Hi 2147 (Edroy, BMI)	5			5
	28		KEEP THE ONE YOU GOT Joe Tex, Dial 4083 (Tree, BMI)	3			3
	29		THE HORSE Cliff Nobles & Co., Phil-L.A. of Soul 313 (Dandelion/James Boy, BMI)	15			15
	30		GRAZIN' IN THE GRASS Hugh Masekela, Uni 55066 (Chisa, BMI)	13			13
	31		UNDERSTANDING Ray Charles, ABC 11090 (Metric, BMI)	13			13
	32		I GUESS I'LL HAVE TO CRY, CRY, CRY James Brown & His Famous Flames, King 6141 (Dynatone, BMI)	6			6
	33		HELP YOURSELF (To All My Lovin') James & Bobby Purify, Bell 735 (Helios, BMI)	2			2
	34		I'M A MIDNIGHT MOVER Wilson Pickett, Atlantic 2528 (Erva/Tracebob/Cotillion, BMI)	10			10
	35		I SAY A LITTLE PRAYER Aretha Franklin, Atlantic 2456 (Jac/Blue Seas, ASCAP)	2			2
	36		SEND MY BABY BACK Freddie Hughes, Wand 1182 (Novice/Hackney, BMI)	10			10
	37		(You) GOT WHAT I NEED Freddie Scott, Shout 233 (Double Diamond/Downstairs, BMI)	2			2
	38		I'M GONNA DO WHAT THEY DO TO ME B. B. King, Bluesway 61018 (Pamco/Lane, BMI)	6			6
	39		YESTERDAY'S DREAMS Four Tops, Motown 1127 (Jobete, BMI)	5			5
	40		FLY ME TO THE MOON Bobby Womack, Minit 32048 (Almanac, ASCAP)	3			3
	41		THE SNAKE Al Wilson, Soul City 767 (Marks, BMI)	5			5
	42		BROWN EYED WOMAN Bill Medley, MGM 13959 (Screen Gems-Columbia, BMI)	1			1
	43		PRIVATE NUMBER Judy Clay & William Bell, Stax 0005 (East, BMI)	1			1
	44		I WON'T DO ANYTHING Lezli Valentine, All Platinum 2305 (Gambi, BMI)	2			2
	45		WORKIN' ON A GROOVY THING Patti Drew, Capitol 2197 (Screen Gems-Columbia, BMI)	9			9
	46		I AM YOUR MAN Bobby Taylor & the Vancouvers, Gordy 7073 (Jobete, BMI)	1			1
	47		I AIN'T GOT TO LOVE NOBODY ELSE Masqueraders, Bell 733 (Press, BMI)	1			1
	48		BREAK YOUR PROMISE Delfonics, Philly Groove 152 (Nickel Shoe/Bellboy, BMI)	1			1
	49		THE HORSE James Boys, Phil-L.A. of Soul 316 (Dandelion/James Boy, BMI)	3			3
	50		TALKIN' ABOUT SOUL Marvin L. Sims, Revue 11024 (Anthon, BMI)	1			1

SOUL SAUCE

BEST NEW RECORD OF THE WEEK:

"Step by Step"
MONITORS
(Soul)



By ED OCHS

SOUL SLICES: Ever catch the freezin' Fresca commercial on radio? It's everywhere, and so are the **Sweet Inspirations** who sing the soda pop anthem. The sweet soul group opens Channel 13's "Soul!" show next Friday (12) as their latest, "Unchained Melody" moves up the charts. The flip, "Am I Ever Gonna See My Baby Again?," is also hot. . . . The **Temptations** scored at the Copacabana, Thursday (29) with new Temp **Dennis Edwards**, formerly of the **Contours**, while **Smokey Robinson** & his **Miracles** kicked off the Apollo show, Friday (30), along with **Jr. Walker & the All Stars**, **Shorty Long**, **Yvonne Fair** and the **Monitors**. . . . **James Brown** appears at the Cotton Bowl in Dallas, Sept. 24 for the Fellowship Organization of Dallas benefit, a job-training fund. . . . Aug. 20 was **James Brown** Day in Atlanta, with keys to the city going to the hard-working soul king by **Mayor Ivan Allen**. And **Smash Records** has released another **James Brown** LP, "Out of Sight," featuring soft soul treats like "I Love You Porgy" and "Only You," written by **Buck Ram** and made popular by the old **Platters**. Meanwhile, **Buck Ram's** newest group, the **Prescriptions**, opened a four-week stand in the Bahamas, Friday (20). . . . Glad to see back **Gary (U.S.) Bonds** of "Quarter to Three" fame, now on Botanic with "I'm Glad You're Back" b-w "Funky Lies." . . . The **Impressions** with **Curtis Mayfield** play the swank main room at Caesar's Palace in Las Vegas, Sept. 26-Oct. 9. . . . **Eddie Harris**, Queen booker (not the artist), has signed **King Curtis & his Kingpins** for **Jerry Lewis** telethon next week. But **Eddie Harris**, the artist (not the agent) has resumed dates this week after a mild bout of diabetes, causing a temporary eye ailment, curbed his sax action on the circuit. Harris is appearing at the Carter Barron Theatre in Washington. . . . Soul queen **Aretha Franklin** is well into her first South American tour, and playing "connect the dots" with island stops throughout the West Indies and Bahamas—all the way home by mid-September. Aretha, who is traveling with lady president **Ruth Bowen** of Queen Booking (named after "Queen" **Dinah Washington**), made her first stop in Caracas. And remember the **Aretha Franklin Int'l Fan Club!** **Bob Ringe** of Queen Booking is already answering mail from France, England, Germany and all over this soul world. . . . Talent on the take for a TV spot, try Channel 13's "Soul!" show co-ordinator **Alice Hill**. . . . Atlantic Records last week presented the Martin Luther King Memorial Fund with a check for \$51,079.98 and NATRA, the Negro deejays' organization, with a check for \$21,891.48. The checks were proceeds from Atlantic's "Soul Together" show last June starring **Aretha Franklin**. . . . The **Tymes** of "So Much in Love" fame are back on Columbia with their super-styled version of "People." . . . **Biddy Wood**, **Joe Tex's** manager, has a hit artist right in his own home—his wife, **Damita Jo**, whose latest on **Ranwood** is "Reason to Believe." . . . **Pigmeat Markham**, in Chicago to cut a new seller, has just completed some tape segments for **Rowan & Martin's** "Laugh-In" TV'er. So Here Comes the Judge!

★ ★ ★

SOUL & CRUMPETS: **John Abbey** of "Blues & Soul," monthly music review, writes that **Ben E. King** is in London town with his guitarist **Jim Bowie** for a four-week tour of the Isles winding up in mid-December. Following King will be **Junior Walker**. Adds editor **Abbey**, "The London district of Willesden is becoming the soul capital of Europe with independent companies specializing in r&b all in the same square mile or so." **Abbey's** Action Records label is releasing **Wilmer & the Dukes** "Give Me One More Chance" from **Aphrodisiac** as well as **Little Carl Carlton** "Competition Ain't Nothing" from **Backbeat**. Action also specializes in the West Indian Negro music, **Ska**. . . . **Dave McAleer** in England writes that **Johnny Nash's** "Hold Me Tight" disk is taking hold over there, since it was recorded in Jamaica and leans toward the **Ska** sound so popular in England. **McAleer** says that the late **Little Willie Rohn's** "Need Your Love So Bad" is chart climbing by British blues group **Fleetwood Mac**. Also released at last is the original version of the **Rolling Stones'** hit, "It's All Over Now" by the **Valentinos**, with lead singer on this 1963 recording none other than **Bobby Womack**, on the charts here with "Fly Me to the Moon" on **Minit**. Those Britishers are great blues buffs!

(Continued on page 34)

From The Music Capitals of the World

DUBLIN

The finals of the third Castlebar Song Contest will be held in the town's Royal Ballroom Oct. 7-10. The judges have chosen 27 songs from the 400 received to compete in three sections: pops, ballads and straight songs. The writer will be one of the judges in the pop section. . . . Lead guitarist **Henry McCullagh** has left **Sweeney's Men** to join **Joe Cocker's Grease Band**. . . . "Father Dickens," by showband writer **Tommy Swarbrigg**, who recently left the **Drifters** to help form a new band, the **Times**, will be fea-

tured on the new **Johnny McEvoy** LP for **Target**. Meanwhile **McEvoy's** new 45 is "The Hedgehog Song."

Dolphin plans a pre-Christmas budget album featuring **Johnny Kelly** and the **Capitol Showband**, the **Weaver Folk** and other artists. . . . Jazz singer **Anne Bushnell** represented **Telefis Eireann** in the International Pop Song Festival in Sopot, Poland, Aug. 22-25. . . . **Gael-Linn**, the label dedicated to the cause of reviving the Irish language, released two singles by **Sean O'Se**, "Taimse im Chodlaoh" and "Priosun Chluain Meala." **Ken Stewart**

Lord's Move Pays Dividend

NASHVILLE—**Bobby Lord's** move away from local TV and back on the road is beginning to pay quick dividends. His "re-association with the people" on a personal basis has resulted in the following:

His new **Decca** release, "True and Lasting Kind," is one of the label's top sellers although it has been released only a few weeks; it is bridging over into the "pop" market, and it has increased demand on the artist for personal appearances.

The tune is **Lord's** second in a row written by **Ted Harris**.

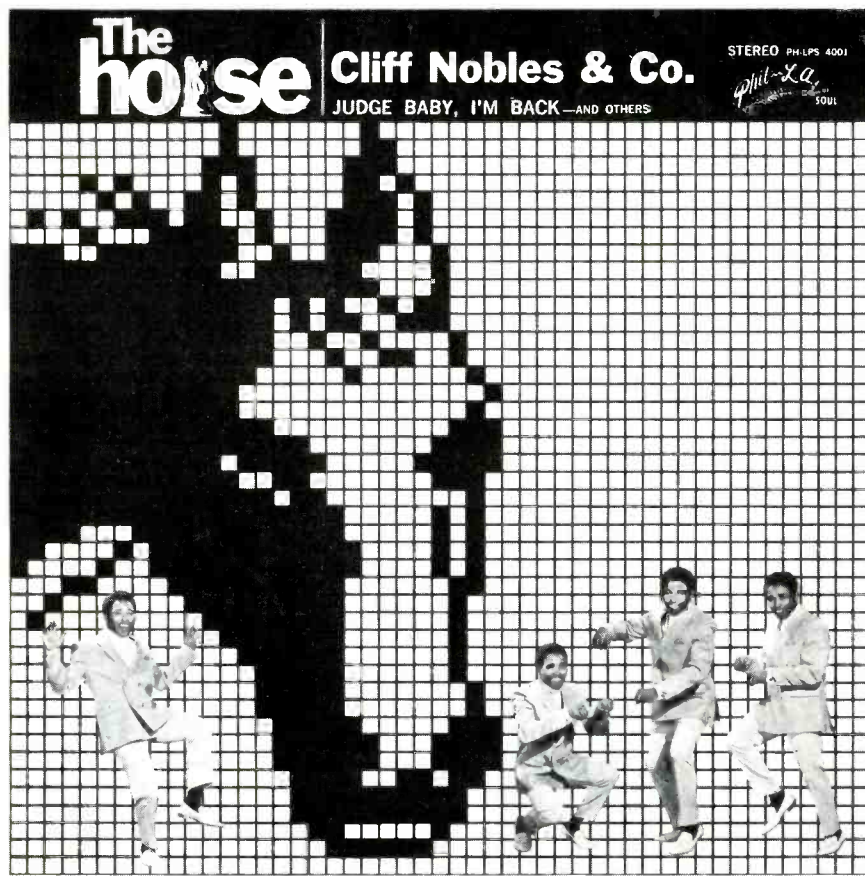
TWO SURE
WINNERS
IN ANY
CHART RACE!



HEADED FOR THE FRONT IN THE SINGLES-RACE!

CLIFF NOBLES & CO. Horse Fever

B/W



Judge Baby I'm Back



PHIL L.A. OF SOUL 318

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



National Distributor - Jamie/Guyden Dist. Corp. Philadelphia, Pa.

Billboard SPECIAL SURVEY For Week Ending 9/7/68

BEST SELLING Rhythm & Blues LP's

★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	ARETHA NOW Aretha Franklin, Atlantic (No Mono); SD 8186 (S)	9	27	20	JAMES BROWN PLAYS NOTHING BUT SOUL King (No Mono); 1034 (S)	4
2	2	TEMPTATIONS WISH IT WOULD RAIN Gordy (No Mono); 7072 (S)	16	28	28	FEELIN' BLUESY Gladys Knight & the Pips, Soul (No Mono); S 707 (S)	16
3	7	FELICIANO! Jose Feliciano, RCA Victor LPM 3957 (M); LSP 3957 (S)	8	29	18	PLUG ME IN Eddie Harris, Atlantic (No Mono); SD 1506 (S)	6
4	4	THE PROMISE OF A FUTURE Hugh Masekela, Uni (No Mono); 73028 (S)	14	30	31	LIGHTHOUSE '68 Jazz Crusaders, Pacific Jazz (No Mono); ST 20131 (S)	6
5	5	HICKORY HOLLER REVISITED O. C. Smith, Columbia (No Mono); CS 9680 (S)	10	31	32	THE SOUL GOES ON Jerry Butler, Mercury (No Mono); SR 61171 (S)	3
6	8	THE IMMORTAL OTIS REDDING Atco (No Mono); SD 33-252 (S)	9	32	29	PORTRAIT OF RAY Ray Charles, ABC (No Mono); ABCS 625 (S)	21
7	6	THERE IS Dells, Cadet (No Mono); LP 804 (S)	17	33	30	TO RUSSELL, MY BROTHER, WHOM I SLEPT WITH Bill Cosby, Warner Bros.-Seven Arts (No Mono); WS 1734 (S)	22
8	9	ELECTRIFYING EDDIE HARRIS Atlantic 1495 (M); SD 1495 (S)	26	34	37	TEMPTATIONS GREATEST HITS Gordy 919 (M); S 919 (S)	91
9	12	EASY Nancy Wilson, Capitol (No Mono); ST 2909 (S)	15	35	40	BEST OF LOU RAWLS Capitol (No Mono); SKAO 2948 (S)	4
10	3	LADY SOUL Aretha Franklin, Atlantic 8176 (M); SD 8176 (S)	29	36	38	LOOK AROUND Sergio Mendes & Brasil '66, A&M (No Mono); SP 4137 (S)	15
11	11	COWBOYS TO GIRLS Intruders, Gamble (No Mono); SG 5004 (S)	9	37	34	STEVIE WONDER'S GREATEST HITS Tamla (No Mono); 282 (S)	19
12	10	DOWN HERE ON THE GROUND Wes Montgomery, A&M (No Mono); LP 3006 (S)	18	38	39	LOOK OF LOVE Stanley Turrentine, Blue Note (No Mono); BST 84286 (S)	2
13	15	TIME PEACE/GREATEST HITS Rascals, Atlantic (No Mono); SD 8190 (S)	9	39	33	SMOKEY ROBINSON & THE MIRACLES GREATEST HITS, VOL. 2 Tamla T 280 (M); TS 280 (S)	29
14	16	ARE YOU EXPERIENCED Jimi Hendrix Experience, Reprise R 6261 (M); RS 6261 (S)	46	40	41	HERE COMES THE JUDGE Pigmeat Markham, Chess (No Mono); LPS 1523 (S)	7
15	14	THE MIDNIGHT MOVER Wilson Pickett, Atlantic (No Mono); SD 8183 (S)	8	41	25	UP POPS RAMSEY LEWIS Cadet LP 799 (M); LPS 799 (S)	14
16	13	A DAY IN THE LIFE Wes Montgomery, A&M LP 2001 (M); SP 3001 (S)	46	42	44	SERENADE TO A SOUL SISTER Horace Silver Quintet Featuring Stanley Turrentine, Blue Note (No Mono); BST 84277 (S)	4
17	21	STONED SOUL PICNIC 5th Dimension, Soul City (No Mono); SCS 92002 (S)	3	43	45	DIONNE WARWICK'S GOLDEN HITS, PART I Scepter SRM 565 (M); SPS 565 (S)	43
18	17	DOCK OF THE BAY Otis Redding, Volt 419 (M); S 419 (S)	25	44	43	FLIP WILSON YOU DEVIL YOU Atlantic (No Mono); SC 8179 (S)	15
19	22	MAIDEN VOYAGE Ramsey Lewis, Cadet (No Mono); LPS 811 (S)	6	45	49	SOUL COUNTRY Joe Tex, Atlantic (No Mono); SD 8187 (S)	2
20	—	JAMES BROWN LIVE AT THE APOLLO, VOL. 2 King (No Mono); 1022 (S)	1	46	42	REFLECTIONS Diana Ross & the Supremes, Motown (No Mono); 665 (S)	19
21	23	IN A MELLOW MOOD Temptations, Gordy 924 (M); 924 (S)	38	47	47	REACH OUT Four Tops, Motown M 660 (M); S 660 (S)	52
22	19	VALLEY OF THE DOLLS Dionne Warwick, Scepter (No Mono); SPS 568 (S)	27	48	48	DOIN' OUR THING Booker T & the MG's, Stax (No Mono); 724 (S)	23
23	27	BEST OF NANCY WILSON Capitol (No Mono); SKAO 2947 (S)	2	49	46	BLUES ON TOP OF BLUES B.B. King, Bluesway BL 6011 (M); BLS 6011 (S)	3
24	26	TIME HAS COME Chambers Brothers, Columbia CL 2722 (M); CS 9522 (S)	2	50	50	TIGHTEN UP Archie Bell & the Drells, Atlantic (No Mono); SC 8181 (S)	16
25	35	WHEELS OF FIRE Cream, Atco (No Mono); SD 33-244 (S)	4				
26	24	HISTORY OF OTIS REDDING Volt 418 (M); S 418 (S)	36				

SOUL SAUCE

• Continued from page 32

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

★ ★ ★

MAKIN' SMOKE: **Cliff Nobles & Co.**, "Judge Baby, I'm Back" (Phil-L.A. of Soul). . . . **James Brown**, "Say It Loud" (King). . . . **Clyde McPhatter**, "Only a Fool" (Deram). . . . **Impressions**, "Fool for You" (Curtom). . . . **Dynamics**, "Ain't No Sun" (Cotillion). . . . **Rex Garvin & the Mighty Cravers**, "Sugar Baby" (Tower). . . . **Dr. John, the Night Tripper**, "I Walk on Guilted Splinters" (Atco). . . . **O'Jays**, "The Choice" (Bell). . . . **Jerry Butler**, "Western Union Man" (Mercury). . . . **Gene Chandler**, "There Was a Time" (Brunswick). . . . **Unifics**, "Court of Love" (Kapp).

★ ★ ★

MAKIN' FIRE: **James Boys**, "The Horse" (Phil-L.A. of Soul). . . . **Lezli Valentine**, "I Won't Do Anything" (All Platinum). . . . **Bull & the Matadors**, "Funky Judge" (Toddlin' Town). . . . **Freddie Scott**, "You Got What I Need" (Shout). . . . **Cubie & the Five Stairsteps**, "Don't Change Your Love" (Curtom). . . . **James & Bobby Purify**, "Help Yourself" (Bell). . . . **Aretha Franklin**, "I Say a Little Prayer" (Atlantic). . . . **Los Pop Tops**, "Oh Lord, Why Lord" (Calla). . . . **Eddie Harris**, "Listen Here" (Atlantic). . . . **Dionne Warwick**, "Who is Going to Love Me?" (Scepter). . . . **William Bell & Judy Bell**, "Private Number" (Stax). . . . **Masqueraders**, "Ain't Got Nobody" (Bell).

★ ★ ★

FIRE & SMOKE: **Impressions**, "I Loved and I Lost" (ABC). . . . **Booker T. & the M.G.'s**, "Soul Limbo" (Stax). . . . **O'Kaysions**, "Girl Watcher" (ABC). . . . **James Boys**, "The Mule" (Phil-L.A. of Soul). . . . **Aretha Franklin**, "The House That Jack Built" (Atlantic). . . . **Temptations**, "Please Return Your Love to Me" (Gordy). . . . **Rascals**, "People Got to Be Free" (Atlantic). . . . **Junior Walker & the All Stars**, "Hip City" (Soul). . . . **Sam & Dave**, "Can't You Find Another Way" (Atlantic). . . . **Smokey Robinson & the Miracles**, "Special Occasion" (Tamla).



GENE CHANDLER, Brunswick soul artist, strikes an executive pose at the president's desk of St. Louis-based Bamboo Records. The 28-year-old artist, chart climbing with his "There Was a Time" record, was recently named head of the firm and has taken to the road to promote "If I Didn't Love You," by the Profiles. Looking on, at left, is Gus Redmond, Chandler's ex-road manager and Bamboo's national promotion director. On the right is Karl Tarleton, a&r producer.

CENTRAL NERVOUS SYSTEM

The backbone of America is the spinal column.



'Soul' to Debut On Channel 13

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

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



International News Reports

UA's First Meet As Indie in U.K.

By PHILIP PALMER

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

Highlight was the unveiling of UA's American Jazz label—Solid State—and the major promotion which will be built around the soundtrack album for the forthcoming film "Chitty Chitty Bang Bang."

Barbara Scott, United Artists sales and marketing manager, told EMI sales force that the albums would be issued in stereo only. To spearhead the

launch of Solid State, United Artists has compiled a special sampler album. U. K. dealers ordering all six initial releases plus any three other will be given one free sampler with special display material including browser units and mobiles.

The first releases on Solid State are by Herbie Mann, Mike Mainieri Quartet, Jimmy McGriff and Johnny Lytle, plus "Jazz for a Sunday Afternoon," "live" recordings.

The company has also scheduled two sampler albums, one featuring pop artists, the other, country artists, which will retail at \$2.34.

Soundtrack albums from UA include "Chitty Chitty Bang Bang," from a story by the creator of James Bond, Ian Fleming, which has a musical score written by the Sherman Brothers. Also released: Sammy Davis Jr.'s "Salt and Paper" and "Hang 'Em High."

On the popular album front, UA has scheduled Bobby Goldsboro's "Word Pictures," Francoise Hardy's "En Anglais" and an LP by Baby Washington.

(Continued on page 38)

Monument Into Spain, Portugal

LOS ANGELES — Discos Sonoplay of Madrid has been signed by Monument to handle its label in Spain and Portugal. The three-year agreement commences Oct. 15 with LP's by Boots Randolph, Bill Justis, Charlie McCoy, the Knightsbridge Strings and a special sampler package. Four singles will also introduce Monument in those markets.

Covered under the licensing agreement are product from Monument's subsidiary lines, Sound Stage 7 and Rising Sons.

The two labels are discussing a setup whereby Monument acts will do radio and TV exploitation in Spain for Discos Barclay of France since Sonoplay is Barclay's Spanish representative.

Basart's Jansen Off to Visit N. Y.

AMSTERDAM—Guus Jansen, president of the Basart Publishing Company, arrives in New York Thursday (5) on a one-month visit during which he will meet music industry leaders in New York, Detroit and on the West Coast.

Jansen will be headquartered in the offices of the Dutch Chamber of Commerce in New York and San Francisco.

Basart is part of the Basart-Strengtholt organization which has interests in music publishing, record manufacturing, book publishing, background music systems, theatrical productions and magazines.

Finnish Int'l Fair Lures 300 Exhibits

HELSINKI—Among the 300 exhibitors at the Finnish International Trade Fair which opens in Helsinki for 11 days Sept. 19 will be the Sahkolikkeiden company, licensee of Warner, Reprise and Telefunken, and Discophon, representative of RCA and Monument.

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

Finnish radio and TV manufacturers Salora, Helvar and UPO will have stands, and two coin machine manufacturers and distributors, Gemco and Yi-Pi, will be exhibiting Finnish and foreign coin equipment.

Freshwater, of EMI, Retires

LONDON — George Freshwater, merchandising development manager, has retired from EMI after 42 years with the company. EMI tendered Freshwater a luncheon at the Europa Hotel Aug. 23.

Freshwater joined the Gramophone Co., Ltd., in 1926 as advertising manager for the British Zonophone Co. Ltd. In 1930 he took a similar post with the Marconiphone Company and in 1939 was appointed advertising controller for EMI.

In 1959 he became controller of advertising and production, and in 1966 was appointed merchandising development manager of EMI's group record services.

Freshwater has been chairman of the Audit Bureau of Circulations and of the Incorporated Society of British Advertisers.

48 SINGERS TO VIE AT CANZONISSIMA IN MILAN

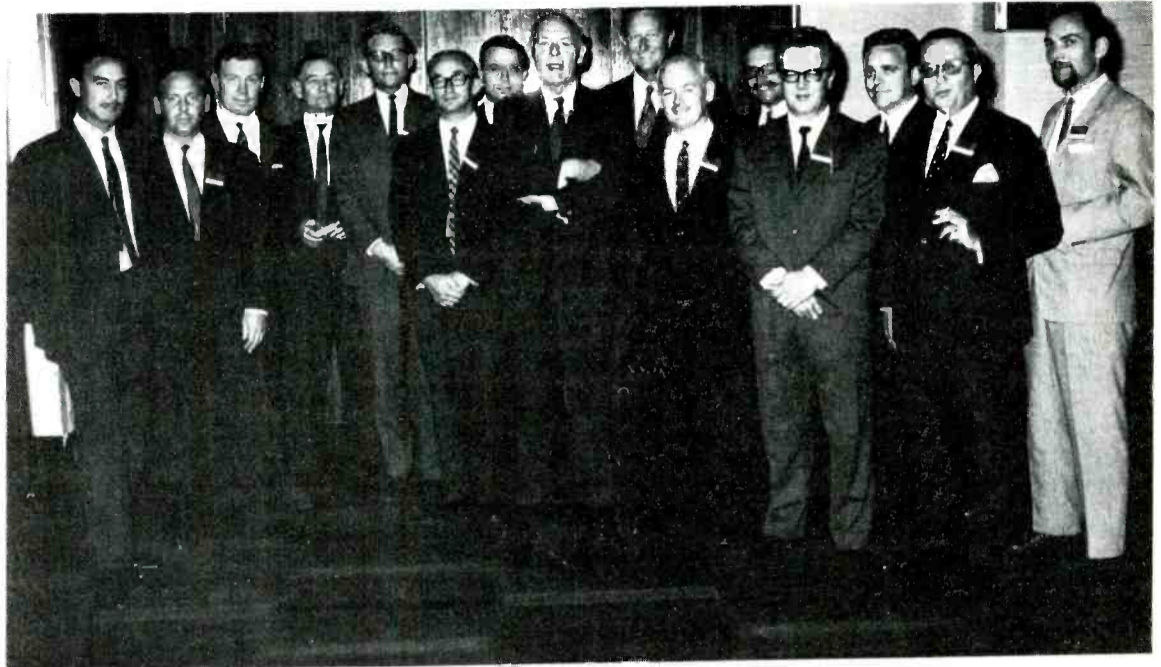
MILAN—The 1968 edition of Canzonissima, the 15-week Saturday night song competition run in conjunction with Italy's annual New Year's Lottery, will bow Sept. 28.

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

Hosts for the 1968 series of Canzonissima broadcasts will be PDU artist Mina and actor Walter Chiari.

Forty-eight singers, including 10 foreign artists, are expected to participate in the contest which consists of five rounds—past song hits (eight broadcasts of six singers each), current song hits (three broadcasts of eight singers each), unpublished songs (two broadcasts of six singers each), the semi-finals, and Finalissima (one broadcast with the six semi-finalists re-performing their new songs).

Elimination of participants will be determined by postcard votes sent in by mail and by the verdict of three special juries, with the exception of the semi-finals where only mailed votes will count, and of the Finalissima, which will be judged by panels of 25 jurists in 20 local RAI stations.



EXECUTIVES FROM EMI companies throughout Europe and Singapore attend EMI Records British marketing conference held in London Aug. 26. Left to right: Keith Bruce (Singapore); Emile Garin (Belgium); Emyln Jones (Greece); A Mackenzie Smith (general manager, EMI Records international sales division); Kurt Mikkelsen (Denmark); Ben Van Den Berg (Holland); Rolf Nygren (Sweden); Sir Joseph Lockwood (chairman, EMI, Ltd.); Ken East (managing director, EMI Records); Joe McCabe (Ireland); Lionel Boullen (France); Max Brunner (Switzerland); Dr. Bernard Krajewski (Germany); Frank Beh (Austria); Rolf Fischer (Switzerland).

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

• Continued from page 1

catalog and will be inaugurated in the U. K. with four October releases, which will include albums by the Soviet Army Chorus and by Bolshoi artists. Set for release in November is a two-record set of Prokofiev's "Cinderella."

The most significant marketing trend to emerge from the conference was the exploitation of sampler records, each aimed at boosting a particular album catalog.

In a major drive to expand the British classical market,

Heintje Album Out By Vivace-Basart

AMSTERDAM — Vivace-Basart has rush-released a new song album containing the hits of 12-year-old Dutch boy singer Heintje, who has scored chart successes in Holland, Belgium and Germany.

Heintje, who was discovered by Addy Kleingeld of CNR Records, has topped the Dutch charts for several weeks with the single, "Ich bau' dir ein

EMI is issuing a \$1.79 sampler album featuring 11 different types of classical music, together with a paperback book, "The Enjoyment of Music," published by EMI, which will be sold through record dealers for 60 cents. The book and the sampler album feature the same cover design.

The second sampler, titled "Impact," will be released Oct. 1 and features tracks taken from the Studio 2 stereo line. A previous sampler from this catalog, "Breakthrough," is claimed to have sold 250,000 copies in 10 months. This sampler will retail at \$1.68.

4-Track Sampler

Finally, EMI is issuing in November a 4-track EP sampler, selling at 60 cents, with tracks by Frank Pourcel. Simultaneously the company will issue two full-price albums by the

French bandleader-arranger in an effort to increase its share of middle market repertoire sales.

EMI will also be launching four American and British underground groups in the U. K. market this fall—the Gods, the Wind in the Willows, Quicksilver Messenger Service and the Big Pink. The fall program will also feature major releases from EMI licensors: Bell, Command, Dot, Impulse and Tamla Motown.

In November, EMI will be introducing 4-track stereo tapes to the U. K. market and will simultaneously reduce the price of its monaural twin-track tapes. The stereo tapes will sell at the same price, making them just 42 cents dearer than their disk equivalents.

Delegates were told that full price records currently account for two thirds of EMI's classical turnover and that more than half of EMI's classical sales, including back catalog product, are now in stereo. Stereo records, said classical division chief Leonard Smith, are now accounting for 61 per cent of top price sales and even in the low price line, stereo penetration has increased from 29 per cent to 47 per cent within a year.

Cordell in U. S.; To Push Acts

NEW YORK — Denny Cordell, chief of Straight Ahead Productions, Ltd. of London, arrived in the U. S. last week to plan promotion and merchandising efforts on new recordings by Procol Harum and the Move, both of which are released on A&M Records in America. TRO Essex International Ltd. represents Straight Ahead internationally for publishing and producing.

A U. S. tour by the Move will begin late this month, while Procol Harum has a 10-week American tour on tap. Cordell also will produce a new single and album by Joe Cocker beginning Sept. 10 at Hollywood's Sunset Sound Studios. He also plans to cut a Procol Harum album in California in October.

While on the West Coast, Cordell will meet with A&M executives to plan U. S. releases for many of his artists on his Regal Zonophone label in Britain.

WB-7 GERMANY MEET SLATED

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

Uruguay Expanding But Stalled By Problems: Clave's Jurburg

NEW YORK—With a population of just under 3 million, Uruguay's record market is, naturally, not the world's largest—in fact a hit single sells only a couple of thousand copies. But, says Leon Jurburg, president of Clave of Montevideo (one of Uruguay's record manufacturers), it is an expanding market. With problems.

Jurburg was here last week on business, stopping off before visiting London, France, Italy and Spain. His company represents British Decca and London International, among others, in Uruguay.

He pointed out that only local artists, mainly British, were the strong sellers on the Uruguay market. "Right now British singers, Tom Jones and Engelbert Humperdinck are the big names in Uruguay," he said. "But it is a struggle to get a local artist across. Still it must come if we are to get a really integrated and international traffic in recordings in Latin America. At present it is really all one way—into the country—although all records are manufactured locally."

Conservative

Jurburg stressed that record dealers in Uruguay were a "little conservative" and that this had forced manufacturers, in some cases, to open their own retail outlets. "The market is divided into the teen-age market (which has been strong now for about two years) and the tourist trade. We get a lot of tourists into the country from Argentina and Brazil. And because our records are cheaper, we manage to move a lot this way."

Uruguay has, Jurburg esti-

Roulette in U. K. By Major Minor

LONDON — Phil Solomon's Major Minor company has launched the American Roulette label here under its own logo with an album by Tommy James and the Shondells, "Mony Mony."

The company also plans to issue selected Roulette material on a low priced label starting with two albums in the "Golden Goodies" series which include tracks by Frankie Lymon, Jimmie Rodgers, Little Anthony and the Imperials and Joey Dee and the Starlighters.

Major Minor is preparing an album by Mama Cass of the Mamas and the Papas, for release on Roulette. The first single on Roulette will be Tommy James' follow-up to "Mony Mony."

E. MUEHLBACH DIES, DIRECTOR

DRESDEN, East Germany—Prof. Erich Muehlbach, first musical director of the Dresden Staatskapelle, has died here after illness.

This year Muehlbach celebrated his 40th anniversary as musical director of the Staatskapelle which he joined in 1928.

He was leader of the Muehlbach String Quartet and a renowned chamber musician and he also taught violin at the Dresden School of Music.

mates, about 22 radio stations, of which perhaps four or five are important to the record business, running programs in the Hot 100 format (although Uruguay has no official record charts).

A Conflict

However, in Uruguay, he said, there was a conflict. Deejays tend to concentrate on importing records as soon as they were on the British and American charts, and playing them.

"This meant that interest was aroused for the record before they were issued in Uruguay. In fact, when the record was finally released, the radio station was probably playing it hardly at all," commented Jurburg.

"However, the record manufacturers got together on this problem and are trying to get

co-operation from radio stations. We can do nothing officially—all we can do is to try and make the radio stations see that if we all co-operate we can increase the market and help each other."

In 1961, Uruguay had only one TV station—now there are four channels. And the record industry has recovered from the decline that set in when the TV channels sprouted. "People were buying TV sets, naturally, instead of phonographs. It took away the market. I think this happened in every country that experienced a boom in TV," stated Jurburg. "However, things are now back to normal.

"The TV stations seem to take most of their music programs from Europe and the Argentine rather than from America. We get the TV drama serials, although the Monkees were shown on our TV."

Danish Radio Plays Locally Made Disks

COPENHAGEN — Danish Radio is following the example of Radio Sweden by introducing a regular weekly program presenting top-selling, locally produced records.

The new program, "Dansk-top," was aired for the first time on Sunday, Sept. 1, and has been enthusiastically greeted by the Danish music industry.

In all three Scandinavian countries, foreign records predominate, especially those of U. S. or British origin. But since Radio Sweden introduced a weekly program featuring exclusively top-selling Swedish product, the situation has started to change.

In a relatively short time the Swedish Top 10 show became the most popular radio program in Sweden and also created the republic goodwill for Swedish records. This reaction has in turn stimulated Swedish record producers into improving the quality of local product.

The boom in Swedish records has not, moreover, stopped at the frontiers. It spilled over into

Pye Sets Its London Meet

LONDON—Executives of Pye's licensees and licensors in 20 countries will attend the company's ninth international sales conference in the Europa Hotel, London, Thursday (5) and Friday (6).

The meeting will also be attended by 55 sales representatives, eight area managers, 11 area supervisors and six depot managers, together with managerial sales staff from the Pye factory.

During the conference Pye's new double-pack Stereo 2 will be introduced by export manager Harry Castle.

Guest speakers will include Robin Scott of the BBC, Geoffrey Everett of Radio Luxembourg, Cril Simons, British head of Leeds Music, Graeme Andrews, editor of Billboard's sister publication, Record Retailer, disk jockey Alan Freeman and Pye Records' American attorney Alan Arrow.

Norway (Billboard, July 20) and is now beginning to make an impact in Denmark. It is hoped that the new Danish Top 10 program will spark public interest in homegrown product in the same way as in Sweden. With an eye on the new program, Danish record companies are now giving careful attention to their Danish production. Metronome is releasing "Luk ojnene i og tel til ti" (I Close My Eyes and Count to Ten), by Grethe Ingman, and "This Guy's in Love With You," by Miss Ingman's husband, Joergen. The Ingmans won the Eurovision Song Contest in 1963 with "Dansevise."

Also tailored will be a Danish version of "Werst du Doch in Dusseldorf Geblieden," by Philips' German singer Dorte. This song, whose Danish title is "Gid du var i Skanderborg," came second in the West Germany song festival in Berlin two months ago.

All three songs are published by Dacapo.

Danish Radio will continue to feature the over-all best selling records, local and foreign, in its weekly Top 20 program.

Merc. to Bow Budget Label

LONDON—Mercury is planning to introduce a new low-priced label and also to reactivate the Limelight jazz label.

The new economy label will be called Mercury International, which will release American back catalog with artists such as the Platters, Jerry Lee Lewis and Billy Eckstine. The first release features 11 albums and one sampler in the "Country and Western Winners" series. Spearheading the country promotion is an album called "The Golden Hits of Roger Miller." Other singers featured in the campaign include Dave Dudley and Roy Drusky.

Mercury's Paddy Flemming is selecting product to re-introduce the Limelight jazz label. The American label also plans to launch its American r&b label, Blue Rock, on a special series under the Mercury logo.



AN ARTIST'S conception of the new RCA Victor building in Tokyo, to be completed next June.

From The Music Capitals of the World

AMSTERDAM

Dutch pop group **Golden Earrings** left on a tour of Britain where they will also record. . . . Phonogram released the French Philips documentary album about the May crisis in France. . . . Dutch artist **Ramses Shaffy** visit the States to record for Atlantic. Shaffy, who writes most of his own songs—his "Sammy" has been recorded by **Peggy Lee**, among others—records a new album in New York for the Dutch market. . . . Phonogram has released a specialy compiled album, "The Phil Spector Sound," featuring 13 tracks from the Philips catalog by the **Crystals**, the **Ronettes**, **Bob B. Sox**, **Darlene Love**, and **Ike and Tina Turner**. . . . Dutch singer **Trea Dobbs** has recorded a cover version of "Warst du doch in Dusseldorf geblieden," and **Lola** has recorded "Harlekin" for Imperial. Both songs, featured in the West German song festival, are published by Intro and sub-published in Holland by Basart. . . . Phonogram initiated a **Hugh Masekela Week**, Aug. 19-25, with the slogan, "A Man, a Trumpet, a Hit," to promote the UNI single "Grazing in the Grass" released here on Philips. CNR managing director **Hans van Zeeland** acquired Benelux distribution rights to the American Abnak, Moonshot and Calla labels.

Phonogram launched a country campaign with a release of 17 albums and an introductory promotion LP, "Country & Western Winners." Artists featured on the albums include **Rusty Draper**, **Roger Miller**, **Faron Young**, **George Jones**, **Lester Flatt** and **Earl Scruggs**, **Roy Drusky** and **Priscilla Mitchell**, **Dave Dudley**, all on Mercury; **Bill Anderson**, **Ernest Tubb**, **Kitty Wells** and **Webb Pierce** on Brunswick, and **Jim Reeves**, **Bill Clifton** and **Johnny Cash** on London. The London and Brunswick LPs are budget lines. . . . The **World of Oz** were in Holland to promote "Muffin Man" on local VARV-TV. . . . Phonogram pop manager for the Decca label, **John Ros**, in Britain to discuss the release of Dutch artists in the U.K. . . . Inelco managing director **William Brandsteder** was in Hamburg to discuss with Teldec officials the release program for the coming season. . . . Holland's 14-year-old boy singer **Heintje** has signed a contract with the Lummelserie producers in West Germany. **BAS HAGEMAN**

CHICAGO

Independent producer **Paul Tannen** is in Chicago to audition new talent. . . . **Barbara McNair** wound up a two-week engagement

at the College Inn of the Sherman House. . . . Folksinging duo **Jim and Jean** opened at the Quiet Knight in Old Town. . . . Chess Producing Corp. was represented at the recent National Association of Television and Radio Announcers (NATRA) convention in Miami by **Max Cooperstein**, vice-president and general manager; **Dick LaPalm**, merchandising and advertising director; **Richard Salvador**, eastern sales and promotion director; **Chester Simmons**, national promotion, and **Ralph Bass**, head of gospel artists and repertoire department.

Plans are in the works to bring the **Status Quo** to America for a personal appearance tour. The group, which records in England, will have its first album released on the Cadet-Concept label this month. . . . **Carmen McRae** is beginning a three-week engagement at Mister Kelly's. Appearing with Miss McRae is the comedy team of **Clair & McMahon**. . . . The **Eddie Higgins Trio** takes over the London House spotlight Wednesday (28) for two weeks. . . . The Knickerbocker Hotel's Imperial Walk has set **Will Mercier & Co.**, a new trio formed by singer **Will Mercier**, to bow for a three-week engagement beginning Tuesday (3). . . . WOPA-FM is moving ahead in underground music with another underground show called "Psyche." **RON SCHLACHTER**

DETROIT

Sly and the **Family Stone**, the **Chambers Brothers** and the **Iron Butterfly** appeared Aug. 10 at the Ford Auditorium. The show was a WABX-FM presentation. . . . **Peggy Lee** is just closing at the Roostertail Supperclub, with **Frank Fontaine** appearing through Sept. 7. . . . The **Intruders** made their first Detroit area appearance Saturday, Aug. 17, at Frazier's Playland. . . . Comedian **Redd Foxx** opened for one week at the Top Hat. . . . **B. B. King** and his revue is just closing at the 20 Grand Driftwood Lounge. . . . Detroit will get its first pop music festival Sunday (1). Though it will be nothing like as big as Monterey or Newport, its format will be essentially the same. Lasting from about 4 p.m. to midnight, the festival will feature **Howlin' Wolf**, **Procol Harum**, and several local acts. . . . **Ed Ames**, **Arthur Godfrey**, and **Frank Sinatra Jr.** are among the entertainers scheduled to appear at the 119th Michigan State Fair which runs through Monday (2). Also included in the entertainment line-up are the **Young Americans**, **Gladys Knight** (Continued on page 38)

SUNDAY

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- APPOINTMENTS -



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Remember to watch Neil Diamond's "Sunday Sun" become #1 UNH 55084



From The Music Capitals of the World

• Continued from page 36

and the Pips, Smokey Robinson and the Miracles, the Cowsills, and the Goldiggers. . . . Verve's Jimmy Smith currently performing at Baker's Keyboard. . . . The Impressions appeared in concert Saturday (31) at Frazier's Playland.

CINCINNATI

Local Capitol Records nabobs—John Leffler, district sales manager; Dick Bethel, territory manager, and Buz Wilburn—played host to area radio, TV and music folk at a cocktail session and dinner at the suburban Carrousel Inn Monday night (26) to celebrate Capitol's recent affiliation with the Apple Record Co., new English label owned by the Beatles. Among those in attendance were Dee West, WKRC Radio; Mr. and Mrs. George Burns, WSAI Radio; Dave Blumberg and Chickie Zollar, Neumark Melody Shop; Paul Smith, Royal Distributing; Bill Sachs, Billboard; Don Ross, WCKY Radio, and Mr. and Mrs. Walt Turner, WSAI Radio. Out-of-town guests included Russ Milner, See-Vend, Columbus, Ohio; Mr. and Mrs. Tom Weisser, Dayton, Ohio; Chris Conner, WNAP-FM Indianapolis, and E. Carl Foulk, WTVN Radio, Columbus, Ohio.

WSAI Radio has started a promotion to assist England's Black Dyke Mills Band in winning the yearly award of the National Champion Band of Great Britain. WSAI listeners are being requested to send their votes for the Black Dyke Mills Band to WSAI. The votes will be sent to Paul McCartney, who, in turn, will cast the votes in the National Champion Band of Great Britain event to be held in October. The Black Dyke Mills Band has held the title seven times since 1945. The single released by the Black Dyke Mills Band on the Beatles' Apple label is entitled, "Thingummybob" backed with "Yellow Submarine."

Roger Karshner, who left Capitol Records several years ago after many years' association to accept a position with a Cleveland music firm, has left the latter city to re-join Capitol Records in Hollywood. His new position with Capitol is that of national field promotion manager. . . . The Ohio Valley Chapter of the American Theater Organ Enthusiasts, Inc., is sponsoring a Silent Film Event at the RKO Albee Theater here Oct. 20. Nationally known theater organist Gaylord Carter, of Hollywood, has been engaged to play the score to the ever-popular silent film classic, "Safety Last," starring Harold Lloyd, in addition to numerous other works. **BILL SACHS**

MANILA

The Ventures and Frankie Avalon have been booked for a one-nighter at the Manila Hilton. Stations DZBM and DZIM are doing a solid promotional tie-up with the use of the recorded voice of Ben Hernandez, an official of Mareco, Inc. The same promotion was given Verve artist Anita O'Day and Capitol's the Four Freshmen, recent Manila visitors. . . . Antonio U. Lustre, vice-president of the Home Industries Development Corp., arrived after a month-long business trip in the U. S. . . . Bobby Roxas, was promoted from chief announcer to program director of DZRM (1190 KH), reported that about 30 per cent of the total stock of LP's and singles of the Home Industries was damaged by the earthquake which hit this city Aug. 2. Roxas is also the a&r director of Home Industries. He is streamlining DZRM from straight 18-hour Tagalog station to a split Tagalog-English beginning Sept. 1. The English portion will be of Hot 100 format and will run from 2-11 p.m. daily. . . .

Tommy James & the Shondells (Roulette), who topped the Philippine chart with "Mony Mony," have a new disk, "Somebody Cares." . . .

Freddie Dandan of DZWS (1070 KH) has a new daily program, "Big Sound Barometer," a Hot 100 format. Selections are at random, with emphasis on the top 10. . . . While price indices, per capita income and the cost of labor in the Philippines have increased through the years, the prices of records tend to go down. For instance, because of the cut throat competition plus phony releases, singles can sell even lower than the standard price for more than a decade now 50 cents. With LP's, both monaural and stereo, there is virtually no competition from independent producers whose output is negligible. Standard dealer price for monaural is (\$3.00) and for stereo, \$3.75. However Super Record Co. jacked up the price of stereo to (\$4.00). Retail price for monaural is \$3.75 and for stereo, (\$4.50). . . .

Two single debuts: singer-composer Ellie Greenwich (United Artists) with "Niki Hoeki" and Peppermint Rainbow (Decca) with "Walking in Two Different Circles." . . . Mareco, Inc., released "Classical Gas," by Mason Williams on Warner Bros.-Seven Arts; "I Loved and Lost," by the Impressions on ABC; "Folsom Prison Blues," by Johnny Cash on CBS; "Mr. Bojangles," by Bobby Cole on Date; "Light My Fire," by Jose Feliciano on RCA Victor; "Never Going Back," by the Lovin' Spoonful on Kama Sutra; "With Pen in Hand," by Billy Vera on Atlantic; "Mr. Businessman," by Ray Stevens on Monument, and "Mrs. Green," by the Kazenetz-Katz Singing Orchestral Chorus on Buddah. . . . Young songwriter Danny Subido joins Edie Peregrina & the Blinkers (Swan) as musical director when the group leaves for Osaka, Japan in early September for a half-year booking.

The intensity VI earthquake—most horrifying for many years—paralyzed entertainment activities. Rescue operations were covered minute by minute by ABS-CBN on its TV Channels 3 and 9, and on its radio network. For this coverage Channel 9 is likely to win this year's Citizens Award for Television in the special events division.

Record companies suffered earthquake damage, mostly in stocks but pressing and recording functions were unimpaired. In addition tropical storms hit Manila completely marring exhibits and activities for the First Electronic and Communication Week. . . . However, the Four Freshmen gave a single performance at the Manila Hilton.

A talent drain of professional musicians is being felt because Filipino artists are working in Saigon, Hong Kong, Tokyo, Taipei and Okinawa where money is better. The majority of musicians playing in Manila and surrounding

Greenslade May Do Frankie LP

LONDON — Major Minor musical director and arranger Arthur Greenslade has been invited to Hollywood by Frank Sinatra to work on a new Sinatra album for Reprise.

The album will feature 12 original songs written by Rod McKuen. It was Greenslade's previous arrangements of McKuen songs which impressed Sinatra.

Greenslade has arranged for many leading recording artists including Shirley Bassey, Chris Farlowe, Frankie Vaughan and P. P. Arnold.

Club Post to EMI's Hadley

LONDON — EMI has appointed Colin Hadley general manager of World Record Club from Oct. 1. Hadley has previously been manager of EMI Records market planning and services division. The move is seen as the beginning of a major shake-up in the record club. Sir Joseph Lockwood has publicly admitted that the club's business has been hit since the growth of budget labels, including EMI's half-owned Music for Pleasure company.

Hadley is expected to incorporate far-reaching changes into the club's methods of promotion and to institute a major membership drive.

His post at EMI Records has been taken by Cliff Busby, previous district manager for the west of England in the sales force.

cities are teen-agers and young adults, who because they are now in demand can ask for higher fees. Among these are the Tilt Down Men, Hi-Jacks, Electros, Moonstrucks, Lumberjacks and Jitterbugs.

Eddie Peregrina and the Blinkers leave for Osaka, Japan, this month.

Length of playing time of "Sky Pilot" by Eric Burdon and Animals may hold up release by Mareco, Inc. "MacArthur's Park" by Richard Harris, another lengthy single, is still awaiting release.

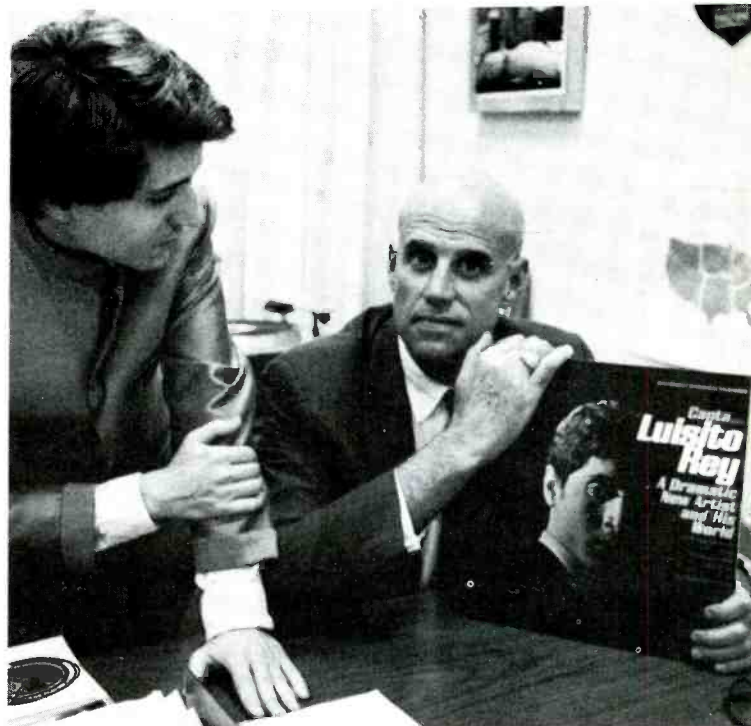
Manila is still plagued by pirated cover versions of hit singles. Recent cases include "Simon Says" by 1910 Fruitgum Co., "After You" by Lulu, and "Honey" by Bobby Goldsboro. These versions can be in English, pidgin English Filipino and Visaya, and producers do not pay royalties, plus dealer price is low (one peso compared with 1.70 pesos for legitimate singles). However, genuine companies do use pirated popularity as a gauge for market potentiality. **OSKAR SALAZAR**

MILAN

Julie Driscoll and the Brian Auger Trinity (Polydor) will replace French Barclay artist Mireille Mathieu in the spotlight solo series of international singers filmed this summer by RAI at the Bussola nightclub in Tuscany. The program is scheduled for transmission this fall on RAI-TV. . . . RCA-Italiana's Gianni Morandi will tour the state of New York in October. Appearing with Morandi will be Milena Manni, singer-composer and winner of last year's Festival of Malta. . . . Fonit-Cetra artist Sergio Endrigo will be on the jury for the World Festival of Song in Bolivia. **MARILYN TURNER**

HONOLULU

"Hawaii Five-O," the CBS-TV series being shot exclusively in the Islands, continues to draw a hot of Island entertainers in guest-star roles. Hilo Hattie, Karol Kai, Tommy Sands, and Zulu (a show regular) are among those tapped for nationwide viewing. . . . Don Ho's Hana Ho Club has reopened again—with yet another name change. It's Hawaii Town now, and Zulu, the Sons of Hawaii, Al Lopaka and Sonny Chillingworth are featured. . . . Beverlee and the Sneakers appearing at Ilikai's Hong Kong Junk. They are signing with Warner Bros.-Seven Arts. . . . Teresa Brewer's one-night date Thursday (29) at the Ilikai's Pacific Ballroom had to be canceled, due to the singer's illness. Jane Morgan was ready to jet over for a fill-in, when an invite to sing for (Continued on page 39)



COLUMBIA'S LATIN-AMERICAN artist from Argentina, Luisito Rey, visited the label's New York headquarters and chatted with Peter Rosaly, manager, Latin-American a&r. Rey was in town to formalize plans for nightclub and TV appearances in Miami and Puerto Rico, and to discuss plans for his new LP, "Luisito Rey Sings for Love."

Denmark Industry Flying High With Little Butterfly

COPENHAGEN—This summer in Denmark will go down in musical history as the summer of the little butterfly. A song of that name, written in 1921 by Elith Worsing, Axel Andreassen and Ludwig Brandstrup, published by Wilhelm Hansen, has been No. 1 in Denmark for two successive months.

The song "Lille sommerfugl" was revived this year by disk jockey Joergen Mylius, who gave a good deal of airplay to the 1961 Malihini Quintet version on RCA Victor, which was a chart entry when first released.

This record quickly took off again and reached the No. 1 spot. Meanwhile Odeon released a version by Bjorn Tidmand, a Billboard top native artists

award winner in 1967, and this eventually took over the No. 1 spot. The song had been in Tidmand's repertoire for almost a year before he actually recorded it.

Then a third version of the song was released by Sonet, featuring Poul Dissing singing the song in a different way. This record also sold well.

According to EMI director Kurt Mikkelsen and Hede Nielsen director Leif Risell, the Bjorn Tidmand and Malihini versions have each sold 30,000 copies.

Wilhelm Hansen director Arne Spliid has now sold the song to Marks Music in the U. S. and to other publishers in the Benelux countries, Germany and Sweden (where two versions will be recorded). The song is also under option in Norway.

S. African Singer Hilary Gets Gold

JOHANNESBURG—Twenty-year-old South African singer Hilary was presented with a gold disk Aug. 12 for topping 25,000 sales with John D. Loudermilk song, "Sunglasses," released here by Trutone on the Renown label.

The record, being rush-released in the States by Mercury, hit No. 1 on the South African charts one month after release and has stayed on top for seven weeks. To date, sales have topped 30,000.

Flip side of the single features Hilary's version of the French hit "Love Is Blue."

UA's First Meet

• Continued from page 35

UA is also issuing an LP by Sean Dunphy and the Hoedowners from the Irish Dolphin label for which UA has acquired world release rights outside Ireland. United Artists presented singles product for coming months by Shirley Bassey, the Spencer Davis Group and newcomers Peter Sarstedt and Vince Edwards, who will be appearing in the London version of the musical "Hair," and Jean

Work Starts on Japan Victor's Huge Studio

TOKYO — The Victor Company of Japan has broken ground for a mammoth five-story complex to be finished in June 1969. Victor claims it will be "the largest recording studio in the Far East."

The recording complex is under construction across from the Olympic Stadium built for the 1964 Olympics. It will contain three large recording studios with a total of 76 microphone channels. Included are six echo chambers and 14 reverberation units.

In addition to offices and storage space there will be eight tape mastering rooms, says H. Momose, president of Japan Victor.

Nearly all of Japan Victor's recording will be done at the new site, but the firm plans to retain several recording studios at other locations, at least for the next few years. At present, Victor Japan has only two full-time studios in Tokyo. One of the new studios will be large enough to record an entire symphony orchestra, with room to spare.

From The Music Capitals of the World

• Continued from page 38

Vice-President **Hubert Humphrey** changed her mind. . . . **Phyllis Diller's** husband will open up the comedienne's one-nighter Friday (13) at the Ilikai's Ballroom. . . . Jazz singer **Ethel Azama** is at the Outrigger Hotel Lounge for two weeks backed by the **John Todd Trio**. . . . **Teddy Tanaka and His Tokyo Playmates** have begun a two-week date at the Kaaanapali Beach Hotel. . . . The **Four Freshmen**, who did a lone show at the Ilikai, also went island-hopping, appearing at the Kauai Surf on Kauai and at the Kona Inn on the Island of Hawaii—in addition to military clubs.

Composer-conductor **Elmer Bernstein** will be guest maestro at the Saturday (31) Starlight Concert of the Honolulu Symphony Orchestra. "An American in Paris" is the concert theme. . . . **Warren Marley**, a member of Polynesia '68, landed an Atlantic Records pact, thanks to **Sid Bernstein**, manager of the **Rascals**. . . . The Rascals' "People Got to Be Free" continues to be the No. 1 tune locally, ever since the group's appearance here in early August. . . . Makaha Records' star **Melveen Leed** married her bandleader, **Berne Hal-Mann**. . . . **Don McDiarmid Jr.** is planning a USO-type tour with his Hula Records roster of stars. The project is called "Operation Hula."
WAYNE HARADA

LONDON

The trend toward budget albums is spotlighted by the Board of Trade's figures for May record production and manufacturers'

sales, which registered a 5 per cent drop over May 1967 to \$4,574,000 in May this year. The increased budget album output is indicated by the fact that despite the fall in manufacturer turnover, output of singles and LP's was 10 per cent higher than a year earlier with total pressings reaching 7,469,000. Album production climbed from 2,966,000 in May 1967 to 3,546,000. Exports, despite devaluation, showed a 19 per cent dip.

Philips is launching a medium price classical line, **Festivo**, next month which will retail for \$3.35. The series will be packaged in sleeves bearing full-color reprints of primitive paintings. The first 12 releases go on sale Wednesday (11). . . . Immediate is launching a new subsidiary label, Instant, this month. Immediate chiefs **Andrew Oldham** and **Tony Calder** will appoint an independent producer to head Instant, which like its parent line will be distributed by EMI. . . . **Alan Lorber** has been visiting London to set up representation of his Interval music company—an offshoot of Alan Lorber Productions.

The **Fifth Dimension** (Liberty) begins a 10-day visit to Britain Sept. 12 and will make their British TV debut in the **Tom Jones Show**. A longer tour is penciled in for January 1969. . . . The **Buddy Rich Orchestra** will be in Britain Sept. 24 to Oct. 6 for concerts, TV dates and an appearance in the British jazz festival, Jazz Expo '68. . . . For a reception for **Canned Heat**, who are on a tour of Britain and West Germany, Liberty London sent out invitations wrapped around empty cans. . . . Record producer **Mark Wirtz**

has left EMI to launch his own company, Chasmark Music, with songwriter **Chas Mills**. First production of the new company is **Tony Summers'** "Make Time Stand Still," written by MCA singer **John Rowles** and his manager **Nat Kipner**.

The London City Agency has acquired the Collins Organization Agency and is handling all artists previously represented by **Geoffrey Collins**, **Del Taylor** and **Lee Allen**, previously bookers at Collins, have been taken on to the London City Agency booking staff. Meanwhile London City has opened an office in West Germany at 6 Frankfurt am Main, Westendstrasse 75, under the management of **Peter Hauke**.

GRAEME ANDREWS

LOS ANGELES

Dick Bock, World Pacific's general manager, flies to London Sept. 21 to record **Buddy Rich** and his band live at several theaters. **Tony Hatch** is arranging for the band, marking their first collaboration together and the first overseas recording for Rich and World Pacific. . . . **Rod McKuen** to compose 14 songs for a **Frank Sinatra** album. . . . The **Standells** will be at the Ice House, Glendale, Tuesday (3)-Sept. 15. . . . **Michelle Lee** on the "Hollywood Palace" Nov. 9. . . . **Jack Jones** plays the Palmer House, Chicago, for three weeks, beginning Nov. 10. . . . **Don Ho** will be at the Palmer House Sept. 19-Oct. 2. . . . "Mama" **Cass Elliot** and **Harry Belafonte** on the "Smothers Brothers Show" Sept. 29. . . . **Ten Years After**, English group, start a U. S. tour Sept. 20. . . . **Dave Dee, Dozy, Beaky, Mick and Tish**, another English group, begin a six-week U. S. tour Oct. 10. . . . **Mark Slade**, star of NBC's "High Chaparral," has formed a singing group, **The Chaparrals**, to accompany him on fair and rodeo dates. . . . **Leslie Uggams'** new

Atlantic album is titled "What's an Uggams?". . . . **Mel Carter** opens a two-week engagement Monday (2) at the Forty Thieves, Bermuda. . . . **Shani Wallis'** new Kapp album, "As Long As He Needs Me," has **Ralph Carmichael** arrangements. . . . **David Rose** checked into Capitol in August to record a Christmas album to be released in October. . . . **Nancy Sinatra** and **Jack Jones** on "Ice Capades of 1969," airing Feb. 16.

Lalo Schiffrin and Lyricist **Norman Gimbel** collaborate on "Captains Courageous," and will produce the property as a film musical. . . . **Ferlin Husky** goes to Entertainment Associates for management. . . . **Herb Alpert** to do a series of one-liner appearances on "Laugh-In." . . . **Julius La Rosa** to Greengrass Enterprises for management. . . . **Julie Andrews** has recorded a promotional record to plug "Star." . . . **Craig Hundley Trio** (World Pacific) on the "Tonight Show" Monday (2) and the "Today Show" Tuesday (3) before a Hollywood Bowl date Wednesday (4). . . . **Jimmie Haskell** writes arrangements for **Jack Carter's** engagement at the Riviera Hotel, Las Vegas. . . . **Hank Williams Jr.** is on a five-city tour of the southeast to promote "A Time to Sing." . . . Composer **Martin Charin** writes four original songs for **Nancy Wilson's** Coconut Grove bow Sept. 17. Song titles are "Kacy," "We Would Have Been Fine," "Crazy Butterfly" and "Just Go."

Lou Rawls, Shirley Bassey and **Flip Wilson** open one-week's stand Monday (2) at the Greek Theatre. . . . **Sergio Mendes** and **Brazil '66** and **Jose Feliciano** will be at the Greek Theatre Sept. 9-15. . . . **Clara Ward, Lena Horne, Della Reese** and **Greg Morris** receive the Ghetto Freedom Award from the Greater Los Angeles Urban League. . . . **Stu Phillips** scores "Surfers Three." . . . "Mama" **Cass** will be at

Caesars Palace, Las Vegas, for three weeks, beginning Oct. 14. . . . The **Iron Butterfly** and **Big Brother and the Holding Company** play the Hollywood Bowl Friday (6). . . . **Nancy Wilson** on the "Carol Burnett Show" Dec. 30. . . . **Bobby Goldsboro** will be on the **Lennox Sisters** special on ABC-TV, airing May 6. **Nelson Riddle** is the musical director. . . . **Danny Kaleikini** (Hula Records) will be at the Pasadena Civic Auditorium Oct. 6. . . . The **Surfers** continue at the Bali Hai, San Diego, through Sept. 16. . . . **Sonny and Cher** on the "Beautiful Phyllis Diller Show" Sept. 15. . . . The "Kraft Music Hall" opens Sept. 11 with **Eddy Arnold, Bobbie Gentry** and **Don Rickles**. **BRUCE WEBER**

SAN JUAN

Cal Tjader makes his first professional appearance in Puerto Rico during Labor Day week. Tjader has many fans here from the days when he recorded for Fantasy - Galaxy Records (California) with Latin-Jazz artists as **Mongo Santamaria, Willie Bobo, Rene Touzet, Joe Loco** and **Machito**. He will play at the San Jeronimo Hilton Hotel together with **Ricardo Ray** (Alegre Records) and do radio and television over Channel 4 WAPA. Both Tjader and Ray are booked by veteran musician **Catalino Rolon**. . . . **Jane Morgan** (Epic) played El San Juan Hotel, to be followed by **Lesley Gore**.

Eladio Cepero has replaced **Ernesto Lopez** as local representative for Musical Records-Musart of Hialeah, Fla. This company has a large catalog of albums, singles, cartridges and cassettes, most of which originates in Mexico. . . . **Omayra**, female vocalist, has recorded her first album for **Mariel Pacheco**, veteran TV personality with a daily one-hour program Records of Puerto Rico.
ANTONIO CONTRERAS

FORGET THE COFFEE—THE BANANAS AND THE SUGAR—HERE IN BRAZIL ARE 80 MILLION MUSIC LOVING PEOPLE— IN THEIR INFANCY AS A MARKET FOR RECORDS!

BRAZIL

POPULATION 84,679,000 (1966)
AREA 8,511,965 sq. km.
MAJOR CITIES
Sao Paulo 3,825,351
Rio de Janeiro 3,307,163
Belo Horizonte 693,328
Brasilia (capital) 141,742

POPULATION BY AGE GROUPS (1960)
0-14 29.9 million
15-24 13.3 million
25-49 19.7 million
50 7.2 million
NUMBER OF FAMILY UNITS 17 million

EXCHANGE RATE
£1 7.53 new cruzeiros
PER CAPITA INCOME PER ANNUM
£80
BLOC MEMBERSHIP
Latin American Common Market

Brazil, the only Latin-American nation deriving its heritage and language from Portugal, is not only the largest in South America in area but potentially one of the richest in the world.

Covering nearly half of South America, supporting almost half of the continent's population, Brazil is rich enough in minerals, timber and water power to support a full-fledged industrialized nation.

Also, its vast area and variety of soils and climate lend themselves to almost any kind of agriculture. Only 2% of its land is now under cultivation, yet it already supplies nearly 40% of the world's coffee, over half of South America's bananas and huge crops of sugar, sugar cane, cotton, grains, rice, oranges, etc.

Unfortunately the country is still plagued with inflation and still lacks the economic stability to attract foreign investment capital. The Brazilian cruzeiro, which in eight years (1959-67) had decreased in value from 22 to the U.S. dollar to 2,700 to the \$ in 1967, has recently been devalued and a new cruzeiro worth 1,000 old cruzeiros introduced.

In terms of the potential of its 80 million music-loving people, the 50-year-old record industry could be said to be still in its infancy. In 1966 sales were close to 9 million records, almost half of them LPs. A boom in the record industry some ten years ago attracted many newcomers but several had a very short life. In 1967 there are about 50 record producers of which 14 can be considered significant, eight of them with their own manufacturing facilities.

In 1958 the pressure of events, especially in the mental area, forced the record producers to form their own organization "Associação Brasileira dos Produtores de Discos" which has been of invaluable help in matters of common interest.

EMI's company in Brazil is I.E.M. Fabrica Odeon with its own offices, recording studios in Rio de Janeiro and its own pressing plant, and with distribution and p facilities in all major cities. The Odeon label is the best-known in Brazil with a history going back to 1913.

Brazilian composers, recording artists and musicians have contributed exciting and unique rhythms to the pop and classical repertoire. Villa-Lobos is one of the best-known classical composers. The annual R has brought the excitement of Brazilian music to the attention of millions.

Dom Pedro II, Emperor of Brazil, whose abdication in 1889 resulted in the formation of the present republic was a personal friend of Thomas Edison, and one of the first voices to be recorded by Edison's newly invented phonograph. In 1913 the first records in Brazil were pressed by a firm called "Edison".

Number of Record Companies Major 4 Minor 10

Number of Record Pressing Plants 8

Number of Recording Studios of Major Record Manufacturers 4
Number of Recording Studios of Other Record Manufacturers 15

Number of Record Labels Indigenous labels currently active 21 Significant 40 Small Additional foreign-owned labels pressed under licence 32

Estimated number of Record Players 430,000
Annual sale 70,000

Total number of Juke Boxes in Operation Approx 100

Number of Records Manufactured 1966
7 Singles 4,080,000
7 EPs 1,660,000
12 LPs 3,760,000

Mix of Records Manufactured Popular 97%
Classical 3%

Number of records sold
1964 5,800,000
1965 7,400,000
1966 8,600,000

Number of Radio Stations 1,319 private stations
8 Government owned

The above is just one page from the intriguing and informative 80 page book recently produced by E.M.I. (the World's Greatest Recording Organisation).

A limited number of copies are now offered free. If you would like a copy write to E.M.I. Group Record Services, E.M.I. House, Manchester Square, London, England, W1A 1ES, and say so.



HITS OF THE WORLD

ARGENTINA

(Courtesy Escalera a la Fama)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	THE MUSIC PLAYED	(Alguien Canto)—Matt Monro (Odeon); *Willy Martins (EMI)
2	1	O SOLE MIO/GIOVANNE GIOVANNE—Topo Gigio (Polydor)	
3	8	POR QUE YO TE AMO—*Sandro (CBS)—Ansa	
4	3	DELILAH—Jimmy Fontana (RCA); Tom Jones (Odeon); Paul Mauriat (Philips); Raymond LeFevre (Disc Jockey)—Fermata	
5	4	YOUNG GIRL/WOMAN WOMAN—Gary Puckett and the Union Gap (CBS)	
6	5	FELICIDAD FELICIDAD—Los Iracundos (RCA)—Relay	
7	7	CORAZON CONTENTO/ESTOY CELOSO—*Palito Ortega (RCA)—Clanort	
8	9	ANY OLD TIME YOU'RE LONELY AND SAD—Foundations (Music Hall)	
9	6	UNA MUSCHACHA Y UNA GUITARRA—*Sandro (CBS)—Ansa	
10	—	POEMA DE AMOR—*Horacio Molina (CBS); Richard Anthony (Odeon); *Elio Roca (Polydor)—Edami	

AUSTRALIA

(Courtesy Modern Melbourne)

This Week	Last Week	Title	Artist
1	—	MacARTHUR PARK—Richard Harris (RCA) Copy Cont.	
2	—	THE IMPOSSIBLE DREAM—Jim Nabors (CBS)—Southern Music	
3	—	ORANGE & THE GREEN—Irish Rovers (Festival)—Essex	
4	—	ANGEL OF THE MORNING—Merrilee Rush (State Side)—April	
5	—	INDIAN LAKE—Cowisills (MGM)—Essex	
6	—	THE UNICORN—Irish Rovers (Festival)—Copy Cont.	
7	—	DREAM A LITTLE DREAM OF ME—Mama Cass (RCA)—Allans	
8	—	JAMIE—Johnny Farnham (Columbia)—Angle	
9	—	BEND ME, SHAPE ME—American Breed (Dot)—Palings	
10	—	YUMMY YUMMY YUMMY—Ohio Express (Astor)—T.M.	

BELGIUM

(Courtesy of Moustique Magazine)

This Week	Last Week	Title	Artist
1	1	RAIN AND TEARS—Aphrodite's Child (Mercury)	
2	9	CAMP—Sir Henry and His Butlers (Columbia)	
3	7	MONY, MONY—Tommy James and the Shondells (Vogue)	
4	2	A MAN WITHOUT LOVE—Engelbert Humperdinck (Decca)	
5	5	UN PETIT SLOW—Marc Aryan	
6	3	UNA CANZONE—Mireille Mathieu (Barclay)	
7	8	CHOO CHOO TRAIN—Box Tops (Stateside)	
8	—	HELP YOURSELF—Tom Jones (Decca)	
9	—	MONJA—Roland W.	
10	4	SIFFLER SUR LA COLLINE—Joe Dassin (CBS)	

BRITAIN

(Courtesy Record Retailer)

*Denotes local origin

This Week	Last Week	Title	Artist
1	4	DO IT AGAIN—Beach Boys (Capitol)—Immediate (Brian Wilson)	
2	7	GOTTA GET THE MESSAGE TO YOU—*Bee Gees (Polydor)—Abigail (Stigwood-Bee Gees)	
3	3	THIS GUY'S IN LOVE WITH YOU—Herb Alpert (A&M)—Blues Seas/Jac (Alpert/Moss)	
4	1	MONY, MONY—Tommy James & Shondells (Major Minor)—Planetary-Nom (Bo Gentry & Ritchie Cordell)	
5	5	HELP YOURSELF—Tom Jones (Decca)—Valley (Peter Sullivan)	
6	2	FIRE—*Crazy World of Arthur Brown (Track)—Essex (Lambert)	
7	9	HIGH IN THE SKY—Amen Corner (Deram)—Carlin (Noel Walker)	
8	17	SAY A LITTLE PRAYER—Aretha Franklin (Atlantic)—Shapiro-Bernstein (Jerry Wexler)	
9	8	SUNSHINE GIRL—Herman's Hermits (Columbia)—Monique (Mickie Most)	
10	10	DANCE TO THE MUSIC—Sly and the Family Stone (Direction)—Carlin (Sly Stone)	
11	20	HOLD ME TIGHT—*Johnny Nash (Regal Zonophone)—Writers Workshop (Jad)	
12	13	KEEP ON—Bruce Channel (Bell)—Shapiro-Bernstein & Co. (Dale Hawkins)	
13	6	I CLOSE MY EYES AND COUNT TO TEN—Dusty Springfield (Philips)—Carlin (John Franz)	

14	12	1	PRETEND—*Des O'Connor (Columbia)—Maurice Patricia (Norman Newell)
15	14	14	DAYS—Kinks (Pye)—Darryl-Carlin (Ray Davies)
16	16	16	ON THE ROAD AGAIN—Canned Heat (Liberty)—Southern (Dallas Smith)
17	11	11	MRS. ROBINSON—Simon and Garfunkel (CBS)—Patern (Simon and Garfunkel/Helle)
18	28	28	DREAM A LITTLE DREAM OF ME—Mama Cass (RCA)—Francis, Day and Hunter (Lou Asler)
19	23	23	HARD TO HANDLE—Otis Redding (Atlantic)—Carlin (Cropper Redding)
20	15	15	LAST NIGHT IN SOHO—*Dave Dee group (Fontana)—Lynn (Steve Rowland)
21	30	30	LADY WILLPOWER—Union Gap (CBS)—Dick James (Jerry Fuller)
22	24	24	YOUR TIME HASN'T COME YET BABY—Elvis Presley (RCA)—Carlin
23	19	19	UNIVERSAL—Small Faces (Immediate)—Immediate (Marriott/Lane)
24	38	38	JEZAMINE—*Casuals (Decca)—Mills (David Pardo)
25	31	31	AMERICA—Nice (Immediate)—Chappells/Immediate (Emerlist/Davjack)
26	27	27	MacARTHUR PARK—Richard Harris (RCA)—Carlin (Jim Webb)
27	22	22	SON OF HICKORY HOLLER'S TRAMP—O. C. Smith (CBS)
28	29	29	VOICES IN THE SKY—*Moody Blues (Deram)—Tyler Music (Tony Clarke)
29	21	21	BABY COMES BACK—Equals (President)—Kassner Music (Edward Kassner)
30	26	26	HERE COMES THE JUDGE—Pigmeat Markham (Chess) Jewel (Gene Barge)
31	47	47	LITTLE ARROWS—Leapy Lee (MCA)—Shaftesbury Music (Gordon Mills)
32	18	18	YUMMY, YUMMY, YUMMY—Ohio Express (Pye)—T.M. Music (Super "K")
33	50	50	ICE IN THE SUN—*Status Quo (Pye)—Valley Music (John Schroeder)
34	36	36	DREAM A LITTLE DREAM OF ME—Anita Harris (CBS)—Francis, Day and Hunter (Mike Nargolis)
35	39	39	LAUREL AND HARDY—*Equals (President)—Kassner (Edward Kassner)
36	46	46	C'MON MARIANNE—*Grapefruit (RCA)—Ardmore and Beechwood (Derek Lawrence)
37	34	34	ANGEL OF THE MORNING—P. P. Arnold (Immediate)—April (A. Oldham/J. Cokell)
38	41	41	YESTERDAY'S DREAM—Four Tops (Tamla Motown)—Stein and Vanstock (Ivy Hunter)
39	25	25	GOTTA SEE JANE—R. Dean Taylor (Tamla-Motown)—Jobete Carlin (R. Dean Taylor)
40	32	32	I NEED YOUR LOVE SO BAD—Fleetwood Mac (Blue Horizon)—Peter Maurice (Mike Vernon)
41	—	—	HELLO I LOVE YOU—Doors (Elektra)—Campbell Connolly (Paul A. Rothchild)
42	40	40	ELEANOR RIGBY—Ray Charles (Stateside)—Northern
43	—	—	CLASSICAL GAS—Mason Williams (Warner Bros.)—Rondor (Mike Post)
44	37	37	YESTERDAY HAS GONE—*Cupid's Inspiration (Nems)—Franklin Boyd (Jimmy Duncan)
45	35	35	HERE COMES THE JUDGE—Shorty Long (Tamla-Motown)—Jobete (Shorty Long)
46	49	49	IF YOU WANT MY LOVE—Robert John (CBS)—MCPS (Dave Robinson)
47	45	45	IMPORTANCE OF YOUR LOVE—*Vince Hall (Columbia)—Metric (Bob Barrett)
48	—	—	WOMAN, WOMAN—Union Gap (CBS)—Acuff-Rose (Jerry Fuller)
49	—	—	WHEN THE SUN COMES SHINING THRU—*Long John Baldry (Pye)—Immediate (Tony Macaulay)
50	—	—	I LIVE FOR THE SUN—*Vanity Fare (Page One)—Immediate (Roger Easterby/Des Champ)

DENMARK

(Courtesy Danmarks Radio)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LILLE SOMMERFUGL—*Bjorn Tidmand (Odeon)—With. Hansen	
2	3	VI SKAL GA HAND I HAND—*Keld Heick (HMV)—Multitone	
3	2	BABY COME BACK—Equals (President)—Kassner	
4	9	HURDY GURDY MAN—Donovan (Epic)—Southern	
5	4	THINGS—Nancy Sinatra and Dean Martin (Reprise)—Dacapo	
6	6	YOUNG GIRL—Union Gap (CBS)—Sweden Music	
7	7	RIVER DEEP MOUNTAIN HIGH—*Anisette and Dandy Swingers (Polydor)—Dacapo	
8	—	—	HELP YOURSELF—Tom Jones (Decca)—Dacapo

9	—	—	MY NAME IS JACK—Manfred Mann (Fontana)—Dacapo
10	8	8	A GIRL I KNEW—*Savage Rose (Polydor)—Dacapo

FRANCE

*Denotes local origin

This Week	Last Week	Title	Artist
1	5	5	VALSE D'ETE—*Adamo (Voix de son Maitre)—Pathe Marconi
2	2	2	RAINS AND TEARS—Aphrodite's Child (Mercury) Continental
3	1	1	PETITE FILLE DE FRANCAIS—*Sheila (Carrere)—Carrere
4	3	3	A MAN WITHOUT LOVE—Engelbert Humperdinck (Decca)—Sugar
5	10	10	ON PREND TOUJOURS LE TRAIN POUR QUELQUE PART—*Gilbert Beaud (Voix de son Maitre/Dimension)—Rideau Rouge
6	4	4	JEUNE HOMME—*Johnny Hallyday (Philips)—Bernet Music
7	—	—	MONIA—*Peter Holm (Riviera)—Vogue International
8	6	6	CUISSE DE MOUCHE—*Pierre Perret (Vogue)—Vogue
9	8	8	ALOUETTE—*Gilles Drex (A.Z.)—La Compagnie
10	9	9	BABY CAPONE—Sylvie Vartan (RCA)—Euro-France

HOLLAND

(Courtesy Radio Veronica and Platennieuws)

This Week	Last Week	Title	Artist
1	1	1	ICH BAU' DIR EIN SCHLOSS—Heintje (CNR)—Vivace/Basart
2	2	2	TIMES WERE WHEN—Cats (Imperial)—Connelly/Basart
3	4	4	DONG-DONG-DI-KI-DI-KI-DONG—Golden Earrings (Polydor)—Dayglow
4	3	3	CALLOW-LA-VITA—Raymond Froggatt (Polydor)—Chappell
5	5	5	ABERGAVENNY—Marty Wilde (Philips)—Basart
6	10	10	DO IT AGAIN—Beach Boys (Capitol)—Francis Day
7	—	—	FIRE—Arthur Brown (Track)—Basart
8	7	7	HELP YOURSELF—Tom Jones (Decca)—Holland Music-Ben Cramer (Omego)
9	6	6	ANGEL OF THE MORNING—Merrilee Rush (Stateside)—Portengen
10	8	8	CAMP—Sir Henry and His Butlers (Columbia)—Anagon

ISRAEL

(Courtesy Israel Defence Forces Broadcasting Service)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	1	BABY COME BACK—Equals (President)—Kassner Mus.
2	3	3	YUMMY, YUMMY, YUMMY—Ohio Express (Buddah)—T.M.
3	7	7	MONY, MONY—Tommy James and the Shondells (Roulette)—Patricia
4	2	2	MALCHUT HACHERMON (The Hermon Kingdom)—*Northern Command Variety Ensemble (Hed Arzi)
5	5	5	PITIE—Luigi (Pallette)—Sogedi
6	9	9	CINDERELLA ROCKEFELLA—Esther and Abi Ofarim (Litratone)—Rondor
7	8	8	LOVIN' THINGS—Marmalade (CBS)—Gallico
8	10	10	LADY WILLPOWER—Gary Puckett and the Union Gap (CBS)—Viva
9	4	4	JUMPIN' JACK FLASH—Rolling Stones (Pax)—Gideon
10	—	—	HELLO, I LOVE YOU—Doors (Elektra)—Nipper

ITALY

(Courtesy Musica e Dischi, Milan)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	1	IA NOSTRA FAVOLA—*Jimmy Fontana (RCA)—Francis Day
2	3	3	LUGLIO—*Riccardo Del Turco (CGD)—Tiber
3	4	4	AZZURRO—*Adriano Celentano (Clan)—Clan
4	2	2	HO SCRITTO T'AMO SULLA SABBIA—*Franco IV e Franco I (Stylo)—Dior
5	5	5	ANGELI NEGRI—*Fausto Leali (Ri Fi)—Southern
6	6	6	CINQUE MINUTI E POI—*Maurizio (Joker)—MAS
7	8	8	NON ILLUDERTI MAI—*Orietta Berti (Polydor)—Tevere/Alfiere
8	7	7	AVEVO UN CUORE—*Mino Reitano (Ariston)—Colosseo
9	9	9	L'OROLOGIO—*Caterina Caselli (CGD)—Suvini Zerboni
10	10	10	DELILAH—Tom Jones (Decca)—Francis Day
11	12	12	IA BAMBOLA—*Patty Pravo (Arc)—Mimo
12	11	11	VISIONI—*New Trolls (Cetra)—Usignolo

13	13	13	CHIMERA—*Gianni Morandi (RCA)—RCA
14	15	15	LOVE IS BLUE—Paul Mauriat (Philips)—Alfiere
15	—	—	SE TORNÌ TU—Claude Francois (Fleche)

JAPAN

(Courtesy Original Confidence Co. Ltd.)

*Denotes local origin

This Week	Last Week	Title	Artist
1	3	3	HOSHIKAGE NO WALTZ—*Sen Masao (Minoruphone)
2	1	1	C-C-C—*Tigers (Polydor)—Watanabe
3	2	2	CHIASANA SNACK—*Purple Shadows (Philips)—Shinko
4	6	6	THE SOUNDS OF SILENCE—Simon and Garfunkel (CBS)—Shinko
5	4	4	OTARU NO HITO YO—*Tokyo Romantica (Teichiku)
6	5	5	EMERALD NO DENSETSU—*Tempters (Philips)—Tanabe
7	7	7	HOSHI O MINAIDE—*Ito Yukari (King)—Watanabe
8	8	8	SHINJUKU SODACHI—*Tsumaya Yuko/Ohki Hideo (Minoruphone)
9	10	10	SHIANBASHI BLUES—Takahashi Masaru and Latino (Columbia)—Columbia
10	12	12	HANA TO CHO—*Mori Shin-ichi (Victor)—Ai Pro.
11	19	19	KIRI NI MUSEBU YORU—*Kuroki Ken (Toshiba)
12	9	9	TENSHI NO YUWAKU—*Mayuzumi Jun (Capitol)—Ishihara
13	11	11	TASOGARE NO GINZA—*Kurosawa Akira and Los Primos (Crown)—Crown
14	13	13	AI NO SONO—*Fuse Akira (King)—Watanabe
15	16	16	SIMON SAYS—1910 Fruitgum Co. (Buddah)
16	15	15	KUSHIRO NO YORU—*Mikawa Ken-ichi (Crown)—Crown
17	—	—	GIRL FRIEND—*Ox (Victor)
18	20	20	TAIYO WA NAITEIRU—Shida Ayumi (Columbia)—Nichion
19	—	—	TABIJI NO HITO YO—*Tokyo Romantica (Teichiku)
20	14	14	THE LEGEND OF XANADU—Dave Dec Group (Philips)—Tokyo Music

MALAYSIA

(Courtesy of Moustique Magazine)

This Week	Last Week	Title	Artist
1	3	3	HONEY—Union Gap (CBS)
2	2	2	SON OF HICKORY HOLLER'S TRAMP—O. C. Smith (CBS)
3	4	4	I'LL LOVE YOU FOREVER TODAY—Cliff Richard (Columbia)
4	1	1	YUMMY, YUMMY, YUMMY—Ohio Express (Pye)
5	8	8	HERE COMES THE JUDGE—Shorty Long (Tamla-Motown)
6	5	5	BOY—Lulu (Columbia)
7	—	—	BABY COME BACK—Equals (Stateside)
8	7	7	JUMPIN' JACK FLASH—Rolling Stones (Decca)
9	10	10	DON'T GIVE UP—Petula Clark (Pye)
10	—	—	MRS. ROBINSON—Simon and Garfunkel (Columbia)

NORWAY

(Courtesy Vendens Gang)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	1	VI SKA GA HAND I HAND—Gunnar Wiklund (HMV)—Bendiksen
2	3	3	SON OF HICKORY HOLLER'S TRAMP—O. C. Smith (CBS)—Palace
3	6	6	THINGS—Nancy Sinatra and Dean Martin (Reprise)—Belinda
4	4	4	BABY COME BACK—Equals (President)—Kassner
5	5	5	A MAN WITHOUT LOVE—Engelbert Humperdinck (Decca)—Bendiksen
6	2	2	YOUNG GIRL—Union Gap (CBS)—Sweden Music
7	9	9	DELILAH—Tom Jones (Decca)—Bendiksen
8	10	10	ROMEO OG JULIE—*Inger Lise Andersen (RCA Victor)—Sweden Music
9	8	8	HAR JEG SAGT DEG ALT JEG VILLE SI DEG—*Ole Ivars (Troll)—Musikk-Huset
10	—	—	DELILAH—Ray Adams (Fontana)—Bendiksen

PHILIPPINES

(Courtesy of Moustique Magazine)

This Week	Last Week	Title	Artist
1	1	1	MONY MONY—Tommy James and the Shondells (Roulette)—Mareco, Inc.
2	2	2	YUMMY YUMMY YUMMY—Ohio Express (Buddah)—Mareco, Inc.
3	4	4	IT'S NICE TO BE WITH YOU—Monkees (RCA Victor)—Filipinas Record Corp.
4	6	6	WE WERE MADE FOR EACH OTHER—Monkees (RCA Victor)—Filipinas Record Corp.

5	8	8	I WILL WAIT FOR YOU—Trini Lopez (Reprise)—Mareco, Inc.
6	5	5	AFTER YOU—Lulu (London)—Super Record Co.
7	—	—	THE GOOD, THE BAD AND THE UGLY—Hugo Montenegro (RCA Victor)—Filipinas Record Corp.
8	—	—	SHE'S LOOKIN' GOOD—Wilson Pickett (Atlantic)—Mareco, Inc.
9	—	—	LITTLE GREEN APPLES—Bobby Goldsboro (United Artists)—Home Industries Development Corp.
10	—	—	I WILL ALWAYS THINK ABOUT YOU—New Colony Six (Mercury)—Home Industries Development Corp.

SINGAPORE

(Courtesy of Moustique Magazine)

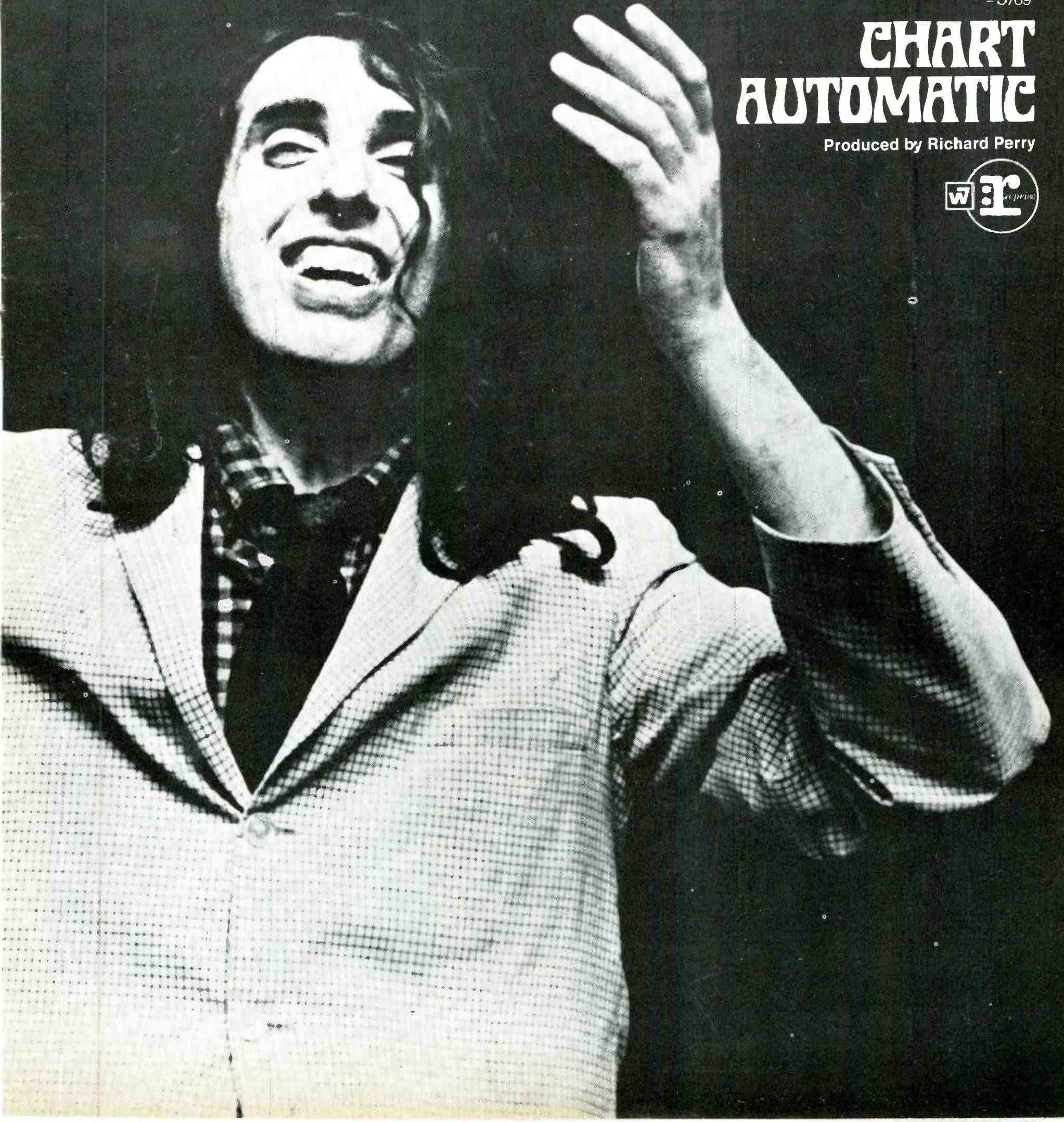
This Week	Last Week	Title	Artist
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**NEW
TINY TIM
SINGLE
"Hello, Hello"**

#3769

**CHART
AUTOMATIC**

Produced by Richard Perry



Musical Instruments

Sunn Into Artist Management; Rock Groups to Plug Product

By BRUCE WEBER

LOS ANGELES—Sunn Musical Equipment Co. has set up an artist management arm as part of its product endorsement program.

Instead of signing established artists to endorsement contracts, Sunn will attempt to form a new group and use it to tour the country promoting equipment and visiting Sunn retail outlets.

First group in the program, created by Jay B. Munger, Sunn promotion director, is Houston Fearless, a contemporary rock group. The group, under contract to independent record producers Charley Green and Brian Stone, will cut an album and single product to use on a promotional tour to kickoff in the midwest Sept. 16.

While on tour, Houston Fearless will visit Sunn and Hammond Organ Co. retail outlets

to help stimulate sales and promote product. Houston Fearless will use Sunn equipment on tour and in the recording studio.

"By having an unknown 'house' group endorse Sunn product," says Munger, "you can control the group's destiny with your equipment. The idea is to build a group under contract to Sunn into a nationally known sales force."

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

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

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

DRUM IN FOR CITY YOUTHS

CHICAGO—Elvin Jones, Joe Morello, the Eddie Higgins Trio and Baby Huey and the Babysitters were among the artists who were scheduled to perform here Saturday (31) in a free outdoor percussion festival at the Grant Park Band Shell.

The Back-to-School Drum-In was sponsored by Drums Unlimited, and all-percussion shop in the Loop, with the co-operation of the city's department of special events and the park district.

Co-operating firms included Campeo, Gretsch, Ludwig and Slinger drum companies, as well as Avedis Zildjian cymbal makers and Remo, Inc., drum head manufacturer.

Instruction Book

HICKSVILLE, N. Y.—Margaret Hurley Marquis, teacher and writer on the Carl Orff method of music for children, has written a book entitled "Songs for All Seasons—Rhymes Without Reasons." The book, a short collection of easy songs and rhymes, is published by Mark Music Co., Inc., New York.

AAA Conducts Poll

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



AUSTIN LEMPIT, sales manager of B & J Instruments, distributor of Kent & Espana guitars, shows a new double-neck six-string which the company has just designed for Bill Hill, lead guitarist of Canada's Carnival Connection.



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

BEST SELLING

Billboard **Folios**

PIANO, FRETTED INSTRUMENTS, INSTRUMENTAL, BAND

(Alphabetically)

BEST OF THE ALL TIME HIT PARADES—Guitar (Hansen)

BEST OF BRIMHALL BK. 1—Piano (Hansen)

BEST OF BRIMHALL BK. 2—Piano (Hansen)

FUN WITH THE GUITAR (Melbay)

GRADUATE—Piano Selections (Hansen)

GROOVY HITS AND GREAT STANDARDS—Guitar (Big 3)

JIMI HENDRIX EXPERIENCE ALBUM FOR GUITAR (Cimino)

LIBERACE PIANO INTERPRETATIONS (E.A. Morris)

101 FOLK SONGS AND POP FAVORITES FOR GUITAR (Hansen)

PETER, PAUL AND MARY—Guitar (Warner Bros.-Seven Arts)

62 SERIES POPULAR TEACHING PIECES (Hansen)

68 BLOCKBUSTERS—Guitar (Hansen)

SOUND OF MUSIC EASY TO PLAY—Piano (Chappell)

TEACHERS PET PIANO BOOK 1 (Big 3)

TEACHERS PET PIANO BOOK 2 (Big 3)

TEACHERS PET PIANO BOOK 3 (Big 3)

ROGER WILLIAMS BORN FREE & OTHER AWARD WINNING HITS (Hansen)

WONDERFUL WORLD OF RICHARD RODGERS—Piano (Chappell)

Let Customers Handle Guitar: Sherman Clay's Paul Gazarian

By GODFREY LEHMAN

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

"Most music stores won't let kids handle the instruments, but we find it pays off. So we lose one every 90 days or so. What we get in return is the major part of the kids' business in town."

And the kids' business is no kid stuff. It's big, he reported. Word gets around fast in the schools that Sherman Clay is one store where the youngsters—as far down as nine years old—are permitted to handle the precision, fragile stuff instruments, and most of the time they are able to respect it. The handling of it means sales, because that's the only way these children get to know the feel of the instruments they wish to buy.

"Other stores frighten them away with their 'dont's' and 'no touch' policy. We are glad to welcome them."

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

And since it's creative, healthful, constructing, it's an activity that should be encouraged.

But it's also faddish, Paul

finds, and to be successful at it you have to keep up with the changing trends in musical fashions.

What the singing groups do is important in setting the fashion trends. In six months to a year the popular instruments have been replaced by other styles. "Long ago—say back 10 or 15 years—it was the band instruments, brasses and woodwinds. Now, of course, it's stringed instruments, but not ex-

clusively strings. Where the solid body guitar was going strong for a time, it was soon replaced in popularity by the semi-acoustic, and later the acoustic guitar. Now there appears to be a swing back to the solid body, because that's what's being played by the recording groups.

"For a while the popular music was getting heavier, but when it switched, the kids began searching out the old-time Les (Continued on page 43)

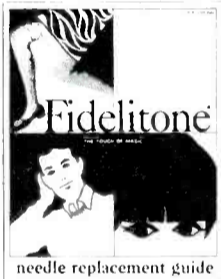


CONTINUED EXPANSION has brought about two major appointments at the Thomas Organ Co., Sepulveda, Calif. John Paul, shown here on the left, leaves his post as director of purchasing for Monroe International Division of Litton Industries, Orange, N. J., to become manager of procurement. Allison Hails, on the right, assumes the duties of manager of manufacturing engineering after serving in a similar capacity at Hammond Organ Co. in Chicago.

SEPTEMBER 7, 1968, BILLBOARD

Pick

the proper needle like "magic"



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

Fidelitone

THE TOUCH OF MAGIC
Dept. 1-1

6415 N. Ravenswood Ave., Chicago, Ill. 60626
Phono needles, blank tape cassettes and accessories

Let Customers Handle Guitar

• Continued from page 42

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

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

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

But what about brass? Is this dead? "Not on your life, Gazarian said. "In fact, right now it appears to be coming back, with band instruments getting

more deeply involved in rock music. Especially the tenor sax, with its expanded range, extending its capacities both an octave higher and lower.

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

Keeping up with trends means following the record sales, for

these indicate what is going to be popular in instruments. "You have to know what's on top in recorded music, and this also points to revivals in ancient instruments such as recorders, zither-harps, and others, which may be coming back into style."

At present, the musical instrument section is located in the basement of the downtown Sherman Clay store, but it is being moved up on the first floor.

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

Targs Supplement Israeli Collection

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

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

Selmer Declares Quarter Dividend

ELKHART, Ind.—Directors of H. & A. Selmer, Inc., have declared a quarterly dividend of 12½ cents per common share, payable Sept. 16. Dividends paid during the first three quarters of 1968 amount to 37½ cents per share.

CORRECTION

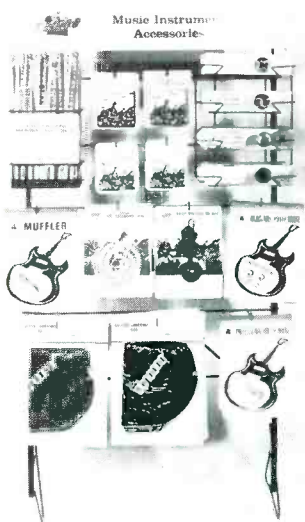
NEW YORK—In last week's best selling folios chart, the publisher of "Born Free" was incorrectly listed. The correct publisher is Hansen.

11 Countries Attend Ember Meet Aug. 27

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

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

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



TEISCO DEL REY has introduced a new line of 15 musical instrument accessories, displayed and merchandised from a new, conveniently organized rack. Measuring 33 inches wide with a 14-inch base, the rack stands 60 inches high and holds a complete accessory department stock. It merchandises six sets each of guitar strings for electric, rock 'n' roll, classic and folk guitars; six each of Taj Raga guitar straps and promotional guitar straps and 12 hootenanny straps; six each of adjustable roller bridges, professional roller bridges, electric guitar muffers, coil extension cords, foot switches, standard size guitar bags and concert size guitar bags.

The Classic Guitar always had something to say. Baldwin just gave it a chance to be heard.

Announcing the Baldwin Contemporary Classic Guitar.

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

With the Baldwin 801CP Contemporary Classic, you can whisper in the ears of the top row balcony. Or play crescendos

against full accompaniment.

Baldwin's exclusive Prismatone Pickup® lets you be yourself—with the warm responsive sound you've always wanted. No switches, no knobs. Your fingers are the tone and volume controls.

This pickup, by the way, is as unique as the scientific work that went into it. For a quarter of a century, Baldwin has dedicated itself to the superior amplification

of acoustical instruments. The Baldwin Contemporary Classic costs \$199.00. For a free pamphlet giving all the details, please send us the coupon below.

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

My name is _____
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G-1



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

Audio Retailing

Selling Rhythm and Blues? You Can Sell Gospel, Too

By EARL PAIGE

CHICAGO — Shifting population in urban communities can dramatically affect record merchandising. This was pointed out by Mike Allen, United Record Distributors here, a firm now offering gospel and spiritual pre-packs.

"If a store is selling any amount of r&b records," Allen said. "In fact, if a store has a r&b business it's losing 10 per cent of its volume by not offering gospel albums."

Allen and co-worker Leroy Philips have simplified the whole approach to gospel by grouping five each of 10 albums

in a pre-pack merchandising assortment. United also has a 100-album pre-pack, consisting of five each of 20 albums.

Artists in the pre-packs include Southwest Michigan State Choir, Cleophus Robinson, Brother J. May, James Cleveland, Shirley Caesar and Cassette George.

Some of the titles are colorful: "Haircut in the Wrong Barber Shop" and "Back Slidin' Heifer," to name just two. Labels included are Peacock, Hob Savoy and Audio Gospel.

Allen said there was no significant difference between "Gospel" and "Spiritual." The

whole approach at United, he said, was to simplify the merchandising of this unique product.

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

Allen said United is also selling gospel product in bulk, after several rack jobbers found that gospel albums would move in certain stores. United also offers what Allen describes as an inventory control plan.

Gospel product is still primarily monaural, Allen noted, although Nashboro is offering compatible albums suitable for either stereo or mono phonographs. The price has been maintained at \$3.79 list.

Allen indicated that dealers can expect to turn gospel albums "at least six times a year" and that many gospel titles have a somewhat longer selling life than other types of music. "We're selling just as many of James Cleveland Vol. 1 as we are his Vol. 6" Allen said.

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

United is also offering a pre-pack of gospel singles. This assortment consists of 100 records made up of between 20 and 30 titles. Allen is also working on a "Top 20" singles merchandising plan. Singles sell at retail for \$1.

"There's a 'died in the wool' following for this type of music," Allen said. "Radio station WBEE in Chicago Heights was recently picketed by a church group because the congregation thought the station wasn't playing enough gospel."

Calif. Auto Radio Into Psychedelic Light Field

LOS ANGELES—California Auto Radio (CAR), manufacturer of 4 and 8-track auto stereo tape players, has expanded into the psychedelic light equipment field with a line of auto and home units.

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

When hooked to either a car radio or stereo, explains Bob Maniaci, president of CAR, the light bar produces a pulsating effect in time with the music. The music activates color lights, with red, green and blue bulbs representing the notes.

The light bar can be adjusted for sensitivity and blend control. The unit also features a changeable lens system to produce various effects with the colors. The slides, variety of nine, will retail at \$1.98 each.

Maniaci plans to market the

equipment at auto specialty outlets and through mailorder houses across the U.S. CAR will handle distribution here, in San Francisco and Chicago, with independent sales representatives distributing the line in more than 300 other outlets. The equipment also is going to select markets overseas, with initial orders going to France and Australia.

Aimed at the teen market, CAR is packaging units in special display racks and will kick off the promotion at four CAR-owned retail outlets, Auto Sound City, in Hawthorne, Downey, Whittier and Los Angeles.

The home units will be distributed in specialty shops beginning in October.

Maniaci has had feelers from several jukebox manufacturers and plans to adapt the equipment for their use in lounge locations.



GOSPEL ALBUMS draw the attention of Elmer Hyman and his staff at Downtown Records in Chicago. Hyman (right) allowed Mike Allen (holding album) to place a few gospel LP's in the store on a trial basis. Now, the busy outlet is stocking over 200 pieces. In the photo, left to right: Yvonne Andrews, Peter Kacurously, Sandi Ambrose, Allen, United Record Distributors, and store manager Hyman.

Back-to-School Market Boosts Recorder Sales

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

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

Pointing out that college students tend to be tardy with their

letters home, Aber explains to the parents that the ideal solution is a matched pair of tape recorders which permits the person at either end to "dictate a letter" and mail it for seven or eight cents on a regular schedule. Next, he emphasizes the excellent quality of small recorders, which he feels that he can guarantee.

Quality Sets

Limiting himself to quality sets which sell from \$40 on up, Aber advises the prospective customer that the recorder can be traded in on more expensive stereo models at a later date. The dealer has found that he can sell these top-flight models more easily than \$19.95 "toys" which have alienated some people away from the miniatures.

Once at the store, the parents are treated to an effective dem-

(Continued on page 45)

BEST NEEDLE GUIDE IN THE BUSINESS

PFANSTIEHL'S NEEDLE GUIDE is cross indexed by brand, cartridge, needle number, or picture for exact duplication with new diamond or sapphire needles . . . helps you to make the sale quickly for bigger profits. Write today for your free copy and Factory-to-Dealer sales plan information.



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Zenith Visitors

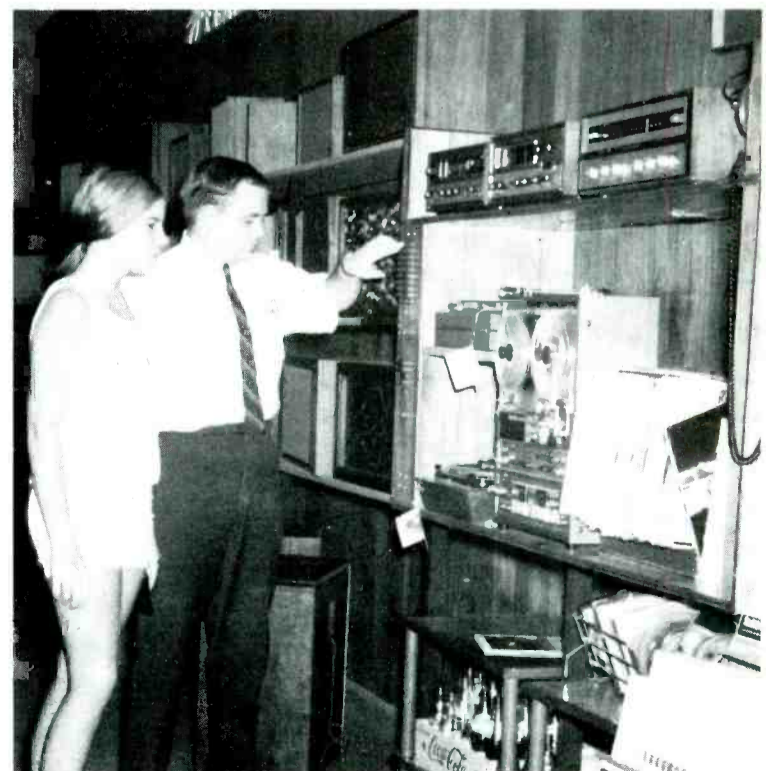
CHICAGO — Forty British marketing executives, touring top U. S. corporations to study the latest techniques and trends in marketing and international trade, visited Zenith Radio Corp., welcomed the visitors and discussed the company's marketing philosophy and policies.

Moving Sale

BIRMINGHAM, Mich. — Discount Records, Inc., has moved to a new location here at 137 West Maple Road. In honor of the occasion, the store held a special LP sale Aug. 19-24.



THE BOGEN LS-10 is a two-way bookshelf loudspeaker system with a six-inch acoustic-suspension woofer and a three-inch composition-cone tweeter. The dimensions are 15 inches by eight inches by seven inches, and the suggested list is \$49.95 each.



BOB KILE shows young customers elaborate crossover panel at Lloyd's Hi-Fi in Denver. Kile runs the business with founder Lloyd Wingfield and Joe Igo.

CENTRAL NERVOUS SYSTEM

One's company and two's schizophrenia.



Album Reviews



POP
SOUTHWIND—Venture
VTS 4002 (S)

The debut of Southwind will cause more than a breeze on the charts. Smooth harmony on clean rock numbers will qualify Southwind for pop play as well as progressive. Dylan's "You've Been On My Mind," "Get on Board the Train" and "New Orleans" head the group's opening dozen, with a haunting "I'm Proud to Be" casting Southwind into the pop picture for keeps.



POP
WORDS, MUSIC, LAUGHTER, & TEARS—Bobby Russell.
Elf 9500 (S)

Here's composer Russell of "Honey" fame performing a collection of his original hits, all compelling pieces of material. Russell has a smooth, warm sound with tremendous appeal to all ages in the bag of Glen Campbell. Included are hits such as "Little Green Apples," "Sure Gonna Miss Her" and "The Joker Went Wild." Watch this LP . . . could prove a left-field giant.



POP
PEOPLE WORLD—Jim & Jean.
Verve/Forecast FTS 3015 (S)

Jim & Jean attracted much attention with their "People World" singles hit, and this follow up LP gives them an even greater opportunity to display their vocal talents. They offer a dozen gems, including "Playground," "Cross My Heart" and their most recent single "Topanga Road." Duo should win many new fans with this fine album debut.



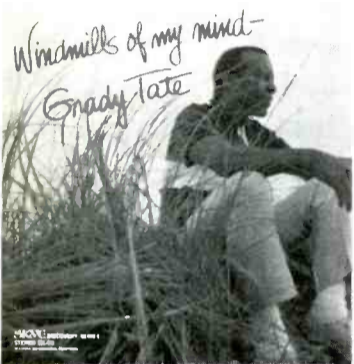
POP
NOTES FROM THE UNDERGROUND
—Vanguard VSD 6502 (S)

This new inventive group has come up with a 10-cut debut album geared to some of the varying elements of today's pop music scene. Rock in "What Am I Doing Here," instrumental in "Cantalope Island," blues rock in "Why Do You Put Me On," and honky tonk in "Follow Me Down," the quintet hits the mark. "Mainliner" is a good underground number.



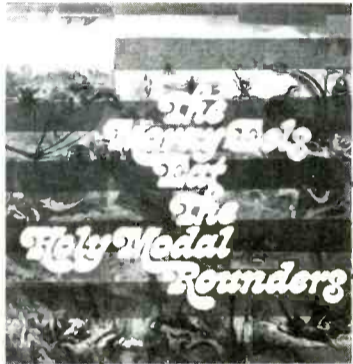
POP
AVALANCHE—Eric Andersen.
Warner Bros.-Seven Arts
WS 1748 (S)

Eric Andersen's first album for Warner Bros.-Seven Arts still is strongly folk-flavored, but the over-all impression is pop, giving this disk appeal to both markets. "For What Was Gained" is a moving extended folk ballad. Strong back-up music gives "It's Comin' and It Won't Be Long" and "Louise" their pop effect. All of the material is original as Andersen continues as one of today's most vital troubadours.



POP
WINDMILLS OF MY MIND—Grady Tate.
Skye SK 4D (S)

Drummer Grady Tate drops the sticks to croon behind a mike, and finds standing on the other side of the beat a fresh career for the ace percussionist. Bernie Purdie handles the drum chores as Tate vocalizes on "Windmills of Your Mind," "And I Love Her" and "T.N.T."—all to rich arrangements by Gary McFarland. Sensitive and soulful, Tate's singing debut is a classy performance. Assisted by a flashy jazz cast.



POP
THE MORAY EELS EAT THE HOLY MODAL ROUNDERS—Elektra EKS 74026 (S)

The put-on is an important part of today's pop scene and the Holy Modal Rounders here have a superior put-on album, which should have strong underground appeal. Subjects include "Werewolf" and the "STP Song." There is no division between numbers, except for the final "The Pledge," a take-off on patriotism. The other 12 titles on this unusual pressing are meant as a program.



LOW-PRICE CLASSICAL
SIBELIUS: FOUR LEGENDS FROM 'THE KALVELA'—Buffalo Philharmonic (Foss). Nonesuch H-71203 (S)

With Sibelius regaining his popularity through performance and recordings, this first complete set of the "Four Legends from 'The Kalvela'" is a most-welcome item, especially at economy price. Lukas Foss conducts one of America's fine orchestras with distinction.



LOW-PRICE CLASSICAL
MAHLER: SYMPHONY No. 5 / KINDERTOTENLIEDER—Ferrier/New York Philharmonic/Vienna Philharmonic (Walter). Odyssey 32 26 0016 (S)

This two-LP package offers the first budget performance of Mahler's "Symphony No. 5," a reissue of the stunning 1947 recording by Bruno Walter and the New York Philharmonic. Add the 1949 recording of the "Kindertotenlieder" with Kathleen Ferrier and the Vienna Philharmonic under Walter and you have a must Mahler set.



LOW-PRICE CLASSICAL
TCHAIKOVSKY: SYMPHONY No. 4—Berlin Philharmonic (Maazel). Heliodor HS 25081 (S)

Originally recorded on DGG, this excellent recording is now available in low price. And young Maazel's conducting star continues to shine here as he puts the Berlin through rigorous paces to achieve a colorful and exciting performance of this warhorse. Disk electronically enhanced in stereo.

★★★★ 4 STAR ★★★★★

CLASSICAL ★★★★★

COUPERIN: APOTHEOSES OF LULLI AND CORELLI—(Sylvia Marlowe). Decca DL 710159 (S)

RICHARD STRAUSS & JOHANN STRAUSS—Cincinnati Symphony Orchestra (Max Rudolf). Decca DL 710158 (S)

RELIGIOUS ★★★★★

WAYNE NEWTON'S SOUNDS OF FAITH—MGM SE 4581 (S)

SONGS OF INSPIRATION—Fred Waring and the Pennsylvanians. Decca DL 75033 (S)

GOSPEL ★★★★★

IF I CAN HELP SOMEBODY (Then My Living Shall Not Be In Vain)—St. Marks Gospel Ensemble. Veeep VPS 16525 (S); VP 13525 (M)

ALBUM REVIEW RANKING

STAR PERFORMER SPOTLIGHT
Cream of the week's new releases in their respective categories. Albums which are expected to reach the upper half of the Top LP's chart, any position on Billboard's special survey charts, or have long term sales.

CHART SPOTLIGHTS
Albums which are expected to have sufficient sales to reach the Top LP's chart or have long term sales.

4-STARS
Moderate sales potential albums which may not reach Billboard's LP chart but which should have enough sales activity to warrant their being stocked by most dealers, rack jobbers and one-stops handling that category.

SPECIAL MERIT
New releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

POPULAR ★★★★★

BASIC MAGNETISM—Teddy & the Pandas. Tower ST 5125 (S)

CLOSING THE GAP—Mystic Monks. Ranwood R. 8032 (S)

NINETY-EIGHT CENTS PLUS TAX & OTHER HITS—Detroit City Limits. Okeh OKS 14127 (S)

SOCK ME SOME ROCK—Ian Whitcomb. Tower ST 5100 (S)

SRC—Capitol ST 2991 (S)

BILLY HOLIDAY'S GREATEST HITS—Decca DL 75040 (S)

WAKE UP TO THE SUNSHINE—Toby Ben. VTS 4003 (S)

DISNEY SONGS THE SATCHIMO WAY—Louis Armstrong. Vista STER 4044 (S)

CHESTERFIELD BROADCASTS Vol. 2—Glenn Miller. RCA Victor LSP 3981 (S)

1968 INTERNATIONAL BARBERSHOP CHORUS WINNERS—Decca DL 75061 (S)

CROSS THE BORDER—Lt. Garcia's Magic Music Box. Kama Sutra KLP5 8071 (S)

LA BAMBA—Steve Jordam & Jordan Brothers. ARV International ARV 1001

SISTER BYRDIE—Byrdie Green. Prestige PR 7574

THE MANDRAKE MEMORIAL—Poppy PYS 40,002 (S)

LOW-PRICE CLASSICAL ★★★★★

TCHAIKOVSKY: EUGEN ONEGIN (Highlights)—Lear / Wunderlich / Fischer-Dieskau / Choir & Orch. of Munich State Opera (Gerdes). Heliodor HS 25084 (S)

BRAHMS: FOUR SERIOUS SONGS/DVORAK: FROM BIBLICAL SONGS—Dietrich Fischer-Dieskau. Heliodor HS 25082 (S)

FURTWANGLER/MOZART—Berlin Philharmonic (Furtwangler). Heliodor HS 25079 (S)

JAZZ ★★★★★

THAT CERTAIN FEELING—John Patton. Blue Note BST 84281 (S)

DIXIELAND'S GREATEST HITS PLAYED BY THE DUKES OF DIXIELAND—Decca DL 74975 (S)

WE'RE GOING UP—Eric Kloss. Prestige PR 7565

POLKA ★★★★★

HAPPY TIME IN THAT "OLD TIME" STYLE—The Whoopee John Orchestra. Decca DL 75021 (S)

SPECIAL MERIT PICKS

POPULAR

WINDY—Astrud Gilberto. Verve V6-8754 (S)

Another delightful collection of smoothly rendered pop tunes from the sparkling voice of Miss Astrud Gilberto. She's bouncy and subtle in her treatments of "Windy," "Sing Me a Rainbow" and "Never My Love." A highlight is a duet featuring her 7-year-old son, "The Bare Necessities." Miss Gilberto's fans will want this one in a hurry.

THANK U VERY MUCH—The Scaffold. Bell 6018 (S)

Scaffold are a British trio who had a big U. K. hit with the title song. They pen their own material which is quite original—"Long Strong Black Pudding," "Three Blind Jellyfish"—and strange. Certainly one of the more distinctive groups to grace the British scene, they have a Beatles connection, coming from Liverpool, some tracks produced by George Martin and Scaffold member Mike McGear is Paul McCartney's brother.

PERSPECTIVE—Rick Nelson. Decca DL 75014 (S)

There's a tune on here that deserves special attention of program directors—"The Lady Stayed With Me." It's an appealing, left-field type of tune that could score with exposure. Several other tunes on this LP have merit, but this hits harder. Other tunes include "Stop By My Window" and "Three Day Eternity."

DREAM A LITTLE DREAM OF ME—The Howard Roberts Chorus and Orchestra. Kapp KS 3578 (S)

An outstanding album of beautiful chorus versions of hit tunes like "Lady Willpower," "Mrs. Robinson," and "Honey." With radio exposure from easy listening format stations, this album could become a winner. It clearly shows that Howard Roberts is a man of music taste and definitely has something worthwhile to offer.

CHOCOLATE MOOSE—The Zoo. Sunburst 7500 (S)

This debut LP is noteworthy for one power-packed blues-tinged tune called "Soul Drippin'." On this one tune, the group shows a lot of maturity and poise. Program directors of progressive rock radio stations should also consider for airplay "I've Been Waiting Too Long."

EDGE OF FREEDOM—The Neftly Levites with Cantor Raymond Smolover. Bell 6021 (S)
Billed as a "folk rock service for the Sabbath," Edge of Freedom is a Hebrew service aided by a smooth chorus and a full band that gives new life to some traditional religious themes. Composed by Cantor Raymond Smolover and guitarist David Smolover, the service features "now" treatments of "Lighting the Sabbath Candles" and other sacred hymns, chants and sermons.

JAZZ

DON SEBESKY & THE JAZZ-ROCK SYNDROME—Verve V6 8756 (S)

Many people believe that jazz and the new rock music point the way that jazz will go in the future and this album is for them. The sound is big band but the feeling is the kind of blues rock put down by groups like Blood, Sweat & Tears. Larry Coryell, a guitar name in both fields, is featured soloist on several tracks.

LOW-PRICE JAZZ

HUGH MASEKELA—Wing SRW 16358

Some early work of Masekela's that is probably more ethnic than the material he is releasing today. However all the usual Masekela trademarks are there—South African folk material (including one by Miriam Makeba) allied to Masekela's singing and bland trumpet work.

LOW-PRICE CLASSICAL

BEETHOVEN: SYMPHONY NO. 5/"GROSSE FUGE"—Berlin Philharmonic (Furtwangler). Heliodor HS 25078 (S)

If you missed buying the DGG disk some years ago, here's the opportunity to get it on budget price. The highlight here, of course, is the sensitive and intensive reading of the "No. 5's" first movement. Furtwangler displays his imaginative maestro magic throughout. "Grosse Fuge" contains bursts of excellence.

BARTOK: MIKROKOSMOS / CONTRASTS—Bartok / Szigeti / Goodman. Odyssey 32 16 0220 (S)

These memorable performances, first recorded in 1940, are a genuine bargain in this low-price LP. The first side has

Action Records

Albums

★ NATIONAL BREAKOUTS

PETULA CLARK—Petula . . . Warner Bros.-Seven Arts WS 1742 (S)

DEEP PURPLE—Shades of . . . Tetragrammaton T 102 (S)

FRANK SINATRA—Greatest Hits . . . Reprise FS 1025 (S)

★ NEW ACTION LP's

PAUL REVERE & THE RAIDERS—Something Happening . . . Columbia CS 9665 (S)

(Continued on page 94)

More Album

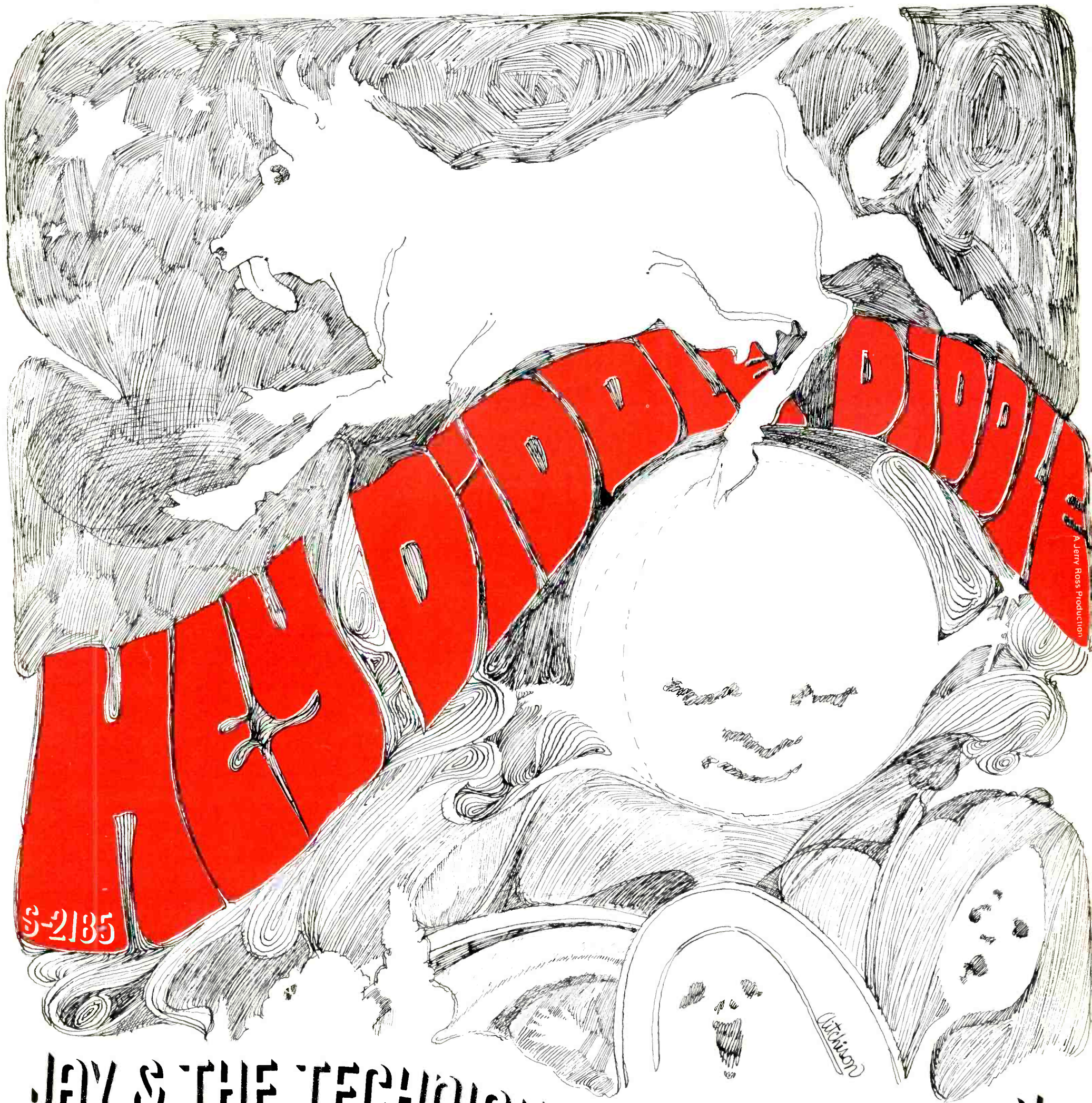
Reviews on

Pages 46, 93 & 94

BLUES

GETTING TO THE POINT—Savoy Brown. Parrot PAS 71024 (S)

Slow, nitty gritty messages of love like "Honey Bee" and the sad "Mr. Downchild" stand out on this LP. Progressive rock stations would do well to consider this album for airplay. Savoy Brown tells it like it is.



**JAY & THE TECHNIQUES HAVE RUNAWAY
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Classical Music

NMS: Specialists to Military

MEDFORD, N. J. — Most racks serviced by National Merchandising Services Corp. (NMS) carry classical albums with some titles must items for all locations, according to L. L. Goughan, president of the firm, which specializes in military accounts.

While most of NMS' accounts are on the Eastern seaboard, ships are racked at San Diego and Long Beach, Calif. Goughan said his locations range from three to 27 units, with the amount of classical business depending on capacity and type of clientele.

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

Name artists are important, Goughan noted,

explaining that many classical customers were familiar with the music being offered, but he specializes in the consumers who don't normally buy classical product.

His basic classical list is divided into four sections ranging from items that should never be out of stock at any of his serviced departments to more selective merchandise that only would be carried where there was substantial classical business. Several complete operas are in this last category, although the Maria Callas "Carmen" on Angel is the "must list."

Goughan, who has had NMS for 10 years, said his departments did relatively little business in low-price merchandise, but regular-price classical product formed an important part of his business.

Col. Campaign Seeking to Close Gap Between Pop and Classical

NEW YORK — Recognizing the softening of barriers between pop and classical music, Columbia Masterworks this month is beginning a large-scale "Bach to Rock" advertising and promotion campaign. The campaign, geared toward youth, will run for five months.

The campaign is being supervised by Peter Munves, Columbia's director of classical albums merchandising, and Pierre Bourdain, associate manager. Munves explained that the campaign will include a poster of several youths listening to classical music with graffiti on bare walls.

An ad built on the poster is appearing in "Ramparts" and "Evergreen Review" this month. The ad text includes "America listens while the establishment burns. . . . Charles Ives sold insurance, but his real gig was the new music. . . . Hector Berlioz took dope, and his trips exploded into out-of-sight sounds."

Protest signs and buttons will include such slogans as "Gabrielli Grooves," "Brahms

not Bombs" and "Charles Ives Lives." Merchandising aids include colorful in-store streamers, illustrated divider cards, and special prepaks for in-store distribution. New releases will be emphasized as well as the label's 101 "best sellers."

STOCKHAUSEN INKS WITH DGG

NEW YORK — Deutsche Grammophon has signed Karlheinz Stockhausen to an exclusive five-year contract, which will include the composer's supervision of a series of 10 albums of his compositions.

The first release under the pact, which is slated for fall, will contain Stockhausen's "Carre," "Gruppen" and "Hymnen." Listed for Spring is "Telemusik" and "Mixtur."

Another part of the promotion is "The World's Favorite Music" program, which includes a 30-album prepak of selections by Leonard Bernstein, Eugene Ormandy and the Mormon Tabernacle Choir. The "Green-sleeves" album by Ormandy and the Philadelphia Orchestra is being offered at a special price for a limited time as a dealer incentive for the prepak program. Four heavy cardboard laminated divider cards illustrating 16 albums in the pak are included with the giant prepak.

"The World's Favorite Music" also is available in three 10-LP minipaks: "Bernstein's Greatest Hits," "Ormandy's Greatest Hits," and "The Mormon Tabernacle Choir's Greatest Hits," each with a divider illustrating the 10 albums in the pak.

Special 10-LP campus prepaks, earmarked for college store distribution also are being prepared. The "Basic Bernstein" package will include popular symphonies and other standards. A "Music of Our Time" pak ranges from established to electronic. Included is music of Stravinsky, Stockhausen, Cage and Varese. Another pak, "Go for Baroque," includes "Bach Organ Favorites," "The Glory of Gabrielli," and Glenn Gould's "Goldberg Variations."

A new 10-title Christmas pak, planned for next month, will include two new Christmas albums: Ormandy's "Greatest Christmas Hits," and "What Child Is This" with organist E. Power Biggs, the Gregg Smith Singers, and the New York Brass and Percussion Ensemble. The promotion also will feature three special \$7.79 list two-LP sets, including "That Philadelphia Sound."

FIRST LISTING ON DECCA LP

NEW YORK — A first listing for the "Apothiose de Corelli" is included in a new Decca harpsichord album of Couperin featuring Sylvia Marlowe. Miss Marlowe's ensemble assists in two selections, while Kenneth Cooper is the assisting harpsichordist in four others. Decca also is issuing a pressing of Johann Strauss and Richard Strauss with Max Rudolf and the Cincinnati Symphony.

NMS' Listing of All 'Must' Items for Serviced Racks

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

TITLE	ARTIST	LABEL
BEETHOVEN: Piano Concerto No. 5 (Emperor)	Artur Rubinstein/Boston Symphony (Leinsdorf)	RCA
BEETHOVEN: Symphony No. 9 (Choral)	New York Philharmonic (Walter)	Columbia
BIZET: Carmen (3 LP's)	Callas/Gedda/Paris Opera Orch. (Pretre)	Angel
GERSHWIN: Rhapsody in Blue/American in Paris	New York Philharmonic (Bernstein)	Columbia
GROFE: Grand Canyon Suite	New York Philharmonic (Bernstein)	Columbia
RODGERS: Victory at Sea, Vol. I	RCA Victor Symphony (Bennett)	RCA
RODGERS: Victory at Sea, Vol. II	RCA Victor Symphony (Bennett)	RCA
RODGERS: Victory at Sea, Vol. III	Vienna Symphony (Bennett)	RCA
TCHAIKOVSKY: Swan Lake	Philadelphia Orch. (Ormandy)	Columbia
TCHAIKOVSKY: Nutcracker	New York Philharmonic (Bernstein)	Columbia
MUSIC AMERICA LIKES BEST	Boston Pops (Fiedler)	RCA

Albums stocked by most racks serviced by NMS are:

BEETHOVEN: Piano Concerto No. 4	Van Cliburn/Chicago Symphony (Reiner)	RCA
BEETHOVEN: Piano Concerto No. 5	Cliburn/Chicago Symphony (Reiner)	RCA
BEETHOVEN: Symphony No. 3 (Eroica)	Columbia Symphony (Walter)	Columbia
BEETHOVEN: Symphony No. 6	Columbia Symphony (Walter)	Columbia
BEETHOVEN: Wellington's Victory	London Symphony (Dvorak)	Mercury
GROFE: Grand Canyon Suite	London Festival Orch. (Black)	London
HANDEL: Messiah	Mormon Tabernacle Choir/Philadelphia Orch. (Ormandy)	Columbia
LISZT: Piano Concerto No. 1/ RACHMANINOFF: Concerto No. 2	Rubinstein/RCA Victor Symphony (Wallenstein) Chicago Symphony (Reiner)	RCA
PROKOFIEV: Peter and the Wolf/ TCHAIKOVSKY: Nutcracker Suite	New York Philharmonic (Bernstein)	Columbia
PUCCINI: La Boheme (Highlights)	Tebaldi/Bergonzi/Accademia di Santa Cecilia, Rome (Serafin)	London
PUCCINI: Madama Butterfly (Highlights)	De los Anggles/Bjoerling/Rome Opera (Santini)	Angel
PUCCINI: Madama Butterfly (Highlights)	Tebaldi/Bergonzi/Accademia di Santa Cecilia (Serafin)	London
RAVEL: Bolero/Alborada del gracioso/ Le Tombeau de Couperin	Philadelphia Orch. (Ormandy)	Columbia
RAVEL: Bolero/ BORODIN: Polovtsian Dances	London Festival Orch. (Black)	London
RIMSKY-KORSAKOV: Scheherazade	Philadelphia Orch. (Ormandy)	Columbia
SIBELIUS: Finlandia/Symphony No. 5	Philharmonia Orch. (Karajan)	Angel
TCHAIKOVSKY: Nutcracker Suite/ Romeo and Juliet	Philharmonia Orch. (Markevitch)	Angel
TCHAIKOVSKY: 1812 Overture/ Nutcracker Suite	London Festival Orch. (Sharples)	London
TCHAIKOVSKY: 1812 Overture/ Capriccio Italian	Minneapolis Symphony (Dorati)	Mercury
VERDI: Aida (Highlights)	Tebaldi/Bergonzi/Vienna Philharmonic (Karajan)	London
BLUE DANUBE	Philadelphia Orch. (Ormandy)	Columbia
CLAIR DE LUNE	Philippe Entremont	Columbia
CLAIR DE LUNE	Philadelphia Orch. (Ormandy)	Columbia
CAPRICCIO!	London Festival Orch. (Black)	London
LIGHT CLASSICS	Boston Pops (Fiedler)	RCA
MARCH SLAV	Philadelphia Orch. (Ormandy)	Columbia
JALOUSIE	Boston Pops (Fiedler)	RCA
MUSIC FROM MILLION-DOLLAR MOVIES	Boston Pops (Fiedler)	RCA
REVERIE	Philadelphia Orch. (Ormandy)	Columbia
RITUAL FIRE DANCE	Philadelphia Orch. (Ormandy)	Columbia
RED ARMY ENSEMBLE		Angel
SOVIET ARMY CHORUS AND BAND		Angel
SERENADE FOR STRINGS	Philadelphia Strings	Columbia
STAR DUST	Boston Pops (Fiedler)	RCA



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Classical Notes

Baritone **Renato Capecchi** will sing Dr. Bartolo in the five performances of Rossini's "Il Barbiere di Siviglia" at the San Francisco Opera this season, replacing **Geraint Evans**, who is taking a rest on doctor's orders after his strenuous schedule at the Salzburg Festival, where he appeared in Mozart's "Don Giovanni" and "Le Nozze di Figaro." . . . **Walter Ducloux**, chairman of the University of Southern California's opera and conducting departments, begins his duties this month as director of the University of Texas Symphony and the university's Opera Theater.

Shirley Verrett makes her Metropolitan Opera debut in the title role of Bizet's "Carmen" at a non-subscription performance on Sept. 21. The cast also will feature **Jon Vickers**, **Mirella Freni** and **Justino Diaz**, with **Zubin Mehta** conducting. Puccini's "Turandot" will be given at a non-subscription matinee on Sept. 28 with a cast headed by **Birgit Nilsson**, **Sandor Konya**, **Gabriella Tucci** and **Raymond Michalski**, Mehta conducting. Tenor **Giacomo Aragall** debuts with the company as the Duke in Verdi's "Rigoletto" on Sept. 19. The performance also will feature **Roberta Peters**, **Cornell MacNeill** and **John Macurdy**, with **Fausto Cleva** conducting. **FRED KIRBY**

D. C. Opera to Make Returns

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

The society also is planning to commission Ginastera's third opera, tentatively titled, "Beatrice Cenci," which is expected to be completed in time for presentation in 1970-71, when the J.F. Kennedy Center for the Performing Arts is slated to open.

Regina Resnik and Teresa Stratas will appear in Menotti's "The Medium," which will be paired with that composer's "Amahl and the Night Visitors." The coming season's other operas will be Puccini's "Manon Lescaut" and Cavalli's "Ormindo."

Little Boy Blues Puts on Mature, Solid Showing

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

In two early numbers, "I'm Hip to You" and "Is Love," the backup music worked well with Coplon with lead guitarist Pete Pollok intensifying his sound during instrumental sections. The sound problems became acute after Ray Levin switched from organ to bass guitar. The

Billboard Award

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	MOZART: CONCERTOS NOS. 17 & 21 Anda/Camerata Academica of the Salzburg Mozarteum (Anda), DGG (No Mono); 138/783 (S)	31	21	15	MOZART: CONCERTOS NOS. 21 & 24 Robert Casadesus/Cleveland Orch. (Szell), Columbia (No Mono); MS 6695 (S)	8
2	2	WEST MEETS EAST, VOL. 2 Yehudi Menuhin & Ravi Shankar, Angel (No Mono); S 36026 (S)	7	22	22	SAITE: PIANO MUSIC, VOL. 3 Aldo Ciccolini, Angel (No Mono); S 36485 (S)	16
3	7	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	127	23	18	LEONTYNE PRICE—PRIMA DONNA, VOL. 2 RCA Victor LM 2968 (M); LSC 2968 (S)	49
4	4	GLORY OF GABRIELLI E. Power Biggs/Various Artists/Columbia (No Mono); MS 7071 (S)	26	24	—	MAHLER: SYMPHONY NO. 1 New Haven Symphony (Brief), Odyssey (No Mono); 32 160286 (S)	1
5	9	WEST MEETS EAST Yehudi Menuhin & Ravi Shankar, Angel 36148 (M); S 36148 (S)	61	25	25	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	109
6	8	LISZT: ARRANGED BEETHOVEN SYMPHONY NO. 5 Glenn Gould, Columbia (No Mono); MS 7095 (S)	17	26	26	PROKOFIEV: PETER & THE WOLF/TCHAIKOVSKY: NUTCRACKER SUITE New York Philharmonic (Bernstein), Columbia ML 5593 (M); MS 6193 (S)	47
7	5	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	64	27	28	CHOPIN NOCTURNES (2 LP's) Artur Schnabel, RCA Victor LM 7050 (M); LSC 7050 (S)	38
8	3	BERG: LULU (3 LP's) Lear/Fischer-Dieskau/Various Artists/Deutsche Oper Berlin (Boehm), DGG (No Mono); 139 273/75 (S)	20	28	29	BRAHMS: PIANO CONCERTO NO. 2 Watts/New York Philharmonic (Bernstein), Columbia (No Mono); MS 7134 (S)	12
9	13	ROSSINI RARETIES Montserrat Caballe/RCA Italiano Opera Orch. & Chorus (Cillararo), RCA Victor LM 3015 (M); LSC 3015 (S)	14	29	—	BERLIOZ: SYMPHONIE FANTASTIQUE/LELIO (2 LP's) Various Artists/London Symphony (Boulez), CBS (No Mono); 32 B1 0010 (S)	1
10	10	SELECTIONS FROM 2001: A SPACE ODYSSEY Philadelphia Orch. (Ormandy)/New York Philharmonic (Bernstein), Columbia (No Mono); MS 7176 (S)	4	30	34	BACH: ORGAN FAVORITES, VOL. 1 E. Power Biggs, Columbia ML 5661 (M); MS 6261 (S)	12
11	11	GOLDEN AGE OF OPERETTA (2 LP's) Joan Sutherland/New Philharmonia Orch. (Bonyng), London (No Mono); OSA 1268 (S)	24	31	31	R. STRAUSS: ALSO SPRACH ZARATHUSTRA Philadelphia Orch. (Ormandy), Columbia ML 5947 (M); MS 6547 (S)	6
12	6	J. STRAUSS: BLUE DANUBE Berlin Philharmonic (Karajan), DGG (No Mono); 139 014 (S)	13	32	33	GINASTERA: BOMARZO (3 LP's) Novoa/Various Artists/Washington Opera Society (Rudel), CBS (No Mono); 32-31-0006 (S)	22
13	12	BERG: LULU (3 LP's) Rothenberger/Meyer/Various Artists/Hamburg State Opera Orch. (Ludwig), Angel (No Mono); SC 3726 (S)	13	33	32	HISTORIC ORGANS OF SPAIN E. Power Biggs, Columbia (No Mono); MS 7109 (S)	13
14	14	BACH: ORGAN FAVORITES, VOL. 3 E. Power Biggs, Columbia (No Mono); MS 7108 (S)	10	34	20	MAHLER: SYMPHONY NO. 8 (2 LP's) Various Artists/London Symphony (Bernstein), Columbia M2L 351 (M); M2S 751 (S)	83
15	16	R. STRAUSS: ALSO SPRACH ZARATHUSTRA Chicago Symphony (Reiner), RCA Victor LM 2609 (M); LSC 2609 (S)	7	35	36	PUCCINI: MADAME BUTTERFLY (3 LP's) Scotto/Bergonzi/Various Artists/Rome Opera House Orch. & Chorus (Barbirolli), Angel (No Mono); SCL 3702 (S)	15
16	24	SOUNDTRACK: 2001: A SPACE ODYSSEY MGM (No Mono); SIE 13 ST (S)	4	36	37	BEETHOVEN: COMPLETE 9 SYMPHONIES (8 LP's) Berlin Philharmonic (Karajan), DGG (No Mono); SKL 101/108 (S)	19
17	17	NONESUCH GUIDE TO ELECTRONIC MUSIC Paul Beaver/Bernard Krause, Nonesuch (No Mono); HC 73018 (S)	6	37	38	ART OF ALEXANDER KIPNIS Seraphim 60076 (M); (No Stereo)	2
18	19	VERDI: ERNANI (3 LP's) Price/Bergonzi/Various Artists/RCA Italiano Orch. (Schippers), RCA Victor LM 6183 (M); LSC 6183 (S)	25	38	27	BELLINI: NORMA (2 LP's) Suliotis/Cossotto/Del Monaco/Various Artists/Orch. L'Academia di Santa Cecilia (Varviso), London (No Mono); OSA 1272 (S)	14
19	21	SAITE: PIANO MUSIC, VOL. 1 Aldo Ciccolini, Angel (No Mono), S 36482 (S)	14	39	40	WAGNER: DIE MEISTERSINGER Schwartzkopf/Hopf/Unger/Bayreuth Festival Orch. (Karajan), Seraphim IE 6030 (M); (No Stereo)	2
20	23	MAHLER: SYMPHONIES NOS. 6 & 9 (3 LP's) New York Philharmonic (Bernstein), Columbia (No Mono); M3S 776 (S)	16	40	—	SHOSTAKOVITCH: SYMPHONIES NOS. 2 & 3 Royal Philharmonic (Gould), RCA Victor (No Mono); LSC 3044 (S)	1

NEW ACTION LP's

Title, Artist, Label & No.	Title, Artist, Label & No.
DONIZETTI: LA FILLE DU REGIMEN (2 LP's) Sutherland/Pavarotti/Various Artists/Royal Opera House Orch. (Bonyng), London (No Mono); OSA 1273 (S)	BERLIOZ: NUITS D'ETE Janet Baker/New Philharmonia Orch. (Barbirolli), Angel (No Mono); S 36505 (S)
ORFF: CARMINA BURANA Janowitz/Fischer-Dieskau/Stolze/Schoenberg Children's Chorus/Orch. & Chorus of the German Opera Berlin (Jochum), DGG (No Mono); 139 362 (S)	LEINSDORF CONDUCTS WAGNER Boston Symphony (Leinsdorf), RCA Victor LM 3011 (M); LSC 3011 (S)
PUCCINI: MADAME BUTTERFLY (3 LP's) Price/Tucker/RCA Italiano Opera Orch. & Chorus (Leinsdorf), RCA Victor LM 6106 (M); LSC 6106 (S)	GABRIELLI/CANZONAS Biggs/Edward Tarr Brass Ensemble/Gabrieli Consort (Negri), Columbia (No Mono); MS 7142 (S)
WEILL: SYMPHONIES NOS. 1 & 2 BBC Symphony (Bertini), Angel (No Mono); S 36506 (S)	SIBELIUS: SYMPHONIES NOS. 6 & 7 Berlin Philharmonic (Karajan), DGG (No Mono); 139 032 (S)
	WALTZ OF THE FLOWERS Philadelphia Orch. (Ormandy), Columbia (No Mono); MS 7133 (S)

combined sound of Pollok and Levin often seemed too strong for the discotheque.

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

Peer-Southern Issues 3 Scores

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

The Educational Department is issuing pieces for piano by David Diamond, oboe by Whitney Tustin, and trombone by David Uber.

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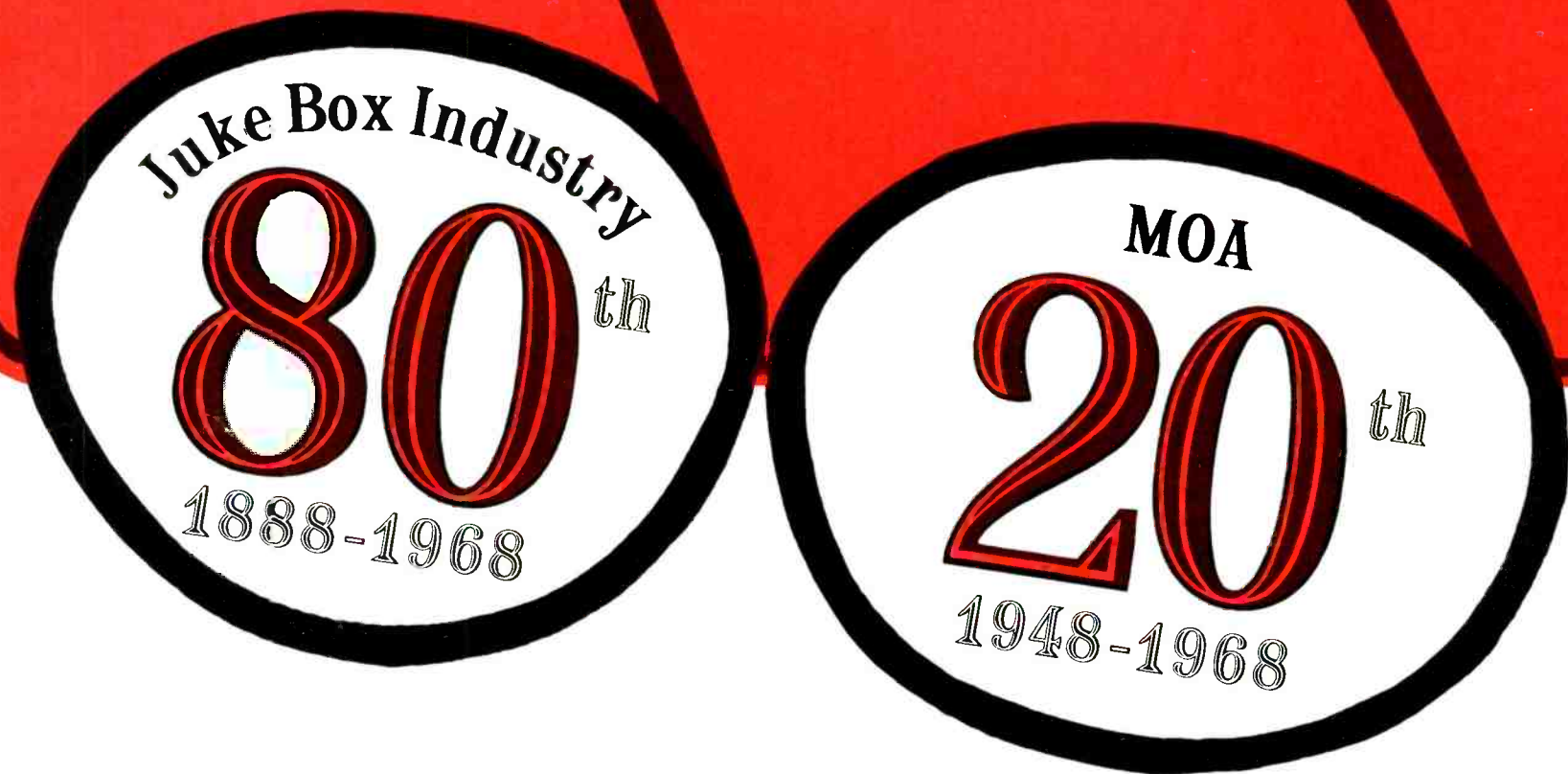
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Expect 250 at Mass. Meeting

AUBURN, Mass.—New England operators are mounting a drive to attract operators to a meeting here Sept. 19 at the Sheraton-Yankee Drummer Motor Inn. Last week, co-ordinator of the drive, Russell Mawdsley, Holyoke, said an estimated 300 people were expected. Music Operators of America (MOA) president Bill Cannon and MOA executive vice-president Fred Granger will be guest speakers.

At last week's annual Trimount Automatic Sales golf outing, Trimount's Bob Jones said the entire staff of the New England distributor is working on the meeting project. A number of tickets were sold at the Tri-

mount gathering.

Operators from Maine, New Hampshire, Vermont, Rhode Island, Connecticut and Massachusetts are already set to attend, including Frank Marks, New London, Conn.; Rudy LaForest, Woonsocket, R. I.; Tony Cincuegrando and Jim Marzochi, Pawtucket, R. I.; Dino Donai, Manchester, N. H.; Joe Joiner, Hanover, N. H.; Joe Farris, Madison, Me.; Martin Oliver, Portland, Me.; Lou Malonis, Manchester, N. H.; Anthony Joseph, Cranston, R. I.; Lou Mansolillo, Providence, R. I.; Mrs. Joseph Viana, Fitchburg, Mass., and Sol and Irving Taube, Manchester, N. H.

Over 350 at Trimount Fete

BOSTON—More than 350 operators and their wives attended last week's annual Trimount Automatic Sales golf outing here. The annual event highlighted the Rowe distributor's summer sales efforts and dozens of prizes were won by guests, including two Cadillacs, two vacation trips to Miami and other vacation jaunts.

Pete Porazzo, Atlas Music Co., Providence, R. I., and Bill Parmlee, Par-Mets, Pittsfield, Mass., won automobiles. Winning vacation trips to Miami were Henry Kulic, Webster, Mass.; Pete Slepchulz, Springfield, Mass.; Becker Music, Springfield, Mass., and Kenneth Ghiorse, Brockton, Mass. There were 50 other prize winners.

Executives here from Rowe
(Continued on page 58)



DISTRIBUTORS GATHERED for a closer look at Rock-Ola's 440 jukebox after it was unveiled in New Orleans Aug. 23. In addition to showing its Psychedelic Money Grabber, Rock-Ola introduced its new background music system, Tape Top 440.



MASSACHUSETTS OPERATORS and wives pictured at the Trimount party. In the group are Rea and Irene LaRocque, Russ and Gert Mawdsley, Roland and Huguette Bebert, Jerry and Jill Balboni, Ray and Doris Barker, Ted and Loraine Grant, George and Adel Hatzipietra.



TRIMOUNT TEAM. From left: Dave Riskin, Dan Brown, Marshall Caras, Irwin Margold, Bob Jones and Arthur Frates. More than 350 operators and wives attended Trimount's annual party last week.



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

Rock-Ola 440 Music System Bows Again

By RON SCHLACHTER

NEW ORLEANS — Rock-Ola's new 440 jukebox shared the spotlight with a new background music system at the firm's recent distributor meeting here.

Following a similar meeting in New York, Rock-Ola unveiled its new Psychedelic Money Grabber at the Royal Orleans Hotel. The model features a new transistorized receiver, powered remote volume control, with on-off switch, new speaker positioning and two-plays-for-a-quarter kit. Radiating the psychedelic look, the jukebox includes album play and an optional dollar-bill acceptor. Optional animation is also offered.

The new background music system, called Tape Top 440, is a product of Casco Music Systems. Speaking for Casco, Jack Hopson explained that tape is the principle behind the system — "not cartridges, but disks." Casco maintains its own tape library and provides a lifetime guarantee on the tape.

As a sales incentive, Rock-Ola is offering qualifying distributors a tour through Mexico, beginning Jan. 8. The trip will include stops at Acapulco, Taxco and Mexico City.

Empire Sets Sept. 6 Open House Affair

CHICAGO—Empire Distributing, Inc., will hold an open house Sept. 6 at its new 55,000-square-foot headquarters here at 120 S. Sangamon Street. The affair will be held from 5:30 p.m. to 9 p.m., complete with strolling musicians, a tent covering part of the parking lot and a buffet supper.

Many representatives from factories represented by the 27-year-old outlet will attend. Representing Empire will be presi-
(Continued on page 52)

Mass. Programmer Puts On 10 Records at Once

SHIRLEY CENTER, Mass.—Ex-television repairman Fred Grant said he finds programming jukeboxes "a real challenge" since taking over this function at Wayland Amusement Co., Inc., here recently. One of the more unusual practices Grant has instituted is changing 10 records at a time, every "three to four weeks."

"Our route isn't a large one and we're in every one of our locations on the average of once a week. I've found that by changing a large number of records at less regular intervals the location is impressed, and it allows me more time to select records that are apt to get good play.

Grant, who is employed by Raymond Barker, said that only occasionally do locations owners or employees ask for new records in between his regular changing cycle.

A repairman before devoting more time to jukebox programming, Grant said he is attempting to put a "little c&w, teen and adult music on every jukebox. I do not attempt to categorize the music on the title strip section. This takes too long." (In one location, Grant said there were 28 wallboxes.)

Grant is keeping a log on which records he uses and where they are programmed. "I'm ex-
(Continued on page 54)

Rowe Burglar Alarm Now on Cigaret Unit

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

"The Rowe alarm system is an extremely simple, gas-operated device," said Joe Barton, vice-president of domestic sales. "It has neither a high initial cost nor any maintenance cost. It is completely foolproof. It is triggered when 17 pounds of pres-
(Continued on page 58)

Set MOA Games Panel; Mail Reservations

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

Anderson, of Broom & Anderson Amusement Co., Logan, W. Va., was here as a delegate to the Democratic Convention.
(Continued on page 52)



FRED GRANT

S. D. Tourney Underway; Assn. Erects Billboards

ABERDEEN, S. D. — The South Dakota Music & Vending Association has 64 pool tables entered in a Statewide tournament that will conclude in Pierre Nov. 23-24.

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

The association will receive \$6,400 in prize money which is collected each week during the 10-week tournament. Out of this, \$23 from each location will go for local newspaper advertisements. The special billboards cost \$500 for two signs and land rights. They will be placed on interstate routes.



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



GEORGE HINCKER, advertising sales promotion manager for Rock-Ola, wore a mod sport coat at the recent distributors' meeting in New Orleans to emphasize the psychedelic style of the new Model 440.

KAMA Meeting

MANHATTAN, Kan. — The Kansas Amusement & Music Association (KAMA) will observe its first anniversary here Sept. 7-8 with a banquet and meeting at

the Continental Inn. The agenda includes an election of officers and directors, and an address by John Masters, president of the Missouri Coin Machine Council and director of the Music Operators of America.

MOA Sets Its Games Panel

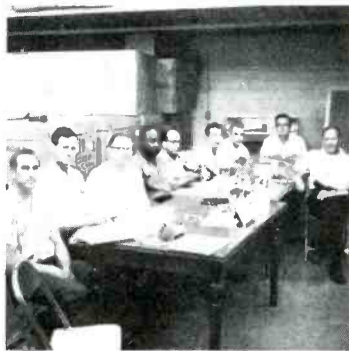
• Continued from page 51

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

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

Named to participate on the games tournament panel were Ben Spalding, Spalding Sales Co., Phoenix, Ariz.; Bill Kobler, B&B Operating Co., Bethpage, Long Island, N. Y.; Victor Van Der Leenden, Montauk Automatic Vending Co., Farmingdale, N. Y.; Joe Westerhaus Jr., Royal Distributing Co., Cincinnati, and Darlow Maxwell, Maxwell Music Service, Pierre, S. D.

The panel is headed by Robert Nimsl, Lucky Coin Machine



SERVICE SESSION students at Commercial Music Co., Inc., Dallas, take time out to relax. Attending were Melvin Rannell, Bistone Music Co., Mexia, Tex.; Curtis Neill, J. W. Hoover and George A. Meissner, Dreyer Music Co., Big Springs, Tex.; Carl French, Commercial Music; Jack Johnson, M. A. Bartels, Jack Ball, W. L. Sharpley, Larry Coyle and M. J. Keel, all of B & B Vending, Dallas. Wurlitzer field engineer Karel Johnson conducted the class.

Co., New Orleans, who is assisted by Fred Collins Jr., Collins Music Co., Greenville, S. C., and Harry Witsen, Cannon Coin Machine Co., Haddonfield, N. J.

Empire Sets Sept. 6 Open House Affair

• Continued from page 51

dent Gilbert Kitt, vice-president Joe Robing; director of branch offices and field sales, Jack Burns; general manager, Chicago branch, Bill Milner; vending sales manager, Dave St. Pierre; Menominee, Wis., manager, Bob Rondeau; Grand Rapids, Mich., manager, Jim Frye; sales personnel: Joe Patterson, Keith Healy, Charles Elkins, Harry Fry, Murph Gordon, Caroline Weintraub; IBM department manager Alan Kitt and parts manager Ed Jarosz.

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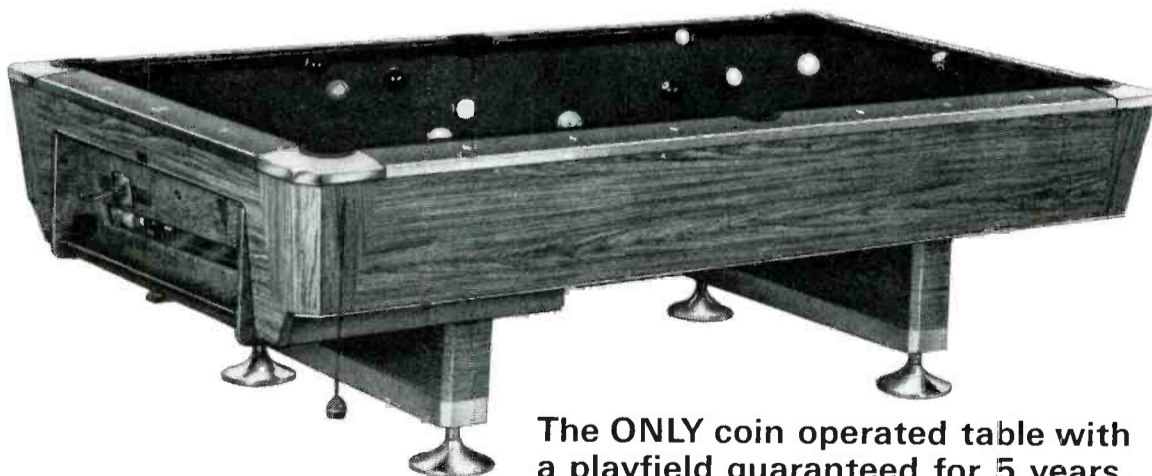


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JUKEBOX RECORD REPORT

Best Picks for Week Ending Sept. 7

ALTON, ILL.

Cover: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3; Teen: "Indian Reservation," Don Fardon, GNP/Crescendo; Adult: "That Old Time Feelin'," Dean Martin, Reprise 0761; C&W: "Let the World Keep on a Turnin'," Buck Owens & Buddy Allan, Capitol 2237; R&B: "The House That Jack Built," Aretha Franklin, Atlantic 2456; Oldie: "You Made Me Love You," Patsy Cline, Decca 25738.

ANCHORAGE, ALASKA

Teen: "Born to Be Wild," Steppenwolf, Dunhill 4138; Adult: "Light My Fire," Jose Feliciano, RCA 9550; C&W: "Autumn of My Life," Bobby Goldsboro, U.A. 50318; R&B: "Grazing in the Grass," Hugh Masekela, Uni 55066; Oldie: "Your Cheating Heart," Hank Williams Jr., MGM; Novelty: "Bring Back Those Rockabye Baby Days," Tiny Tim, Reprise 0760.

(Continued on page 58)

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



ART HUNOLT, new Missouri Coin Machine Council president (at left in lower pic) is congratulated by Lou Ptacek, treasurer, Music Operators of America. In top photo, Ray Brown, Seeburg Central, Kansas City, Mo., is seen as he addressed the recent meeting of the local group.



EARL VEATCH, Central Distributors, St. Louis, holds material being studied by Lester Engel (left), also of Central Distributors, and Missouri Coin Machine Council members Ivan Nelson and Bob Burkhart (right).

Coming Events

Sept. 7—Kansas Amusement & Music Association, annual meeting and banquet, Continental Inn, Manhattan.

Sept. 13-15—Illinois Coin Machine Operators Association, annual meeting, Holiday Inn East, Springfield.

Sept. 14-17—National Automatic Merchandising Association, annual convention and trade show, Convention Hall, Philadelphia.

Sept. 15-16—National Vendors Association, board meeting, Franklin Motor Hotel, Philadelphia.

Sept. 15—South Carolina Coin Operators Association, Charleston, S. C.

Sept. 19—Massachusetts Coin Machine Association and the Western Massachusetts Music Guild, greater New England convention, Sheraton-Yankee Drummer Motor Inn, Auburn, Mass.

Coin Machine News

Coinmen In The News

DENVER

The local coin machine fraternity paid its respects over the past few weeks to Lou Shulman, following the recent death of his wife Josephine. Hosea Bustos, Northern New Mexico operator, was in Denver recently to buy new phonographs and a pick-up truck to haul them to his remote locations. Mike Savio, head of Draco Sales, Denver Wurlitzer distributor, is traveling more than ever, extending his sales prospecting over the longest distances in company history. An infrequent visitor, Art Jentzen, of Clovis, N. M., made the rounds of Denver distributors recently. Military build-ups in New Mexico have considerably amplified Jentzen's routes.

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

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

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

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

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Billboard

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ROWE 14 AMBASSADOR, COINMASTER, 40c-45c	\$ 40
ROWE 14 AMBASSADOR, ALL COIN	70
ROWE 77 CANDY, COINMASTER	90
ROWE 77 CANDY, 25c CHANGER	125
STEELMADE 5290 CAN VENDER	400
SEEBURG E-2 CIGARETTE	35
CORSAIR 30 CIGARETTE	40
ROWE SK8 Single Cup COFFEE	245
ROWE SK9 Single Cup COFFEE	595



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

CHICAGO — Jack Nelson, Logan Distributing, Inc., here, said last week he hopes manufacturers will begin to concentrate on men and boys' 25-cent novelty items. For men, he suggests such novelty merchandise as goofy key holders, watch fobs, gadgets and practical joke items. For teen-age boys he suggests tricks and games.

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

Nelson, who started out servicing operators with 25-cent items as long as eight years ago (in the days of the Victor V-1 capsule), now has seven major 25-cent mixtures, all pre-capsuled in two-inch V-2 capsules.

"Our hottest-selling items are

in our two club mixes, which have eight different items in each one," he said. Next are two wiggle-animal mixtures, each with 13 different items. A third mix consists of 30 different jewelry items. Logan also has an all-men's mix of 15 items and an all-ladies' mix of 22 items.

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

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

"When you attract an adult to a stand to purchase a quarter item, he will also buy a nickel or dime item he would never have thought of," Nelson said.

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

MOA Streamlines Convention Show

CHICAGO—The Music Operators of America (MOA) Show, to be held here Sunday, Oct. 13, at the Sherman House, will be the shortest in the organization's history, with only

New English NVA Group

CHICAGO — The National Vendors Association (NVA) has formed a branch in England. The British group, with a membership of over 50, will be fully affiliated with NVA, which last week furnished the new organization with a copy of articles of incorporation, a constitution and bylaws. Co-ordinating the formation of the group is P. B. Daley, an English operator, who is working with attorneys.

"The formation of this branch makes us truly an international association representing the bulk vending industry," said Don Mitchell, NVA counsel here. "We sincerely hope that some of our European members will visit the U. S. and attend our Florida convention next year.

"The British and European industry is periodically faced with the same type of problems which we have experienced through the years and the association is therefore in an extremely good position to assist in the establishment and growth of the industry in this area.

Initial membership dues of 10 pounds has been set for the English organization.

Slugs, Legislation Top NVA Directors Agenda

PHILADELPHIA — Reports on the continuing problem of bingo—chip slugs, efforts on the legislative fronts and insurance are among issues to be discussed by bulk vending industry leaders here Sept. 15. The gathering will be the midyear National Vendors Association (NVA) directors meeting, at the Franklin Motor Inn. All NVA members are welcome, although voting is limited to elected directors.

NVA counsel Don Mitchell said last week that he has been in touch with officials of the U. S. Secret Service who are now collecting all types of bingo chip slugs and testing them in bulk vending units. "They are determining which can be used as substitutes for coins and will then prepare briefs to be presented to the U. S. Attorney General's office so that manufacturers can be prosecuted."

On the legislative front, Mitchell said NVA is preparing for a Baltimore city council review of a recently enacted \$20-per-machine license fee. "We have been working with various groups in Baltimore and have good reason to believe we can place a motion to exempt bulk machines on the council agenda.

Mitchell said that members of the Baltimore council are skeptical about the legality of the recently passed measure and that "it could end up in courts unless it is clarified. There are a lot of aspects to the problem," he said.

In an industry bulletin last week, Mitchell indicated that the trend to vending higher priced capsule merchandise highlights the importance of obtaining bulk exemptions.

He said NVA is pressing for the adoption by legislative bodies of the definition of a bulk vending machine as a "non-electrically operated vending machine, containing unsorted confections, nuts or merchandise which, upon insertion of a coin, dispenses the same in equal portions at random and without selection by the customer."

NVA has been receiving feedback from operators regarding the proposed raising of its life insurance policy from \$1,000 to a figure between \$2,000 and \$5,000. The coverage now costs NVA \$15 per year per person. A raise would necessitate paying an additional \$10 to \$15 per year.

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

Mass. Programmer

• Continued from page 51

perimenting with improving this part of my system. He studies a local one-stop list, the trade paper charts and reviews sections and listens to radio stations "at spare moments."

"WBZ, Boston, drives me crazy sometimes, but I know this station plays the records the youngsters want and I get plenty of good ideas by listening."

Officers and directors attending:

President H. B. Hutchinson Jr., Atlanta; vice-president Nicholas Schiro, New Orleans; secretary Harold Folz, New York; treasurer, Tom Emms, Dallas; sergeant at arms, Mike Sparacino, Chicago; executive secretary, Jane Mason, Chicago; counsel, Don Mitchell and Ted Raynor, Chicago; directors, Allen Cohen, New York; Dan Foley, Buffalo; Sidney LeBlanc, Baton Rouge, La.; T. J. Martin, York, S. C.; Sarah Phillips, St. Louis; John Adams, Oklahoma City; C. A. Applegate, Clayton, Ohio; Harry Bell, Chicago; Arthur Bianco, New York; Waldo Bolen Jr., Morris, Ill.; John Brehmer, Columbus, Ohio; Sidney Eppy, New York; William Falk, Freeport, N. Y.; Michael Goldberg, Franklin Square, New York; Sheldon Goldman, Miami; Arnold Goldman, Providence, R. I.; Earl Grout, Minneapolis; Robert Guggenheim, Jamaica, N. Y.; Les Hardman, Pittsburgh; Max Hurvich, Birmingham, Ala.; Vernon Jackson, Grand Prairie, Tex.; Edward Jordan, Chicago; Charles Kanak, Houston, Tex.; Irwin Katz, St. Louis; Rolfe Lobell, Chicago; Dave Mark, Clifton, N. J.; Albert R. Martin, Mount Vernon, Ill.; Ed Muckenthaler, Wichita, Kan.; John McDaniels, Seattle, Wash.; Jack Nelson, Chicago; Walter Parker, Enfield, N. C.; Paul Price, Roslyn, N. Y.; Robert Raleigh, Indianapolis; Tom Theisen, Minneapolis; Jack Thompson, Charlotte, N. C.; P. Waller, Atlanta; Leo Weiner, Los Angeles; Sam Weitzman, Los Angeles; Paul Whitson, Knoxville.

Honorary presidents: Alvin R. Kantor, Bernard K. Bitterman, Moe Mandell, Leonard Quinn, Everett Graff, Roger Folz, Bertrand Fraga, Paul Crisman, Irwin Nahle. State Association presidents: Herman Eisenberg, Kenneth Ferrier, Roger Folz, C. D. Gill, Walter Gray and Lee Smith.

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 Cashew, Butts82
 Peanuts, Jumbo50
 Spanish32
 Mixed Nuts60
 Baby Chicks36
 Rainbow Peanuts32
 Bridge Mix32
 Boston Baked Beans32
 Jelly Beans32
 Licorice Gems32
 M & M, 500 ct.50
 Munchies, 16-lb. carton, per lb.39
 SweetTarts38
 25c V2 Jewelry, 100 per box 10.00
 25c V2 Oogies, 100 per box 10.00

Wrapper Gum—Fleers 4M pcs. \$14.40
 Wrapped Gum—Pal, 4M pcs. 14.00
 Rain-Bo Ball Gum, 2100 per ctn. 7.25
 Rain-Bo Ball Gum, 1800 printed per carton 7.50
 Rain-Bo Ball Gum, 5550 per ctn. 8.75
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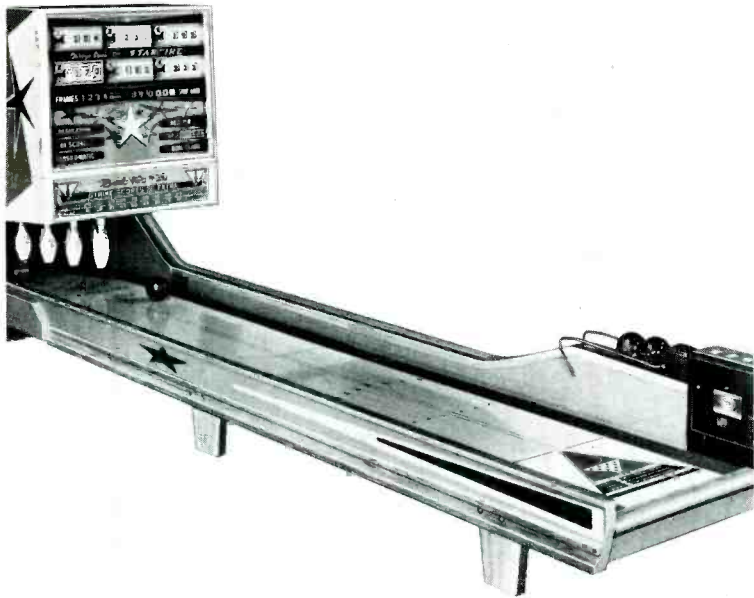
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New Equipment



Chicago Coin—Six-Player Bowler

This new six-player bowler from Chicago Coin features six ways to play: Dual Flash, Step-Up, Red Pin, Flash-O-Matic, High Score and Regulation. On high score pin count, a strike scores 30, spares score 20 and blows score 10, plus one point for each pin. The unit features 15-cent play, two-for-a-quarter play and can be adjusted for dime play. It is available in 13½-foot and 16½-foot lengths and has a large case compartment with removable partitions. The game is called Starfire.

Tex. House Study Of Tavern Loans

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

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

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

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

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

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

Raise Calif. Taxes

LOS ANGELES—City councilmen here have approved a 1 per cent boost in the city sales and use tax. At the same time, San Francisco adopted a 1 per cent tax on gross receipts of business firms. Both are effective Oct. 1 and will have a direct effect on the coin machine industry.

Generally, the tax structure in San Francisco is designed to strike a fair balance between high-sale, low-profit companies and small sale, high-profit ones, so that companies which make little net profit from a large volume of business will not pay an inequitable amount of taxes.

In retail sales, according to the San Francisco tax structure, there would be a \$15 tax for the first \$12,000 and \$1 for each additional \$1,000. In wholesale sales, there would be a \$16 tax for the first \$20,000 and 80 cents for each additional \$1,000.

A vending industry spokesman said the new Los Angeles city sales and use tax will have "far reaching economic effects on operating companies depending whether their headquarters or branches are within or outside the Los Angeles city limits." The total city-State tax levy in Los Angeles now is 6 per cent.

Los Angeles officials rejected a 1 per cent equipment shipment tax which would have put a tax levy on all manufacturers and distributors making equipment sales to operators within or for use in the city.

In an effort to balance the city's budget, Los Angeles councilmen received a \$1 million windfall from the State based on a revised formula for distribution of cigaret tax revenue.

Urban Industries Expanding; Making 50 Panorams a Week

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

In addition to Panorams, the six-year-old company here is also producing Professor Quizmaster, a knowledge testing amusement game, for Mondial International. The firm here is employing 26 people and now consists of 16,000 square feet of space, not including a separate cabinet department, which will not be moved immediately.

"Our biggest growth has come in the past four years," Bailen said. "We ship more Panorams now in a month than we used to in an entire year. This growth is due to the growing popularity of Panorams, plus the fact that the old Mills machines are wear-

ing out and we're the only people operators can turn to."

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

Urban Industries is making two basic models of Panorams. An upright model sells for around \$495, depending on quantity purchased. A counter model sells for \$425. Bailen said the pricing is 25 cents for a two-minute film and that the firm's Hollywood producer "has thousands of films available, all censored by Eastman Kodak."

"The best locations right now are bookstores. Operators can pay for a machine in 30 days. We've had plenty of cases where units gross \$50 a day."

According to Bailen, the various approaches to audio/visual in the coin-operated equipment business, have failed because most do not focus on the individual. "A visual concept is no good if it's for two or more people. The only thing that saved the Mills Panoram was that it could be converted to our type of machine."

Bailen also encourages operators to get more money per play on equipment. "Operators will never see prices on equipment

reduced. A part that used to cost us 75 cents now costs \$1.16. A lot of the increased costs have been absorbed by manufacturers," said Bailen, who added that he runs an arcade here and is aware of many problems facing operators now.



NAT BAILEN, president, Urban Industries, Inc. (left), poses with office manager Patty Mitchell and plant superintendent Don Tyra. The trio was dramatizing the ground-breaking for a new 8,000-square-foot expansion of the Louisville factory, where Panorams are being built.

Coin Shortage Has Been Met

LOS ANGELES—The spread of coin-operated vending machines has made coins more in demand than at any time in history, believes Eva Adams, director of the U. S. Mint.

Miss Adams made it clear, however, the vending industry can relax. "The coin shortage has been met," she says.

She admitted there was a coin shortage, "Because the huge expansion of the vending industry left the U. S. Mint unprepared. Coins can lie in a vending machine for days or even weeks before an operator makes his collection run."

She also said the new copper-core coins are here to stay, and the silver dollar piece is a thing of the past. "I don't see us going back to the old silver coins. The new ones are doing fine."

And she said of the coin shortage: "It has been met. We geared up for it and for all practical purposes it is over."

Bulk vending operators several years ago felt the coin shortage pinch, but that, too, has been solved, she says. "Children are spending a lot more money now than ever before. They all seem to have coins jingling in their jeans."



BLIND VENDING MECHANICS were participants recently in a service school conducted by J&J Distributing, Cincinnati, Rowe International, Inc., outlet. Fifteen students, all from the Kentucky Federation for the Blind, participated. Gordon Winfield (back to camera) conducts the class. J&J representative Verne Green is seen here (second from left). The Federation operates a number of automatic and manual Blind Stand vending locations throughout the State.

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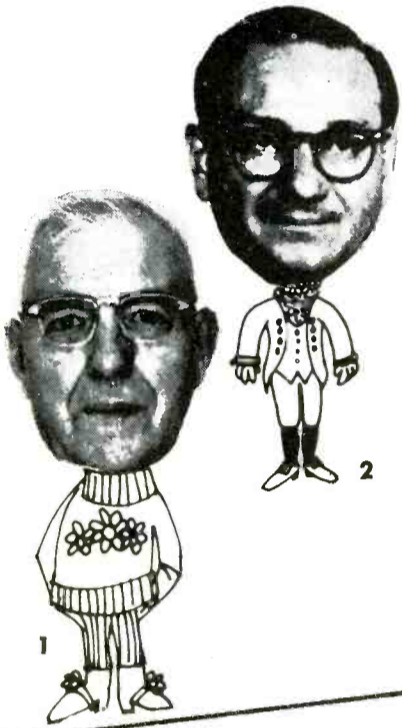
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• Continued from page 51

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

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Rowe Burglar Alarm

• Continued from page 51

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

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

Vice-president of marketing, Ray B. Tabor, said: "The cigaret operator has been especially hard hit by vandals and thieves, and the result has been that many vendors in high-risk locations have chosen to reduce the inventory in their machines and stock them more often. Other vendors have been forced to pull out of high-risk locations entirely." Tabor called the burglar alarm "the most significant development for the cigaret operators in years."

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Best Picks

• Continued from page 53

CHICAGO

Cover: "My Special Angel," The Vogues, Reprise 766; Teen: "Shape of Things to Come," Max Frost & the Trooper, Tower 419; Adult: "Help Yourself," Tom Jones, Parrot 40029; Oldie: "Tequila '68," Ole Jose & the Golden Leaves, Challenge 59388.

CINCINNATI

Cover: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3; Teen: "People Got to Be Free," Rascals, Atlantic 2537; Adult: "Dream a Little Dream of Me," Mama Cass with the Mamas & the Papas.

CRETE, NEB.

Teen: "1, 2, 3, Red Light," 1910 Fruitgum Company, Buddah 54; Adult: "This Guy's in Love With You," Herb Alpert, A&M 929; C&W: "Folsom Prison Blues," Johnny Cash, Columbia 44513; Oldie: "Folsom Prison Blues," Johnny Cash, Columbia 44513; Novelty: "Shut Up & Drink Your Beer," Johnny Durham, Oxboro 3062.

DELPHOS, OHIO

Cover: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3; Teen: "Light My Fire," Jose Feliciano, RCA 9550; Adult: "The Fool on the Hill," Sergio Mendes & Brasil '66, A&M 961; C&W: "Then You Can Tell Me Goodbye," Eddy Arnold, RCA 9606; Oldie: "Peg O' My Heart," Brad Swanson, Thunderbird 515.

EMPORIA, KAN.

Cover: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3; Teen: "I Say a Little Prayer," Aretha Franklin, Atlantic 2456; Adult: "To Wait for Love," Herb Alpert, A&M 964; C&W: "Mama Tried," Merle Haggard, Capitol 2219; R&B: "The House That Jack Built," Aretha Franklin, Atlantic 2456; Oldie: "Judy's Turn to Cry," Lesley Gore, Mercury; Novelty: "1, 2, 3, Red Light," 1910 Fruitgum Company, Buddah 54.

GAFFNEY, S. C.

Cover: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3; Teen: "1, 2, 3, Red Light," 1910 Fruitgum Company, Buddah 54; Adult: "Halfway to Paradise," Bobby Vinton, Epic 10350; C&W: "It's All Over, But the Crying," Hank Williams Jr., MGM 13968; R&B: "Please Return Your Love to Me," Temptations, Gordy 7074; Oldie: "Folsom Prison Blues," Johnny Cash, Columbia 44513; Novelty: "Here Comes the Judge," Pigmeat Markham, Chess 2049.

GREENVILLE, S. C.

Teen: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3; Adult: "Then You Can Tell Me Goodbye," Eddie Arnold, RCA 9606; C&W: "Jeannie's Afraid of the Dark," Porter Wagoner & Dolly Parton, RCA 9577; R&B: "Keep the One You Got," Joe Tex, Dial 4083; Novelty: "Here Comes the Judge," Pigmeat Markham, Chess 2049; Oldie: "Honey," Bobby Goldsboro, UA 50283.

HOLYOKE, MASS.

Teen: "Hello, I Love You," Doors, Elektra 45635; Adult: "Turn Around, Look at Me," Vogues, Reprise 0686; C&W: "Already It's Heaven," David Houston, Epic 10388.

HURLEYVILLE, N. Y.

Cover: "Who Is Gonna Love Me?," Dionne Warwick, Scepter 12226; Adult: "The Music Played," Matt Monro, Capitol 2207; C&W: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3; R&B: "The House That Jack Built," Aretha Franklin, Atlantic 2546; Oldie: "You Made Me Love You," Patsy Cline, Decca 25738.

MADISON, WIS.

Teen: "Trust," Peppermint Trolly, Acta 829; Adult: "To Wait for Love," Herb Alpert, A&M 964; C&W: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3; R&B: "Fly Me to the Moon," Bobby Womack, Minit 32048; Oldie: "You Made Me Love You," Patsy Cline, Decca 25738.

OAKLAND, CALIF.

Cover: "To Wait for Love," Herb Alpert, A&M 964; Teen: "Piece of My Heart," Big Brother & the Holding Company, Columbia 44626; Adult: "Little Green Apples," O. C. Smith, Columbia 44616; C&W: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3; R&B: "Who Is Gonna Love Me?," Dionne Warwick, Scepter 12226.

PEORIA, ILL.

Cover: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3; Teen: "Down at Lulu's," Ohio Express, Buddah 56; Adult: "Fool on the Hill," Sergio Mendes & Brasil '66, A&M 961; C&W: "I'm Checkin' Out," Conway Twitty, Decca 32361; R&B: "Hip City," Junior Walker, Soul 35048; Oldie: "San Antonio Rose," Slewfoot Five, Decca 25739.

PORTLAND, ORE.

Cover: "Fool on the Hill," Sergio Mendes & Brasil '66, A&M 961; Teen: "On the Road Again," Canned Heat, Liberty 56038; Adult: "With the Pen in Hand," Johnny Darrell, UA 50292; C&W: "Then You Can Tell Me Goodbye," Eddy Arnold, RCA 9606; R&B: "The House That Jack Built," Aretha Franklin, Atlantic 2546; Oldie: "Battle of New Orleans," Harpers Bizarre, Warner Bros. 7223.

TOMS RIVER, N. J.

Cover: "Hurdy Gurdy Man," Donovan, Epic 10345; Teen: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3; Adult: "My Way of Life," Frank Sinatra, Reprise 0764; C&W: "Heaven Says Hello," Sonny James, Capitol 2155; R&B: "The House That Jack Built," Aretha Franklin, Atlantic 2546; Novelty: "On Tap, In a Can Or In the Bottle," Hank Thompson, Dot 17108.

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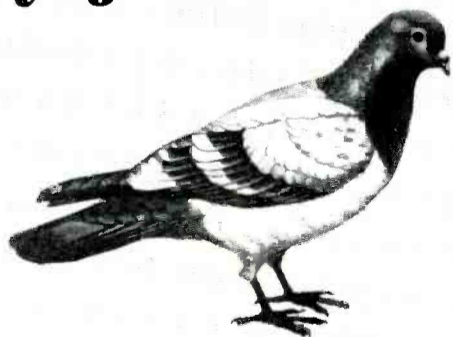
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THIS WEEK	1 Wk. Ago	2 Wks. Ago	3 Wks. Ago	TITLE	Artist (Producer), Label & Number	Weeks On Chart
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1	1	1	1	PEOPLE GOT TO BE FREE	Rascals (Rascals), Atlantic 2537	8
2	2	2	4	BORN TO BE WILD	Steppenwolf (Gabriel Mekler), Dunhill 4138	9
3	3	4	5	LIGHT MY FIRE	Jose Feliciano (Rick Jarrard), RCA Victor 47-9550	7
4	7	81	—	HARPER VALLEY P.T.A.	Jeanette C. Riley (Shelby S. Singleton, Jr.), Plantation 3	3
5	4	3	2	HELLO, I LOVE YOU	Doors (Paul Rothchild), Elektra 45635	10
6	20	21	59	THE HOUSE THAT JACK BUILT	Aretha Franklin (Jerry Wexler), Atlantic 2456	4
7	12	22	32	1, 2, 3, RED LIGHT	1910 Fruitgum Company (Kasenz-Katz Assoc.), Buddah 54	7
8	8	15	23	YOU'RE ALL I NEED TO GET BY	Marvin Gaye & Tammi Terrell (Ashford-Simpson), Tamla 54169	7
9	9	9	16	I CAN'T STOP DANCING	Archie Bell & the Drells (Gamble-Huff), Atlantic 2534	8
10	10	10	13	STAY IN MY CORNER	Dells (Bobby Miller), Cadet 5612	11
11	5	6	8	SUNSHINE OF YOUR LOVE	Cream (Felix Pappalardi), Atco 6544	24
12	6	11	14	(You Keep Me) HANGIN' ON	Vanilla Fudge (Shadow Morton), Atco 6495	14
13	14	38	83	HUSH	Deep Purple (Derek Lawrence), Tetragrammaton 1503	4
14	11	7	7	TURN AROUND, LOOK AT ME	Vogues (Dick Glasser), Reprise 0686	13
15	15	17	24	LOVE MAKES A WOMAN	Barbara Acklin (Carl Davis & Eugene Record), Brunswick 55379	9
16	13	5	3	CLASSICAL GAS	Mason Williams (Mike Post), Warner-Bros.-Seven Arts 7190	12
17	18	32	48	THE FOOL ON THE HILL	Sergio Mendes & Brasil '66 (Sergio Mendes, Herb Alpert & Jerry Moss)	5
18	29	24	29	SLIP AWAY	Clarence Carter (Rick Hall & Staff), Atlantic 2508	9
19	16	16	17	JOURNEY TO THE CENTER OF YOUR MIND	Amboy Dukes (Bob Shad), Mainstream 684	11
20	17	18	18	SOUL LIMBO	Booker T. & the M.G.'s (Booker T. Jones), Stax 0001	9
21	19	19	19	SEALED WITH A KISS	Gary Lewis & Playboys (Snuff Garrett), Liberty 56037	12
22	24	31	33	DO IT AGAIN	Beach Boys (Beach Boys), Capitol 2239	7
23	25	39	82	I SAY A LITTLE PRAYER	Aretha Franklin (Jerry Wexler), Atlantic 2456	4
24	22	8	6	STONED SOUL PICNIC	5th Dimension (Bones Howe), Soul City 766	15
25	21	12	12	DREAM A LITTLE DREAM OF ME	Mama Cass with the Mamas & Papas (Lou Adler), Dunhill 4145	10
26	26	28	31	PLEASE RETURN YOUR LOVE TO ME	Temptations (Norman Whitfield), Gordy 7074	6
27	32	57	64	MAGIC BUS	Who (Kit Lambert), Decca 32362	5
28	33	50	58	MR. BUSINESSMAN	Ray Stevens (Fred Foster & Ray Stevens), Monument 1083	6
29	37	40	44	TUESDAY AFTERNOON (Forever Afternoon)	Moody Blues (Tony Clarke), Deram 85028	8
30	42	68	99	I'VE GOTTA GET A MESSAGE TO YOU	Bee Gees (Robert Stigwood), Atco 6603	4
31	28	25	20	PICTURES OF MATCHSTICK MEN	Status Quo (John Schroeder), Cadet Concept 7001	17
32	34	34	38	THE EYES OF A NEW YORK WOMAN	B.J. Thomas (Chips Moman), Scepter 12219	12

33	51	52	71	GIRLS CAN'T DO WHAT THE GUYS DO	Betty Wright (Brad Shapiro & Steve Alaimo), Alston 4569	6
34	35	42	47	I GET THE SWEETEST FEELING	Jackie Wilson (Carl Davis), Brunswick 55381	8
35	46	72	90	ON THE ROAD AGAIN	Canned Heat (Dallas Smith), Liberty 56038	5
36	36	43	51	DOWN AT LULU'S	Ohio Express (Kasenz-Katz Assoc.), Buddah 56	6
37	39	59	87	SPECIAL OCCASION	Smoky Robinson & The Miracles (Smokey-Cleveland), Tamla 54172	4
38	60	71	89	GIRL WATCHER	O'Keaysions (North State Music), ABC 11094	4
39	27	27	28	ALICE LONG (You're Still My Favorite Girlfriend)	Tommy Boyce & Bobby Hart (Boyce & Hart), A&M 948	10
40	41	41	66	I'VE NEVER FOUND A GIRL (To Love Me Like You Do)	Eddie Floyd (Steve Cropper), Stax 0002	7
41	23	14	10	HURDY GURDY MAN	Donovan (Mickie Most), Epic 10345	12
42	44	69	72	I CAN'T DANCE TO THE MUSIC YOU'RE PLAYIN'	Martha Reeves & The Vandellas (Deke Richards), Gordy 7075	5
43	43	53	56	GIVE A DAMN	Spanky & Our Gang (Scharf/Dorough, Ed), Mercury 72831	6
44	65	80	93	THE SNAKE	Al Wilson (Johnny Rivers), Soul City 767	4
45	69	78	98	LITTLE GREEN APPLES	O. C. Smith (Jerry Fuller), Columbia 44616	4
46	50	70	76	HIP CITY—PART 2	Jr. Walker & The All Stars (Lawrence Horn), Soul 35048	5
47	49	60	62	BROWN EYED WOMAN	Bill Medley (Bill Medley & Barry Mann), MGM 13959	6
48	57	89	—	SIX MAN BAND	Association (Association), Warner Bros.-Seven Arts 7229	3
49	58	84	—	I WISH IT WOULD RAIN	Gladys Knight & The Pips (N. Whitefield), Soul 35047	3
50	67	—	—	HELP YOURSELF	Tom Jones (Peter Sullivan), Parrot 40029	2
51	71	91	92	TIME HAS COME TODAY	Chambers Brothers (David Rubinson), Columbia 44414	5
52	53	96	—	WHO IS GONNA LOVE ME?	Dionne Warwick (Bacharach-David), Scepter 12226	3
53	59	66	70	MORNING DEW	Lulu (Mickie Most), Epic 10367	5
54	45	48	50	AND SUDDENLY	Cherry People (Ron Haffikine, Bary Oslander), Heritage 801	8
55	55	54	54	CAN'T YOU FIND ANOTHER WAY (Of Doing It)	Sam & Dave (Isaac Hayes & David Porter), Atlantic 2540	6
56	63	—	—	TO WAIT FOR LOVE	Herb Alpert (Herb Alpert & Jerry Moss), A&M 964	2
57	62	67	—	LISTEN HERE	Eddie Harris (Joel Dorn), Atlantic 2487	8
58	52	58	60	KEEP THE ONE YOU GOT	Joe Tex (Buddy Killen), Dial 4083	5
59	80	—	—	PIECE OF MY HEART	Big Brother & the Holding Company, Columbia 44626	2
60	—	—	—	SAY IT LOUD (I'm Black And I'm Proud)	James Brown & His Famous Flames (James Brown), King 6187	1
61	72	—	—	(The Lament of the Cherokee) INDIAN RESERVATION	Don Fardon (Miki Dallon), GNP Crescendo 405	2
62	—	—	—	MY SPECIAL ANGEL	Vogues (Dick Glasser), Reprise 0766	1
63	70	77	81	WORKIN' ON A GROOVY THING	Patti Drew (Carole King), Capitol 2197	6
64	74	—	—	MIDNIGHT CONFESSIONS	Grassroots (Steve Barri), Dunhill 4144	2
65	68	100	—	THE WEIGHT	Jackie DeShannon (Charles Greene & Brian Stone), Imperial 66313	3

66	66	92	—	IN-A-GADDA-DA-VIDA	Iron Butterfly (Jim Hilton), Atco 6606	3
67	75	—	—	BAREFOOT IN BALTIMORE	Strawberry Alarm Clock (F. Slay & Bill Holmes), Uni 55076	2
68	61	61	61	I LOVED AND I LOST	Impressions (Johnny Pate), ABC 11103	8
69	76	—	—	DOWN ON ME	Big Brother & the Holding Company (Bob Shad), Mainstream 662	2
70	85	—	—	THERE'S ALWAYS SOMETHING THERE TO REMIND ME	Dionne Warwick (Bacharach-David), Scepter 12226	2
71	86	—	—	BREAK YOUR PROMISE	Delfonics (Stan and Bell), Philly Groove 152	2
72	—	—	—	BABY, COME BACK	Equals (President Records Prod.), RCA Victor 47-9583	1
73	82	82	100	FLY ME TO THE MOON	Bobby Womack (Chips Moman), Minit 32048	4
74	79	—	—	DOWN HERE ON THE GROUND	Lou Rawls (David Axelrod), Capitol 2252	2
75	81	—	—	PRIVATE NUMBER	Judy Clay & William Bell (Booker T. Jones), Stax 0005	2
76	84	—	—	THE WEIGHT	The Band (John Simon), Capitol 2269	2
77	77	—	—	UNCHAINED MELODY	Sweet Inspirations (Tom Dowd), Atlantic 2551	2
78	78	—	—	MY WAY OF LIFE	Frank Sinatra (Don Costa), Reprise 0764	2
79	83	—	—	HEY, WESTERN UNION MAN	Jerry Butler (Gamble-Huff), Mercury 72850	2
80	89	—	—	THAT KIND OF WOMAN	Merrilee Rush (Tommy Cogbill & Chips Moman), Bell 738	2
81	—	—	—	FIRE	Crazy World of Arthur Brown (Kit Lambert), Atlantic 2536	1
82	90	—	—	THE MULE	The James Boys (Jesse James), Phil L.A. of Soul 316	2
83	88	90	—	DON'T CHANGE YOUR LOVE	Five Stairsteps & Cubie (Curtis Mayfield), Curtom 1931	3
84	—	—	—	STREET FIGHTING MAN	Rolling Stones (Jimmy Miller), London 909	1
85	87	—	—	DO WHAT YOU GOTTA DO	Bobby Vee (Dallas Smith), Liberty 56057	2
86	97	—	—	IF LOVE IS IN YOUR HEART	Friend & Lover (Joe South & Bill Lowery), Verve/Forecast 5091	2
87	—	—	—	THEN YOU TELL ME GOODBYE	Eddy Arnold (Chet Atkins), RCA Victor 47-9606	1
88	—	—	—	SHOOT 'EM UP BABY	Andy Kim (Jeff Barry), Steed 710	1
89	100	—	—	NATURALLY STONED	Avant-Garde (Billy Sherrill), Columbia 44590	2
90	—	—	—	SHAPE OF THINGS TO COME	Max Frost & the Troopers (Mike Curb), Tower 419	1
91	91	—	—	LIGHT MY FIRE	Doors (Paul A. Rothchild), Elektra 45615	19
92	—	—	—	SUZIE Q	Creedence Clearwater Revival (Saul Zaentz), Fantasy 616	1
93	93	98	—	THE FUNKY JUDGE	Bull & the Matadors (Sherril-Cross Prod.), Toddlin' Town 108	3
94	94	94	—	THE WOMAN I LOVE	B.B. King, Kent 492	3
95	—	97	—	SALLY HAD A PARTY	Flavor (Tim D'Brien), Columbia 44521	4
96	96	—	—	HELP YOURSELF (To All My Lovin')	James & Bobby Purify (Papa Don Prod.), Bell 735	2
97	99	99	—	SHE'S ABOUT A MOVER	Otis Clay (Rick Hall), Cotillion 44001	3
98	98	—	—	SINCE YOU'VE BEEN GONE	Ramsey Lewis, Cadet 5609	2
99	—	—	—	FOOL FOR YOU	Impressions (Curtis Mayfield), Curtom 1932	1
100	—	—	—	LADY MADONNA	Fats Domino (Richard Perry), Reprise 0763	1

HOT 100—A TO Z—(Publisher-Licensee)

Alice Long (You're Still My Favorite Girlfriend) (Screen Gems-Columbia, BMI)	39
And Suddenly (Lazy Day, BMI)	54
Baby, Come Back (Piccadilly, BMI)	72
Barefoot in Baltimore (Alarm Clock Claridge, ASCAP)	67
Born to Be Wild (ouchess, BMI)	2
Break Your Promise (Nickel Shoe/Bellboy, BMI)	71
Brown Eyed Woman (Screen Gems-Columbia, BMI)	47
Can't You Find Another Way (Of Doing It) (East/Pronto, BMI)	55
Classical Gas (Irving, BMI)	16
Do It Again (Sea of Tunes, BMI)	22
Do What You Gotta Do (Rivers, BMI)	85
Don't Change Your Love (Cane, BMI)	83
Down at Lulu's (Peanut Butter/Kaskat, BMI)	36
Down Here on the Ground (Warner Bros.-Seven Arts, BMI)	74
Down on Me (Brent, BMI)	69
Dream a Little Dream of Me (Words & Music, ASCAP)	25
Eyes of a New York Woman, The (Press, BMI)	32
Fire (New Action, BMI)	81
Fly Me to the Moon (Almanac, ASCAP)	73
Fool for You (Camad, BMI)	99
Fool on the Hill, The (Comet, ASCAP)	17
Funky Judge, The (Downstream/Napac/Flomar, BMI)	93
Girl Watcher (North State, ASCAP)	38
Girls Can't Do What the Guys Do (Sheryn, BMI)	33
Give a Damn (Takya, ASCAP)	43
Harper Valley P.T.A. (Newkeys, BMI)	4
Hello, I Love You (Nipper, ASCAP)	5
Help Yourself (Famous, ASCAP)	50
Help Yourself (To All My Lovin') (Helios, BMI)	96
Hey, Western Union Man (Parabut/Double Diamond/Downstairs, BMI)	79
Hip City—Part 2 (Jobete, BMI)	46
House That Jack Built, The (Cotillion, BMI)	6
Hurdy Gurdy Man (Peer Int'l, BMI)	41
Hush (Lowery, BMI)	13
I Can't Dance to That Music You're Playin' (Jobete, BMI)	42
I Can't Stop Dancing (Downstairs/Double Diamond, BMI)	9
I Got the Sweetest Feeling (T.M./McCoy, BMI)	34
I Loved and I Lost (Chi-Sound, BMI)	68
I Love Myself (Hargrove, BMI)	57
I Love Myself (Russell-Cason, ASCAP)	45
I Wish It Would Rain (Jobete, BMI)	23
If Love Is in Your Heart (Lowery, BMI)	86
In-a-Gadda-Da-Vida (Ten Last-Cotillion-Hasca, BMI)	66
I've Gotta Get a Message to You (Casseroie, BMI)	30
I've Never Found a Girl (To Love Me Like You Do) (East, BMI)	40
Journey to the Center of Your Mind (Brent, BMI)	19
Keep the One You Got (Tree, BMI)	58
Lady Madonna (Maclean, BMI)	11
Lament of the Cherokee Indian Reservation (Acutt-Rose, BMI)	61
Light My Fire (Doors) (Nipper, ASCAP)	91
Light My Fire (Jose Feliciano) (Nipper, ASCAP)	3
Listen Here (Hargrove, BMI)	57
Little Green Apples (Russell-Cason, ASCAP)	45
Love Makes a Woman (Jalyne/BRC, BMI)	15
Magic Bus (Essex, ASCAP)	27
Midnight Confessions (Little Fugitive, BMI)	64
Mr. Businessman (Ahab, BMI)	28
Morning Dew (Nina, BMI)	53
The Mule (Dandelion/James, BMI)	82
My Special Angel (Viva, BMI)	62
My Way of Life (Rosevelt, BMI)	78
Naturally Stoned (Cedarwood, BMI)	89
On the Road Again (Lawn, BMI)	35
1, 2, 3 Red Light (Kaskat, BMI)	7
People Got to Be Free (Slasarc, ASCAP)	1
Pictures of Matchstick Men (Northern, ASCAP)	31
Piece of My Heart (Webb IV/Ragmar, BMI)	59
Please Return Your Love to Me (Jobete, BMI)	26
Private Number (East, BMI)	75
Sally Had a Party (125th Street, ASCAP)	95
Say It Loud—I'm Black and I'm Proud (Colo, BMI)	60
Sealed With a Kiss (Post, ASCAP)	21
Shape of Things to Come (Screen Gems-Columbia, BMI)	90
Sho' Em Up Baby (Unart/Joschum, BMI)	97
Shoot 'Em Up Baby (Unart/Joschum, BMI)	88
Since You've Been Gone (14th Hour/Cotillion, BMI)	98
Six Man Band (Beechwood, BMI)	48
Slip Away (Fame, BMI)	18
The Snake (Marks, BMI)	44
Soul Limbo (East, BMI)	20
Special Occasion (Jobete, BMI)	37
Stay in My Corner (Conrad, BMI)	10
Stoned Soul Picnic (Tuna Fish, BMI)	24
Street Fighting Man (Gideon, BMI)	84
Sunshine of Your Love (Draleaf, BMI)	11
Suzie Q. (Arc, BMI)	92
That Kind of Woman (Screen Gems-Columbia, BMI)	80
Then You Tell Me Goodbye (Acutt-Rose, BMI)	87
There's Always Something There to Remind Me (Blue Seas/Jac/Rose Jungnickel, ASCAP)	70
Time Has Come Today (Spinmaker, BMI)	51
To Wait for Love (Blue Seas/Jac, ASCAP)	56
Tuesday Afternoon (Forever Afternoon) (Essex, ASCAP)	29
Turn Around, Look at Me (Viva, BMI)	14
Unchained Melody (Frank, ASCAP)	77
Weight, The (Jackie DeShannon) (Calla, ASCAP)	65
Weight, The (The Band) (Calla, ASCAP)	76
Who Is Gonna Love Me? (Blue Seas/Jac, BMI)	52
Woman I Love, The (Modern, BMI)	94
Workin' on a Groovy Thing (Screen Gems-Columbia, BMI)	63
(You Keep Me) Hangin' On (Jobete, BMI)	12
You're All I Need to Get By (Jobete, BMI)	8

BUBBLING UNDER THE HOT 100

101. "BIPLANE EVERMORE"	Irish Rovers, Decca 32371
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chart climbers
in the new
hit tradition
handed down from
Heritage.**

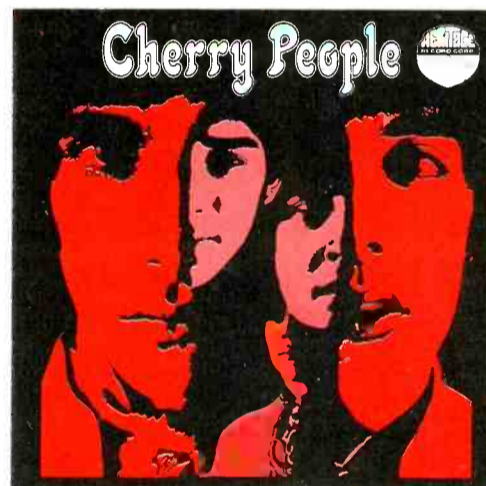
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**And
Suddenly**
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**THE CHERRY
PEOPLE**



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Eeny Meeny
HE-802

**THE
SHOW
STOPPERS**

May I
HE-803

**BILL DEAL
& THE
RHONDELS**



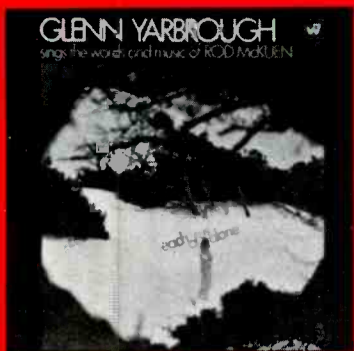
Billboard TOP

FOR WEEK ENDING SEPT. 7, 1968

LP'S

RIAA Million Dollar LP Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST — Title — Label & Number	TAPE PACKAGES AVAILABLE			
					8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
	5	3	1	DOORS —Waiting for the Sun Elektra (No Mono); EKS 74024 (S)				
	9	2	2	RASCALS —Time Peace/Greatest Hits Atlantic (No Mono); SD 8190 (S)				
	9	1	3	CREAM —Wheels of Fire Atco (No Mono); SD 2-700 (S)				
★	8	9	4	JOSE FELICIANO —Feliciano! RCA Victor LPM 3957 (M); LSP 3957 (S)	NA	NA	NA	NA
	11	5	5	JOHNNY RIVERS —Realization Imperial (No Mono); LP 12372 (S)				
	27	8	6	STEPPENWOLF Dunhill (No Mono); DS 50029 (S)				
	9	4	7	ARETHA FRANKLIN —Aretha Now Atlantic (No Mono); SD 8186 (S)				
	55	12	8	JIMI HENDRIX EXPERIENCE —Are You Experienced? Reprise (No Mono); RS 6261 (S)				
	40	10	9	CREAM —Disraeli Gears Atco 33-232 (M); SD 33-232 (S)				
	20	7	10	SIMON & GARFUNKEL —Bookends Columbia (No Mono); KCS 9529 (S)			NA	
	18	6	11	HERB ALPERT & THE TIJUANA BRASS —Beat of the Brass A&M (No Mono); SP 4146 (S)				
	26	11	12	SOUNDTRACK —The Graduate Columbia (No Mono); OS 3180 (S)			NA	
	13	13	13	JOHNNY CASH —At Folsom Prison Columbia (No Mono); CS 9639 (S)			NA	
	27	14	14	SERGIO MENDES & BRASIL '66 —Look Around A&M (No Mono); SP 4137 (S)				
	37	18	15	GLEN CAMPBELL —By the Time I Get to Phoenix Capitol T 2851 (M); ST 2851 (S)			NA	
★	11	19	16	MASON WILLIAMS —Phonograph Record Warner Bros.-Seven Arts (No Mono); WS 1729 (S)				
	96	15	17	SIMON & GARFUNKEL —Parsley, Sage, Rosemary & Thyme Columbia CL 2563 (M); CS 9363 (S)			NA	
	16	16	18	TEMPTATIONS —Wish It Would Rain Gordy (No Mono); 7072 (S)				
	7	21	19	DONOVAN —In Concert Epic (No Mono); BN 26386 (S)	NA	NA	NA	NA
	21	17	20	BOBBY GOLDSBORO —Honey United Artists UAL 3642 (M); UAS 6642 (S)				
	27	28	21	GLEN CAMPBELL —Gentle on My Mind Capitol (No Mono); ST 2809 (S)			NA	
★	8	41	22	IRON BUTTERFLY —In-a-Gadda-Da-Vida Atco (No Mono); SD 33-250 (S)				
	9	24	23	VANILLA FUDGE —Renaissance Atco (No Mono); SD 33-244 (S)				
	77	20	24	DOORS Elektra (No Mono); EKS 74007 (S)				
	52	58	25	VANILLA FUDGE Atco 33-224 (M); SD 33-224 (S)				
	14	26	26	HUGH MASEKELA —Promise of a Future Uni (No Mono); 73028 (S)				
	29	25	27	ARETHA FRANKLIN —Lady Soul Atlantic 8176 (M); SD 8176 (S)				
	17	27	28	GARY PUCKETT & THE UNION GAP —Young Girl Columbia (No Mono); CS 9664 (S)			NA	
	17	36	29	RICHARD HARRIS —A Tramp Shining Dunhill (No Mono); DS 50032 (S)				
	15	31	30	DEAN MARTIN —Greatest Hits, Vol. 1 Reprise (No Mono); RS 6301 (S)				
	21	32	31	SPIRIT Ode Z12-44003 (M); Z12-44004 (S)			NA	
	29	52	32	CANNED HEAT —Boogie With the Liberty Liberty (No Mono); LST 7541 (S)				NA
	9	23	33	COUNTRY JOE & THE FISH —Together Vanguard (No Mono); VSD 79277 (S)				
	16	29	34	DELIS —There Is Cadet (No Mono); LP 804 (S)				
	15	22	35	RAY CONNIFF & THE SINGERS —Honey Columbia (No Mono); CS 9661 (S)			NA	
	22	42	36	EDDIE HARRIS —Electrifying Atlantic 1495 (M); SD 1495 (S)				
	14	30	37	ANDY WILLIAMS —Honey Columbia (No Mono); CS 9662 (S)			NA	
	23	35	38	BILL COSBY —To Russell, My Brother, Whom I Slept With Warner Bros.-Seven Arts (No Mono); WS 1734 (S)				
	22	40	39	NANCY SINATRA/LEE HAZLEWOOD —Nancy & Lee Reprise (No Mono); RS 6273 (S)				
	45	37	40	DOORS —Strange Days Elektra (No Mono); EKS 74014 (S)				
★	12	54	41	GLEN CAMPBELL —A New Place in the Sun Capitol (No Mono); ST 2907 (S)				
	19	38	42	WES MONTGOMERY —Down Here on the Ground A&M (No Mono); LP 3006 (S)				

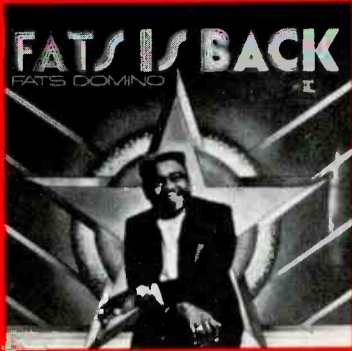
RIAA Million Dollar LP Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST — Title — Label & Number	TAPE PACKAGES AVAILABLE			
					8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
	70	39	43	CREAM —Fresh Atco 33-206 (M); SD 33-206 (S)				
	25	44	44	OTIS REDDING —The Dock of the Bay Volt 419 (M); S 419 (S)				
★	3	111	45	JEFF BECK —Truth Epic (No Mono); BN 26413 (S)	NA	NA	NA	NA
	18	43	46	MONKEES —The Birds, the Bees & the Monkees Colgems COM 109 (M); COS 109 (S)		NA	NA	NA
	31	47	47	SOUNDTRACK —The Good, the Bad & the Ugly United Artists UAL 4172 (M); UAS 5172 (S)				
	36	49	48	JUDY COLLINS —Wild Flowers Elektra (No Mono); EKS 74012 (S)				
	39	48	49	PAUL MAURIAT & HIS ORK —Blooming Hits Philips PHM 200-248 (M); PHS 600-248 (S)				
	19	61	50	MOODY BLUES —Days of Future Past Deram DE 16012 (M); DES 18012 (S)				
	80	53	51	SIMON & GARFUNKEL —Sounds of Silence Columbia CL 2469 (M); CS 9269 (S)			NA	
	64	45	52	BEATLES —Sgt. Pepper's Lonely Hearts Club Band Capitol MAS 2653 (M); SMAAS 2653 (S)				
	91	55	53	TEMPTATIONS —Greatest Hits Gordy (No Mono); 919 (S)				
	50	50	54	DIANA ROSS & THE SUPREMES —Greatest Hits Motown (No Mono); MS 2-663 (S)				
	30	60	55	CHAMBERS BROTHERS —The Time Has Come Columbia CL 2722 (M); CS 9522 (S)			NA	
	15	59	56	NANCY WILSON —Easy Capitol (No Mono); ST 2909 (S)			NA	
	13	57	57	TOM JONES —Fever Zone Parrot (No Mono); PAS 71019 (S)				
	31	62	58	JIMI HENDRIX EXPERIENCE —Axis: Bold as Love Reprise (No Mono); RS 6281 (S)				
★	9	71	59	SOUNDTRACK —2001 Space Odyssey MGM (No Mono); SIE 13 ST (S)			NA	NA
★	10	70	60	SOUNDTRACK —Wild in the Streets Tower (No Mono); 5099 (S)				
★	2	114	61	BEE GEES —Idea Atco (No Mono); SD 33-253 (S)				
★	2	103	62	BIG BROTHER & THE HOLDING COMPANY —Cheap Thrills Columbia (No Mono); KCS 9700 (S)			NA	
	130	59	63	SOUNDTRACK —Dr. Zhivago MGM (No Mono); 1SE-6ST (S)				
	41	64	64	OTIS REDDING —History of Volt 418 (M); S 418 (S)				
	4	69	65	BUFFALO SPRINGFIELD —Last Time Around Atco (No Mono); SD 33-256 (S)				
	13	72	66	DON RICKLES —Hello Dummy! Warner Bros.-Seven Arts (No Mono); WS 1745 (S)				NA
	44	63	67	MAMAS & PAPAS —Farewell to the First Golden Era Dunhill (No Mono); DS 50025 (S)				
★	3	112	68	5TH DIMENSION —Stoned Soul Picnic Soul City (No Mono); SCS 92002 (S)			NA	
	50	33	69	FOUR TOPS —Greatest Hits Motown (No Mono); MS 662 (S)				
	33	68	70	BOB DYLAN —John Wesley Harding Columbia CL 2804 (M); CS 9604 (S)			NA	
	14	78	71	PAUL MAURIAT ORK —Mauriat Magic Philips (No Mono); PHS 600-270 (S)				
	182	74	72	SOUNDTRACK —The Sound of Music RCA Victor LOCD 2005 (M); LSOD 2005 (S)			NA	NA
	23	75	73	GLEN CAMPBELL —Hey Little One Capitol (No Mono); ST 2878 (S)			NA	
	49	76	74	WES MONTGOMERY —A Day in the Life A&M (No Mono); SP 3001 (S)				
	23	65	75	IRISH ROVERS —Unicorn Decca DL 4951 (M); DL 74951 (S)				
	8	81	76	OTIS REDDING —The Immortal Atco (No Mono); SD 33-252 (S)				
	43	82	77	DIONNE WARWICK —Golden Hits, Part 1 Scepter SRM 565 (M); SPS 565 (S)				
★	6	88	78	ORIGINAL CAST —Hair RCA Victor LOC 1150 (M); LSO 1150 (S)			NA	NA
	19	79	79	MOBY GRAPE —Wow Columbia (No Mono); CXS 3 (S)			NA	NA
★	12	97	80	QUICKSILVER MESSENGER SERVICE Capitol (No Mono); ST 2904 (S)			NA	NA
	29	85	81	SMOKEY ROBINSON & THE MIRACLES —Greatest Hits, Vol. 2 Tamla (No Mono); TS 280 (S)				
	27	73	82	DIONNE WARWICK —Valley of the Dolls Scepter (No Mono); SPS 568 (S)				
	44	83	83	SOUNDTRACK —Camelot Warner Bros.-Seven Arts (No Mono); BS 1712 (S)				
	16	34	84	MAMAS & PAPAS —Papas & Mamas Dunhill (No Mono); DS 50031 (S)				
★	3	121	85	ENGELBERT HUMPERDINCK —Man Without Love Parrot (No Mono); PAS 71022 (S)				
	38	84	86	HERB ALPERT & THE TIJUANA BRASS —Ninth A&M (No Mono); SP 4134 (S)				



GLENN YARBROUGH
Each Of Us Alone



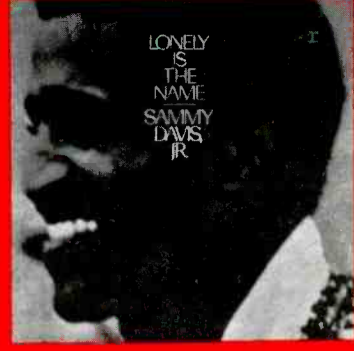
PETULA CLARK
Petula



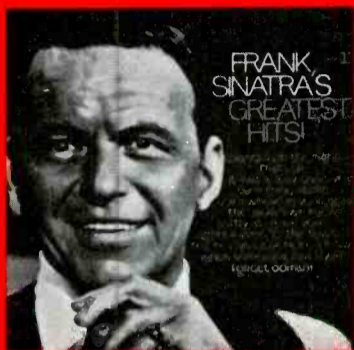
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SAMMY DAVIS JR.
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TOP LP'S

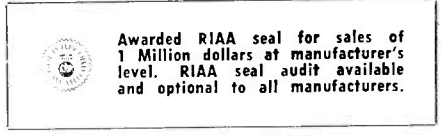
CONTINUED FROM PAGE 62

RIAA Million Dollar LP Star Performer	Weeks on Chart Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE			
				8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
	13	93	87 AMBOY DUKES—Journey to the Center of the Mind Mainstream 56112 (M); S/6112 (S)				NA
	10	87	88 SOUNDTRACK—Speedway RCA Victor LPM 3989 (M); LSP 3989 (S)		NA	NA	NA
	20	46	89 STEVIE WONDER—Greatest Hits Tamla (No Mono); 282 (S)				
	13	66	90 EDDY ARNOLD—The Romantic World of RCA Victor LPM 4009 (M); LSP 4009 (S)		NA	NA	NA
	30	51	91 HUGO MONTENEGRO—Music From "A Fistful of Dollars," "For a Few Dollars More," "The Good, the Bad & the Ugly" RCA Victor LPM 3927 (M); LSP 3927 (S)		NA	NA	
	29	86	92 ED AMES—Sings "Who Will Answer" and Other Songs of Our Times RCA Victor LPM 3961 (M); LSP 3961 (S)		NA	NA	
	174	80	93 HERB ALPERT & THE TIJUANA BRASS—Whipped Cream & Other Delights A&M (No Mono); SP 4110 (S)				
★	8	104	94 RAMSEY LEWIS—Maiden Voyage Cadet (No Mono); LPS 811 (S)				
	38	95	95 BEATLES—Magical Mystery Tour Capitol MAL 2835 (M); SMAL 2835 (S)				
	20	89	96 DIANA ROSS & THE SUPREMES—Reflections Motown (No Mono); 665 (S)				
	32	90	97 SOUNDTRACK—Walt Disney Presents the Story & Songs of the Jungle Book Disneyland 3948 (M); SD 3948 (S)		NA	NA	
	9	100	98 WILSON PICKETT—The Midnight Mover Atlantic (No Mono); SD 8183 (S)				
	22	96	99 JOHNNY MATHIS—Love Is Blue Columbia (No Mono); CS 9637 (S)				NA
	5	101	100 JOAN BAEZ—Baptism Vanguard (No Mono); VSD 79275 (S)				
	43	102	101 ARLO GUTHRIE—Alice's Restaurant Reprise (No Mono); RS 6267 (S)				
	13	107	102 O. C. SMITH—Hickory Holler Revisited Columbia (No Mono); CS 9680 (S)	NA	NA	NA	NA
	65	67	103 5TH DIMENSION—Up, Up & Away Soul City (No Mono); SCS 92000 (S)				
★	5	140	104 BAND—Music From Big Pink Capitol (No Mono); SKAO 2955 (S)	NA	NA	NA	NA
	36	108	105 BURT BACHARACH—Reach Out A&M LP 131 (M); A&P SP 4131 (S)				
	138	106	106 ORIGINAL CAST—Man of La Mancha Kapp KL 4505 (M); KS 5505 (S)				
	42	110	107 LETTERMEN—"And Live" Capitol T 2758 (M); ST 2758 (S)				
	22	98	108 LETTERMEN—Goin' Out of My Head Capitol (No Mono); ST 2865 (S)				NA
	19	91	109 ASSOCIATION—Birthday Warner Bros.-Seven Arts (No Mono); WS 1733 (S)				
	8	115	110 VARIOUS ARTISTS—Super Hits, Vol. 2 Atlantic (No Mono); SD 8188 (S)				
	20	92	111 SPANKY & OUR GANG—Like to Get to Know You Mercury (No Mono); SR 61161 (S)				
	19	77	112 TINY TIM—God Bless Reprise (No Mono); RS 6292 (S)				
	7	113	113 INTRUDERS—Cowboys to Girls Gamble (No Mono); SG 5004 (S)				
★	2	131	114 BYRDS—Sweethearts of the Rodeo Columbia (No Mono); CS 9670 (S)				NA
	8	109	115 PIGMEAT MARKHAM—Here Comes the Judge Chess (No Mono); LPS 1523 (S)				NA
	6	118	116 NEIL DIAMOND—Greatest Hits Bang (No Mono); BLP 4219 (S)				
	21	117	117 ELECTRIC FLAG—A Long Time Comin' Columbia (No Mono); CS 9597 (S)				NA
★	1	—	118 PETULA CLARK—Petula Warner Bros.-Seven Arts WS 1742 (S)				
	23	119	119 ERIC BURDON & THE ANIMALS—The Twain Shall Meet MGM (No Mono); SE 4537 (S)				
★	1	—	120 DEEP PURPLE—Shades of Tetragrammaton T 102 (S)				
	65	126	121 ENGLEBERT HUMPERDINCK—Release Me Parrot PA 61012 (M); PAS 71012 (S)				

★ STAR PERFORMER—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.
NA Not Available

TOP LP'S A-Z (LISTED BY ARTIST)

Herb Alpert & the Tijuana Brass 11, 86, 93, 139, 175	James Brown & His Famous Flames 170, 187	Cowsills 154	Johnny Rivers 5	2001 Space Odyssey 59
Amboy Dukes 87	Buffalo Springfield 65	Cream 3, 9, 43	Smokey Robinson & the Miracles 81	Wild in the Streets 60
Ed Ames 92, 122, 144	Eric Burdon & the Animals 119, 173	Creedence Clearwater Revival 194	Diana Ross & the Supremes 54, 96	Spanky & Our Gang 111
Anda/Camerata Academica of the Salzburg Mozartium 164	Kenny Burrell 191	Dells 34	Royal Guardsmen 189	Spirit 31
Eddy Arnold 90	Paul Butterfield Blues Band 129	Neil Diamond 116	Buffy Sainte-Marie 171	Steppenwolf 6
Association 109, 179	Byrds 114	Deep Purple 120	Joe Tex 172	Temptations 18, 53, 151
Burt Bacharach 105	Glen Campbell 15, 21, 41, 73	Donovan 19	Sandpipers 200	Ten Years After 150
Joan Baez 100	Canned Heat 32	Doors 1, 24, 40	Mongo Santamaria 183	Tiny Tim 112
Band 104	Vikki Carr 180	Bob Dylan 70, 132	Simon & Garfunkel 10, 17, 51	Jerry Vale 166
Beach Boys 155, 174	Johnny Cash 13	Electric Flag 117	Frank Sinatra 123	Frankie Valli 186
Beatles 52, 95	Chambers Brothers 55	Jose Feliciano 4	Nancy Sinatra/Lee Hazlewood 39	Vanilla Fudge 23, 25, 137
Jeff Beck 45	Ray Charles 184	Fever Tree 199	O. C. Smith 102	Various Artists
Bee Gees 61	Petula Clark 118	5th Dimension 68, 103	Soundtrack 83	Super Hits, Vol. 2 110
Big Brother & Holding Co. 62	Judy Collins 48	Four Tops 69, 152	Camelot 162	Super Hits, Vol. 2 110
Mike Bloomfield/Al Kooper/Steve Stills 138	Ray Conniff Singers 35, 136	Aretha Franklin 7, 27, 181	Hair 78	Ventures 160, 178
Blue Cheer 133	Bill Cosby 38, 153	Bobby Goldsboro 20	Man of La Mancha 106	Vogues 198
Arthur Brown 126	Country Joe & the Fish 33	Grateful Dead 159	Montgomery 42, 74, 192	Dionne Warwick 77, 82
		Arlo Guthrie 101	Moody Blues 50	Julius Wechter & Baja Marimba Band 176
		Eddie Harris 36, 124	Jim Nabors 156	Wichita Train Whistle 157
		Richard Harris 29	Wayne Newton 197	Andy Williams 37, 140
		Jimi Hendrix 8, 58	Laura Nyro 188	Mason Williams 16
			Ohio Express 126	Flip Wilson 158
			Original Cast 162	Nancy Wilson 56, 168
			Camelot 162	Stevie Wonder 89
			Hair 78	Tammy Wynette 195
			Man of La Mancha 106	
			People 128	
			Wilson Pickett 98, 182	
			Gary Puckett & the Union Gap 28, 143	
			Quicksilver Messenger Service 80	
			Boots Randolph 142	
			Rascals 2, 135, 141, 177	
			Lou Rawls 169	
			Otis Redding 44, 64, 76	
			Don Rickles 66	
			Mills Brothers 130	
			Moby Grape 79	
			Monkees 46, 163	
			Hugo Montenegro 91	
			Wes Montgomery 42, 74, 192	
			Iron Butterfly 22, 149	
			Jefferson Airplane 148	
			Tom Jones 57	
			Anita Kerr/Rod McKuen/San Sebastian Strings 134	
			Lettermen 107, 108	
			Gary Lewis & the Playboys 167	
			Ramsey Lewis 94, 145	
			Mamas & Papas 67, 84	
			Pigmeat Markham 115	
			Dean Martin 30, 146	
			Al Martino 131	
			Hugh Masekela 26	
			Johnny Mathis 99	
			Paul Mauriat & His Ork 49, 71	
			Sergio Mendes & Brasil '66 14, 127	
			Roger Miller 185	
			Steve Miller Band 165	



RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
		80	116	122	ED AMES—My Cup Runneth Over RCA Victor LPM 3774 (M); LSP 3774 (S)		NA	NA	
★		1	—	123	FRANK SINATRA—Greatest Hits Reprise FS 1025 (S)				
		6	125	124	EDDIE HARRIS—Plug Me In Atlantic (No Mono); SD 1506 (S)				
		38	120	125	ENGELBERT HUMPERDINCK—The Last Waltz Parrot PA 61015 (M); PAS 71015 (S)				
		10	136	126	OHIO EXPRESS Buddah (No Mono); BDS 5018 (S)			NA	NA
		105	124	127	SERGIO MENDES & BRASIL '66 A&M (No Mono); SP 4116 (S)				
		7	128	128	PEOPLE—I Love You Capitol (No Mono); ST 2924 (S)		NA	NA	NA
★		3	144	129	PAUL BUTTERFIELD BLUES BAND—In My Own Dream Elektra (No Mono); EKS 74025 (S)				NA
		26	129	130	THE MILLS BROTHERS—Fortosity Dot (No Mono); DLP 25809 (S)				
		2	134	131	AL MARTINO—The Best of Capitol (No Mono); SKAO 2946 (S)				
		67	139	132	BOB DYLAN—Greatest Hits Columbia KOL 2663 (M); KOS 9463 (S)				NA
		27	130	133	BLUE CHEER—Vincebus Eruptum Philips PHM 200-264 (M); PHS 600-264 (S)				
		77	132	134	ANITA KERR/ROD MCKUEN/SAN SEBASTIAN STRINGS—The Sea Warner Bros.-Seven Arts (No Mono); WS 1670 (S)				
		28	122	135	RASCALS—Once Upon a Dream Atlantic 8169 (M); SD 8169 (S)				
		30	127	136	RAY CONNIF & THE SINGERS—It Must Be Him Columbia CL 2795 (M); CS 9595 (S)				NA
		28	123	137	VANILLA FUDGE—The Beat Goes On Atco 33-237 (M); SD 33-237 (S)				
		2	146	138	MIKE BLOOMFIELD, AL KOOPER, STEVE STILLS—Super Session Columbia (No Mono); CS 9701 (S)			NA	NA
		152	133	139	HERB ALPERT & THE TIJUANA BRASS—Going Places A&M (No Mono); SP 4112 (S)				
		70	137	140	ANDY WILLIAMS—Born Free Columbia CL 2680 (M); CS 9480 (S)				NA
		56	94	141	YOUNG RASCALS—Groovin' Atlantic 8148 (M); SD 8148 (S)				
		2	145	142	BOOTS RANDOLPH—Sound of Boots Monument (No Mono); SLP 18099 (S)				
		30	135	143	UNION GAP FEATURING GARY PUCKETT—Woman, Woman Columbia CL 2812 (M); CS 9612 (S)				NA
		5	149	144	ED AMES—Sings Apologize RCA Victor LPM 4028 (M); LSP 4028 (S)			NA	NA
		27	99	145	RAMSEY LEWIS—Up Pops Cadet LP 799 (M); LPS 799 (S)				
★		1	—	146	DEAN MARTIN—Greatest Hits, Vol. 2 Reprise RS 6320 (S)				
		58	148	147	VARIOUS ARTISTS—Super Hits Atlantic 501 (M); SD 501 (S)				
★		1	—	148	JEFFERSON AIRPLANE—Crown of Creation RCA Victor LSP 4058 (S)		NA	NA	NA
		25	151	149	IRON BUTTERFLY—Heavy Atco LP 33-227 (M); SD 33-227 (S)				
		5	153	150	TEN YEARS AFTER—Undead Deram (No Mono); DES 18016 (S)				
		38	152	151	TEMPTATIONS—In a Mellow Mood Gordy (No Mono); 924 (S)				
		57	143	152	FOUR TOPS—Reach Out Motown (No Mono); S 660 (S)				
		70	141	153	BILL COSBY—Revenge Warner Bros.-Seven Arts (No Mono); WS 1691 (S)				
★		1	—	154	COWSILLS—Captain Sad & His Ship of Fools MGM SE 4554 (S)				
		10	155	155	BEACH BOYS—Friends Capitol (No Mono); ST 2895 (S)				
		9	158	156	JIM NABORS—Kiss Me Goodbye Columbia (No Mono); CS 9620 (S)			NA	NA
		6	157	157	WICHITA TRAIN WHISTLE—Mike Nesmith Presents the Wichita Train Whistle Sings Dot (No Mono); DLP 25861 (S)				
		55	147	158	FLIP WILSON—Cowboys & Colored People Atlantic 8149 (M); SD 8149 (S)			NA	
★		2	183	159	GRATEFUL DEAD—Anthem of the Sun Warner Bros.-Seven Arts (No Mono); WS 1749 (S)				
★		3	188	160	VENTURES—Horse Liberty (No Mono); LST 8057 (S)		NA	NA	NA
		8	162	161	INCREDIBLE STRING BAND—Hangman's Beautiful Daughters Elektra (No Mono); EKS 74021 (S)				NA
		259	159	162	ORIGINAL CAST—Camelot Columbia OL 5620 (M); OS 2031 (S)				NA

TAPE PACKAGES AVAILABLE

TOP LP'S

CONTINUED FROM PAGE 64

RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE			
						8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
		42	154	163	MONKEES —Pisces, Aquarius, Capricorn & Jones, Ltd. Colgems COM 104 (M); COS 104 (S)				
		7	169	164	ANDA/CAMERATA ACADEMICA OF THE SALZBURG MOZARTEUM (ANDA) —Mozart: Concertos Nos. 17 & 21 DGG (No Mono); 139 783 (S)		NA	NA	
		11	165	165	STEVE MILLER BAND —Children of the Future Capitol (No Mono); SKAO 2920 (S)	NA		NA	NA
		5	172	166	JERRY VALE —This Guy's in Love With You Columbia (No Mono); CS 9694 (S)		NA	NA	NA
		4	167	167	GARY LEWIS & THE PLAYBOYS —Now! Cadet Concept (No Mono); LPS 312 (S)	NA	NA	NA	NA
	★	2	184	168	NANCY WILSON —Best of Capitol (No Mono); SKAO 2947 (S)				
	★	2	185	169	LOU RAWLS —Best of Capitol (No Mono); SKAO 2948 (S)				
		3	150	170	JAMES BROWN —Plays Nothing But Soul King (No Mono); 1034 (S)				
		6	175	171	BUFFY SAINT-MARIE —I'm Gonna Be a Country Girl Again Vanguard (No Mono); VSD 79280 (S)			NA	NA
		7	173	172	JOE TEX —Soul Country Atlantic (No Mono); SD 8187 (S)				NA
		3	174	173	ERIC BURDON & THE ANIMALS —Every One of Us MGM (No Mono); SE 4557 (S)				
	★	1	—	174	BEACH BOYS —Best of the, Vol. 3 Capitol DKAO 2945 (S)				
		122	163	175	HERB ALPERT & THE TIJUANA BRASS —What Now My Love A&M (No Mono); SP 4114 (S)				
	★	2	191	176	JULIUS WECHTER & THE BAJA MARIMBA BAND —Do You Know the Way to San Jose A&M (No Mono); SP 4150 (S)				
		74	171	177	YOUNG RASCALS —Collections Atlantic 8134 (M); SD 8134 (S)				
		38	168	178	VENTURES —Golden Greats by the Liberty LRP 2053 (M); LST 8053 (S)				

★ STAR PERFORMER—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.
NA Not Available

Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE			
						8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
		71	182	179	ASSOCIATION —Insight Out Warner Bros.-Seven Arts (No Mono); WS 1696 (S)				
		47	161	180	VIKKI CARR —It Must Be Him Liberty LRP 3533 (M); LST 7533 (S)				
		85	156	181	ARETHA FRANKLIN —I Never Loved a Man the Way I Love You Atlantic 8139 (M); SD 8139 (S)				
		44	180	182	WILSON PICKETT —The Best of Atlantic 8151 (M); SD 8151 (S)				
		5	178	183	MONGO SANTAMARIA —Soul Bag Columbia (No Mono); CS 9653 (S)			NA	NA
		22	142	184	RAY CHARLES —A Portrait of Ray ABC (No Mono); ABCS 625 (S)				
		3	200	185	ROGER MILLER —A Tender Look at Love Smash (No Mono); SRS 67103 (S)		NA		NA
		5	176	186	FRANKIE VALLI —Timeless Philips (No Mono); PHS 600-274 (S)			NA	
		1	—	187	JAMES BROWN —Live at the Apollo, Vol. 2 King 1022 (S)			NA	NA NA
		5	186	188	LAURA NYRO —Eli and the Thirteenth Confession Columbia (No Mono); CS 9626 (S)		NA	NA	NA NA
		2	190	189	ROYAL GUARDSMEN —Snoopy for President Laurie (No Mono); SLP 2046 (S)				NA NA
		2	192	190	SOUNDTRACK —Thomas Crown Affair United Artists (No Mono); UAS 5182 (S)		NA	NA	NA NA
		2	193	191	KENNY BURRELL —Blues the Common Ground Verve (No Mono); V6-8746 (S)		NA		NA NA
		1	—	192	WES MONTGOMERY —The Best of, Vol. II Verve V6-8757 (S)				
		4	196	193	SOUNDTRACK —Hang 'Em High United Artists (No Mono); UAS 5179 (S)				NA
		6	199	194	CREEDENCE CLEARWATER REVIVAL —Fantasy (No Mono); 8382 (S)				
		1	—	195	TAMMY WYNETTE —D-I-V-O-R-C-E Epic BN 26392 (S)				NA NA
		1	—	196	ARTHUR BROWN —Crazy World of Track-Atlantic SD 8198 (S)				
		2	197	197	WAYNE NEWTON —Walkin' on New Grass MGM (No Mono); SE 4523 (S)				
		1	—	198	VOGUES —Turn Around Look at Me Reprise RS 6314 (S)				NA
		15	—	199	FEVER TREE —Uni 3024 (M); 73024 (S)				
		1	—	200	SANDPIPER —Softly A&M SP 4147 (S)			NA	

Awarded RIAA seal for sales of 1 Million dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers.

Campus Dates

• Continued from page 12

opens a September tour on Friday (6) at Mohawk Valley Community College, Utica, N. Y. Other September dates are State University of New York at Geneseo (8); Louisburg (N. C.) College (11); Lenoir Rhyne College, Hickory, N. C. (12); St. Andrews Presbyterian College, Lawrenburg, N. C. (13); State University of New York at Canton (14); Guildford

Jimi Hendrix

• Continued from page 12

strong wailed version. The disturbance, however, resulted in the lights being turned up. Hendrix, with superb aplomb, asked the audience to join with him in singing "Wild Thing," which wound up the evening.

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

Whether erect or on the floor, calm or physically assaulting the amplifiers, his playing was outstanding. And Hendrix, who has jammed with many other groups, clearly relishes playing, especially as well as he played on Aug. 23. Among the other good numbers were "Foxy Lady," "Fire," and Bob Dylan's "Like a Rolling Stone." **FRED KIRBY**

College, Greensboro, N. C. (15); University of Tennessee at Martin (16); Bethel College, McKenzie, Tenn. (17); Eastern Kentucky University (18); North Carolina State University (19); Carson-Newman College, Jefferson City, Tenn. (20); Bowling Green (Ohio) State University (21); Findlay (Ohio) College (22-23); and Ohio Northern University (27).

September dates for Capitol's **Magnificent Men** are Canisius College (10); State University of New York at Potsdam (13); University of Vermont (14); College of Pharmacy in Philadelphia (19); American University (20); Monmouth (N. J.) College (27); and Steubenville (Ohio), College (28).

Vanguard's **Country Joe & the Fish** open a two-month tour on Oct. 4 at California Western University in San Diego. Other dates include University of California at Davis, Oct. 5; Brooklyn College, Oct. 19; Brandeis University, Oct. 26; Middletown (N. Y.) College, Nov. 2; Princeton University, Nov. 23, and Queens (N. Y.) College, Nov. 29.

Walker Winner

• Continued from page 12

album on Warner Bros.-Seven Arts Records. The group's talent still came through, however.

In Gene Martynec, Kensington Market, has a good lead guitarist, who also does a fine job on electric piano, while Keith McKie, lead singer and principal composer, is a strong performer. Luke Gibson, the quintet's other vocalist, was the most animated member of the group with drummer Jimmy Watson a strong second. Alex Darou was steady on bass. Gib-

Coast Club Goes Modern

• Continued from page 12

His nitery debut here is timed to create interest. Fo's casual concept of working in front of an audience never slips. His presentation is first-rate at all times, even if his regular percussionist gets sick—as happened on the night reviewed—and Fo has to jump from center stage and away from his conga drums to sit behind snares and cymbals.

Fo's sets run one hour and 40 minutes and involve such non-Hawaiian titles as "That's Life," "Spanish Flea," "By the Time I Get To Phoenix" and "Girl From Ipanema." For aficionados there are "Pearly Shells," "One Paddle, Two Paddle," "I Am Hawaii" and "Tiny Bubbles."

Fo and associates' vocal blend is in the Four Freshmen vein, soft and gentle and clearly defined. Rhythm guitarist Henry Allen is quite impressive on his single note solos. Fo's happy expressions reflect the joy of performing, and this enthusiasm is quite contagious. **ELIOT TIEGEL**

son's voice had a good bluesy quality.

McKie had a sensitive solo in the opening set's only soft number, "Aunt Violet's Knee," accompanying himself on guitar, although the album cut of the number uses back-up musicians. "Girl Is Young" and "Coming Home Soon," both also from the album, and "It's Hard to Say" and "Think About the times We Had" were good hard numbers, but might have fit better in a different hall. **FRED KIRBY**

Ray Stevens: From Novelty To Prober of Modern Times

LOS ANGELES — Ray Stevens has undergone a creative switch from a novelty singer to a probing analyst of modern times.

His most recent example of a serious composition is his chart-rising Monument single, "Mr. Businessman." As the writer and vocal interpreter of his compositions, Stevens says his concern is to write songs which "communicate with people."

A singer can remain in one mold but a writer who performs his own tunes has to move with the current, the Nashville-based artist believes. On his latest LP, Stevens wrote, arranged and co-produced the package with label owner Fred Foster.

Six years ago Stevens became associated with novelty ditties, including "Ahab the

Arab," "Harry the Hairy Ape" and "Sgt. Preston of the Yukon." His present concept for songs is not to protest, just to be provocative.

As part of his new image, Stevens claims his voice has become much deeper, but he still has a two-octave range. He says he was influenced in his phrasing by pop groups of the 1950's, such as the Clovers, Drifters, Penguins and Moonglows. He feels this singing style of bending a note, compliments his Georgia accent.

Stevens has been associated with a number of labels, notably: Prep, Capitol, NRC and then Mercury from 1962-1965. In his earlier days he recorded "teen-age crush" type songs. Then novelties. Now mature lyrics.



JIMI HENDRIX check the studio control board with the Eire Apparent during a recording session of the group's first Buddah Records single, "Yes, I Need Someone," which Hendrix produced for Yamata Productions.



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Tape CARtridge

Norelco Massive Drive

NEW YORK—North American Philips (Norelco) is launching two promotion campaigns to kick off its most massive merchandising promotion to date. The first program, entitled "Music-to-Go," will utilize extensive and intensive advertising encompassing newspapers, magazines and television. The other, "Sound Makes the Picture," will tie in with the Eastman Kodak company. "Music-to-Go" is keyed to the company's most recent addition to its line, the Carry Player—and under \$30 player-only cassette portable. Running from Sept. 3 to Oct. 31, the consumer press campaign will feature 1,200 line advertisements in 58 newspapers in 33 major markets across the nation. To aid in drawing store traffic, each advertisement will include a dealer listing.

93 Premiums

Three premiums are also pegged to the "Music-to-Go" promotion. Along with each Carry-Player, the purchaser will be offered one pre-recorded cassette containing 12 tunes. General Recorded Tapes will be supplier of the cassette. In addition, a fitted carrying case and membership in the National Stereotape Music Guild, a tape cartridge club, are included. The premium package is offered for \$2.95, a \$14.95 value, according to Norelco.

The Norelco-Kodak tie-in centers on two Norelco recorders—the Carry-Corder 150 and the Continental 175—and two Kodak Instamatic cameras—the Hawkeye still and movie cameras. The dual promotion will be spearheaded by a full-page advertisement in Look magazine Oct. 1. The campaign will run simultaneously with "Music-to-Go."

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

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

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

Major-Minor, a British label owned by Phil Soloman, will have tape product on the Dubliners. Initial release for Diamond will be the Best of Ronnie Dove. For Blue Thumb GRT will duplicate several soundtracks of W. C. Fields and Captain Beefheart, a new group.

First product on SGC, the Columbia-Screen Gems label, includes the Nazzy featured on Tetragrammaton are Deep Purple and Murray Roman. Initial release on Vance will be product by Daye Stevens.

GRT also announced the renewal and extension of all tape licenses, including the ABC group, Bang/Short, Bell group, Cadet/Chess group, Dunhill, King, Monument family, Scepter group and White Whale through 1970 or beyond.



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

Philco-Ford to Bow Twin-Cassette Line

By HANK FOX

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

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

Unlike the cassettes now on the market, Philco's product will be made up of two albums, with each side of the cassette comprising one LP. "Because one of the cassette's disadvantages," said Philco consumer electronics division's new products planning manager Vincent Novak, "has been the inability to play the entire music of an album without turning the cassette over, we've lengthened the tape to play both sides in one direction." Cost of Philco's twin cassette is \$6.96. Liberty Records' LTD division will duplicate Philco's product.

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

Two series of twin cassettes will be offered—one as a teenage-oriented monaural cassette featuring Hot 100 artists and the other, a stereo cassette line of easy listening music and jazz.

First release of the CTC-1000 monaural series, entitled the "Super Hits" series, consists of past hit tunes from artists such as Tommy James and the Shondells, Neil Diamond, Mitch Ryder, the Doors, the Buckingham, the Dells, Gladys Knight and the Pips, Lee Dorsey,

LE-BO ADDS TO QUARTERS

NEW YORK — Le-Bo Products Co., manufacturers of phonograph and tape CARtridge accessories, has expanded its quarters within its present location in Woodside, N. Y. The company now occupies 30,000 feet of office and warehousing space—an increase of 20,000 feet.

Immediate Product Release Set

LOS ANGELES — General Recorded Tape (GRT) will release product for nine labels, including Tetragrammaton, Vance, SGC, Blue Thumb, Diamond, Major-Minor, Nashville, Pete and Project 3.

Product on all of these labels except Diamond and Project 3 will be available in all configurations. GRT has been named the tape licensee by Project 3 for cassette and reel-to-reel, and by Diamond for 8-track, reel-to-reel and cassette.

Initial release for Project 3 includes product by Enoch Light, Pearl Bailey and Tony Mottola.

Gene Chandler and the McCoy's among others.

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



RCA'S NEW PORTABLE 8-track CARtridge player operates on batteries, house current or 12-volt source from either an automobile cigaret lighter or boat battery.



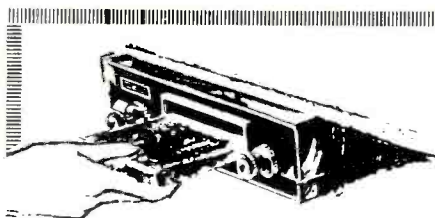
THIS RCA CARtridge case holds 10 cartridges. Made of brown synthetic leather with red felt lining, the case is part of RCA's fall Stereo 8 promotion campaign.

RCA Launches Hot Promotion For New Player

NEW YORK—In what Jack K. Sauter, executive vice-president, sales operations, of RCA's consumer electronics division, termed "The heaviest promotional effort in the company's tape player history," RCA will bow a new Stereo 8 player and launch a promotional campaign to support its line of three 8-track players.

The addition to its 1969 home entertainment line is a portable player which functions as a

(Continued on page 84)



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Rack Jobbers
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Col.'s Ormandy, Phila. Pitch Stars a Specially Priced Set

NEW YORK—Columbia Records has a major promotion on Eugene Ormandy and the Philadelphia Orchestra slated for this

Concord Cassette Radiocorder Bows

LOS ANGELES — Concord Electronics is introducing a new AM cassette radiocorder (model F-95) for AM radio listening and off-the-air recording. The model can be used for live tape recording and for playback of pre-recorded cassettes. List price is about \$100.



month, with the feature being a specially priced two-record set of 20 short pieces: "That Philadelphia Sound." Listing for \$7.79, the package includes notes by Columbia Masterworks a&r producer Thomas Frost on how the orchestra's sound is produced.

Ormandy and the Philadelphia also have a Mussorgsky set and a Tchaikovsky symphonic re-channeled reissue. Leonard Bernstein and the New York Philharmonic have a symphonic coupling of Prokofiev and Bizet.

Guitarist John Williams is featured in an only listing of Paganini's "Guitar Trio," paired with a Haydn Quartet. Philippe Entremont has a recital of popular piano pieces. Completing the release is an album of Dvorak and Smetana by the Juilliard String Quartet.

New Tape CARtridge Releases

FIESTA-GRECOPHON

LUCIANO VIRGILI—Italia Canta; (8) 8FSC-1494
BOLESŁAW NOVAK ORCHESTRA — Polskie Tanga i Walce; (8) 8FSC-1356
JOHNNY MENKO ORCHESTRA—Pick-a-Polka; (8) 8FSC-507
KRUGER BROTHERS ORCHESTRA—It's Polka Time; (8) 8FSC-508
KING BROTHERS ORCHESTRA; (8) 8FSC-509
SING AND DANCE WITH THE TRIO BEL CANTO; (8) 8FSC-307
MANOLIS HIOTIS & MARY LINDA—The Big Hits From Greece; (8) 8FSC-311
MANOLIS ANGELOPOULOS—The Voice From Greece; (8) 8FSC-318

GRT

ABC

BEST OF THE IMPRESSIONS; (C) 522-654 X

BELL

THE BOXTOPS—Nonstop; (C) 513-6023 X
MERRILEE RUSH—Angel of the Morning; (C) 513-6020 X

CADET-CONCEPT

STATUS QUO MATCHSTICK MEN; (C) 537-315 X

DUNHILL

MAMAS & PAPAS FAREWELL, VOL. 11; (C) 523-50038 X
STEPPENWOLF THE SECOND; (C) 523-50037 X

IMPULSE

THE BEST OF GABOR SZABO; (C) 527-9173 X

MONUMENT

RAY STEVENS—Even Stevens; (C) 544-18102 X

SCG

NAZZ; (C) 570-5001 X

TETRAGRAMMATON

SHADES OF DEEP PURPLE; (C) 573-102 X

PLAYTAPE

ABC

JOEY BISHOP—Joey Bishop Sings Country and Western; (2EP) 0906

BLUESWAY

B.B. KING—Lucille; (2EP) 0905

CADETTE

RAMSEY LEWIS—Maiden Voyage; (2EP) 0907

CAPITOL

SOUNDTRACK—Big Pink; (2EP) 0908
QUICKSILVER MESSENGER SERVICE; (2EP) 0904

DOT

THE MILLS BROTHERS—My Shy Violet; (2EP) 0909

MIKE NESMITH PRESENTS—The Wichita Train Whistle Sings; (2EP) 0908

REPRISE

THE VOGUES—Turn Around, Look at Me; (2EP) 0902

AMPEX

ACTA

THE AMERICAN BREED; (C-EP) ACZ 780

DERAM

PROCOL HARUM; (C-EP) DKZ 767
LES REED; (C-EP) DKZ 769

DOT

THE MILLS BROTHERS; (C-EP) DTZ 779

MGM

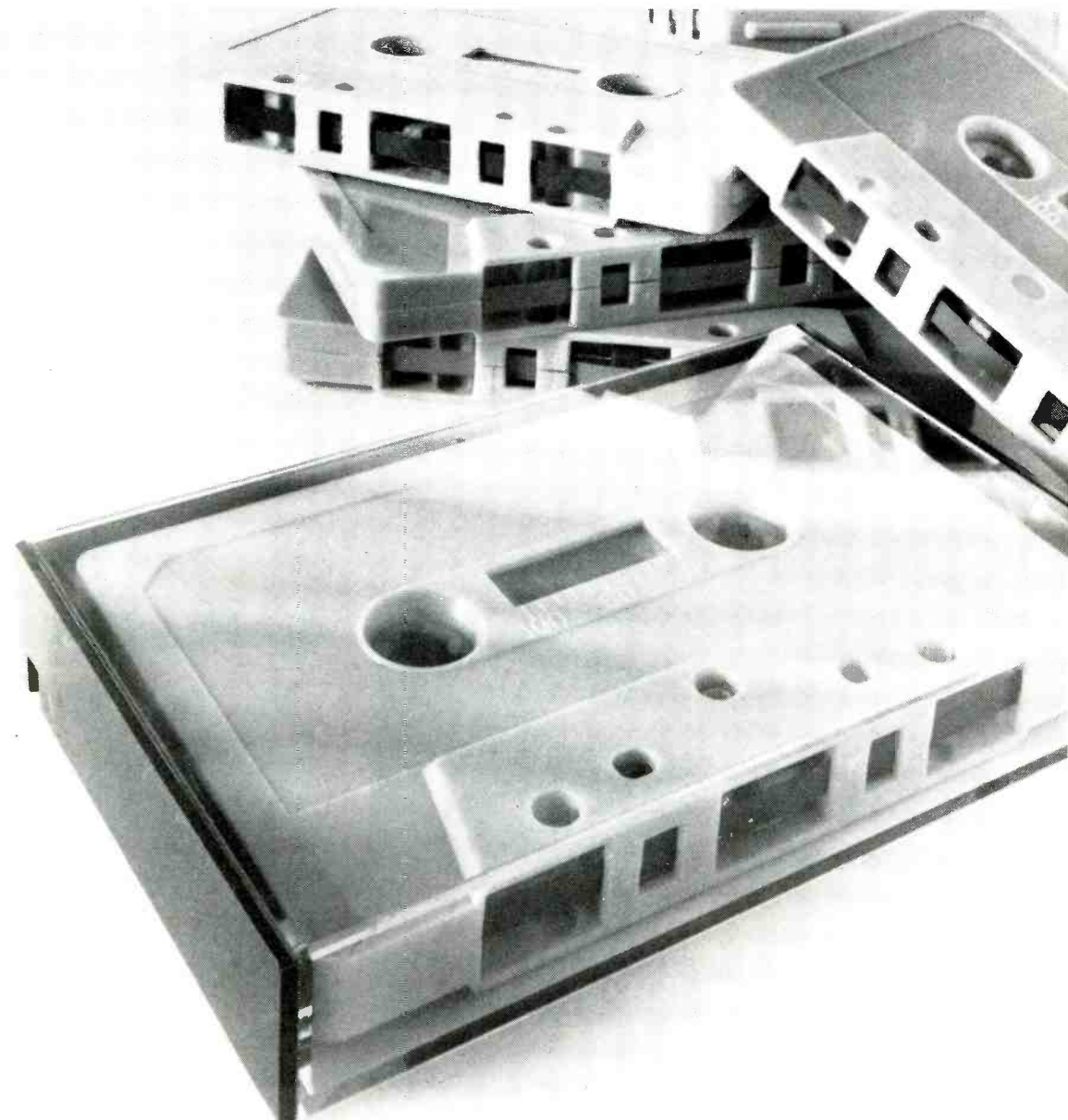
THE COWSILLS (No. 2); (C-EP) MGZ 790

PARROT

THE ZOMBIES; (C-EP) PKZ 751
THEM; (C-EP) PKZ 754
LULU; (C-EP) PKZ 755
LOS BRAVOS; (C-EP) PKZ 756
TOM JONES (No. 2); (C-EP) PKZ 759
GREATEST HITS FROM ENGLAND, VOL. 3; (C-EP) PKZ 762

REPRISE

SAMMY DAVIS; (C-EP) CRZ 0048
DEAN MARTIN, NO. 1; (C-EP) CRZ 0281
TRINI LOPEZ; (C-EP) CRZ 0336
THE KINKS; (C-EP) CRZ 0420
NANCY SINATRA; (C-EP) CRZ 0432
DON HO; (C-EP) CRZ 0507
FRANK SINATRA, NO. 2; (C-EP) CFZ 0531
MIRIAM MAKEBA; (C-EP) CRZ 0606
THE JIMI HENDRIX EXPERIENCE; (C-EP) 0641



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Craig Plan Speeding Warranty Services

By BRUCE WEBER

LOS ANGELES — Craig Corp., 4 and 8-track tape CARtridge and cassette manufacturer, has launched a program to speed up warranty services to consumers, dealers and distributors.

The new program, beginning Sunday (1), utilizes Western Union as an information center. Craig has supplied updated information on the location of more than 400 authorized warranty service centers throughout the nation to Western Union.

Dealers and distributors can obtain parts and repair service by calling Western Union, operator 25, for the name and location of the nearest authorized Craig warranty station.

The move eliminates a previous listing procedure that often became incomplete or inaccurate by the time Craig products are purchased, according to Marshal R. Brown, Craig's national service manager. Addi-

tions and deletions to the list of Craig service stations will be made available to Western Union on a monthly basis.

Brown says the step will benefit customers by eliminating the need to preserve warranty listings which become outdated. "This system is more convenient for people who relocate, travel, or are delayed by having to write Craig for service station information," he explained.

Craig will publish a reminder of the Western Union service in each owner's instruction manual packaged with Craig products.

The company has also tied the warranty station service to another improvement in warranty procedures, Brown said, "To qualify for service or repair of products within the standard 90-day warranty period, a customer now needs only to present his purchase invoice to a dealer." Mailing of a warranty card to Craig has been eliminated.

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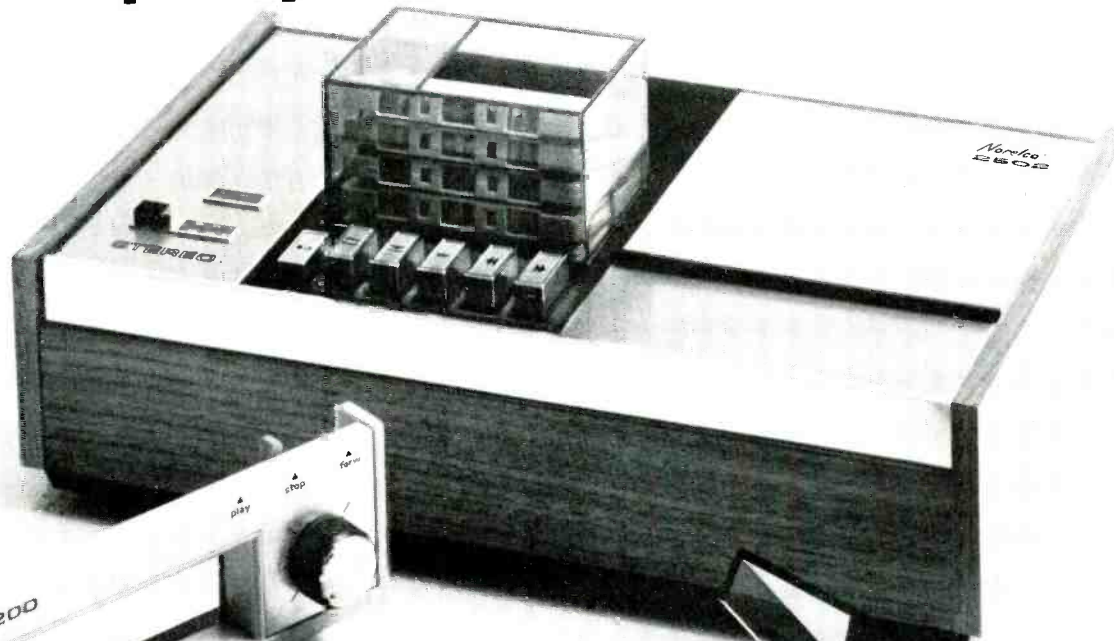


the more
you GIVE

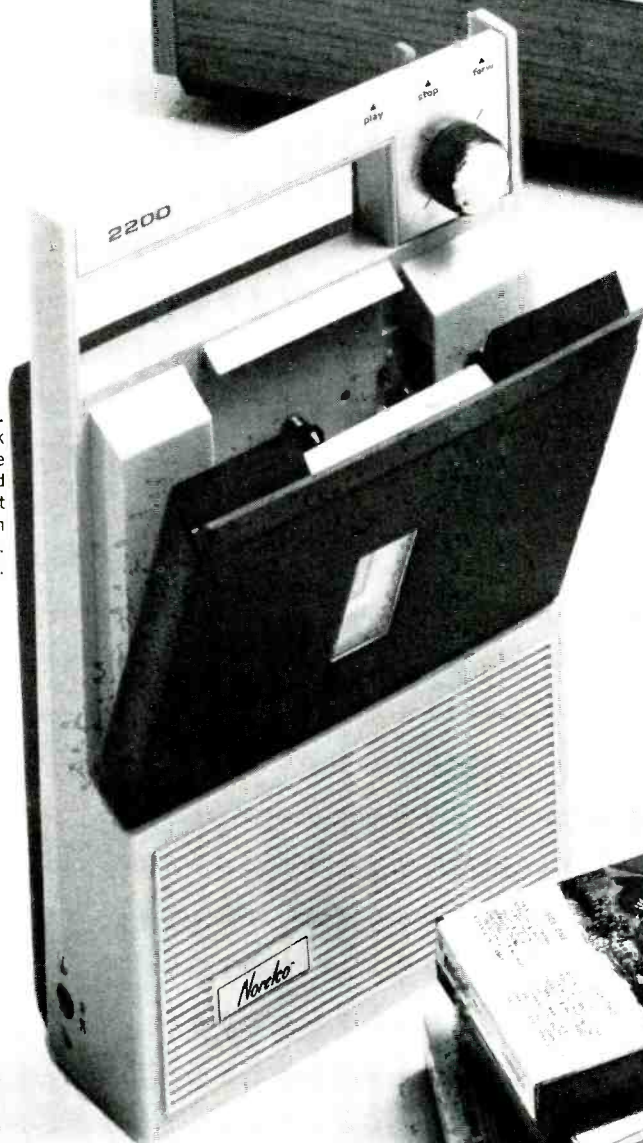
HEART FUND

The new cassette playback machines

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



New Carry-Player™ 2200. Battery-operated playback portable. Letterbox cassette feed system. Integrated carrying handle. Fast forward for program selection. 100-7000 Hz. Under \$30.



Norelco 2500. Stereo cassette deck player. Plugs into external hi-fi system. Cassette ejector. Fully transistorized. Fast forward/rewind. 60-10,000 Hz. Under \$60.



Norelco introduced the Compact Cassette in the United States.

And then we introduced the first line of cassette recorders.

Now we're opening up the playback market with a brand-new line of cassette playback machines. A portable, and two decks that plug into existing stereo equipment.

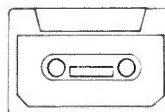
The market is everywhere. From kids to grandparents. They're all looking for music that's easy to play. Easy to take care of.

And that's what the cassette is all about.

There are plenty available, too. And more coming in every day. From Rock to Pop to Bach.

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

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The Re-inventor of Tape Recording

Nat'l Assn. of Record Merchandisers Tape and Tape CARtridge Convention

SCHEDULE

TUESDAY, SEPT. 3

Board of Directors Meeting	2 P.M.	Suite 300
Registration	4 P.M.-8 P.M.	Mezzanine
Cocktail Reception	6 P.M.	Buckingham Room
Host: Ampex Corporation		
Dinner-Meeting	7 P.M.	Cotillion Room
Opening Remarks		Jack J. Geldbart President, NARM
Chairman		James J. Tiedjens
Keynote Speaker		Jack Wayman Staff Vice-President Consumer Products Division Electronic Industries Ass'n
Speaker		Jack Frankford Auto Sound Distributing Co. Detroit, Mich.

WEDNESDAY, SEPT. 4

Breakfast	7:45 A.M.-8:45 A.M.	Windsor Room and Consort
General Business Session	9 A.M.-12 Noon	Buckingham Room
Opening Remarks		Jules Malamud Executive Director, NARM
Symposium		"Illegal Duplication"
Albert Berman		Controller, Harry Fox Office
Henry Brief		Executive Secretary, Record Industry Ass'n of America
Earl Kintner		Arent, Fox, Kintner, Plotkin and Kahn NARM General Counsel
Panel Discussion		"The Tape Evolution"
Moderator:		James J. Tiedjens National Tape Distributors
Panel Members		Jack Baker Craig Corporation
		Mort Ohren Tape Distributors of America
		Alan Bayley General Recorded Tape
		Mel Arnold Price MGM Records
		John Y. Burgess Jr. RCA Record Division
		Wybo Semelink North American Philips Corp.
		James Gall Lear Jet Corporation
		Cecil H. Steen Recordwagon, Inc.
		Donald Hall Ampex Corporation
		Vincent Vecchione Belle Wood, Inc.
		Amos Heilicher J. L. Marsh Company
Regular Members Luncheon—	12 Noon-2 P.M.	Windsor Room
Meeting		
Person to Person Conferences	2 P.M.-6:30 P.M.	Cotillion Room & Consulates
1969 Convention Committee	2:15 P.M.	
Meeting		
Nominating Committee	4:15 P.M.	
Meeting		
Point of Sale Displays	7 P.M.-11 P.M.	Windsor Room

THURSDAY, SEPT. 5

Breakfast	7:45 A.M.-8:45 A.M.	Buckingham Room
Person to Person Conferences	8:45 A.M.-12:30 P.M.	Cotillion Room and Consulates
Luncheon	12:30 P.M.-1:30 P.M.	Buckingham Room
Person to Person Conferences	1:45 P.M.-6:30 P.M.	Cotillion Room and Consulates
Point of Sale Displays	10 A.M.-10 P.M.	Windsor Room

FRIDAY, SEPT. 6

Breakfast	7:45 A.M.-8:45 A.M.	Buckingham Room
Person to Person Conferences	8:45 A.M.-12:30 P.M.	Cotillion Room and Consulates
Trip to Ampex Factory (by invitation of Ampex)	Buses leave hotel at 1 P.M.	

Shift Swinging L&F's Sales Into High Gear

The shift from selling of tape CARtridges sales from automobile accessories and electronic parts dealers to regular record departments in variety stores has resulted in a surge of business for Jack Geldbart's L&F Record Service in Atlanta, Ga.

"Tape cartridge sales have become an important factor in the music business here during

the past six months," Geldbart said. "In regular record outlets," he continued, "sales personnel are trained to sell music. And tape is another format for music."

Prior to a half year ago, L&F sold a large percentage of its tape product to the automobile and electronics parts retailers
(Continued on page 82)

Tape Is an Arm of Record Trade, Malamud States

By HANK FOX

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

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

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

Already Involved

"Most of NARM's member companies are already involved in open reel and tape cartridges," Malamud said. "And so are the record companies—even those who license their product for duplication and marketing."

There are, however, members of NARM who,

according to Malamud, don't realize the great similarities between records and tapes. Most of these are automobile parts jobbers (who now account for a large percentage of NARM's new members). "These wholesalers have to learn about the music business. Marketing heaters is totally different from marketing recorded product." Malamud also noted that several automotive parts jobbers have moved into the racking of records, following their entry into tape cartridges.

To further cite the monolithic base of the music industry, Malamud said that during the mid-year tape convention, most record merchandisers, distributors and one-stops will also be discussing records with their colleagues and record manufacturers. "And don't expect the annual meeting, which is devoted to records, to be void of tape topics."

Because of what Malamud termed "the successful schedule of person-to-person meeting held at conventions," NARM's tape meeting will be similarly patterned. At press time, some 70 regular member companies (wholesalers) had pre-registered for the Sept. 3-6 gathering in Chicago. According to Malamud, this represents the highest turnout of any NARM midyear meeting.

NARM Slates a Busy Session

By EARL PAIGE

MILWAUKEE — Availability of product, anxiety caused by promoting cassette equipment as a means to record music from the airwaves, and the broader subject of merchandising philosophy. These will be leading issues at the National Association of Record Merchandisers (NARM) meeting in Chicago this week, according to James Tiedjens, chairman of the NARM tape committee.

Tiedjens, who with six other men founded NARM, and is president of National Tape Distributors, said he did not know the answers to the problem of product availability. "It will be a major issue. Our firm is dealing with over 30 duplicators and suppliers and we find that they concentrate so much on new releases that they fail to make catalog merchandise available."

He said the problem of timing tape CARtridges to be simultaneous with records was a lesser problem. "We have to overcome the basic problem of availability first."

Quoting an advertisement of a Harmon Kardon appearing in the New York Times last May 26, Tiedjens said, "This boast that 'you may never buy a record again' is a fearful thing to music people. We have to adopt some type of industry control over the threat posed by equipment that can allow people to

make their own cassettes and cartridges.

"As record and tape suppliers, the distributors, rack jobbers and retailers have to make available what the people demand. But equipment manufacturers do not have to produce equipment that can be harmful to the music industry. Many manufacturers in other industries have altered the course of product development in a way that is best for their particular industry."

Discussing the broader aspects of a tape cartridge marketing philosophy, Tiedjens, whose firm has a branch in Reno and will soon open one in the East, said, "I'm still very much in favor of dual distribution. The exclusive tape distributor and tape rack jobber will continue to be a dynamic part of the business. We have opened up markets for cartridges that the old line record distributors would never have exploited."

Stating that he thought the "majority of the tape cartridge business is still being done in the automotive field," Tiedjens said, "There is no limit to the types of outlets that can sell tape cartridges. We're servicing military installations, automotive stores, discount houses, department stores, car wash centers, electronic stores, camera stores,

record shops and many other types of outlets."

Tiedjens admitted that mass merchandiser outlets would probably continue to be serviced by two rack jobbers because many rack jobbers have been slow about getting into tape aggressively. "I don't care what the record rack is doing in the record departments—we don't eat unless we're moving tape."

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

"But I do not think tape cartridges should be limited to any one section in mass merchandising outlets. They should be carried with the automotive department, certainly, but tape must be represented in the record section and with home entertainment."

Tiedjens said NARM originally grew out of a nucleus of members in the Toiletries Merchandising Association. "We had Eddie Snyder, Harry Gold-
(Continued on page 82)

NARM Executives



JACK GOLDBART
President



JULES MALAMUD
Executive Director



JIM TIEDJENS
Chairman, Tape Committee

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Stereo Dept. Handles Equipment

By EARL PAIGE

CHICAGO—Tape CARtridge and phonograph playback equipment are becoming so important that large mass merchandisers such as Zayre's and K-Mart are setting up complete stereo departments. Such departments, according to Morton Ohren here, will end the confusion of whether CARtridges should be handled in the record department, the audio section, "or out where they sell tires."

In viewing this newest merchandising development, Ohren,

who heads Tape Distributors of America, indicated that tape CARtridges will remain with automotive equipment in these stereo centers. Such centers will not carry records, which are usually racked in a separate area by a different rack jobber.

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

"There's a novelty store at the

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

Categories

Ohren breaks down the market into four basic categories: automotive, installation centers, electronic stores and record stores or departments.

He is servicing two types of automotive stores. Installation centers such as Tape City, the type of outlet that handles nothing but tapes, account for 20 per cent. Electronic stores account

for 10 per cent and record stores account for 20 per cent, according to Ohren.

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

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

dealers into tape CARtridges. Finally I went after the automotive business.

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

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

"Finally we decided these accounts had to be racked. This is (Continued on page 82)

U.S.-Mexicans Put Calif. Racks On Latin Trail

The American-Mexican population in western U.S. provides Cal Racks tape CARtridge operation with the nucleus for solid Latin music business.

The Gardena, Calif.-based branch of Transamerica Music has 15 good locations which buy Mexican 4 and 8-track product from two South of the Border companies, Orfeon and El Zarape and from Columbia Records Latin catalog. Mexican cassette music is not yet available.

Cal Racks' Mexican outlets are scattered in a number of States, so the rack does not have one main area of Latin concentration.

Twenty per cent of Cal Racks accounts are in the cartridge business, with some locations stocking \$15,000 worth of music. Ninety-nine per cent of the locations sell cartridges and records. There are only one or two small stores which sell tape exclusively, but their turnover is good enough to warrant the time investment.

At a small number of locations exclusive tape cartridge salesmen have been hired. They work with locked racks holding 300 tapes which have sliding glass doors. Cal Racks encourages locations to hire sales people, for with a little enthusiasm business can be increased.

Future plans are to increase the emphasis on cartridges, to open more accounts and to land bigger accounts for tape. Recently moved to one main warehouse in Gardena from its previous Los Angeles location, the company has not physically been able to expand quickly into the tape field.

Although the company uses a pre-ticketed system and inventory control through its computer operation, warehouse system and sales tools have yet to be sophisticated to boost cartridge product. An average location stocks from 300 to 600 titles, broken down 60-40 in favor of 8-track. An attempt is made to include cassettes in the product representation and if the client agrees, another rack is installed or the total product mix is scaled to include three configurations.

Among major cartridge users are the 10-store Zody's operation, Leonard Stores, J.C. Penneys and the Walker Scott stores. Inventory is maintained at the retail level by means of tear-tickets being returned in a prepaid envelope for automatic reordering.



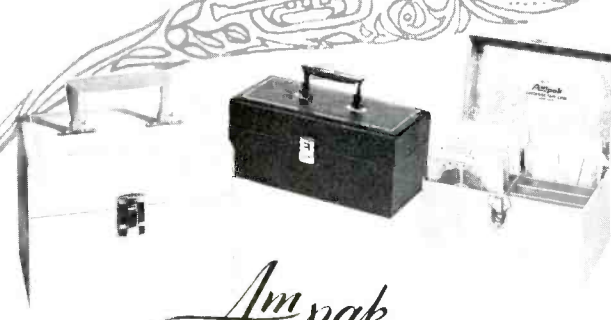
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Compact Carrying Cases for Cassettes

Two new numbers for Cassette owners. The popular No. 1110 is covered with a luxurious golden textured black Kivar, trimmed with brass hardware and features a stylish loop handle. An Ampak-crafted case for those who want the best. No. 1102 is the new economy style Cassette Case. Sturdily constructed, sleek in appearance and packed in three popular colors: Red, Black & Ivory. Both cases hold 10 Cassettes



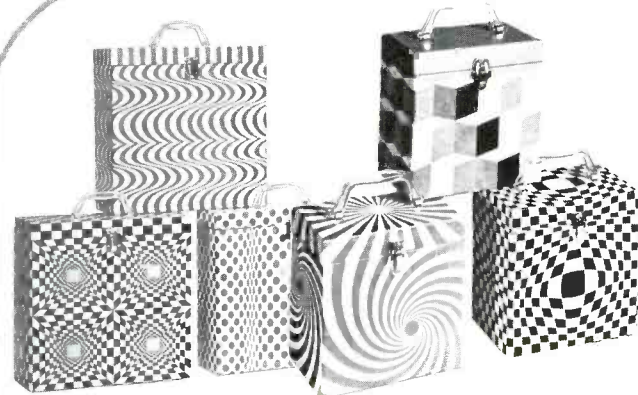
Carrying Cases for Auto Tape Cartridges

Handsome Deluxe Cases have style and quality with extra heavy-weight construction and heavy-duty handles. Interior fully-lined with padded top and silver-stamped lid. Holds 10 cartridges. Large Deluxe holds 15. Assorted colors. Economy line of tape cases also available.



Platter-pak Cases for All Records

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CARtridge 16% of Rack Sales; 75% 8-Track

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

These statistics were revealed in a Billboard telephone survey of those rack jobbers attending the NARM midyear meeting in Chicago. According to the sur-

vey, all the rack jobbers merchandise 8-track cartridges, 44 per cent handle 4-track cartridges and 81.5 per cent are in the cassette business. Some 21 per cent of those record merchandisers in the tape field are servicing their accounts with PlayTapes.

A separate Billboard field survey of all record merchandisers indicates that 84 per cent of the nation's rack jobbers handle 8-track cartridges; 44 per cent,

By HANK FOX

4-track; 52 per cent, cassette, and 23 per cent, PlayTape.

Add Configurations

While most of the record merchandisers now rack more than one tape cartridge format, the telephone survey indicated that in the past year, where a merchandiser began carrying or added configurations, those configurations were usually 8-track

and/or cassette. Two thirds of the rack jobbers added at least one tape format to their lines since September 1967. And 33 per cent of the total number of merchandisers added one or more configurations during the past six months.

Although tape cartridges continue to flourish primarily as an

entertainment medium for the automobile, the survey shows that the point of sale for cartridges has shifted from the automobile accessories shop to the traditional recorded music outlets.

Departments stores, including discount houses, account for the (Continued on page 82)

New Package Needed: Record Rack

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

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

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

Mason said he could not as-

certain the amount of business lost to inaccessibility of merchandise behind locked cases or in rear storage areas. He said that it's an impossible factor to determine.

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

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

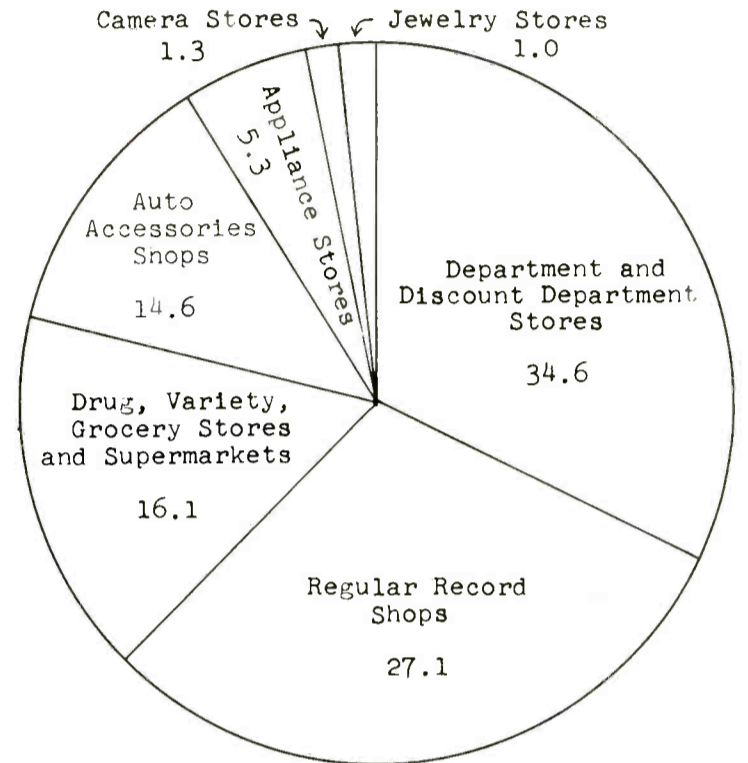
Campaign Under Way

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

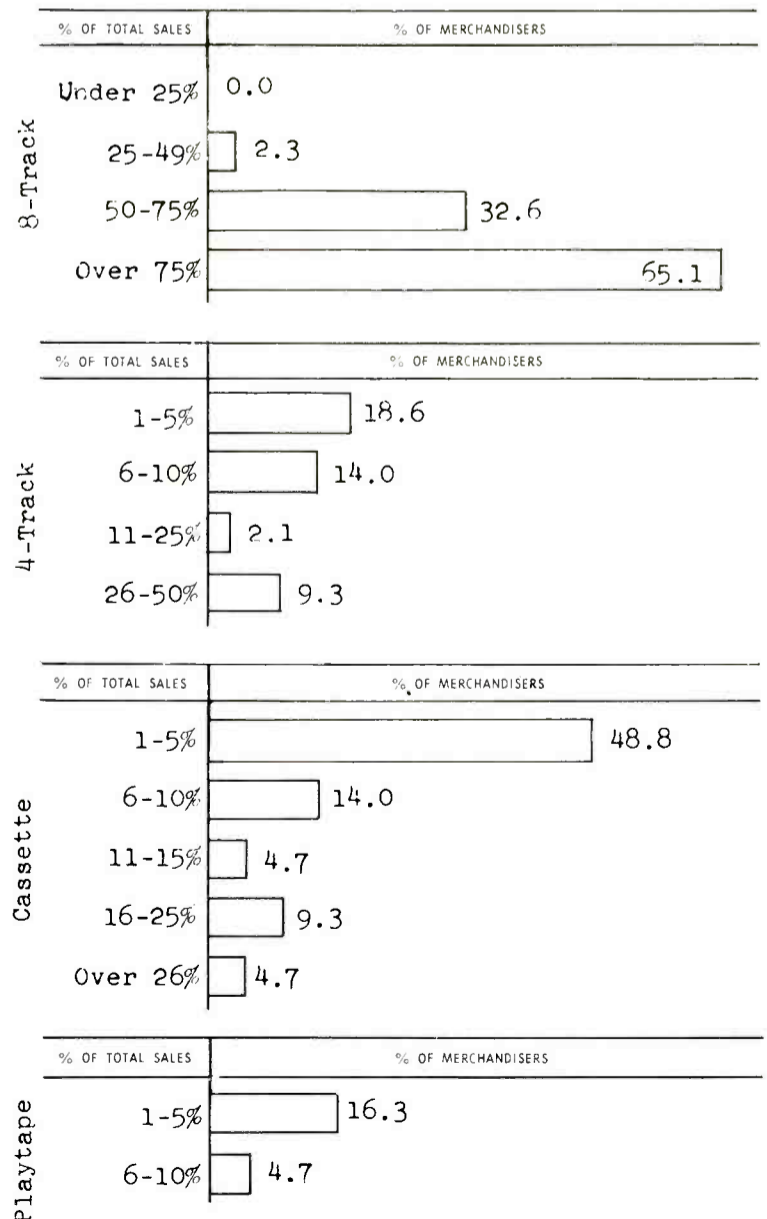
furniture stores who were handling phonographs and moved into the player and prerecorded music areas. He estimates serving as many as 70 of these furniture stores. Some of these outlets use cartridges as giveaways. "Those that advertise and promote do business." There are some auto accessory and dealer accounts for music. Photo stores seem to lean toward the cassette concept. "They've always been reel-to-reel accounts," Mason said, "and Ampex has been pushing the cassette concept with these people who have been its clients, so it's a natural step."

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

NARM Record Merchandisers' Tape CARtridge Sales (By Type of Outlet)



Percentage of NARM Record Merchandisers' Total Tape Sales (By Configuration)



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When we say Berkshire Cassettes move, we mean it. They jump right off the rack and into the buyers' hands. Proof? Re-orders, re-orders, re-orders! Get our extensive catalog of latest releases... and remember, it keeps growing.

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D&H Distrib Co. Departs From Departmentalizing

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

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

Experiments

In attempting to increase sales via added exposure, Press

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

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

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

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

Sales Boom

D&H, who also racks records,

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

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

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

CARtridge Provides N'west Outdoorsmen With Rivers of Music

By ELIOT TIEGEL

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

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

The tastes in musical enter-

tainment in Consolidated's region run parallel with those of hit albums. The ABC-owned company is in the midst of unparalleled cartridge sales according to the executive. Sales during July were outstanding because the rack supplies merchandise in all the configurations, including open reel.

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

To facilitate the growth of its business, Consolidated's own Display Equipment Manufacturing Co. (DEMCO) builds all its tape (and record) racks. DEMCO additionally has supplied fixtures to several of the other racks, who like itself are owned by the American Broadcasting Co.—notably Billinis of Salt Lake City and New Deal of Los Angeles. Blacksmith says the decision to build its own cartridge fixtures was based on the company's experience as record merchandisers, and it felt it knew as much about display racks as any carpenter.

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

Consolidated's staff of 15 salesmen sell both tape and music in their territories. In substance they do a consolidated selling job.

For Music Merchandisers CARtridge Carries Weight

Seventy-five per cent of music Merchandisers' 250 customers carry cartridge product, with better than 50 per cent handling both pre-recorded tapes and playback equipment.

The Los Angeles-based rack jobber offers auto players, self-contained units for the home and cartridge decks, but the automotive units are the top mover, reports the firm's Glen Becker. "That's where the advertising dollar has been," he says.

Hardware is obtained from Audio/Stero, Automatic Radio and Tenna, with a list range of \$39.95 to \$179.95. The company entered the cartridge field two and one half years ago followed a NARM convention, where the potential of the market was unveiled for Becker. Today, 10 per cent of Music Merchandisers total dollar income stems from its expansion into cartridge product.

An account which only sells cartridge music will do half of what a location will do if both

music and players are sold, Becker says.

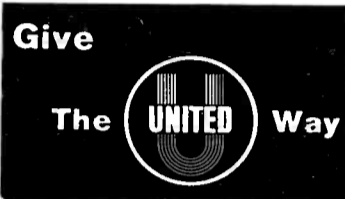
Becker integrates the scale of cartridge equipment with the other music products his company sells. Cartridge movement is hooked into the company's computer and when dealers tear off the price sales tags and send them back, the information is used to automatically replenish the stock.

Among the company's food tape users are the Broadway department store chain, Bullock's and J. W. Robinsons. Discounting occurs to a slight degree. "So far there's no room for discounting as the wholesale cost doesn't have the water that records have," Becker says.

The problem of pilferage is fought by placing all merchandising under sliding glass door racks which lock to the public. An average rack of this nature can hold 400 titles.

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

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



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Just hook this beauty to your rack. Audio Magnetic's blister packed blank cassette cartridges are growing more popular every day. Just pick up any newspaper and see the big push on compact cassette recorders by every O.E.M.

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Big deal?

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You get a corner on the 8-track tape player market from a single source. The people who invented it.

You get six different models for cars. Five tape players for homes. And four portables for everywhere else. That's 15 models all together. Practically a whole stereo eight department by itself.

And to make a big deal even bigger,

we completely restyled the entire line. Gave it more exclusive sales features than ever before. And backed it up with the strongest national advertising program in our history.

You see, this year Lear Jet is out to break every sales record we've ever had. And every one you've ever had, too . . . if you'll let us.

Give us a call sometime soon. And we'll both make sales history together.

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it pays happily ever after.

Racks Faced With Triple-Pronged Dilemma

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

The three dilemmas:

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

4 Types of Outlets

Through its subsidiary firm, Record City, Taylor Electric is racking four types of outlets: the mass merchandiser Zayres type of store; the department store, such as Gimbels-Schusters; the "Tape City" type of outlet; and record shops.

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

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

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

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

800 Pieces

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

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

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

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

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

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

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

Display Case Design

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

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

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

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

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

Stocke said Taylor Electric handles Lear, Borge-Warner, RCA and some Tenna playback equipment. "We're also handling Norelco cassette players.

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

Reel Market

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

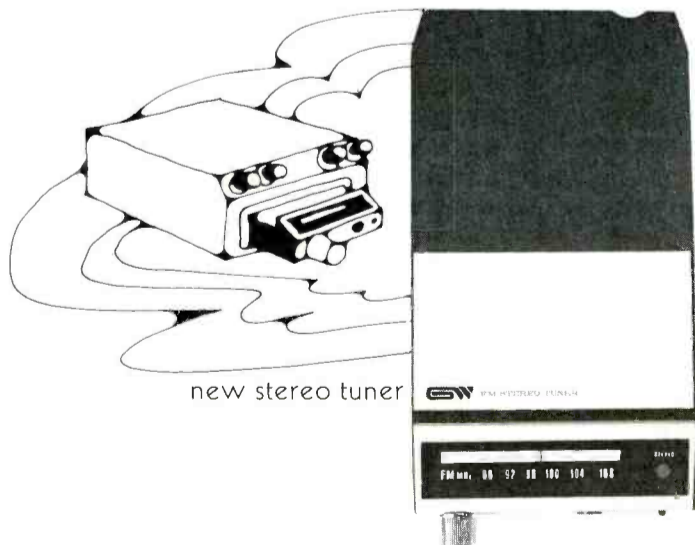
With exclusive Tape City types of accounts and record shops doing the best job with tape cartridges, Stocke said that mass merchandisers and department stores will pick up fast "when they realize tape cartridges have to be merchandised like records.

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

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

Through its Record City subsidiary, which was formed in 1958, Taylor Electric has established several Tape City types of stores and is servicing a great number of record shops.

We're in.



We've joined NARM because we manufacture tape cartridge tuners... a product line that is a logical and profitable addition to the music business.

Our tuners resemble pre-recorded tape cartridges in size and shape and playing characteristics.

Their output equals the quality of the finest playback equipment on the market. Now we have a full line priced from \$19.95 to \$59.95.

Our newest tuner is the Mark I FM-Multiplex, a unit that converts any 4 or 8 track player to a full-sound multiplex radio. The Mark I Stereo is available for shipment now.

Gene Block, our newly appointed national sales manager, will be in Chicago at the NARM convention to introduce you to this exciting new product line. Some territories are still available for distribution. And as we said, we're shipping now. See us during the show: Continental Plaza Hotel.

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

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

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

It's rugged and reliable. The tape won't scratch, spill,

tangle or break because it's locked inside a case.

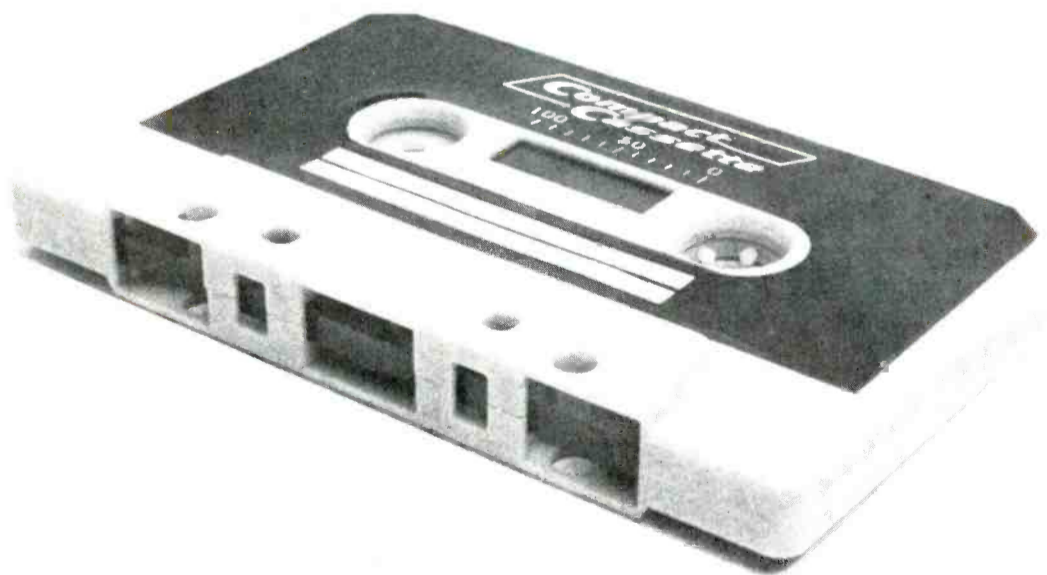
You can select what you want when you want because the cassette allows fast forward and rewind.

It plays back or records for up to two hours.

And the sound is great.

1968 has been called "the year of the cassette."

Major recording companies are flooding the market with musicassettes. Virtually every kind of music is



available. From Rock to Pop to Bach.

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

With so much momentum built up already, Philips isn't going to stop. We're pioneering short-play cassettes, priced right for teenagers. We're constantly improving cassette technology. To produce better sound,

stronger tape, longer play. And we're inventing more and more machines and continually improving our present line.

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



Stereo Dept. Handles Equipment

• Continued from page 71

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

exactly where we're at all the time.

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

Tape Distributors of America

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

Ohren said pilferage was no

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

Display is another problem, he said. "Too often, product is displayed helter skelter. The best way is to maintain displays according to music category.

Ohren said automotive accounts are moving 80 per cent 8-track and 20 per cent 4-track. "There is no cassette business in the automotive field yet and there won't be until the cassette hardware is out there," he said.

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

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

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

Swinging L&F's

• Continued from page 70

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

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

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

CARtridge Sales

• Continued from page 72

greatest volume of tape sales for rack jobbers. Almost 35 per cent of all tape sales are made in these outlets.

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

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

NARM Busy Season

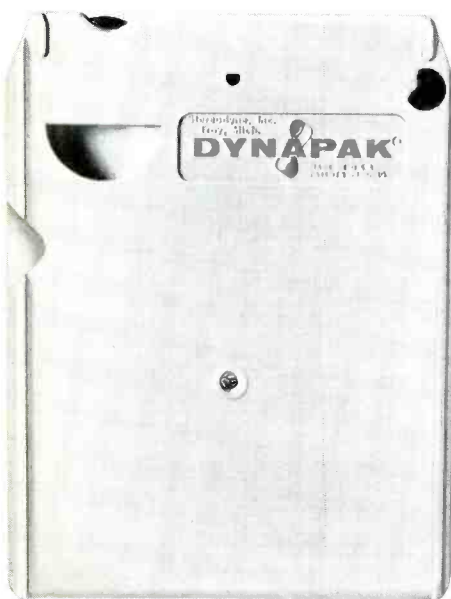
• Continued from page 70

man, George Barry, Ralph Anderson, Don Belzer and Eddie Jay in the original steering committee that formed NARM. All except Snyder, Goldman and Belzer were in the toiletries association."

Tiedjens started as a rack jobber of records in 1955. He sold his firm, known as Musical Isle, in 1966, and formed Midwestern Tape Distributors, now known as National Tape Distributors.

Only accessory line in guaranteed cartridges and cassettes.

So, like everything else from Stereodyne,
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A full one-year guarantee on
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Dynapak 4-8 track no-return cartridges.

Stereodyne designed the Dynapak cartridge to eliminate the industry's biggest problem: loss of profits due to 100% exchange of fouled up cartridges. A Dynapak cartridge stays sold. No more re-handling of returns. There is virtually nothing that can go wrong with a Dynapak cartridge in normal use. So, how can you go wrong selling it?

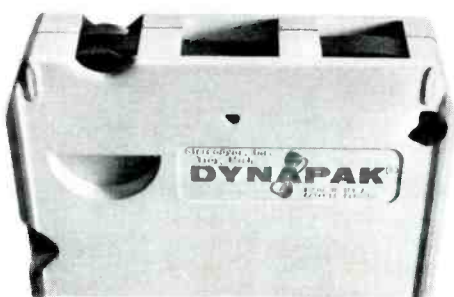


Dynapak no-return cassettes.

The fact that we designed a no-return cartridge saddled us with a major responsibility: Design a no-return cassette, too. So we did. And by something less than sheer coincidence, we call it the

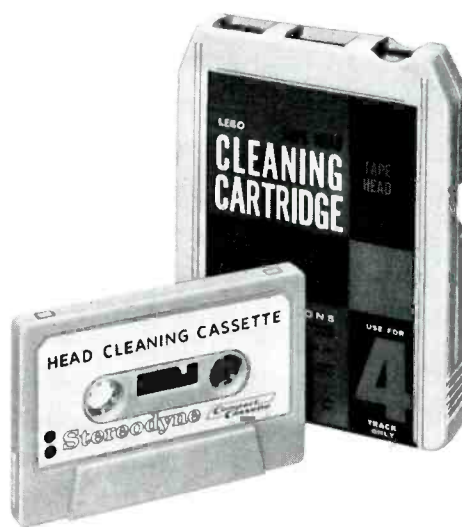
Dynapak Cassette. It contains only ten parts. The present most-widely used cassette contains seventeen. So, with Dynapak, there are seven fewer chances for foul-ups than with other cassettes.

The Dynapak cassette is made up of two halves which snap together on a one-piece hub. Loading of spring pad assembly is so uncomplicated, its slot design so ingenious, tape can be dropped into place. Dynapak is the only cassette designed for 100% automated assembly.



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With or without tape, if it's Dynapak, it's no-return. Loaded cartridges are available with blank tape in any length you specify. The Dynapak Cartridge is absolutely jam-proof and spill-out proof. Its extra large spill chamber—biggest in the industry—allows amply for tape take-up inside. Ends tape pleating and pile-up. Dynapak no-return cassettes, also, are so brilliantly engineered to be fool-proof that they are now the cassettes against which all others must be judged. Available in C-30, C-60, C-90, C-120 lengths. Both Dynapak cassettes and cartridges are guaranteed for one year.



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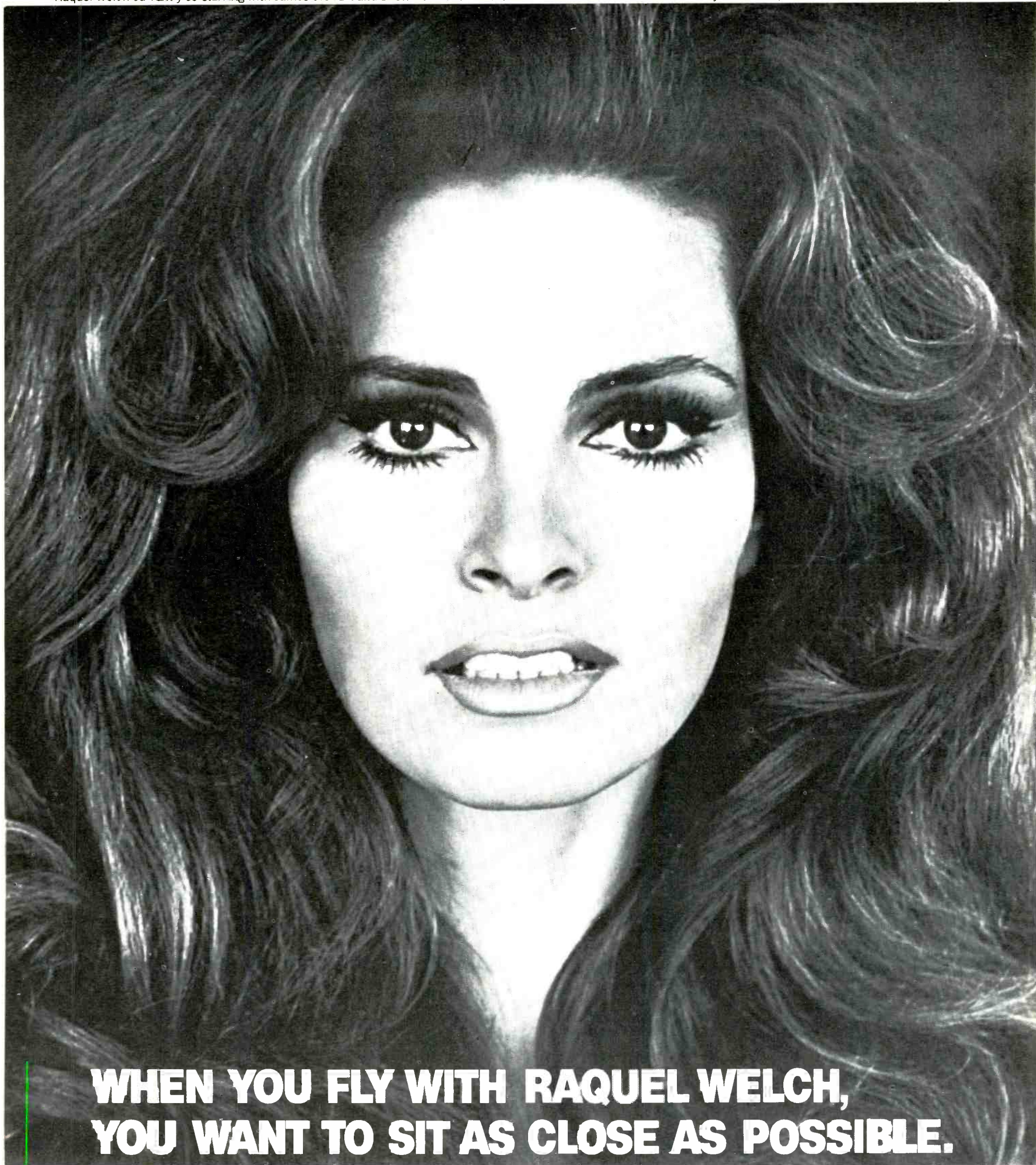
Why put a good name like yours on a product that's not guaranteed? With Dynapak guaranteed cartridges and cassettes you protect and build both your corporate image and brand name. At the same time, you eliminate the competitive factor. Because your only competition is yourself. And if that isn't the best way to control distribution, we'd like to know what is.

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Canned Heat to Tour Overseas

LONDON — Liberty Records' Canned Heat begins a 30-day European tour at the Révolution here on Tuesday (3). They also will appear on the BBC-TV "Top of the Pops" show on Thursday (5), and at the Mothers Club, Friday (6), and Dunstable, Folkston and Bath through Monday (9).

The group plays a Frankfurt concert with the Doors of Elektra Records and RCA's Jefferson Airplane on Saturday (14). Canned Heat then plays Munich, Zurich, and Paris' Olympia Theater. TV appearances are slated for Brussels on Sept. 18 and Amsterdam on Sept. 20. They perform with the Doors in Stockholm on Sept. 21 with TV shots set for Stockholm and Copenhagen.

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

RCA Launches Hot Promotion For New Player

• Continued from page 67

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

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

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

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BRANCHES IN SACRAMENTO & FRESNO



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

Cover the UK beat with Graeme Andrews . . . and

Billboard



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CUC Acquires 15% of Seeburg

• Continued from page 3

sets at \$57.58 million, as of Oct. 31, 1967.

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

Expansion in all levels of leisure products, Nicastro said,

would also include Seeburg's involvement in musical instruments and home entertainment. Seeburg has in recent years purchased the Kay Musical Instruments Co., a guitar-maker since sold to Valco, Inc., the Gulbransen Co., a 62-year-old piano and organ manufacturer, and the 71-year-old H. N. White Co., Inc., a maker of band instruments.

Seeburg's involvement in music publishing dates back to 1965, when the firm set up a licensing society called coin operated phonograph performance society (COPPS). At the time, Seeburg announced it had amassed 4,000 copyrights. Under COPPS, 45's were leased specifically for play on jukeboxes.

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

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

Still later, William Adair, president, Seeburg Sales Corp., said, "There is no machine on the market that interests Seeburg now. But if there should be a breakthrough to a new approach we'd be willing to take a second look."

Nicastro did not indicate what form any new audio-visual machine might take. He did acknowledge that Seeburg engineers have been studying the new American Co.'s 4-inch 33 1/3-r.p.m. Pocketdisc record, to be test-marketed in the Northwest next week.

Executive Turntable

• Continued from page 6

president of the Califone/Roberts division of Rheem Manufacturing Co., producers of tape recorders, phonographs and electronic combo organs. He succeeds **Charles Phillips**, who was promoted to vice-president and general manager of the division.

★ ★ ★

Jack Doyle, general sales manager, has been designated director of marketing at Craig Corp. **Steve Selot**, Craig's Midwestern regional manager, has been promoted to national sales manager. . . **Charles Hancock** has been named sales manager of Crown Industrial Suppliers Co., the merchandising arm for home entertainment products manufactured by Japan's Crown Radio Corp.

NARM Meet Issues Seen

• Continued from page 1

as many associate firms, the four-day conclave falls at a time when the dilemma of slow shipments and the return rate are at their peaks. Consumer interest and actual purchases for tape cartridges have reached the point where it is imperative for retailers to have hot product in stock or on 24-hour call.

Along with the high volume of tape sales, the number of defective tape returns are also soaring. Tape duplicators allege that the majority of the returns stem from deliberate consumer destruction of the tape or cartridge in order to receive a new title. Retailers should not be accepting these returns, they aver.

Other major issues at the NARM meeting include bootlegging and proper merchandising techniques. Bootlegging is much more rampant on the West Coast, but because of recent litigation on behalf of both, the record companies and firms doing unauthorized duplicating and marketing, the outcome will have ramifications on the entire music industry. Bootlegging will be the topic of Wednesday's business session, which will be paneled by Berman of the Harry Fox Office; Earl Kintner, NARM's general counsel, and Henry Brief, executive secretary

Pitcher Waxes Album for Cap.

LOS ANGELES — Denny McLain, a Detroit Tigers pitcher, has been recorded with his quartet for Capitol LP, marking the first time a professional baseball player has been on the label's artist roster.

McLain plays Hammond organ during the off-season in the Midwest. The pitcher debuts on Capitol Sept. 15. His group has already been booked into the Rirdoro Hotel, Las Vegas, and on the Ed Sullivan Show over CBS-TV Oct. 7.

Fire Razes Pa. Spot

READING, Pa.—The former Crystal Ballroom in Carsonia Park here, a landmark for generations was demolished by fire which broke out during the night of Aug. 25. Originally built in 1896, it was a major stopping-off place for the name bands and attracted patrons from a wide area of southeastern Pennsylvania. In recent years it was renamed Center Ballroom.

of the Record Industry Association of America.

During the four-day event, one ballroom at the Continental Plaza Hotel will be devoted exclusively to point-of-sale displays.

Action Talents Push on Bridge

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

Brooklyn Bridge doubles on Friday (30) and Saturday (31) at the Cloud 9 A Go Go in Farmingdale, L. I., N. Y., and Palisades Park and on Sunday (1) at Asbury Park's Convention Hall and the amusement park. The convention hall date is with the Four Tops.

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Spotlight Singles

NUMBER OF
SINGLES REVIEWED

THIS WEEK
164

LAST WEEK
156

*This record is predicted to reach the TOP 40 EASY LISTENING Chart

TOP 20 POP SPOTLIGHT

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

BEATLES—HEY JUDE/REVOLUTION

(Prod. George Martin) (Writers: Lennon-McCartney) (Maclen, BMI)—Their first for their own label, distributed by Capitol, is a potent two-sided winner. First is an off-beat rhythm ballad with compelling lyric line while the flip is a solid rocker with another fascinating lyric. **Apple 2276**

MARVIN GAYE—CHAINED

(Prod. Frank Wilson) (Writer: Wilson) (Jobete, BMI)—Currently riding the Hot 100 in his debut with Tammi Terrell, Gaye has a solo pulsating rocker here that will fast ride up to meet the sales success of the present hit. It's Gaye at his swinging best. Flip: "At Last (I Found a Love)" (Jobete, BMI). **Tamla 54170**

KASENETZ-KATZ SINGING ORCHESTRAL CIRCUS—QUICK JOEY SMALL (Run Joey Run)

(Prod. Jerry Fuller) (Writer: Fuller) (Viva, BMI)—Producer-composer Jerry Fuller comes up with more winning material for the exceptional million selling group. Right in the emotional driving ballad feel of their former hits, this one can't miss hitting with the same sales impact. Flip: "If the Day Would Come." **Columbia 44644**

TURTLES—ELENORE

(Prod. Chip Douglas) (Writers: The Turtles) (Ishmael/The Blimp, BMI)—With all the powerful sales ingredients of their hits such as "Happy Together," the quintet has one of their best to date in this swinger. Headed right for the top ten. Flip: "Surfer Dan" (Ishmael/The Blimp, BMI). **White Whale 276**

THE GOOD EARTH—I CAN SEE A LIGHT

(Prod. Bob Crewe) (Writer: Swafford) (Saturday, BMI)—New Bob Crewe discovery has all the earmarks of an out and out smash. Infectious rhythm item, well written and featuring a powerful solo workout, should hit hard and fast. Top production. Flip: "A Funny Thing Happened (Anytime)." **DynaVoice 924**

TOP 60 POP SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

MARVELETTES—

WHAT'S EASY FOR TWO IS HARD FOR ONE

(Prod. "Smookey") (Writer: Robinson) (Jobete, BMI)—Following up their "Here I Am Baby" group comes on strong with this easy beat swinger that will fast surpass the sales of their past hit. Flip: "Destination: Anywhere" (Jobete, BMI). **Tamla 54171**

*ROGER MILLER—TOLIVAR

(Prod. Jerry Kennedy) (Writer: Miller) (Tree, BMI)—More poignant ballad material penned by the performer that will take him high on the Hot 100 and Easy Listening charts following his "Little Green Apples" hit. Flip: "What'd I'd Give (To Be the Winc)" (Tree, BMI). **Smash 2183**

THE TAMS—TROUBLE MAKER

(Prod. Ray Whitley) (Writer: Whitley) (Low-Twi, BMI)—Blockbuster swinger that will fast surpass the sales success of their recent "Be Young, Be Foolish, Be Happy." Powerful beat and performance. Flip: "Laugh at the World" (Low-Twi, BMI). **ABC 11128**

MONITORS—STEP BY STEP (Hand in Hand)

(Prod. Dean & Weatherspoon) (Writers: Dean & Weatherspoon) (Jobete, BMI)—Here's the groovy rocker with a potent lyric line that should spiral this top group high on the Hot 100 and r&b charts. Disk says a great deal. Backed by a driving beat. Flip: "Time Is Passin' By" (Jobete, BMI). **Soul 35049**

*MEL CARTER—I PRETEND

(Prod. Nick DeCaro) (Writers: Reed-Mason) (Morris, ASCAP)—Carter moves over to the Bell label with a powerhouse piece of ballad material with a performance to match. Song went to No. 1 in England and this reading will capture much of these sales for the U.S. Flip: "Didn't We" (Madelon, BMI). **Bell 743**

LEAPY LEE—LITTLE ARROWS

(Prod. Gordon Mills) (Writers: Hammond-Hazlewood) (Duchess, BMI)—Presently riding up the British chart, this infectious rhythm item has equal sales potential for the U. S. Producer Gordon Mills could easily have a left field smash here. Good sound. Flip: (No Information Available.) **Decca 32380**

SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

TINY TIM—Hello, Hello (Prod. Richard Perry) (Writers: MacNeil-Kraemer) (Great Honesty, BMI)—The catchy rhythm material proved a hit for the Sopwith Camel and for Claudine Longet, and now Tiny Tim adds his own unique style to it. **Reprise 0769**

***FRANKIE LAINE—Please Forgive** (Prod. Bob Thiele) (Writers: Kusik-Snyder-Laine) (Feist, ASCAP)—Poignant country flavored ballad served up in an exceptional Laine performance loaded with programming and sales appeal. **ABC 11129**

BO GENTRY & RITCHIE CORDELL—Love Is Here (Prod. R. Cordell & Bo Gentry) (Writers: Gentry-Bloom) (Laskat/Red Dog, BMI)—The successful producers-composers come on strong in this their vocal debut for the label. Groovy rock material and performance make this one to watch. **Columbia 44635**

***JERRY VALE—That Girl Would Be So Pretty** (Prod. Wally Gold) (Writers: Levitt-Gorgoni) (Blackwood, BMI)—Vale's most commercial effort for today's selling bag, this potent ballad material has much appeal for all ages of disk buyers. **Columbia 44615**

JIMI HENDRIX EXPERIENCE—All Along the Watchtower (Prod. Jimi Hendrix) (Writer: Dylan) (Dwarf, BMI)—Composed by Bob Dylan and done up in a funky blues treatment by Hendrix, it all adds up to what could prove a left field sales winner. **Reprise 0767**

ROBERT KNIGHT—Isn't It Lonely Together (Prod. Buzz Cason & Mac Gayden) (Writer: Stevens) (Ahab, BMI)—Effective lyric material penned by Ray Stevens and performed beautifully by Knight, this rhythm ballad should rapidly bring him back to the charts. This is his first since his move to Elf, distributed by Bell. **Elf 90019**

***DAMITA JO—A Reason to Believe** (Prod. Randy Wood) (Writer: Hardin) (Faithful Virtue, BMI)—The much recorded Tim Hardin material serves as a strong label move for the top stylist. She's at her best with this commercial item. **Ranwood 820**

EVERY MOTHER'S SON—Rainflowers (Prod. Wesufarrell) (Writers: Larden-Larden) (Pocket Full of Tunes/Tobi-Ann, BMI)—Infectious, happy rocker loaded with teen dance appeal that results in healthy sales for the smooth group. **MGM 13987**

ARTISTICS—Lonely Old World (Prod. Carl Davis) (Writer: Tarleton) (BRC/Jalynne, BMI)—Group moves and grooves with this strong rhythm material that rocks, easy style from start to finish. **Brunswick 55384**

RICHIE HAVENS—Just Above My Hobby Horse's Head (Prod. Richie Havens, Mark Roth & PW) (Writers: Roth-Havens) (Albet, BMI)—Potent and timely folk-rock message outing which the dynamic Havens sells for all it's worth. Exceptional vocal workout. **Verve Forecast 5092**

SAM THE SHAM—I Couldn't Spell !!! (Prod. Stan Kesler) (Writer: Thompson) (Barton, BMI)—The country novelty serves as potent pop commercial material for Sam the Sham. Strong entry. **MGM 13972**

***BERT KAEMPFERT & HIS ORCH.—(You Are) My Way of Life** (Prod. Milt Gabler) (Writers: Kaempfert-Rehbein-Sigman) (Roosevelt, BMI)—Currently going up the charts via the Sinatra version, the composer brings his own unique instrumental treatment of it. An Easy Listening programming must with sales to follow. **Decca 32379**

***BILLY ECKSTINE—For Love of Ivy** (Prod. Billy Eckstine) (Writers: Jones-Russell) (Ampco, BMI)—The much recorded ballad film theme is given one of its finest treatments here. Should prove an important Easy Listening sales chart item. Top programmer. **Motown 1131**

FRANCINE BARKER—Don't You Know Love When You See It (Prod. Van McCoy & David Kapralik) (T.M., BMI)—The original Peaches of Peaches & Herb has a winning performance in this, her solo debut. Strong production ballad penned by Van McCoy. **Columbia 44614**

***FRANK D'RONE—Bluesette** (Prod. Richard Evans) (Writers: Thielemans-Gimbel) (Duchess, BMI)—Here's a programmers' delight that should be followed by strong sales in the Easy Listening bag. D'Rone is at his swinging best. **Cadet 5619**

JOHN FOSTER & SONS LTD. BLACK DYKE MILLS BAND—Thingumybob (Prod. Paul McCartney) (Writers: Lennon-McCartney) (Maclen, BMI)—Penned by McCartney and Lennon and produced by McCartney, this rhythm winner of the First World War vintage should grab much air play and sales. Funny idea with an outdoor band concert sound. **Apple 1800**

***LANA CANTRELL—Catch the Wind** (Prod. Mike Berniker) (Writer: Donovan) (Southern, ASCAP)—The fast paced Donovan folk material is given a strong pop going over that will garner much play and sales. Top Al Gorooni arrangement. **RCA Victor 47-9619**

DICK & DEE DEE—The Escape Suite (Prod. Dan Ralke) (Writer: Henn) (Dee-Pam, ASCAP)—Marking their move to the Dot label, the popular duo has a commercial winner in this pulsating rock material. **Dot 17145**

JERRY INMAN—Train of Thought (Prod. Jerry Fuller) (Writer: Fuller) (Viva, BMI)—The Jerry Fuller rhythm folk ballad, with much of the flavor of "Gentle on My Mind" should bring Inman to the charts. Top performance. **Columbia 44619**

PATTI LABELLE & BLUERELLES—He's My Man (Prod. Don Davis) (Writers: Briggs-Davis-Gilmer) (Cotillion/Groovesville, BMI)—Here's a blues blockbuster with equal sales potential for both the r&b and pop charts. Infectious beat and a wailing vocal workout. **Atlantic 2548**

THE SPLIT LEVEL—Love to Love You (Prod. Gerry Granahan) (Writers: Benjamin-Pot) (Benjamin & Pot, ASCAP)—Driving rhythm item that should bring the group through for much sales in the teen market. Moves from start to finish. **Dot 17142**

THE GENTRIES—Thinking Like a Child (Prod. Dale Hawkins & Don Nix) (Writer: Nix) (Belldale, BMI)—Strong rock production material, well performed with much teen sales appeal. **Bell 740**

TOP 20 COUNTRY

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

CONNIE SMITH—CRY, CRY, CRY

(Prod. Bob Ferguson) (Writer: Wood) (Fingerlake, BMI)—Fast follow-up to her top ten hit "Run Away Little Tears," Miss Smith has all the ingredients here to top those sales with this poignant rhythm ballad. Flip: "The Hurt Goes On" (Channel, ASCAP). **RCA Victor 47-9624**

GEORGE JONES & BRENDA CARTER—MILWAUKEE, HERE I COME

(Prod. George Jones) (Writer: Fikes) (Glad, BMI)—Still on the chart with his smash hit, "As Long As I Live," Jones is joined by a newcomer in a rhythm item that should prove as big a sales giant as his "Race Is On" of the past. One of his best ever. Flip: "Great Big Spirit of Love" (Glad/Moss Rose, BMI). **Muscor 1325**

BOB LUMAN—I LIKE TRAINS

(Prod. Glenn Sutton) (Writer: Sutton) (Gallico, BMI)—Luman hit the top part of the chart with his "Ain't Got Time to Be Unhappy" and this catchy number penned by Glenn Sutton will put him right back up there again. Strong entry. Flip: "World of Unhappiness" (Gallico, BMI). **Epic 10381**

ARCHIE CAMPBELL & LORENE MANN—WARM AND TENDER LOVE

(Prod. Bob Ferguson) (Writers: Robinson) (Pronto/Bob-Dan/Quinvy, BMI)—They rode high on the chart with their dueting on "Tell It Like It Is" and this blues ballad item has all the ingredients of a sales topper for that hit. Good material with an exceptional soulful vocal performance. Flip: "Pledging My Love" (Lion/Wemar, BMI). **RCA Victor 47-9615**

CHART

Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

JERRY REED—Alabama Wild Man (Vector, BMI). **RCA VICTOR 47-9623**
JEAN SHEPARD—Everyday's a Happy Day for Fools (Blue Crest, BMI). **CAPITOL 2273**

ERNEST TUBB—It Sure Helps a Lot (Champion, BMI). **DECCA 32377**
HUGH X. LEWIS—The World Doesn't End Here (Terrace, ASCAP). **KAPP 939**
BOBBY LORD—It's My Life (Buckhorn Music, BMI). **DECCA 32373**
BILL PHILLIPS—I'm Thankful (Needahit, BMI). **DECCA 32375**

CANADIAN SWEETHEARTS—Hey Sue! (Rose/Burnette, BMI). **EPIC 10377**
LEAMON SISTERS—Heart (I'm Ashamed of You) (Moss Rose, BMI). **MONUMENT 1090**

ROY ACUFF, JR.—Blue Train (Of the Heartbreak Line) (Acuff-Rose, BMI). **HICKORY 1515**

CAL SMITH—Honky Tonk Blues (Rose, BMI). **KAPP 938**
BOBBY BRIDGER—Over You (Rustland, BMI). **MONUMENT 1092**
DIANNE LEIGH—The Wife You Save May Be Your Own (Yonah, BMI). **CHART 59-1051**

BARBARA HERALD—How Can Our Cheating Be Wrong (Blue Crest, BMI). **MG 13971**

GEORGE RIDDLE—It's Your Life (Wilderness, BMI). **BLUE VALLEY 304**
BILL TOWERS—You Still Look as Good as Ever (Acuff-Rose, BMI). **BELL 45001**
BOBBY FISCHER—The Only Lie I Ever Told (Tree, BMI). **DIAL 4081**
REDD STEWART—My Home Is the Dust of the Road (Milene, ASCAP). **BELL 45000**

LEON DOUGLAS—I Used to Own this Train (Window, BMI). **BLUE VALLEY 300**

TOP 20 R&B

Spotlights Predicted to reach the TOP 20 of the TOP SELLING R&B SINGLES Chart

RUFUS THOMAS—FUNKY MISSISSIPPI

(Prod. Steve Cropper) (Writer: Floyd) (East, BMI)—Penned by Eddie Floyd and given a blockbuster reading by Thomas, this blues item with a driving easy beat should prove a top r&b item and move right into the pop charts as well. Flip: (No Information Available.) **Stax 0010**

LITTLE MILTON—LET ME DOWN EASY

(Prod. R. Davis-G. Barge) (Writer: Dollison) (Arc, BMI)—One of Milton's top soulful performances of strong blues ballad material. Potent lyric line that he sells for all it's worth should prove a sales giant. Flip: "Driftin' Drifter" (Chevis, BMI). **Checker 1208**

CHART

Spotlights Predicted to reach the R&B SINGLES Chart

CLIFFORD CURRY—Miss Shake-a-Plenty (In the Micro-Mini) (Sons of Ginza, BMI). **ELF 90018**

LITTLE CHARLES & THE SIDEWINDERS—Please Open Up the Door (Lonstan, BMI). **BOTANIC 1001**

WILLIE GAUFF & LOVE BROS.—Everybody Needs Love (Modern/Turner, BMI). **KENT 495**

THE SOUL CHILDREN—Give 'em Love (Mark III, ASCAP). **STAX 0008**
JIMMY LEWIS—We Can Make It (Tangerine/Jalew, BMI). **TANGERINE 987**
THE HUEYS—Feelin' Kinda Coo-Coo Too (Tune-Kel & Cooley, BMI). **INSTANT 3992**

DARRELL BANKS—The Love of My Woman (Groovesville/Cotillion, BMI). **COTILLION 44006**

MARVA WITNEY—I'll Work It Out (Golo, BMI). **KING 6181**
BILLY GUY & THE ODDS N' ENDS—Lookin' Like a Nut Nut (Desto/Leandre, BMI). **SEW CITY 109**

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

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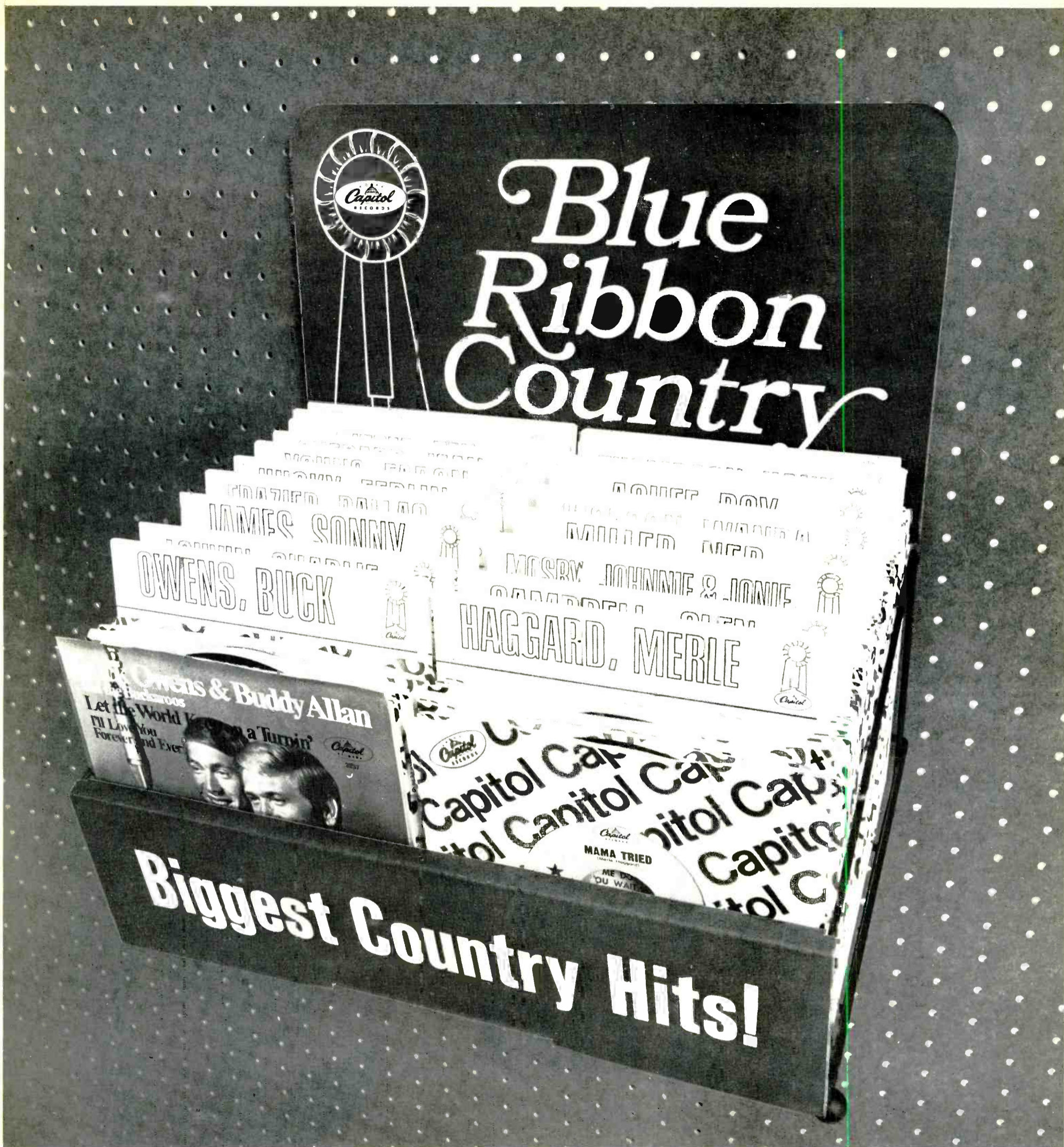
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Album Reviews



POP
THE SECRET LIFE OF HARPERS BIZARRE—Warner Bros.—Seven Arts 1739 (S)

Harpers Bizarre continues to surprise with each outing, as they remain forever fresh and creative. They open the program with a beautiful, but brief, "Look to the Rainbow" and then go on to create four musical vignettes, encompassing such gems as "Battle of New Orleans," "Sentimental Journey," and "I'll Build a Stairway to Paradise." A programming must for all formats, and loaded with sales appeal.



POP
LATE AGAIN—Peter, Paul & Mary. Warner Bros.—Seven Arts WS 1751 (S)

Another sales winner from the consistent LP selling trio. They run the gauntlet of material from the plaintive, rhythmic "Moments of Soft Persuasion," with singles potential to the gospel feel of "Tramp on the Street" and Bob Dylan's "I Shall Be Released," in which Peter is accompanied by a gospel oriented group sound. Their interpretation of Tim Hardin's "Reason to Believe" is a gem.



POP
LOCAL GENTRY—Bobbie Gentry. Capitol ST 2964 (S)

Bobbie (Billie Joe) Gentry deserts the Delta for Beatle land, including a stunning "Eleanor Rigby" as well as her own dusty Delta dramas. Mississippi melodies includes the self-penned "Sweet Peony" and "Ace Insurance Man," both sensitively set against the Beatles' "Here, There and Everywhere" and Kenny Rankin's "Peaceful"—all with lush arrangements tuned in on the charts.



POP
THE SECRET LIFE OF J. EDDY FINK—Janis Ian. Verve/Forecast FTS 3048 (S)

Janis Ian, the mini-critic of our troubled society, diagnoses social ills like a musical M.D. with her sophisticated array of perceptive, perky tunes. Her educated weave of jazz, pop and folk in "Friends Again," her latest single, "What Do You Think of the Dead?" and a dramatic "She's Made of Porcelain" are a classy tribute to the singer-musician's singular talents.



POP
SPOOKY TOOTH—Bell 6019 (S)

Spooky Tooth, a new British group tutored into chart shape by Jimmy Miller, who also produces the Rolling Stones, burst onto the rocketing rock scene with an exciting mix of sounds, songs and sensations. The group's electric make-up, bouncing from hard rock to soft, are spoken for in "Sunshine Help Me," "Forget It, I Got It" and "Bubbles" and included a sparkling rock re-routing of Janis Ian's "Society Child."



COUNTRY
THE GREAT STONEMANS—The Stonemans. MGM SE 4578 (S)

Here is another winner by this great act. The material is a combination of all the facets of country music, including bluegrass and folk, as well as pop material. Examples are "Christopher Robin," "You're Gonna Be Sorry" and "Hello, Dolly." Several months ago Pop Stoneman passed away. This is his last album for MGM and his fans will treasure it.



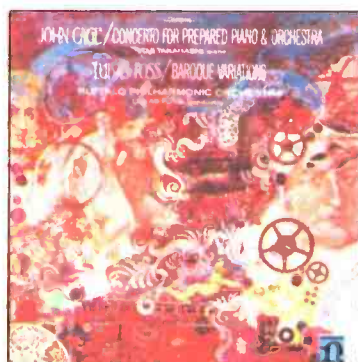
COUNTRY
COUNTRY FEVER—Hugh X. Lewis. Kapp KL 1563 (M); KS 3563 (S)

A strong package. Lewis has been selling well and he has some powerful sides here. Lead item is his latest single, "Country Music Fever." In addition, Lewis has splendid performances with such tunes as Harlan Howard's "Where Were You (When I Was Young)" and Charlie Rich's "Sittin' and Thinkin'."



COUNTRY
LONESOME IS—Leroy Van Dyke. Kapp KS 3571 (S)

Without doubt, Leroy Van Dyke has come up with a superlatively beautiful album for his debut on this label. "You May Be Too Much for Memphis, Baby" is the type of tune that, with airplay could prove a big success. "Lonesome Is," the title tune of the LP, is unusual, slow ballad. "Big Bad City" and "One Minute More of Lonely" are also fairly good.



LOW-PRICE CLASSICAL
CAGE: CONCERTO FOR PREPARED PIANO/FOSS: BAROQUE VARIATIONS—Takahashi/Buffalo Philharmonic (Foss). Nonesuch H 71202 (S)

A first recording of a key John Cage composition always is news and this fine performance of the "Concerto for Prepared Piano & Orchestra" with soloist Yuji Takahashi is welcome indeed. Lukas Foss' "Baroque Variations" with its controversial "Phorion" section also is excellently performed by Foss and the Buffalo Philharmonic.



POP
STACK-O-TRACKS—The Beach Boys. Capitol DKAO 2893 (S)

Sleeper of the week in the pop field are 15 Beach Boy rhythm tracks packaged with a booklet of lyrics, chord symbols and photos for the play-and-sing-along buff who recalls the hey-day of Brian Wilson tunes. "Wouldn't It Be Nice," "Surfer Girl," "Little Honda" and "Sloop John B" are some of the instrumental back-grounds ready for an icing of falsettos and fancy fingerings on the guitar.



POP
LOVE MAKES A WOMAN—Barbara Acklin. Brunswick BL 754137 (S)

The title tune has her currently riding high on the No. 100 chart and this collection of top blues readings of some of the best of today's hits will prove a hot LP seller as well. In this, her debut album, the composer-singer comes on strong with "The Look of Love" and "Be By My Side." With traces of Cionne Warwick and Aretha Franklin, Miss Acklin has her own distinctive feel and sound that will keep her up there as a consistent top disk seller.



POP
ORPHEUS ASCENDING—MGM SE 4569 (S)

Orpheus made an impression of the LP charts with their initial album, and now that the surface has been scratched, they should fare even better in sales. Eight of the dozen tunes have been penned by members of the group, and "I'll Fly" and "So Far Away in Love" are standouts. They also bring a newness to other groups' hits such as "Walk Away Renee" and "She's Not There." Good group sound with first rate production work by Alan Lorber.



POP
WORKIN' ON A GROOVY THING—Patti Drew. Capitol ST 2855 (S)

The whole program comes off as a blockbuster in groovy material with performances to match. With equal sales appeal for both the pop and r&b markets, the stylist is equally at home with Jim Webb's emotional "Didn't We" or Mike Settle's "I Get a Funny Feeling" as she is wailing the blues "Without a Doubt." Her Sam Cooke medley, "Sentimental Reasons" and "You Send Me" is exceptional.



POP
SOLID SOUL—Willie Mitchell. Hi SHL 32045 (S)

Mitchell had a good run on the singles charts (both pop and r&b) with his "Prayer Meetin'" hit, and this follow up LP should prove another chart climber. He offers highly danceable instrumentals such as "Grazing in the Grass," "The Horse" and "Groovin'," which should appeal to all buyers. One of Mitchell's strongest LP offerings to date.



POP
A MAN NEEDS A WOMAN—James Carr. Goldwax GW 3002 (S)

James Carr knows how to spin a tale of love, like "A Man Needs a Woman," with especial soul, with nitty gritty impact. He takes the country tune of "Life Turned Her That Way" and shows you clearly how much the two fields of music have in common. His popular "Dark End of the Street" is here, too, along with "You Got My Mind Messed Up." A beautiful package.



POP
TURN ON YOUR LOVE LIGHT—Bill Black's Combo. Hi SHL 32044 (S)

Bill Black's Combo, an instrumental group as historical as the rock 'n' roll invasion and hip as "The Horse," continues to stomp over old ground with a new beat and new ground with Bill Black's unique sound. Jimmy Reed's "Bright Lights, Big City" and "Big Boss Man" are perfectly pitted against versions of "Simon Says," "In the Midnight Hour" and the group's latest "Turn On Your Love Light."



POP
I KNOW HOW IT FEELS TO BE LONELY—Morgana King. Verve V6-5061 (S)

In this, her move to the Verve label, the unique interpreter of song offers her most commercial program of artistic performances to date. She has her own feel for Donovan's "Sunshine Superman," Lennie Welch's "Since I Fell For You" and the Beatles' "Eleanor Rigby," and she sells them for all they're worth. Standouts are Jim Webb's "Didn't We" and the Beatles' "Got to Get You Into My Life."



CLASSICAL
BRAHMS: PIANO CONCERTO No. 1 IN D MINOR—Cleveland Orch. (Serkin/Szell). Columbia MS 7143 (S)

This Serkin offering of Brahms' First Piano Concerto makes an important companion piece to his recording of the composer's Second, which has been available for some time. The performance is flawless, from the pianist's delicate and subtle interpretation to the accompaniment by George Szell and the Cleveland Orchestra. Should have a long and healthy sales life.



LOW-PRICE CLASSICAL
DYORAK: SYMPHONY No. 9 "NEW WORLD"—Berlin Philharmonic (Fricsay). Heliodor HS 25083 (S)

Bargain hunters should grab up this recording, previously released in Europe on DGG. It's Fricsay and the Berlin at their very best, interpreting the "New World" with vividness, drama and feeling. An all-around telling performance by the late maestro. Record has been electronically enhanced in stereo.



LOW-PRICE CLASSICAL
TREASURES FOR THE VIOLIN—Henryk Szeryng/Charles Reiner. Philips World Series PHC 9092 (S)

An outstanding violinist here offers a fine collection of 10 selections for that instrument and Henryk Szeryng plays them beautifully. From the longest selections: Leclair's "Sonata in D" and the Vivaldi-Charlier "Chaconne," to the short, but popular "Flight of the Bumble Bee," Szeryng is in top form. Charles Reiner capably assists at the piano.

Chi Turns Czechcago: Biz Dips

• Continued from page 1

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

week. However, I think some of the Yippies did come in to buy a few records."

Down the street is the Plugged Nickel, which featured Sonny Stitt and Don Patterson during convention week. Speaking for the nightspot and the surrounding area, George Hara said, "A lot of places closed early be-

cause of the unrest. We usually stay open until 3:30 a.m., but business was so slow. I don't think any of the convention people came up here. As for the Yippies, they didn't give up any business.

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

"Besides the late convention, there were also the cab and bus strikes, and people were told to stay away, said Barbara Fedor of the Sherman House, where Barbara McNair was featured. George Marienthal Enterprises includes the London House, Mister Kelly's and the Happy Medium. Speaking for the three night spots, Sharon Schrader said, "This wasn't like any other convention, it didn't help at all."

Because of the late sessions, a million-dollar array of talent, including Jimmy Durante, Louis Armstrong, the Kim Sisters and the Step Brothers, played to a half-empty house. Monday (26) night at the Auditorium Theatre, where Mayor Richard Daley had signed up a long list of stars to entertain the delegates and their families. The curtain went up at 10 p.m., long before convention activities had ended for the night.

Country Joe, the Fish, Blue Cheer, the Conquerer Worm, Phil Ochs; Peter, Paul and Mary and the MC-5 were among recording groups and other performers who were involved with the Yippie "Festival of Life."

Business at the jukebox and vending level was not affected or changed, according to several sources checked.

Pop Spots Skyrocketing

• Continued from page 1

"Up Up and Away," Transworld Airlines; "Take Me Along," United Airlines; "Let's Get Away From It All," United Airlines; "Life Is Groovy," Dodge; "Jackson," Dodge; "Step to the Rear," Lincoln-Mercury; "Round and Round," Ballatine's Beer; "Beyond the Blue Horizon," Western Airlines; "When You're Smiling," Bayer Aspirin; "Lemon Tree," Johnson's Wax.

In addition, the following pop-standard commercials are set and will be on the air shortly:

"Button Up Your Overcoat," Contac; "Do You Know the Way to San Jose?" Dodge Trucks; "Six Days on the Road," Dodge; "One Paddle, Two Paddle," United Airlines.

George Maran, of the Harry

Crewe, Fox Finish 'Barbarella' Score

NEW YORK — Bob Crewe and Charlie Fox have finished the music score of "Barbarella," new Paramount Pictures film slated for release in conjunction with a soundtrack album Oct. 9. Singing and performing for the film are Crewe and two of his groups—the Glitterhouse and the Bob Crewe Generation. The soundtrack and two singles featuring Crewe and the Glitterhouse will be released on the DynoVoice label, Crewe's record company distributed by Dot Records.

DURANTE, FAIN TO HEAD SHOW

NEW ORLEANS — Jimmy Durante and Sammy Fain will headline the show at the banquet of the American Legion Convention at the Jung Hotel here on Tuesday (10). Jim Rule, ASCAP's director of public affairs, is producing the show. Durante and Fain are ASCAP composers.



AL HIRT PERFORMS with Pee Wee and the Young Set for 500 children at the Al Hirt Club, New Orleans, in the first of a series of two-hour free shows for the youth of New Orleans. The shows (and similar ones in 50 key U. S. cities) are being arranged by the Conference of Personal Managers and the President's Council on Youth Opportunity.

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

Bakery Chain, Canteen Break Merger Talks

LOS ANGELES — Merger talks between Canteen Corp. and Interstate Bakeries have apparently fizzled out, according to a spokesman for Interstate.

Directors at Interstate, meeting in special session, took no action on a Canteen proposal to merge the two firms in a new holding company.

Although the directors left the merger door ajar with a statement that "managements of both companies may hold subsequent discussions," it revealed Interstate will continue "to pursue its own internal and external growth programs for the time being."

The Canteen proposal had called for each share of Canteen stock to be exchanged for one share of the new company. For each Interstate common share, 0.35 of a share of the holding company's \$4 convertible preferred would be issued. The preferred would be convertible into three common shares.

Silars Teams on Country Shows

BRADFORD, N. H. — Cliff Silars, owner of Fortune's Barn here, will co-produce with country promoter Jack Turner a series of country shows featuring East Coast artists.

Plans were announced by Turner, of J. B. Artist Management, Warrington, Pa. Turner will supply all the acts and handle promotion of the shows, which will run every Sunday. Current plans call for a top attraction every other week, eventually moving to a weekly status.

Although plans also include the use of artists from Nashville and Wheeling, W. Va., the current listings will be confined to those well known in the East. These includes Dick Rich, Bambi Lynn, George Arnold, Jimmy LaTour, Jamie Hart, Rod Harris, Cathy Cass and the Chisolm Brothers.

Atkins' Brother Joins X Cosse

NASHVILLE — Jim Atkins, former program director of KOA, Denver, and brother of RCA's Chet Atkins, is now associated with X Cosse in an advertising-promotion-public relations firm here.

Cosse also manages and books the "Master's Three," the show featuring Chet Atkins, Boots Randolph and Floyd Cramer. The new firm, Cosse-Atkins & Associates, is located directly behind the RCA Victor Building, facing 16th Avenue.

Action Records

• Continued from page 46

★ NEW ACTION LP's

HUGO MONTENEGRO, HIS ORCH. & CHORUS—Hang 'Em High . . . RCA Victor LPM 4022 (M); LSP 4022 (S)

SOUNDTRACK—Rosemary's Baby . . . Dot DLP 25875 (S)

FRATERNITY OF MAN . . . ABC ABCS 647 (S)

STANLEY TURRENTINE—Look of Love . . . Blue Note BST 84286 (S)

IMPRESSIONS—Best of . . . ABC ABCS 654 (S)

BIG BROTHER & THE HOLDING CO. . . Mainstream 56099 (M); S/6099 (S)

FRIEND & LOVER—Reach Out of the Darkness . . . Verve/Forecast FTS 3055 (S)

CLIFF NOBLES & CO.—The Horse . . . Phil-L.A. of Soul LPS 4001 (S)

ELIZABETH . . . Vanguard VSD 6501 (S)

GENE PITNEY—She's a Heartbreaker . . . Musicor MS 3164 (S)

NILSSON—Aerial Ballet . . . RCA Victor LPM 3956 (M); LSP 3956 (S)

BEACON STREET UNION—The Clown Died in Marvin Gardens . . . MGM SE 4568 (S)

TONY BENNETT—Yesterday I Heard the Rain . . . Columbia CS 9678 (S)

SOUNDTRACK—For Love of Ivy . . . ABC ABCS OC 7 (S)

VIKKI CARR—Don't Break My Pretty Balloon . . . Liberty LST 7565 (S)

NAT KING COLE—Best of . . . Capitol SKAO 2944 (S)

Singles

★ NATIONAL BREAKOUTS

SAY IT LOUD—I'M BLACK AND I'M PROUD . . . James Brown & His Famous Flames, King 6187 (Golo, BMI)

MY SPECIAL ANGEL . . . Vogues, Reprise 0766 (Viva, BMI)

★ REGIONAL BREAKOUTS

SAN FRANCISCO GIRLS . . . Fever Tree, Uni 55060 (Filigree, BMI) (Milwaukee)

HARPER VALLEY P.T.A. . . . Ricky Page, Spar 301 (Newkeys, BMI) (Seattle)

DO YOU WANNA DANCE? . . . Love Society, Scepter 12223 (Clokus, BMI) (Milwaukee)

Kellogg, Procter & Gamble In Tie-in With H-P Record

• Continued from page 1

record containing a children's story. Twelve stories will comprise the full set of single-sided disks.

In addition to the free en-

closure, the box's side panel will offer four Hip Pocket disks by mail for 50 cents and one box-top from any one of the three cereal brands. Consumers may purchase the entire set of 12 records, but only in groups of four records. This offer will also be printed on 30 million packages which do not contain the free disk.

Kellogg will support this promotion with a 50-network tv spot advertisement, mostly on children's programs. One of the shows will be the company's new kiddie show, "The Banana Splits Adventure Hour," to be broadcast on the NBC-TV network Saturday mornings.

As an extra bonus for Philco, each of the TV spots will demonstrate the Hip Pocket disk on a Philco-Ford single-play portable phonograph.

Simultaneous with the Kellogg promotion, Procter & Gamble will launch a massive campaign tying in Glean toothpaste and Head & Shoulders dandruff shampoo with Philco-Ford's Hip Pocket line of teen-oriented disks. The company has designed 21,000 floor displays for supermarket, drug and variety store use containing both of its products and the Hip Pocket disk. Customers who buy either of the two P&G items will be permitted to choose one H-P disk free of charge. Some 1.2 million H-P records have been allocated for the tie-in promotion.

Two types of racks will be available, one holding 48 packages of P&G product and 48 records, the other 144 of each.

Unlike the Kellogg advertising campaign, P&G will use only printed media. As part of full-page advertisements, P&G will include magazine coupons offering the H-P record in 30-million issues combined of Reader's Digest, Better Homes and Gardens and other consumer publications. Readers will be asked to send 50 cents or \$1 respectively with proof of purchase for three or six double-sided H-P disks.

Phillips Scores Surf Film

LOS ANGELES — Freelance composer Stu Phillips is scoring an 80-minute surfing film with 75 minutes of music including classical styles of the baroque and Stravinsky schools.

The film, "Surfers Three," is the fifth feature picture assignment for Phillips since leaving Epic Records one year ago in June. At that time he headed the Coast a&r department.

Tour Promotes 3 Rasputin LP's

SAN FRANCISCO—Rasputin Productions' first three albums were promoted on a recent two-week tour of New York, Boston, Baltimore, Philadelphia, Detroit, Chicago and Los Angeles by Bud Hayden, Rasputin's national promotion director, and Mark Joseph, vice-president of the Wilson Organization and manager of organization's Reluctant Management Division.

The albums, by the Bagatelle, the Ill Wind, and the Fraternity of Man, have been released on ABC Records. Joseph and Hayden will visit Chicago, Detroit, Cleveland and other Midwestern cities from Monday (26) to Friday (30).

UA Buys Master

NEW YORK—United Artists Records has acquired the master of Sandy Alpert's "Poppin' Peas" from Tash Howard Productions. UA also signed a production deal with Good Time People Music, Inc., for the New Mix, an Atlanta-based rock group.

Before coming involved with independent film producers, Phillips scored three films for Columbia Pictures: "Dead Heat on a Merry-Go-Round," "Man From the Diners Club" and "Ride the Wild Surf."

Phillips has severed his ties with Capitol Records, for whom he led the Hollyridge Strings. On occasion he will do a record date, but has decided on living the life of film and TV scorer.

Hawaiian Disks Acquired by Dot

LOS ANGELES — Dot has acquired four masters from Jack DeMello's Honolulu-based Music of Polynesia label. A special merchandising campaign with the slogan "Fly Dot to Hawaii Now" is earmarked for the LP: "Voices in Paradise," "Jack DeMello Remembers Kui Lee," "Wonder World of Aloha" and "Jack DeMello and the Waikiki Brass Visit Tijuana."

DeMello's company was among the Hawaiian record labels discussed in Billboard's recent spotlight section.

VIKKI CARR
DON'T BREAK MY PRETTY BALLOON

8
8849



DONALD BYRD
BLACKJACK

4
4854



SLIM WHITMAN
IN LOVE THE WHITMAN WAY

8
8859



THE VENTURES
FLIGHTS OF FANTASY

4
4850



LES McJANN
A BAG OF GOLD

8
8855



ALI AKBAR KHAN
INDIA'S MASTER OF THE SAROD

4
4860



THE 50 GUITARS OF TOMMY GARRETT
LOVE SONGS FROM SOUTH OF THE BORDER

8
8851



PAUL HORN
PAUL HORN IN INDIA

4
4856



THE JOHNNY MANN SINGERS
LOVE IS BLUE

8
8861



MORE ORIGINAL GOLDEN GREATS

4
4852



THE THREE SOUNDS

8
8857



BUDDY RICH AND ALLA RAKHA
RICH A LA RAKHA

BUDDY CAGLE
THROUGH A CRACK IN A BOXCAR DOOR

8
8853



SANTO & JOHNNY
SLEEP WALK AND OTHER HITS OF TODAY

4
4858

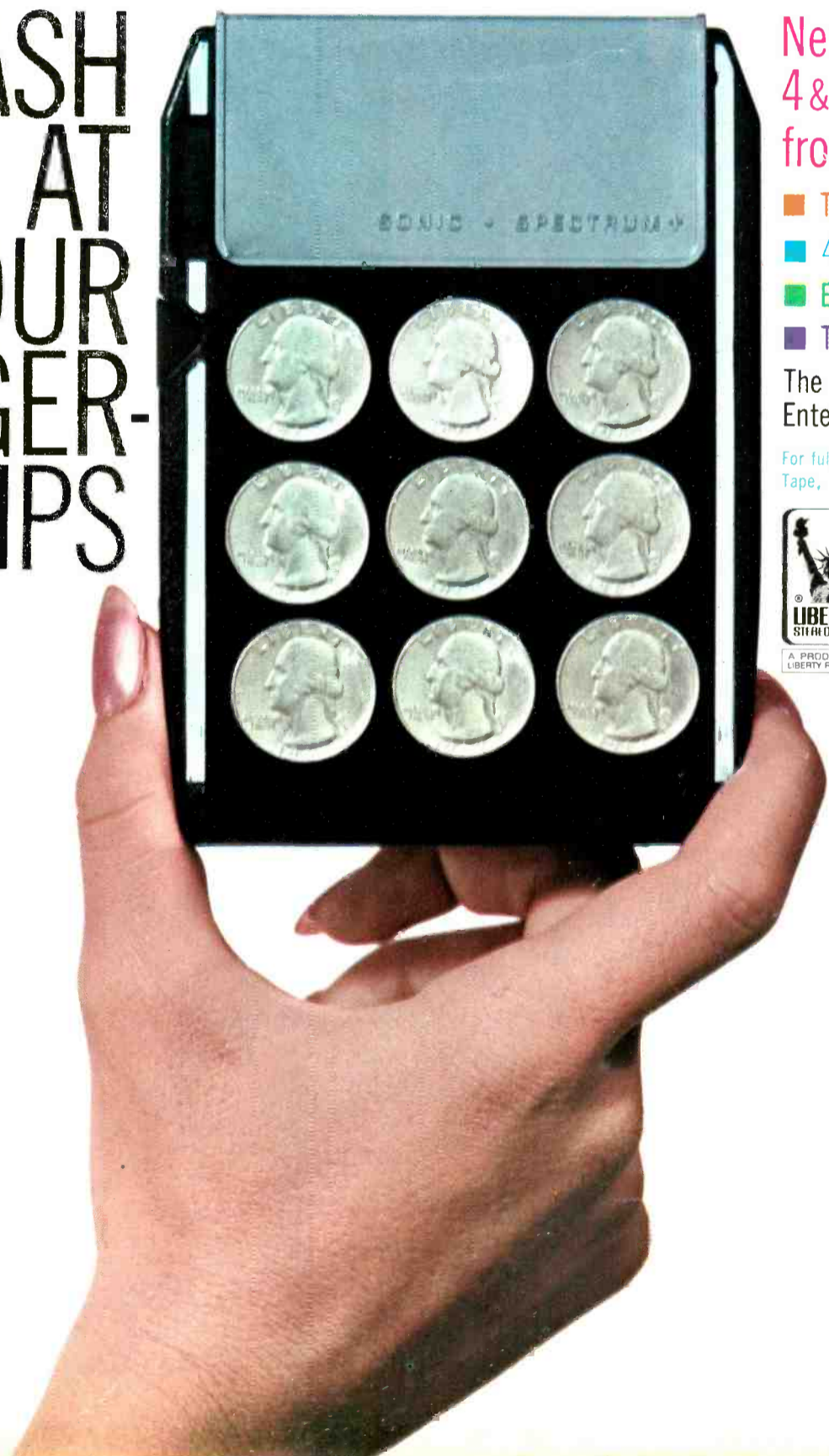


CHÉR
BACKSTAGE

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8863



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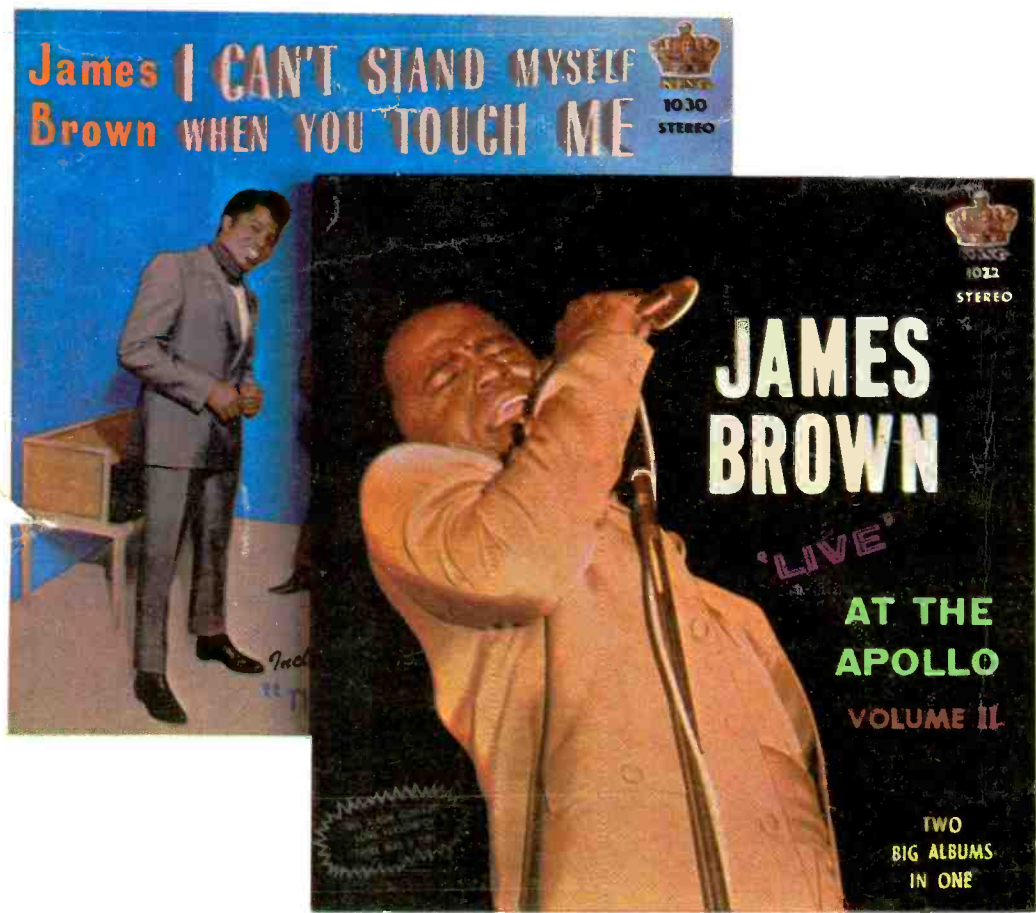
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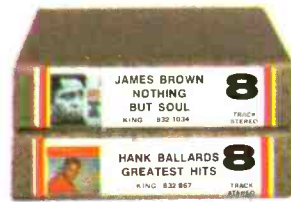
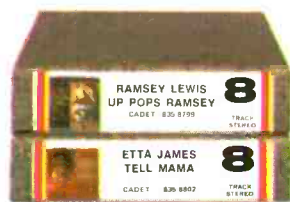




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