

Billboard

The
International
Music-Record
Newsweekly

Billboard Will Hold Int'l Music Forum in Bahamas

By LEE ZHITO

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

The International Music Conference will be conducted under the joint auspices of Billboard and its London-based sister publication, Record Retailer. It will be produced for The Billboard Forum by James O. Rice Associates, Inc., specialists in executive training and business seminars. The Rice firm produced the Billboard Forum's two Tape Cartridge Conferences, both deemed to be highly significant in the development of the

cartridge industry, and the 1968 Radio Programming Conference, heralded as the most important event in its field.

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

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

Con Promoter Out: Noonan

By PAUL ACKERMAN

NEW YORK — The traditional concept of the record promotion man as a "hype" artist solely interested in airplay is in oblivion. The record promotion function is now closely tied to marketing and sales. It is a complex job, requiring close liaison between a label's national headquarters and the men in the field. This is the view of Tom Noonan, director of National Promotion for Columbia Records.

Airplay is still important, of course. But the promotion man's

approach to the problem must be on a mature level. According to Noonan, the Columbia men must first be aware of the station's over-all sound and its policy. This has priority over [\(Continued on page 70\)](#)

Sales on Gift Guides Spurt

NEW YORK — Billboard's full-color Christmas gift guide to top-selling recorded product hit the 315,000-sales mark last week, according to Special Projects Director Andrew J. Csida, in charge of publishing the booklet (Billboard, Sept. 28). The guide—"Recordings—The Gift of Music," will be distributed to consumers through retail outlets as a dealer aid in selling recordings as Christmas gifts. Dealers [\(Continued on page 70\)](#)

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

By MIKE GROSS

NEW YORK — There's an in-depth re-examination of the staff producer function going

Cartridge Men Invade Canada

TORONTO — U. S. tape CARtridge duplicators have found a sleeping giant — the Canadian market. With Canada now accounting for an estimated 10 per cent of record sales (as compared to the U. S. market), all of the major U. S. tape duplicators have established bases in or around Toronto.

General Recorded Tape (GRT) will set up a separately incorporated operation within 30 days, Billboard has learned. The GRT disclosure comes hot on the heels of a similar announcement by North American Philips (Billboard, Sept. 21). Ampex, whose Canadian tape cartridge operation has been functioning for some four months, has just begun to beef up its sales activities. And Stereodyne, the first American independent tape [\(Continued on page 16\)](#)

on at the record companies these days. Some companies are pruning their artists and repertoire staffs down to the bone, others are leaning toward more deals with independent producers, and still others are making package deals that give the artist the opportunity to bring along his own producer.

The a&r'ing of records has become such a personal affair between the artist and the producer that the independent producer or the producer associated with a particular artist has found himself in a bullish market. It's got so that many major labels are competing for the same independent producers and are even willing to take them on a nonexclusive basis. It's not unusual these days to find the

same producer or independent production firm working simultaneously for three or four top labels. And, as in every bullish market the price for their services has gone up to a point where the advance-and-royalty arrangement can make them all young millionaires.

It's a far cry from the days when a&r men like Mitch Miller ruled the roost at his label (Columbia), picking material for his artists and the producers to [\(Continued on page 70\)](#)

SPECIAL MARKET
PROFILE SPONSORED
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See Center Section

RCA, Purcell Deal on Acts

By CLAUDE HALL

NEW YORK — Gerard W. Purcell has taken over the producing promotion responsibilities of Al Hirt, RCA Records artist, and will also assume the

same roles with Eddy Arnold and Hugo Montenegro when their present RCA contracts run out. Eddy Arnold and his conductor Bill Walker immediately began producing country music records for G.W.P. Productions.

Also, Purcell is planning to start a label—G.W.P. Records—for all new artists he acquires.

Under a new contract just completed, RCA will provide Purcell with not only a producer [\(Continued on page 70\)](#)



The all-knowing, all-powerful voice of Anya is very much a part of "Street." The dynamic new group's recent sell-out engagements at New York discotheques got them air play, critics' kudos and fans galore for their debut single on Verve/Forecast, "There's One Kind Favor" (KF-5084), which paved the way for their just-released debut album, appropriately enough entitled "Street" (FTS-3057). [\(Advertisement\)](#)



Storm warnings are up all over the country in preparation for the tidal wave caused by the new Steve Miller band album, "Sailor" (ST 2984), to be released next week by Capitol. [\(Advertisement\)](#)

Pocket Discs Into Outlets

SEATTLE — Pocket Disc vending machines and counter merchandisers have been installed thus far in approximately 110 outlets here by Bill Pennington, sales manager of Consolidated Distributors, who is guiding the test campaign in this market. These outlets are part of the regular record distribution picture here—although many of these outlets had been carrying only albums. Now, however, [\(Continued on page 4\)](#)



MUSICAL THEATRE'S
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Original Motion Picture Sound Track
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THE MONKEES

PORPOISE SONG

C/W

AS WE GO ALONG

#1031

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"Porpoise Song" produced by Gerry Coffin

Manufactured and Distributed by RCA



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WB-7 Parleys Set the Sales Ball Rolling

NEW YORK—George Lee, vice-president and general manager of Warner Brothers-Seven Arts Music, set the ball rolling for a sales buildup at a series of sales meetings here last week.

In from the Coast for the meetings were Sonny Burke, head of music for motion pictures; Billy Sherman, general professional manager; Jack Mass, George Lanson, Mal Ruding and Robert Schacht. Irving Brown, director of the standard and educational operation, and other members of the New York staff were at the meetings.

New concepts of merchandising music folios, promotion, packaging, sales and co-ordinating efforts with the film company were discussed. Also on the agenda was WB-7's role as selling agents for outside publishers.

Nazz Will Cut LP in England

NEW YORK — Screen Gems Columbia and SGC Records have concluded plans for the Nazz to record their second LP, a double-record album of original songs, in England next month. A tour of Japan in December is now being discussed to follow. The trip will mark the first overseas trip for the rock group.

Todd Rundgren, lead guitarist and principal composer for the group, will produce the Nazz's sessions in London. Rundgren produced both sides of the group's debut single, "Open My Eyes" and "Hello It's Me," which also appear on "Nazz," the group's initial LP. Atco Records manufactures and distributes the SGC label.

Lib's Mendell in 6-Country Tour

LOS ANGELES — Lee Mendell, Liberty Records vice-president, left Monday (23) on a six-country tour of Liberty and United Artists licensees in Europe.

Mendell will study market conditions and evaluate the Liberty/United Artists overseas potential.

His schedule calls for meetings in Milan, with Belldisc and Italiana & Cemed Carosello; Paris, with Pathe-Marconi & Societe Phonographique Philip; London, with Liberty and UA; Munich, with Liberty Records GmbH; Copenhagen, with Electrical & Musical Industries, and Amsterdam, with Bovemo & Artone Gramophone.

Payges in Concerts

LOS ANGELES—The Yellow Payges, Uni artists, continue on a 32-day, 30-city tour which began in San Antonio and Brownsville, Tex., Sept. 19 and 21.

Other dates include Fort Worth Sept. 29; Dallas, Oct. 1; Shreveport, 4; Longview, La., 5; New Orleans, 10-11; Monroe, La., 12, and Morgan City, Tex., 18.

CP&W Set Up Publishing Shop

NEW YORK — Terry Cashman, Gene Pistilli and Tommy West, producing-songwriting-recording team, are expanding into the music publishing business. The move follows the recent resignation of Dennis Minogue (also known as Terry Cashman) as general professional manager of the ABC music firms (Ampco and Pamco), to devote his full time to the new project.

The trio will open shop with a production firm—their ASCAP operation—Blendingwell Music, and a BMI wing, Sister John Music. CP&W are writing and acquiring a roster of songs which will be placed in their new catalogs. Their writing credits include "Sunday Will Never Be the Same," "So Long Ago," "The Greatest Love I Have Ever Known," "If You Leave Me" and "The Song That Never Ends."

As a writing-performing-producing team, they were most recently represented in the ABC Album "Bound to Happen." They also chalked up credits in the Sidney Poitier film, "For the Love of Ivy."

CP&W have terminated their contract with ABC. Future production activities will now involve independent control of their own act which has not yet been assigned to a record label, and the grooming of new talent for Cashman, Pistilli & West

Productions. The team will also consider the possibility of establishing a new label for distribution by one of the majors.

According to Cashman, the primary objective of the production-publishing - talent complex is to "provide more thoughtful direction and a complete creative liaison service for the presentation of their own material and the development of new artists in all of the action areas of the current music

scene." CP&W intend to start with the basic song and the artist and will then develop a step-by-step exploitation program which will include the direction of records, nightclub engagements, TV and radio exposure, college tours and the growing commercials market.

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

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

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

president Larry Uttal, were international hits by the Box Tops, Merrilee Rush, and the Delfonics. The fiscal year ended Sept. 30.

During the May 6-10 week, the label shipped 400,000 singles, said Irv Biegel, vice-president and director of sales, breaking all previous sales marks.

The label will bow its largest promotional campaign on its new eight-LP release, Biegel said. This will include newspaper and magazine advertising in participation with distributors. Albums include product by the Box Tops, Merrilee Rush, James Carr, Spooky Tooth, the Zoo, Bobby Russell, Nifty Singers, the Scaffold, and Bobby Darin on the Direction label.

BMI's Sour to Get Holliday Citation

NEW YORK — Robert B. Sour, vice-chairman of the board of BMI, will be honored at the third annual Judy Holliday Award dinner of the American Medical Center at Denver, Sunday (20), at the Americana Hotel. William B. Williams will serve as dinner chairman.

CSC to Produce and Develop Television Product for NBC

LOS ANGELES—The Campbell, Silver, Cosby Corp. (CSC), parent company of Tetragrammaton Records, will independently produce and develop TV product for NBC-TV.

Initially, the agreement breaks down into three categories: TV series, specials and other projects.

The contract initially will bring about the exchange of \$15 million between NBC and CSC, and could develop to about \$50 million, according to Roy Silver, president of CSC.

CSC will produce one half-hour weekly series, starring Bill Cosby, to air in the fall of 1969, with a guaranteed run of two years. A second series, produced by CSC, will air between spring and fall of 1970.

In the specials field, CSC will produce one one-hour Bill Cosby special yearly, for five years. It also will produce two half-hour animated specials based on characters from Cosby's records "Fat Albert" and "Old Weird Harold."

Under the third phase of the contract, CSC will develop and produce at least one pilot yearly and will originate and produce

specials, variety shows and films live or animated, for NBC. Initial project will be the Carol Wayne starrer, "The Kissy Face Show," a panel format concept.

VMC Expanding To Country Field —R&B Is Next

LOS ANGELES — VMC Records, primarily a pop-rock label, has entered the country market with the acquisition of a master, and also plans to get involved in the rhythm and blues field.

The country master, "I Believe," by Jesse Hodges, a sound engineer at Hollywood Sound Recorders, is the initial product in VMC's attempt to diversify from its pop image.

Steve Vail, VMC president, is looking for additional country
(Continued on page 70)

DISK PROCEEDS TO RFK FUND

NEW YORK — The proceeds of Andy Williams' Columbia Records' single, "The Battle Hymn of the Republic," will be donated to the Robert F. Kennedy Memorial Foundation. Because of the special nature of the release, the record is not being reviewed through the regular Billboard channels.

According to the Billboard reviewing panel, the record "fully captures the moving, emotional moments of Senator Kennedy's funeral and should prove to be a collector's item." The record comes with a color sleeve portrait of the late Senator, plus an excerpt of Sen. Ted Kennedy's eulogy at St. Patrick's Cathedral.

A New Catalog For Disk Club

YORK, Pa. — The Record Club of America has developed a new record catalog for its members, using a five-digit uniform numbering system. Listings include all albums available through the club, list prices and the club's selling price.

Rick Steinberg, merchandise manager for Record Club of America, explained that the Schwann Record Catalog, in aiming for completeness, included obscure labels, which could not easily be obtainable by the club.

Steinberg said the Record Club of America was not at present planning to sell the catalog to the trade, but it was designed only for members. Another innovation of the catalog is that the pop section is first, although the largest percentage of the space is devoted to classical product.

U. S. Jazz Acts Tour Europe as 'Ambassadors'

By MILDRED HALL

WASHINGTON — American jazz stars will tour Europe in a series of concerts this fall to beguile overseas fans into coming to U. S. to hear more, and to see more of this country. Commerce Department's U. S. Travel Service (USTS) and Pan-Am World Airways, Inc., have teamed up again to display the jazz greats in 19 world capitals. The tour does not include the Czech capital, Prague, but it does include Warsaw—unless the recent Czech crisis interferes.

Jazz stars in the tour include the Dave Brubeck Trio, Gerry Mulligan, Count Basie, Dizzie Gillespie and the Newport All-Stars. The concerts, scheduled for the European cities during this month and November, are part of the "VISIT USA" promotion put on by the USTS.

USTS acting director Will Arey says "Jazz is uniquely American and has an immense following in Europe. A prime reason for many Europeans to visit the U. S. is to hear jazz in its native land." Another aim of the tour is to "provide a better understanding of the scope and range of contemporary American music." Last year, the Newport Jazz Festival All-Stars had a successful European tour, under the same sponsorship.

Commerce Department says an extensive promotional program is planned. All Pan-Am and USTS European offices will feature special posters, and offer a new booklet, "Jazz USA," a guide for Europeans interested in visiting U. S. jazz centers.

ASCAP INCOME IS AT PEAK

LOS ANGELES — ASCAP income hit an all-time high for the first eight months of this year, Coast members were informed last week. Income totaled \$35,406,490, with \$34,709,115 derived from song licensing, \$154,384 from membership dues and \$542,991 from financial investments.

Membership includes 3,352 publishers and 9,996 writers. In the past six months 195 publishing companies and 454 writers joined the society.

'Valley' to Be Film Theme

NASHVILLE—"Harper Valley PTA," million-plus-selling Plantation Records single, will be the basis of a full-length movie, it was announced last week by Shelby Singleton, label president. Tom T. Hall, who wrote the song, has already drafted the story. Hollywood writers will do the script.

This is the first of a series of movies of a new Shelby Singleton firm being organized by attorney Paul Marshall of Marshall and Morris, New York. Production on the "Harper Valley PTA" film should start after the first of the year, Singleton said. The soundtracks of all the movies will be either on Plantation or his other label—SSS International. He said the "Harper"

film would feature Jeannie C. Riley singing in the soundtrack, though it would not be a musical except perhaps "sort of like a country music version of 'The Graduate.'"

UA Names Distrib For the Northwest

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

Music Service Co., located here, will handle all of the company's lines with the exception of UA Latino. Music Service, the Dudley James record distributing company, currently distributes product for UA's sister company, Liberty and its group of labels.

Isle of Man Urged to Go to UN in Bid to Beam Radio Power to U. K.

By GRAEME ANDREWS

LONDON — The Isle Of Man government is being urged to seek United Nations' help and even possibly an international court ruling in its fight to boost the transmitting power of the commercial Manx Radio service to cover the United Kingdom.

The island claims that Britain's refusal to permit a step-

up in power is restricting the prosperity of the dependency.

The latest dispute follows the rejection by the U. K. postmaster general, John Stonehouse, of the Isle of Man request at a meeting in London to discuss the constitutional relationship between the island and the U. K.

He insisted that all broadcasting services in the U. K. must be controlled by a public authority answerable to parliament and also claimed that the advertising revenue the island would gain from beaming programs through out the British Isles would have to be paid for indirectly by British consumers.

Reconvenes This Month

The Isle of Man parliament, Tynwald, reassembles this month (October) and a member, Roy MacDonald, will ask the government to take the issue to the UN. The chairman of Tynwald's broadcasting commission, Geoffrey Crellin, is considering asking parliament to denounce the U. K. Wireless Telegraphy Act and then seek an international court ruling on the dispute.

At present, Manx Radio covers only the Isle of Man. The station was set up in 1962 with the consent of the U. K. Tory

government which also gave approval for the station to carry advertising if Tynwald endorsed this policy. Both British and American program contractors are known to have approached Manx officials about the proposed U. K. service. It is estimated that if the station was allowed to broadcast all over the U. K. it would pull in more than \$14 million annually.

Taylor Month: Oct. 15-Nov. 15 At A&M; Big Promo Is Slated

LOS ANGELES — A&M has set Oct. 15-Nov. 15 as Creed Taylor month, with three albums set for national exploitation. The promotion, utilizing print and broadcast media, is the first such emphasis for the New York-based contract producer, who has been an exclusive a&r man for A&M since June 1, 1967.

Taylor's forthcoming LP releases will encompass titles by the late Wes Montgomery and singers Tamiko Jones and Richard Barbary.

Taylor's catalog of LP's re-

Rubicon River in A Distrib Search

LOS ANGELES — Rubicon River Records, the recording division of Kragen, Smothers & Fritz Inc. (KSFI), is searching for a distributor tie-up in the U. S. and internationally.

Although Mercury Records distributed Rubicon's initial album product—"The Smothers Brothers Comedy Hour" and "Pat Paulsen for President"—the company has no pact with

Mercury and is using Mercury on a product-to-product basis.

"While our relationship with Mercury has been ideal," says Ken Fritz, KSFI president, "we're talking with several major companies on permanent distribution, including Mercury." The Smothers Brothers are under contract to Mercury for at least one more album.

With several non-recording company projects out of the way, says Fritz, "we can begin to concentrate on the record division." KSFI will name a general manager, with David Carroll, producer of the Smothers Brothers first Mercury LP seven years ago and interim general manager, moving to direct the firm's publishing division.

KSFI will be a total music company, with emphasis on pop, comedy and country music. Tommy Smothers also would like to see the label move closer to "soul music." About four albums are planned for release by December, with product numbering 15-20 albums a year beginning in 1969. Singles also will be released.

The new label, formed in August, will build its own artist roster, with Teddy Neeley to release the next Rubicon River album, reports Smothers.

Because of KSFI's involvement with stage productions—the firm is bringing "Hair" to the West Coast — Smothers would like to release cast albums, and possibly soundtrack product. KSFI is looking for film properties for both Tommy Smothers individually and for the company to produce.

The firm also is developing material for network TV, says Ken Kragen, KSFI executive vice-president. Tommy Smothers has already produced the "Glen Campbell Show," the summer replacement for the "Smothers Brothers Show" and a Pat Paulsen special.

The record and publishing divisions of KSFI will occupy part of a three-story, 18,000-square-foot building in Beverly Hills. The publishing arm includes T&D, Tomard, Knave and Zany, the latter only publishing music from the "Smothers Brothers" TV series.

Dick Smothers is not involved in the KSFI operations, except as a minor shareholder; he will remain as a principal in the weekly CBS-TV series, however.



WITH THEIR NEW FACES ON, Liberty promotion men Perry Cooper, Steve Kahn and Tad Dowd, tour local radio stations disguised as the Chipmonks. The crew is promoting the Chipmonk's latest single, "Chitty Chitty Bang Bang," the title tune from the forthcoming United Artists film.

CLUB REVIEW

Peggy Lee Dazzles Audience With 'Tuned In' Performance

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

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

And the esprit de corps between singer and her 17-piece orchestra was something to behold. They worked together with enthusiasm and a desire that comes only with ideas of perfection. The interplay, for example, shone between her and guitarist-harmonica player Toots Thielman on "Them There Eyes" and "I Got It Bad and That Ain't Good." And her

drummer, Skye Records' Grady Tate, was even given a turn, singing "The Windmills of Your Mind," from his LP of the same name.

The arranging, too, must come in for special praise, for Lou Levy, her conductor and accompanist, put all the tunes into one rich harvest that reaped separate glory.

And it was Miss Lee's contemporary-accented performance that made the hour and 15 minutes so absorbingly exciting. "Almost Like Being in Love," "I Gotta Be Me," Jim Webb's "Didn't We," Gene Lees' "Yesterday I Heard the Rain" and two Randy Newman tunes, "Johnny" and "Love Story" spilled over with sheer lyrical beauty. Her own written "Here's to You," a multi-lingual song, was a fine closer. Capitol may be missing a good bet by not recording her performance "live."

Also on the bill was Marty Brill, a fast-talking, powerhouse comic, who maintains a breathtaking pace in a 20-minute routine. **ROBERT SOBEL**

Pocket Discs Into Outlets

• Continued from page 1

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

BEATLE' GOLD RECORD

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

lets, including locations which heretofore have not carried records at all.

In about one week, early sales figures are expected to be available which will give an initial projection of the extent to which the Pocket Disc campaign may broaden the singles market.

The vending machines each carry a total of 500 records covering 20 selection. Counter merchandisers each have a total of 600 records covering 25 titles.

Dealer excitement is high. A major drug chain asked for Pocket Discs for all its stores despite the fact that the chain never carried records before.

Pocket Disc sells for 49 cents

Mystic Moods Going Mod

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

Brad Miller, president of Mobile Fidelity Records, says the group's new album, "Emotions," aims at Top 40 and contemporary radio without losing its appeal to easy listening outlets.

The departure from lush instrumental to contemporary, however subtle, utilizes a rhythm

and blues-classical-rock mixture, and compositions by Rod McKuen, Donovan, Gordon Lightfoot, Henry Mancini and Lennon & McCartney.

The Mystic Moods' seventh album, to be released in March by Mercury, also will be a potpourri of sounds, but in a more contemporary vein than "Emotions," says producer John Taglia, who has guided the musical change.

"In the seventh album," he says, "the charts will be originals, plus material by Jim Webb, the Beatles and Rod McKuen."

Early acceptance by Tom 40 radio is evidenced by KROY, Sacramento, where the Mystic Moods' new sound is used behind newscasts, says Miller.

Miller also would like to put together an entertainment package featuring the Mystic Moods, possibly for Las Vegas. The group of studio musicians would be surrounded by lighting and special effects equipment, including projectors, films, playback machines and temperature and fragrance control equipment, says Miller.

CUC to Buy 2 Cable TV's

LOS ANGELES—Commonwealth United Corp. (CUC), which entered the music business this year via acquisitions of TM Music and Keppelman-Rubin, will acquire two cable TV systems.

CUC has formed a new subsidiary, Commonwealth Cable Television, Inc., to handle its interests in CATV.

An agreement has been reached in principle to acquire two systems in New Mexico from Storer Cable TV, Inc., a subsidiary of Storer Broadcasting Co.

The proposed acquisition of the systems in Carlsbad and Artesia, N. M., for an undisclosed amount of CUC cash, is subject to pending approval by city councils of the two communities.

Owens Puts on Show for LBJ

WASHINGTON — Buck Owens, Capitol Records artist, gave a command performance in the White House for President Lyndon B. Johnson, his family and staff. It was the first time a country music show had been performed in the White House.

plus tax (or, in the venter, 50 cents including tax); and the line includes much of the hottest singles product, which is obtainable to the company through its simultaneous release pacts with many leading labels.

Buddah Launches 'Secret Shopper'

NEW YORK—Betty Buddah Month is the title of a retail album promotion scheme devised by Joe Fields, director of album sales and promotion for Buddah Records. It will be a national program, Fields says.

Betty Buddah is a secret shopper, a local girl unknown to anyone but the Buddah distributor. She will visit retail outlets and first ask for a non-Buddah album. If the salesclerk then tries to sell her a Buddah album, she will identify herself and present the clerk with \$50. A similar prize will also be given to the distributor salesman who serviced the store. The impending arrival of Betty Buddah will be announced to the stores by the local distributor. "The scheme will give the greatest possible degree of personal contact and involvement to our distributors and retail outlets," said Fields.

Webb in LP Push

LOS ANGELES — Composer Jim Webb is in London to map a promotion for his latest Richard Harris album, "The Yard Went on Forever."

Webb will meet with Phil Turetsky, Canopy Productions vice-president, and will appear on radio and TV to plug the Harris LP.

CREAM SINGLE STRIKES GOLD

NEW YORK — The Cream has earned its first gold record for a single. The group's Atco disk, "Sunshine of Your Love," passed the million mark in sales this week and will be certified by the RIAA.

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

“A New Time-A New Day.”

**A timely new album.
Shipping this week.**

**THE CHAMBERS BROTHERS
A NEW TIME—A NEW DAY**

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



CS 9671

What could be more perfect timing for The Chambers Brothers' new album? It comes hard on the heels of their fantastic rise on the charts with the great single "Time Has Come Today"⁽⁴⁻⁴⁴⁴¹⁴⁾ from their first album, "The Time Has Come," which is also exploding. For The Chambers Brothers their time is NOW. On Columbia Records



CS 9522



Billboard

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Action Talent Nurturing New Acts From Talent Cradle to the Groove

By ED OCHS

NEW YORK — Betty Sperber's Action Talent, a year-old finishing school for tomorrow's "dressed, pressed and professional" rockers, not only books talent, but schools and grooms them in the finer points of rock-ability.

Keyed to the concepts of "creative booking," Action prepares novice rock groups—gifted with everything but a chart record—for steady, high-paying dates and an eventual recording career. A tight rapport with Buddah Records has fostered a unique trainee-type program between the two firms. The Lemon Pipers, a gold record group, and the Brooklyn Bridge, recently tapped by Buddah, are alumni of this musical exchange program.

"It's a universal problem," says Betty Sperber. "Young acts with potential but no product can't get the bookings or the breaks they deserve. There is no place for them to go, so we fill the gap by guiding these talents who need only confidence and consistent work to make them top acts." According to Mrs. Sperber, some of Action's hopeful command fees, minus hit product, garnered by talent with hit product, based upon their showmanship, audience appeal and ability. "We keep these groups working, polishing their performances, until they can flex their own muscles. We know if we care enough, the money will come incidentally and the satisfaction of seeing these kids through to success is just terrific."

Indies Help

With a keen eye and ear for merchandising, Mrs. Sperber has found allies in independent producers who turn their discoveries over to Action for shaping into self-contained, polished performers. Independent producers are the heart of the business right now, according to Mrs. Sperber, due to their tie to the artists as an invisible, invaluable member of a group. It is her

relationship with independents that has riddled her roster with a tongue-twisting rock roll call, swelling her total client list to over 54. The recent addition of Jim Arnold, formerly of Queen Booking, and John Lombardo from Premier Talent, has also increased Action's house staff.

The days of the hit record-only meal ticket to club dates is over, claims Betty Sperber. "No longer is it necessary to have a chart hit to find work. It can

happen the other way around, by working an area with good performers. I know—we've done it." In addition to new acts, Action also boasts the Impressions, Cubie & the Five Stair-steps and Marvelettes on the soul circuit; Country Joe & the Fish, Linda Ronstadt & the Stone Poneys in the pop field, as well as Raw Meat, the Bubble Gum Machine, Peppermint Rainbow, the Younger Society and the Brooklyn Bridge.

Executive Turntable

Larry Coleman has been appointed managing director of the professional department of Edward B. Marks Music Corp. and its subsidiary firms. Coleman plans to bring into the Marks' fold new writers with contemporary material, as well as to continue the exploitation of the Marks catalog. For the past five years, Coleman headed a division of The Richmond Organization known as The Columbus Circle Group. As manager of TRO's theater department, Coleman signed the **Richard Adler/Bruce Jay Friedman** musical property, "A Mother's Kisses," to the firm. Coleman entered the music industry as a jazz pianist and branched into pop composing with such songs as "Ricochet," "Changing Partners," "Papaya Mama" and "Just as Much as Ever." He was a co-founder of the Kingston Trio publishing operation and vice-president of Ballistone Music Corp. Coleman was general professional manager of Joy Music before coming to TRO. In addition, he has been active in personal management, representing Lonnie Sattin, Bobby Hackett and Jack Scott, among others.



COLEMAN

William T. Hack has resigned as president of Audio Devices, Inc. Glenn E. Wallich, board chairman and chief executive officer of Capitol Industries, Inc., parent company of Audio Devices and Capitol Records, said that the Capitol Industries' management group will guide Audio Devices.

Stanford Snyder has been appointed sales manager of Columbia Records' San Francisco office. Snyder will be responsible for managing all sales and promotion activities for Columbia, Date, Ode and Immediate labels in the San Francisco area. Snyder joined CBS in 1964 and most recently held the position of staff assistant of Columbia's sales and distribution department.

Lee Zhitto, editor-in-chief of Billboard, has been appointed associate publisher of the magazine. In addition to his new duties, working with Billboard's publisher Hal B. Cook, Zhitto will continue as editor-in-chief.

Gil Matthies has been named Eastern sales manager for the Creative Products division of Capitol Records. Matthies, who will be based in New York, will be responsible for premium sales and incentive programs originating in his area. Previously posted in Hollywood as Special Products' national merchandising manager, he served as business analyst for the label and later as administrative assistant to CRDC's then vice-president and general manager Stanley Gortikov.

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

Michael Gadigian has been appointed marketing manager of Premium Sales for Lear Jet Stereo 8 products. Gadigian will be responsible for the development of promotion and sales of Lear Jet Stereo 8 products for the Premium, Stamp and Incentive Programs. He has been associated with the Samsonite Corp. the past 16 years in which he was affiliated in the manufacturing operations, retail, institutional and premium sales.

Rick Taylor has joined Memphis Continental Artists to work in the clubs and college department. Taylor was previously with the Arnold Agency in Atlanta and Premier Talent in New York.

Hy Gold has been promoted to general professional manager of Kaskat Music. He formerly headed up National Enterprises Corp., the talent management firm of Kasenetz-Katz Associates, and was responsible for signing the **Shadows of Knight** and **Professor Morrison's "Lollipop"** to Super K Productions, the record production firm of the corporation.

Chuck Tore, formerly promotion man for Metro Distributors in New York, moves over to Merrec Distributors as local promo-

(Continued on page 10)

NARAS Elects 3 to Board of N. Y. Chapter

NEW YORK — Peter Yarrow, Esmond Edwards and Ben Tucker have been elected to the Board of Governors of the New York chapter of the Record Academy (NARAS). In another move, the Board of Governors elected three alternate trustees who will function when any of the chapter's six regular national trustees are unavailable. Chosen were Milt Gabler, Decca Records a&r executive; Mickey Kapp, president of Compass Records, and Jim Lyons, editor and publisher of the American Record Guide. Both Kapp and Gabler have served previous terms as national trustees.

Yarrow, of the Peter, Paul and Mary team, replaces Ray Charles, the choral conductor who has moved to the West Coast. Edwards, record producer for MGM/Verve, comes in for Joe Harnell, who moved to Philadelphia to work on the Mike Douglas TV series. Tucker, veteran bassist and composer, recently turned producer, takes over John Somon's spot.

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Monterey Jazz Festival: Fuzzy Sound and Very Little New Fury

By ELIOT TIEGEL

MONTEREY, Calif. — You had to look hard and listen even harder to discern something especially significant at the 11th annual Monterey Jazz Festival, Friday-Sunday (20-22) at the Fairgrounds.

The worst sound system imaginable was rented and it didn't work the first two nights. And when it did work, the sound was distorted and fuzzy and a new sound made its debut at Monterey: the boos from the audience.

Monterey's solid reputation as a fun festival, nonetheless drew the expected crowds. The reported gross for the five concerts was \$147,298, built on 34,883 admissions.

Musically, the performers dished out music which could be heard in their nightclub or college concert acts. The dearth of new compositions which generally marked previous festivals was sorely evident. Granted there were some significant reunions — Mel Torme working with a dektet, Dizzy Gillespie and Billy Eckstine reunited with Earl (Fatha) Hines and Lalo Schifrin gigging with Gillespie — but in the main performances were catholic. Technical skill was the forte of Oscar Peterson, who started fast Saturday night and kept up the uptempoed pace. Vocalists Mel Torme, Carmen McRae and Billy Eckstine, worked well in their own distinct bags, with impressive performances achieved by the teenage piano trio of Craig Hundley and the Brazilian Paulinho quartet (both of whom worked as intermission acts).

Friday's program was built around Torme, who was a fine host, wrote an original opening ditty and ran through eight of his favorite things based on Marty Paich charts of the 1950's. Support came from a 10-piece brass band. Torme closed out the bill by singing four songs with the Count Basie band. The Torme-Basie combination last worked together in Carnegie Hall in December of 1963, so the pairing was a special treat for West Coasters. Torme's grace with lyrics, his expert feeling for rhythmic propulsion—a major factor in the Basie band's presentation—stood out. He had done a fine job when Gillespie walked on stage and the two ran through a happy scat singing cutting session which went over well.

"This represents what's new in jazz," Torme said in introducing World Pacific's new group, pianist Chaig Hundley,

14; Gary Chase, drums, 13, and J. J. Wiggins, bass, 12. Terrible miking all but shattered their blazing playing. Fuzzy miking next weakened the Gary Barton Quartet which worked hard on five songs and featured the contrast between Burton's softly flowing vibes and the "hot," juiced-up guitar of Jerry Hahn.

Oscar Peterson's trio, with Sam Jones on bass and Bobby Durham on drums, was the only tuxedoed group, which lent a formal visual approach but a gutsy, funky musical sound throughout its four-tune offering ("The Lights Are Low," "Never Say Yes," "L'impossible" and "Li'l Darlin'").

Basie's offering was customarily precise and controlled, featuring strong solos by alto saxophonist Marshal Royal ("Midnight Sun Never Sets"); tenorman Eddie (Lockjaw) Davis ("Cherokee"), and flutist Eric Dixon and trumpeter Al Aarons on Dixon's original "Blues for Here." Trumpeter Richard Boone shattered the crowd with his now standard garble-yoddle-scat-tongue-twisting singing specialty.

Saturday afternoon's traditional blues program fell short artistically of previous shows, but the crowd entertained itself by dancing in the aisle and on chairs.

Someone goofed in booking the Vince Guaraldi Quartet for the blues program. The group's efforts just scratched the surface of the material, and when guitarist Mel Brown joined in as a guest soloist, the bassist and drummer combined to slaughter Brown's playing with lack of co-ordination.

Jimmy Rushing, for whom the blues have been his professional stance, was in fine voice on "Been to Kansas City" and "Goin' to Chicago," and he actually started the crowd dancing and digging each other.

By the time Muddy Waters and his sextet plugged in, the audience was juiced up on rhythm and ready. Waters' turn was pedestrian, with even the vocal solos of his pianist, Otis Spann, losing out as attention shifted through the crowd to the shufflers and scufflers.

Mel Brown got into a better groove when he joined (Big Mama) Willie Mae Thornton's quartet before the Monterey favorite made her entrance. Unfortunately, Mama's voice was a bit hoarse and her repertoire had been worked to death by her in previous festivals. Still, her voice roused the audience to

react with dancing, especially on "Wade in the Water." George Smith, her harmonica man, sprung a surprise by leaping into the audience during his soulful solo. B.B. King, who was to be the main blues progenitor, failed to show up on time and new vocalist Grady Tate, never appeared to make his festival debut.

Saturday night's show was the low point in the festival's history. Horrible miking irritated the Modern Jazz Quartet, whose sensitive music deserved better than what it got. Five Filipino girls, the Ente Sisters, plus the George Duke Trio, couldn't even begin their offering because the mikes were dead. General Manager Jimmy Lyons apologized, but the audience booed. This lack of sound contrasted with an over-abundance of reproduction of Freddie Green's rhythm guitar in the Basie Band, which boomed out over all the other instruments the previous evening.

The Entes, calling themselves the Third Wave, were finally presented with decent sound and a style which showed potential of becoming a good harmony group, with emphasis on scating. Carmen McRae, the evening's hostess, worked expertly with her own quartet and with the Don Ellis band, the latter offering smooth sounding backup charts following its own foray into complex rhythms. Her audience reaction indicated quite clearly that she is the queen bee of Monterey, capable of torchy, delicate interpretations of songs ranging from "Elusive Butterfly" to "For Once in My Life."

Sunday afternoon's program offered the interesting teaming of Bill Plummer on sitar and Mike White on violin with the Gabor Szabo Quintet. The overall effect was more toward droning, hypnotic music than inspiring sounds. Five vibists, accompanied by the MJQ, were the brightest of the afternoon. The participants were Red Norvo, who drew the biggest cheers for such songs as "When You're Smiling." His associates were Gary Burton, Bobby Hutcherson, Cal Tjader and Milt Jackson. Jackson started off "Bags Groove" and each player in line took his turn soloing. The audience dug the "vibers," but were more restrained toward "Jazz Suite on the Mass Texts," with Lalo Schifrin conducting his own work, an 18-voice choir and a 17-piece orchestra.

Sunday night drummer Paulinho and his quartet added a touch of Brazilia to the modern jazz sounds. Standard programs were offered by the quintets of Cal Tjader and Dizzy Gillespie. Reedman Tom Scott breathed some fresh ideas into the program by using amplified tenor flute and organ on a program of interesting original charts.

In making his Monterey debut, Billy Eckstine, the evening's host, displayed finesse and expertise in working through four old songs with his former boss, Earl Hines and a small group. Then Hines beckoned a full band, including former tenorman Budd Johnson and Gillespie, who with Eckstine, worked together in the 1943 Hines band. Eckstine sang six more songs, a blues flavor riding high, but with "For the Love of Ivy" and "Prelude to a Kiss" adding contrast.

As a result of this year's show, Monterey has some soul-searching to do.



LEONARD NIMOY, center, autographs copies of his Dot Records album, "The Way I Feel," at a recent promotion covering E. J. Korvette stores in the New York area.

Farrell Plan Offering Writers Full Musical Representation

NEW YORK — Wes Farrell is developing a "creative development program" for his Pocket Full of Tunes music publishing complex. According to Farrell, the "creative development program" will give writers under contract to his multifaceted organization the additional representation of their material in the motion picture, TV and Broadway show areas along with the strengthening of full representation in the pop music field.

Tony Romeo, writer of the Cowsills' "Indian Lake" and "Poor Baby," is under exclusive contract to Pocket Full of Tunes, and is now being directed into all creative musical outlets. Romeo, the subject of the publishing organization's first big drive, will be represented with a slick folio of all his current compositions. This folio will be dis-

tributed in the motion picture, TV and Broadway fields along with the normal pop music channels.

Also in the newly announced program as exclusive writers to Pocket Full of Tunes are songwriters Paul Tartachny, John Wright and Wayne Ulaky, of the Beacon Street Union, and Larry and Dean Larden of Every Mother's Son. In addition, Pocket Full of Tunes publishes songs by Farrell himself, composer of "Hang on Sloppy" and "Come on Down to My Boat," among others.

Farrell has started negotiations for the music rights of upcoming motion picture and TV productions to fully implement the "creative development program." He's also adding new songwriting talent to his publishing firm's roster.

5 Firms Formed on Coast; R&B, Religious Lines Set

LOS ANGELES — Five new companies have been formed here, including Man-Child Records, a rhythm and blues label, and Manna, a religious label.

The Sisters Love, a quartet consisting of three former Raelettes, is Man-Child's debut act. These three young ladies are Merry Clayton, Gwendolyn Berry and Lillian Fort, with Odie Coates, a gospel singer, joining as the fourth voice. Their initial single is "This Time Tomorrow."

Operating the label are Warren Gray and Richard Allen with Fred Lawson as national promotion director.

Operating the Manna label is Tim Spencer, veteran religious records distributor. Manna's initial LP spotlights Ralph Carmichael with an orchestra and

chorus. The LP's title is "How Great Thou Art," a song which Spencer publishes.

Personal manager John Levy has formed Junat Productions to produce the Art Reynolds Singers, a soul-gospel group, for Capitol Records.

Keith Olsen and Curt Boettcher have formed Mee Moo Productions, and with Four Star have formed Mee Moo (BMI) Music.

Initial group with Mee Moo is the Millennium, who record on Columbia Records. First album is "The Millennium Begin."

Olsen also has formed Creatronics, a company specializing in electronic recording equipment. Actor Don Grady has formed "Let It Happen, Inc.," a music publishing firm.

Federation Names 3 as Co-Chairmen

NEW YORK — Robert B. Sour, chairman of the board of directors of BMI; Harold M. (Bud) Austin, executive vice-president of Filmways, and Nat D. Fellman, vice-president of NGC Theatre Corp., have been named co-chairmen of the Entertainment Division of the Federation of Jewish Philanthropies.

The Federation's annual luncheon will be held Dec. 9 at the Americana Hotel here.

Special LP's By Sam Fox

NEW YORK — Sam Fox Film Rights, mood music librarian, has released the Golden Group record series of top musical cues. The package was previously unavailable on LP's.

The specialized recordings, prepared for the various media, contain works by such established composers as Robert Mersey, Roger Roger, Ph. Pares and John Philip Sousa.

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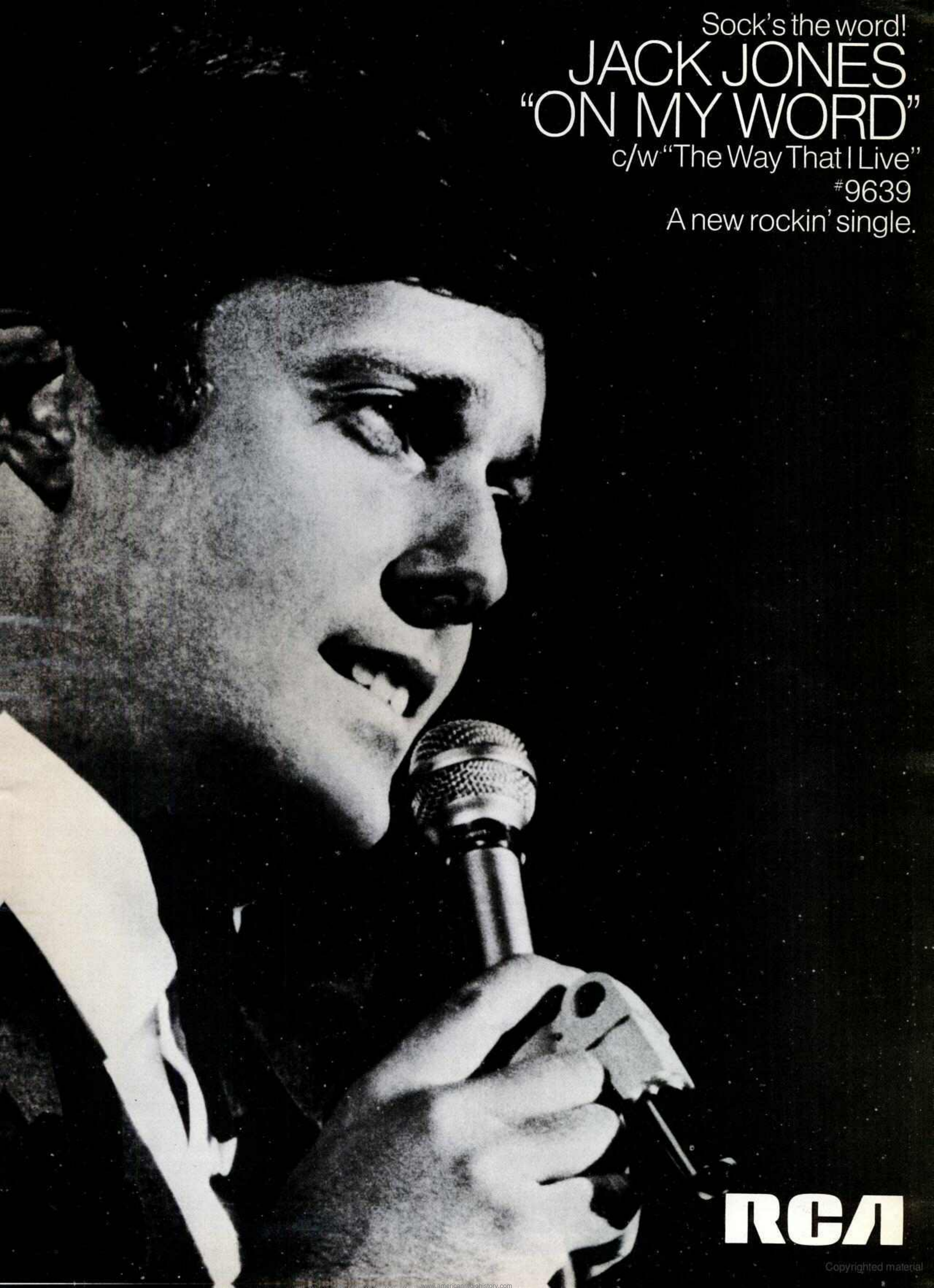
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Mogull in Deal With Hazlewood

NEW YORK—Ivan Mogull Music Association has made a catalog deal with Lee Hazlewood Music Corp. (ASCAP) and Hazlewood's BMI firm, Attache Music Publishing Corp., for representation in Germany, Austria, Switzerland, Scandinavia, Holland and Eastern Europe.

The representative in Germany is Rolf Budde; Scandinavia, Stig Anderson; Holland, Willem Van Vught. The deal was negotiated by Ivan Mogull and attorney Eric Kornfeld, of Martin Machat's office.

Executive Turntable

• Continued from page 6

tion manager for the Mercury and Limelight labels. Before Metro, Tore was assistant to the national sales manager at Carl Records and fieldman for Kapp Records.

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

Ron Kreitzman named co-ordinator of artists relations for Tetragrammaton Records. . . . **Madan Capoor** has joined Edward B. Marks Music Corp. as publicity and advertising director. . . . **Jack Johnson, Ziggy Green** and **Sol Green** have been appointed promotion men for Brite-Star Promotions of Newbury, Ohio. The last worked for RCA before entering the retail and one-stop businesses. . . . **Israel Diamond** has joined the Peer-Southern Organization with specific responsibilities for implementing electronic data processing methods in the firm's overseas offices. Diamond previously was chief of data processing systems at BMI.

Jim Jeffries, formerly of Detroit's WKMR and Atlanta's WQXI, has been named Southeastern promotion manager for Capitol Records. He will be based in Atlanta. . . . **Charlie Brown**, a veteran r&b deejay, has joined the promotional staff of Big Promotions. . . . **Morris Baumstein** has been elected vice-president of Wunderman, Ricotta & Kline, Inc., advertising. . . . **Peter Asher**, formerly of the Peter & Gordan team, appointed director of a&r for Apple Records. . . . **Candy Leigh** appointed manager of Tetragrammaton Records' East Coast operation.

Kenneth R. Johnson, vice-president and director of sales for Packard Bell's home products division, has been appointed senior vice-president. **Bernard Denberg** has been named vice-president and assistant general manager of the home products division. He retains his position as vice-president and director of operations. . . . **Dave Peters** joins Supreme Records, Glendale, Calif., as production manager. . . . **Gay French**, formerly administrative assistant at Beechwood Music, has been appointed general manager of Mr. Bones Music Publishing, Inc. . . . **Paul Alderman** has been named director of New York operations of the Mike Merrick Co.

Zachary Glickman has announced his resignation as executive vice-president of Leonard Stogel and Associates. He intends to form his own management, publishing and production companies, and negotiations are already under way between Glickman and several manufacturers.

Allen S. Gottlieb has been appointed controller of the business management firm of Neil C. Reshen, whose entertainment clients include the Cowsills and the Mothers of Invention.

Paraguayos on Tour

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



Gabor Szabo's latest release for Impulse (A 9173 (S)), "The Best of Gabor Szabo," lives up to its title. This album comprises a collection of Szabo's finest and best known recordings and each track provides an opportunity for him to display the versatility for which he is renowned. This is an album that all lovers of the jazz guitar, especially as played by the incredible Gabor Szabo, will want. Tracks worth special attention include a haunting version of "Yesterdays," and an up-tempo rendition of "The Beat Goes On." Gabor Szabo selects a guitar which he knows will never let him down—he plays a Gibson, the choice of professionals.

(Advertisement)

FCC Plans Tougher Rule On Rights of the Networks

By MILDRED HALL

WASHINGTON — If independent producers of musical TV shows ever hope to gain more access to TV network's prime time hours, now is the time to start readying their arguments against network-owned program dominance of the hours from 6 to 11 p.m.

The Federal Communications Commission has reopened its 1965 rulemaking proposal to limit network ownership of prime time programming to 50 per cent of the evening hours, and to bar networks from domestic syndication and foreign distribution of outside-produced programming. Getting even tougher, the FCC would now divest networks of rights held in the outside-produced entertainment programs currently in domestic syndication or distribution abroad.

The independent producers of TV fare, including those who would like to put on more musical shows in prime time, have had their hopes dashed many

times since the FCC first began looking into network control of programming, and network share in profits, exploitation items, syndication and talent. Inquiries began a decade ago, when, as the FCC points out, networks controlled 67 per cent of evening programming. As of November 1967, the FCC says networks now control over 95 per cent of everything seen on the air by the American public—with the networks themselves producing only 20 per cent, and nearly 75 per cent produced by outside packagers who must license to networks to get access to the air. Complaints were made by some independents that the nets even insisted on controlling the type and style of the programming—sometimes contrary to what sponsors wanted.

Both the FCC and a House Small Business Committee which held hearings on network domination of programming in 1966, were disappointed at the lack of

(Continued on page 70)

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	High	Low		High	Low		
Admiral	25 1/8	16 1/2	500	22	20 1/8	21 1/8	+ 3/8
American Broadcasting	72 3/4	43 3/4	342	71 1/2	69 1/2	70	+ 1/4
Ampex	37 1/8	26 1/2	1044	34 3/8	34	34 1/4	- 1/2
Automatic Radio	25 3/8	15 3/4	117	19 3/8	18	18 1/2	Unchg.
Automatic Retailer Assoc.	106	72 3/4	72	104 1/4	102	103 1/2	- 1/4
Avnet	43 1/2	20 3/8	3051	33 3/8	30 3/8	31 3/4	+ 3/8
Canteen Corp.	33	20 1/2	265	25 3/8	25	25 1/8	+ 1/8
Capitol Ind.	37 1/2	24	109	26 3/4	25 1/2	25 3/8	- 1/2
CBS	60 3/4	43 3/4	428	53 3/8	52	53 1/2	+1 3/4
Chic. Musical Inst.	38	24 1/4	174	36	31 1/2	32 3/8	+ 3/8
Columbia Pic.	44 3/8	23 1/2	2913	41 1/4	38 1/2	38 1/2	-2 3/8
Commonwealth—United	20 1/2	6 3/4	3162	19 1/4	18	18 1/2	- 1/8
Consolidated Elec.	45 1/4	34	468	39	35 1/4	37 3/8	+ 1/2
Disney, Walt	82	41 3/8	152	81	75 1/4	75 1/4	-5 3/8
EMI	7 1/4	4 1/4	519	5 3/8	5 1/4	5 3/8	- 1/8
General Electric	100	80 1/4	1505	86 3/4	85	85	-1 3/4
Gulf & Western	66 1/8	38 3/8	4595	47 3/8	45 1/4	45 3/8	+ 3/4
Handleman	31	21	651	31 3/4	28 3/8	31	+1 1/8
Harvey Radio	33 1/2	15 3/4	73	26 3/4	24 3/8	24 3/8	-1 3/8
Kinney Services	89 3/4	53 3/4	171	78 1/2	73	78	+5
Macke Co.	29 3/8	16 3/8	75	27 3/4	26	26 3/8	-1 3/8
MCA	53 1/4	43	335	50 3/8	47 1/2	50 3/8	+1 3/8
Metromedia	48 3/8	34 1/4	265	48 3/8	46 1/4	46 1/4	+ 1/4
MGM	50 3/8	35 3/4	1208	46 1/4	44 3/8	44 3/4	+ 3/4
3M	119 3/4	81	382	105 1/4	101 3/8	104 3/8	+1 3/4
Motorola	153 3/4	97	632	135 1/2	121 1/2	135 1/2	+13 1/4
RCA	55	44 1/4	1370	49 3/8	47 3/8	49 1/4	+1
Seeburg	35 3/8	19 1/8	1426	35 3/8	34 1/4	34 3/8	+1 1/2
Servmat	59 1/2	35	770	50 1/2	48 3/4	50 1/2	-1 3/4
Trans Amer.	73	43 3/8	1286	71 1/4	67 1/4	67 1/4	-3 3/4
Transcontinental Invest.	23 3/8	13 3/4	1063	22 3/8	20 3/8	20 3/4	-1 1/4
Triangle	46	35	61	38	36 1/2	36 3/4	-1 1/8
20th Century-Fox	40 3/8	24 1/2	1070	35 3/8	33 1/2	34 1/4	-1 1/4
Vendo	32 3/4	23 1/4	142	27 3/8	26 3/8	27 1/4	- 1/8
Warner Bros.-7 Arts	46 3/8	26 1/8	1015	46 3/8	44 3/8	44 3/4	- 3/4
Wurlitzer	25 1/2	18 3/8	98	22	20 1/4	21 1/8	+1
Zenith	65 1/2	50 3/8	758	59 1/4	55 3/8	59	+2 1/8

As of Closing Thursday, September 26, 1968

OVER THE COUNTER*	Week's		
	High	Low	Close
Data Packaging Corp.	44 1/2	40 1/2	44 1/2
GAC	15	14	14
General Recorded Tape	48 1/2	44	44
ITCC	9 1/2	8 1/4	8 1/2
Jubilee Ind.	34	31 1/2	33 1/2
Lear Jet	31	28 3/4	31
Merco Ent.	11 3/4	11 1/2	11 1/2
Mills Music	32 1/2	31 1/2	32
NMC	14	12	14
Omega Equity Corp.	14 1/4	12 3/8	14
Pickwick Int.	29 1/4	27 1/2	27 1/2
Telepro Ind.	2 3/8	2 1/4	2 3/4
Tenna Corp.	29 1/2	26	29 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.

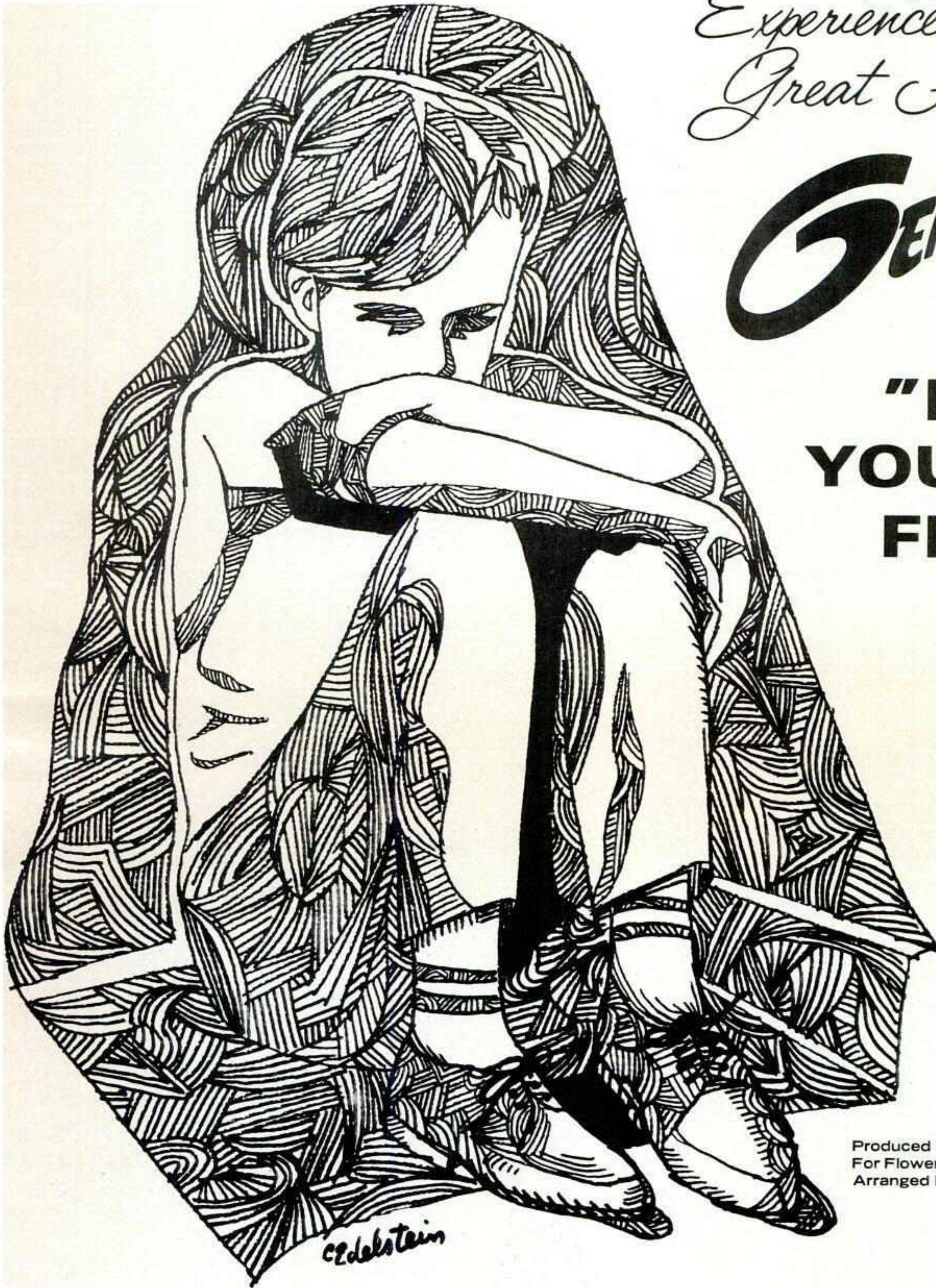
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Arranged by Joe Scott



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Spooky Tooth, Sunshine Shine

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

their only New York club appearances of the season.

Spooky Tooth's vocal deployment was best illustrated by "New York Mining Disaster 1941." Beginning in slow bluesy style, Spooky Tooth's version of the Bee Gees' hit had pianist Mike Harrison sing in moving plaintive style. About midway the tempo picked up and the vocal switched to organist Gary Wright with his clearer, stronger more highly amplified voice. Wright can belt, even wail his lyrics. Then the number went soft again and Harrison, possessing a more individualistic voice, again took over, holding the lead as the volume increased before a soft ending with Wright.

Lead guitarist Luther James Grosvenor and Harrison were most prominent in an extended "Too Much of Nothing," which ended the set. Both showed good musicianship. Grosvenor's musical talents were evident throughout the evening. Even this number had its unusual elements with the switching of instrumental concentration rather than an alternating of key instruments.

Drummer Michael Kellie and bass guitarist Greg Ridley were solid throughout the set, which opened with Spooky Tooth's Bell single "Sunshine Help Me." Another number where Harrison and Wright alternated vocal lead sections was "Think I'm Going Weird," a powerful selection.

The Sunshine Company was a different story as the Imperial Records' quintet featured two vocalists, Maury Manseau and Mary Nance, combined forces with solid instrumental backup for a bright sunshine performance.

The group also went country blues in their latest single "Willie Jean," which included good blues guitar work by lead guitarist Doug Mark. Mark and bass guitarist Larry Sims occasionally joined in vocals, but it was Manseau and Miss Nance who carried off vocal honors.

In addition to "Willie Jean," the group did two other numbers from their latest Imperial album, both top selections: "Wingate Fair" with its interesting lyrics and "Let's Get Together," which built from a soft beginning with drummer Merel Bregante using mallets on the

(Continued on page 14)

Hampton Puts on A Show All by Himself at Club

NEW YORK—Vibraphonist Lionel Hampton, a genuine jazz original, opened the Plaza 9's new jazz policy Sept. 24 with some familiar sounds. Hampton has his "Inner Circle" group backing him—rhythm section, trumpet, alto and tenor saxophone—but they merely served as a setting for the mighty swing of the leader.

Hampton confined himself to known material—a couple of straightforward blues, standards from the Swing Era (his version of "Avalon" had Skitch Henderson up from the audience joining on piano) and some

(Continued on page 14)

Rich Band Goes Over Rich—Fudge Have Zesty Flavor

NEW YORK—The Buddy Rich Big Band obviously has eyes for the rock market. The Pacific Jazz group shared billing on Saturday (21) with the Vanilla Fudge at Madison Square Garden's Felt Forum and is set for the Fillmore East later this year. The Forum was packed—apparently for the Fudge.

The question was, though, how would they react to Rich with all those trumpets, saxophones, trombones, and a bass that didn't hang from the player's neck?

Answer: ecstatically, particularly to Rich's own drumwork. Seated in the middle of his band, Rich sparked the outfit like a

good, solid, experienced big band drummer should. Best received was the band's "West Side Story" medley, although "Mercy, Mercy, Mercy" ran close.

The Vanilla Fudge, Atco Records group, had the whole of the second half to themselves presenting a wholly professional show of exciting rock sounds (over a dozen amplifiers blasted the sound of two guitars, organ and drums). They hammered their collective way through "People Get Ready," "You Keep Me Hanging On," "Season of the Witch," etc.

The act was professional because the lighting worked, the program was balanced, everybody was featured and everybody worked hard. It's a group that knows where it's going.

IAN DOVE

NEWPORT ADDS COUNTRY FEST

NEW YORK—A Country Music Festival will be added to the Newport lineup of Jazz and Folk Festivals next year.

The Newport Country Music Festival has been scheduled for Aug. 8-9-10 with three concerts plus several afternoon workshops.

Traffic Travel on Bumpy And Separate Musical Road

NEW YORK—Despite being highly touted, Traffic, playing their first U. S. date of their current tour at the Fillmore East, only managed to half fill the hall Friday (20). However, the enthusiasm of the sparse crowd did get the group back for a couple of encores.

But the United Artists Records group was not at its best. Steve Winwood gave a possible explanation when he admitted on stage that Traffic had not played together for a couple of weeks. In fact the last public date was the Sunbury Jazz Festival in Britain over a month ago.

Lack of togetherness in the group—which had Dave Mason back in the line-up—was added to by amplifier trouble. Chris Wood's tenor saxophone work was rendered inaudible in several numbers.

Traffic moved through familiar material—"Fantasy," and extended version of "Feelin' Good," "40,000 Headmen" that gave hints of their justified reputation and Winwood's ability as one of the best of the white blues singers. Also included was their new single, "Feeling All Right."

But, in all, it was an off night for one of the U. K.'s top groups. The Staple Singers were very much on, however. Without banks of amplifiers and complicated equipment the four strong Stax gospel group demonstrated how easy it was to get swinging in a light and subtle

way. Alternating up-tempo fizzers liked "Didn't It Rain" with slow, soulful material, they presented a nicely balanced program. Their polyrhythmic hand-clapping stirred the audience to do the same. In back of the Staples, the Joshua Light Show modified their approach—throwing images of modern stained glass, lighted candles, and for a brief telling second, Martin Luther King.

ABC's Chrome Syrcus is one of those groups that throws everything at you—they will spout a poem, transfer into some driving rock 'n' roll, wander into a song like "Suzanne," then graft some contemporary lyrics ("Elevator Operator") onto good old-fashioned blues licks. On the premise that a moving target is hardest to hit, they get by.

IAN DOVE

12,000 ATTEND PARK CONCERT

NEW YORK—About 12,000 persons, mostly youths, attended a free pop concert at Central Park's Mall on Tuesday (24) that lasted for more than five hours. Eight groups performed on the bill, which was produced by Dominic Sicilia for WNEW-FM. Participating were the Smubbs, Bunky and Jake, the Sunshine Company, Elizabeth, Rhinoceros, the Wind in the Willows, Spooky Tooth, and Traffic. The radio station plans to sponsor future concerts.

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

NEW YORK—Patti Page returned to the New York nightclub scene Tuesday (24), after a four-year absence, with a couple of Columbia Records hits under her belt. The recent success of her "Little Green Apples" and "Gentle on My Mind" disks assure her hold on a following that began building with her "Tennessee Waltz" breakthrough on Mercury Records many years ago.

Miss Page came well prepared for her New York date at the Americana's Royal Box. She was handsomely decked out in the coif-and-gown departments and she had such top arrangers as Vic Schoen, Don Costa, Bill Holman and Billy May custom-build her repertoire. It all added up to a pretty audio-visual picture.

Her singalong, which includes, of course, her "Gentle on My Mind" and "Little Green Apples" and her trade-mark, "Tennessee Waltz," is comfortable and secure. There's no pressure on her and the audience as she drifts through such nifty standard items as "The More I See You," "Dream a Little Dream of Me," "There's That Rainy Day" and such new entries as "Cabaret" and "Release Me." It's all smoothly done and has a professional assurance that keeps the audience

at ease for the "easy listening" performance.

Her long-time aides, conductor Rocky Cole and drummer Ken Humes, worked with the Lee Evans orchestra and made the music fit the performer.

MIKE GROSS

Vivian Reid's Star Is Shining

NEW YORK—Vivian Reid is going to be a big star.

In her act at the Living Room, a fashionable nightclub on the East Side, Miss Reid displayed a seemingly effortless but dazzling set in which she spun a web of excitement with each song.

A highly versatile artist with much stage presence, the Epic recording artist charms as she sings. She effectively projects a moody "Willow Weep for Me" with the same ease as she gently trips through "Somewhere" from "West Side Story."

But Miss Reid is at her best as she rocks through "Sunny," with all the vitality, rhythm and melody of a Diana Ross. Her rendition of "Don't Rain on My Parade," from "Funny Girl," is another example of her zesty and fresh delivery.

HANK FOX

Checkmates Make a Strong Return on Coast Circuit

LOS ANGELES—Checkmates Ltd. returned to Los Angeles after two and one-half years of working the Nevada Silver Circuit and made a strong impression at their Century Plaza opening Tuesday (24).

The action-packed quintet's performance includes a number of new songs plus such mainstays as "Lovin' Feeling" and "Sunny." The Checkmates are a visual act, dancing in place, bouncing around the stage, joking with each other. The hotel's Westside Room unfortunately does not have a raised stage, so much of the audience only gets half a view of the group, which works on the sunken dance floor.

The concept behind the act, as singer Bobby Stevens explains, is to create a house party in which everyone participates. The group's material is all rhythm and blues with the added plus of good choreography and down home singing by Stevens and Sonny Charles, the organist. Drummer Marv (Sweet Louis) Smith is the comic. He also sings and dances well. The guitar playing of Harvey Tress and fender bassist Bill Van Buskirk control their instruments and don't go overboard with amplification. A 10-piece brass section augmented the Checkmates, adding good fills behind their own happy dynamics.

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Mann Unwraps Big Solid Surprise Pkg.

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

The Atlantic artist had half a dozen violins, some cellos, a hard driving saxophone and trumpet section, as well as his regular unit, spilling out over the stage. With all this ammunition at his disposal Mann was able to present some very contrasting sounds and moods.

The ensemble was used opening night to showcase Mann's upcoming album, "The Inspiration I Feel," devoted to Ray Charles material. He could cut loose on a tambourine rattler such as "I Gotta Woman" (with gutty tenor saxophone work from David Newman, an ex-Charles band member), then go into a subdued "Georgia on My Mind"—just Mann's flute and the strings.

Trumpet player Charles Tolliver was prominent on the upbeaters, and it was interesting to hear a new Mann recruit, guitarist Larry Coryell, pushing the rhythm along as well as taking some fine solo stretches. Coryell, highly regarded in both rock and jazz fields, is a capture from the Gary Burton Quartet, and was also seen Tuesday as a member of the Steve Marcus group, with whom he also does dates. Reason for the Marcus group's appearance is that Mann produced their album, "Count Rock's Band," released on Atlantic's Vortex subsidiary.

With Coryell leading, the Marcus unit got involved in everything from the avant-garde jazz of John Coltrane to Dono-

van, via the Beatles—an indication of the coming-together of today's thinking man's pop and the jazz worlds.

Another small group to emerge from the big orchestra was the Roy Ayers outfit, led by Ayers on vibes. Their Atlantic album, "Stoned Soul Picnic"—featured in their spot—was also produced by Mann.

The evening was titled "The World of Herbie Mann"—an interesting insight into his ideas about jazz and certainly an evening that had a lot of thought put into it. Not just another blowing session by any means.

Filling out the bill was comedian David Steinberg, almost a Greenwich Village regular, who has recorded for Uni.

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

Fran Warren Shines Anew In a Contemporary Light

NEW YORK — When one thinks of Fran Warren, memories are revived of Claude Thornhill, "Sunday Kind of Love," be-bop and that colorful big band era of the Fabulous '40's and early '50's.

Well, as if there was any doubt, Miss Warren is very much alive and well and singing up a contemporary storm at the Riverboat club, where she opened Sept. 19. This is not a new Fran Warren, but simply a richer-voiced, more knowledgeable singer who has gone up-to-date without losing her musical heritage.

For some 45 minutes she mixed up the old with the new with quiet determination that linked both in time and in sound. The tunes she chose, though somewhat differently arranged to suit a live performance, were from her soon-to-be-released album, "Come Into My World," on Audio Fidelity Records. They included Glen Campbell's "By the Time I Get to Phoenix," "Words and Music," which could be a big single, and standards such as "My Funny Valentine" and "It Don't Mean a Thing If It Ain't Got That Swing."

The only quarrel was neither her voice nor with the introduction of her daughter, Jodi, singing a pleasant "Sound of Music," but with the microphone and the room's acoustical set-up. Being basically for big bands, the room in both instances was ill-equipped to handle a singer. Backed by a full orchestra led

Attorneys Set Fairlead Mgt.

NEW YORK—Fairlead Management Corp. has been formed by attorneys Dennis Katz and Bennett Glotzer. Their management careers began when Glotzer doing legal work for the Blues Project, which included Steve Katz, Dennis Katz' brother.

When part of the group split off as Blood, Sweat and Tears, Glotzer and Dennis Katz took over management of this group, which included Steve Katz, as well as the remaining members of Blues Project and formed Fairlead Management.

Another Blues Project split brought the new Sea Train to the firm. Fairlead also manages Procol Harum, Rhinoceros, the Churles, David Blue, Dave Van Ronk, Tom Rush, Eric Mercury and Bob Newwirth. The film, which is specializing in contemporary and folk acts, has offices at 7 West 57th Street here. Billy Smith Associates is handling the public relations.

Campus Dates

United Artists' **Josh White Jr.** appears at Mt. San Antonio College of Walnut, Calif., on Wednesday (2). Other October dates include La Verne (Calif.) College (3); Muskegon (Mich.) Community College (10); Memphis State College (11); State University College of A&T at Delhi, N. Y. (18); and Bethany College, Lindsburg, Kan. (19). He also is listed for Wisconsin State College at Eau Claire, Nov. 8; Albion (Mich.), 21; Samford University of Birmingham, Dec. 5; Massachusetts Institute of Technology, 7; and Monmouth College, 11.

ABC's **Ray Charles** plays Dartmouth College on Saturday (12) and Arizona State University at Tempe, Oct. 16.

Jay and the Americans of United Artists Records perform at Fayetteville (N. C.) Methodist College on Oct. 25. Other gigs are North Carolina State University, 26; Gilford College of Greensboro, N. C., 27; West Chester (Pa.) State College, 28; Providence College, Nov. 9; Rockland Community College of Suffern, N. Y., 10; and Brenau College of Gainesville, Ga., Dec. 7.

Dot's Good Time Singers play San Diego City College on Thursday (3); Riverside (Calif.) College, Saturday (5); and Bakersfield (Calif.) College, Friday (11). Capitol's **Cannonball Adderly**

appears at Arizona State University on Nov. 9.

October dates for Fredana Management's Coffee House Circuit include **Mary Smith**, State University of New York at Plattsburgh (7-13); **Peter Thomas**, Bowling Green State University (7-13); **Zuckerman's Dream Corning** (N. Y.) Community College (7-13); **Penn & Wheeler**, University of Rhode Island (7-9); **David Pengelly** (7-12); **Brian Carney**, Iowa State University (week of Oct. 7); **Patches & Tarses**, Vanderbilt University (7-12); **Princess & the Frog**, Tulane University (7-12); **Donnelly & Rudd**, Montreat (N. C.) Anderson College (week of Oct. 6); **Steve Baron Quartet**, University of Pittsburgh (week of Oct. 7); and **Rauq MacKinnon**, Tarrant County Junior College of Fort Worth (6-12).

Verve's **Righteous Brothers** perform at Valparaiso (Ind.) College on Oct. 19.

United Artists' **Serendipity Singers** appear at Dickenson College of Dickens, N. D., on Monday (30); Seattle University, Oct. 14; Wittenberg University of Springfield, Ohio, 19; California (Pa.) State College, 24; George Williams College of Chicago, 25, and University of Maine, 26.

RCA's **Al Hirt** plays Western Michigan University on Nov. 23.

O. C. Smith Comes on Big

CHICAGO — It's easy to see why O. C. Smith is finding favor with both black and white audiences. Here recently sharing an Auditorium date with comic Bill Cosby, the Columbia Records' artist displayed a varied stage repertoire that ranged from slick-styled standards to an r&b version of the country hit, "Son of Hickory Holler Tramp."

Smith must be compared with "early Billy Eckstine." He also shows the influence of Joe Williams, especially on numbers such as "Ain't Nobody's Business." On ballads such as "Hello Young Lovers" and "In the Still of the Night," Smith swings into his own improvisations of lyrics, tapers off and acknowledges the applause, then does an encore verse of the song, a la Count Basie.

One of his more poignant numbers, "Georgia Rose," was dedicated to his mother. "Honey" and "That's Life" were

warmly received, as was "Little Green Apples." Smith's current hit receiving play on both r&b and pop stations here.

EARL PAIGE

Lionel Hampton

• Continued from page 12

not-too-successful attempts to get in to a soul bag ("Chicken Gizzard," "Greasy Greens"). He introduced Stella Mars to sing a refined "Speak Low" and "Theme From Black Orpheus," and Pinnochio James, who countered with some shouting Joe Williams-type blues.

But it was really all dressing for Hampton's own work on the vibes. His improvisations on the slowest of slow ballads even stilled the audience chatter, something that singer Annette Sanders and the Mousie Alexander trio who filled out the bill had been unable to do.

IAN DOVE

Nancy Wilson at the Grove —On-Again, Off-Again Act

LOS ANGELES — Nancy Wilson, whose elegant and sophisticated song stylings have made her one of the top attractions on the nightclub circuit and on Capitol Records, was slightly off the mark opening night at the Coconut Grove.

When she wasn't hampered by a brassy orchestra—she also had a tendency to be overly dramatic—her songs came over in capable fashion, although somewhat sub-par for her. It's been three years since Miss Wilson performed at the Grove, and that might account for her "on again, off again" first night.

She sang, talked and acted her way through 16 songs, many of which are new to her songbook. Don Trenner's arrangements were clever and allowed Miss Wilson to display her multi-styled voice which ranges from a low moan to a high wail.

Off to a shaky start with "Small World," "Crazy Butterfly" and "Peace of Mind," a contemporary-rocker, Miss Wilson warmed up with "Face It Girl," "If We Only Have Love" and "The Man Who Got Away." She hit the mark with "I Can't Get Started" and a stunning "Black Is Beautiful."

Her arrangement of "The Folks Who Live on the Hill" was over-acted, although the response was immediate admiration.

Gone from her repertoire are several trademarks, including "Guess Who I Saw Today?"

Miss Wilson's audience was enthusiastic and receptive. In fact, they were so busy applauding her every move and song that they probably didn't notice the few faux pas.

BRUCE WEBER

Signings

Dion rejoined Laurie Records. . . . **Bruce Belland** and **David Somerville** to Dot Records, where **Bobby Applegate** will produce their first session. . . . **Eddie Jefferson** signed with Prestige. . . . **The Buddy Miles Express** to Mercury. . . . **Dick Kallman** signed with Dot. . . . **The Soul Survivors** joined Atlantic. . . . Capitol inked the **Tuneful Trolley**. . . . **The Holy Mackerel**, rock sextet, to Reprise Records, where **Richard Perry** will a&r a single, "Bitter Honey," and an album, "The Holy Mackerel." . . . **The Family** joins Reprise. . . . **Jesse Hodges** to VMC Records, where debut single is "I Believe." . . . **The Churls**, Canadian group, to A&M Records. . . . **Coleen Lanza**, eldest daughter of the late Mario Lanza, signed with Merph Records, where her first single is "When We're Talked About Tomorrow." . . . **Richard Holmes** joined World Pacific with "Welcome Home" his first album.

Spooky Sunshine

• Continued from page 12

cymbals before switching to sticks for the drums.

The Sunshine Company opened with their hit "Back on the Street Again," which set their pace. Their top beat number was "Better Lovin' Man." Other good selections were "When the Rains Came" and "You Don't Know Like I Do." The group's complexion is due for a change since Miss Nance is reportedly leaving.

Folk singer Hal Waters, as usual, gave a topnotch performance, which included two parts of his "Pork Chop Trilogy" with "How About Them Grits" and "Pork Chop Trip." "Knock on Wood," done with clicks, "The Girl From Ipanema," and Frank Loesser's "Joey, Joey, Joey" were among his other good numbers.

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LEISURE TIME TIPS

by: Larry Finley

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When NAL was formed, we projected our business and production to offer a maximum service to distributors. During the past three years it became quite evident that there was a need for a duplicator, such as NAL, who would be able to make delivery of a quality product, offering a proper fill, dating and prepaid shipments.

On October 1, we will be making a 100% fill on all orders that we received at the NARM Convention and on all orders that we are receiving now, we will have at least a 90% fill on or before October 10.

I realize that you have heard promises of a 90% to 100% fill from other distributors, but we are guaranteeing this statement, with the guarantee being outlined below. The following are so many reasons why you will find it to our mutual benefit for you to be a NAL distributor.

1. On and after October 10, all cartridge orders will be shipped with a minimum of a 90% fill within 48 hours from receipt of your order. In the unlikely event that we do not give you the 90% fill, we will give you 5% of the dollar value on your order FREE.

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3. PREPAID SHIPMENTS: All shipments will be made prepaid from New York by truck within 950 miles. Shipments outside this area will be made by prepaid deferred air freight if the order weighs 100 lbs. or more.

4. SUPER STEREO-8: Only NAL offers SUPER STEREO-8 for the finest stereo cartridge produced. There will be national exposure given SUPER STEREO-8 on the full-color ABC television network twice monthly on the Saturday night show "THE DATING GAME" and weekly on the daytime "THE NEWLYWED GAME."

5. PACKAGING: NAL SUPER STEREO-8 cartridges are shrink-wrapped with a dust cap and with the end tab being printed in "day-glo" ink for easier visibility at night in the automobile units.

6. WARRANTY POLICY: All labels carry a warranty which calls for the customer to mail the defective cartridges directly to NAL with 50¢ for handling for immediate replacement. This eliminates the trouble and expense that you have experienced previously in handling defective cartridges.

7. The "Tennessee Sound"—Country and Western series offers cartridges and cassettes in double-length album form, each with 20 top songs and stars. This series retails at the regular price of a single cartridge or cassette.

In addition to the SUPER STEREO-8, we will start shipping our complete line of cassettes on October 21, with the same 48-hour shipment policy prevailing. Open-reel orders will be shipped on November 1, with the same 48-hour policy.

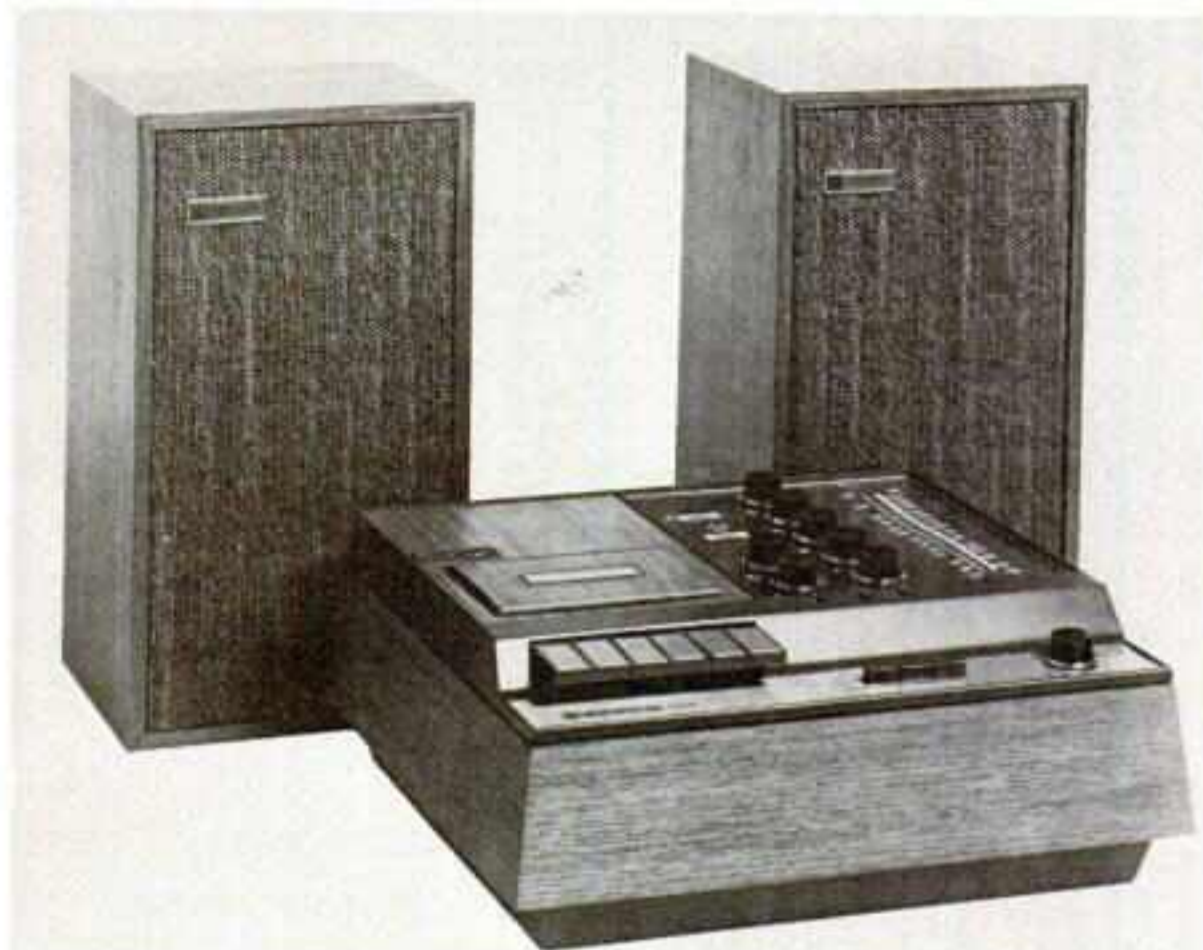
We feel that this policy is a direct answer to the major problems holding down your potential profits from the tape industry. I wanted to outline these facts to you and, very frankly, to solicit your business prior to the time when you will be contacted by one of our sales personnel.

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Tape CARtridge

Potential Tape Outlets Mushroom

By EARL PAIGE



CASSEIVER BY H. H. SCOTT marks the quality component manufacturer's first entry into the cassette equipment field. The unit, which consists of a cassette recorder, AM/FM stereo receiver and matched speakers, was previewed at New York's High Fidelity Show.

Cassette Scores in Components at Show

By HANK FOX

NEW YORK—The cassette system accomplished a major breakthrough in the audiophile market at the High Fidelity Show Sept. 19-22, but only as a tape recorder, not as a system for pre-recorded music.

Both Fisher Radio Corp. and H. H. Scott debuted home entertainment systems incorporating cassette units. However, both refer to and promote the equipment primarily for recording.

TAPE HANDLING BOUGHT BY GRT

LOS ANGELES — General Recorded Tape (GRT) has established an eastern duplicating and shipping facility by acquiring the assets of Tape Handling Products, Inc., of Fairfield, N. J.

Tape Handling will become GRT's eastern arm for pre-recorded music in 4 and 8-track, cassette and reel-to-reel. The New Jersey company has the capability of duplicating and assembling about 10,000 cartridges per day.

It will continue its contract tape duplication activities as well as handling GRT's eastern requirements.

While the two companies are not the first high-end, quality component manufacturers to introduce cassette equipment as integrated parts of home entertainment systems, their entry is expected to prompt many of the other component manufacturers to follow suit. Fisher and Scott are considered leaders among audio component makers.

Both of the companies rushed their units to the show in time for consumer viewing. The Scott "Casseiver" units, for example, were prototypes.

Other companies, too, presented cassette recorder/players. Ampex displayed its entire line, as did Sony Superscope and Craig. Still others such as TEAC exhibited selected units. Harman Kardon and Benjamin,

(Continued on page 56)

NEW YORK—The dramatic growth in the number of department stores, discount houses and automotive outlets during the past 10 years dramatizes the importance of such outlets as prime retailers of tape cartridge and playback equipment. A nationwide study of retail outlets, just completed by Audits & Surveys, Inc., shows that department stores have doubled. Discount stores and auto supply outlets also show dramatic gains. Equally dramatic is the evidence that Americans are increasingly more mobile with heavy reliance on the automobile industry. The amount of retail establishments involved primarily in selling, servicing, repairing and replacing automobiles, rose from 301,067 in 1958 to 323,780 today. This is unmatched by any other retail category.

In contrast, radio-TV outlets dropped from 16,761 to 11,480 during the 10-year period. Last year 1,020 such outlets were closed. A group of outlets comprised of music and record stores and including household appliances and radio-TV stores, dropped from 48,959 in 1958 to 39,270.

While 72,000 stores have "vanished," according to the report, and the store-to-people ratio has dropped, there are now 7,010 department stores, as compared with 3,457 10 years ago. Discount stores have swollen from 2,200 in 1966 to 3,100 today. Auto stores went from 29,112 to 28,140 in the study period.

Equally significant is the rise in the number of gasoline service stations, which figure to eventually be involved one way or another in the tape picture. This type of outlet rose from 206,755 to 221,290, even though auto dealers dropped 60,530 to 63,886.

The Audits & Surveys' report, which the firm claims is only exceeded in scope by the U. S. Census Bureau Studies, found that there are now 1,722,820 retail outlets of all kinds as compared with 1,794,744 in 1958.

"This growing concentration of retail power in fewer but larger outlets is causing many prominent consumer goods manufacturers to reassess their distribution procedures," commented Solomon Dutka, Audits & Surveys president.

The decline in numbers of stores amounts to over 4 per cent during the 10-year period. The store-to-people ratio has gone from one for every 87 people in 1958, to one for every 115 people now.

Variety stores now number 23,540, showing a drop of 750 in one year but exceeding by more than 2,500 the number in 1958. Camera outlets rose to 4,190, from 3,491 in 1958. Novelty, souvenir and gift stores number 13,650 as against 13,987 in 1958.

Liberty to Set Tough CARtridge Warranty

By ELIOT TIEGEL

LOS ANGELES — Liberty Stereo Tape is striking out at what it considers is a major problem in exchanging CARtridges intentionally damaged by the user. The company will institute a 30-day warranty policy Nov. 1, with the purchaser required to mail the tape directly to Liberty's Omaha factory where a decision will be made on the nature of the defectiveness.

If the tape has been honestly damaged, a new replacement will be mailed to the customer. If the tape was intentionally cut or stretched by the owner as a

means of getting an entirely new tape, the cartridge will be returned intact.

The warranty policy is Liberty's first since it entered the cartridge field four years ago. Earl Horowitz, Stereo Tape's general manager, indicates that the days of giving distributors item for item exchanges are numbered.

"We have been taking back tapes that are horrendous," he says. "They've been black, dirty, stretched and cut." Horowitz says the manufacturer has to accept partial liability, but that

(Continued on page 56)

Tape Duplicators Invade Canada

By HANK FOX

• Continued from page 1

cartridge duplicator to enter Canada (and now the country's largest) has just released Canada's first French-Canadian tape cartridge titles.

Functioning initially as a loading and packaging operation (the tape will be duplicated in the U. S. and shipped into Canada as pancakes of tape), GRT plans for a plant capable of duplicating, loading and packaging more than 10,000 tape cartridges per day.

The GRT operation, under the helm of William Ross Knight, formerly assistant production manager for Spartan of Canada, will duplicate 8-track cartridges only. Fully

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

GRT will duplicate and market some 40 record labels, including Chess/Cadet, Abnak, Roulette, Phil-L.A. of Soul, Monument, King, Shout, Project 3, SSS International, Hickory, and Jamie/Guyden. The company's offices will be located in London, Ontario, which is southwest of Toronto.

Within 30 days, Stereodyne of Canada will have moved into a new 17,000-square-foot plant with full duplication facilities. Starting with three employees, the Canadian operation now employs some 85 workers. Stereodyne of Canada, in addition to duplicating and market-

ing product for some 21 labels including seven French-Canadian firms, also custom duplicates for three of the major U. S. labels.

Working six days per week in three shifts per day, Stereodyne duplicates and markets for Polydor, DGG, Bang, Hickory, Verve/Forecast, Mainstream and Everest, among others. Stereodyne of Canada duplicates all tape configurations except 4-track. It molds its own Dynapak cartridges in Canada.

Ampex of Canada, in its efforts to bolster tape cartridge sales, is attempting to motivate the Canadian press into more actively reporting on new tape releases. The company has

thrown several press receptions for its news on cartridges, and according to an Ampex spokesman, newspaper music reviewers have been provided with cartridge players to review tape releases.

20% Duty

By producing cartridges in Canada, rather than importing the finished products from the U. S., all of the companies are able to bypass the 20 per cent Canadian import duty. The 20 per cent is levied on the fair market value (retail price) of the cartridges. In this way, local duplicators avoid paying taxes on royalties, which are included in the fair market value. Also, Canadian dollars are valued lower than U. S. currency.



Long John Baldry



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B/W WISE TO THE WAYS OF THE WORLD A&M 974

GRT Opens Store in L.A.—To Be Used as Test Laboratory

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

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

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

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

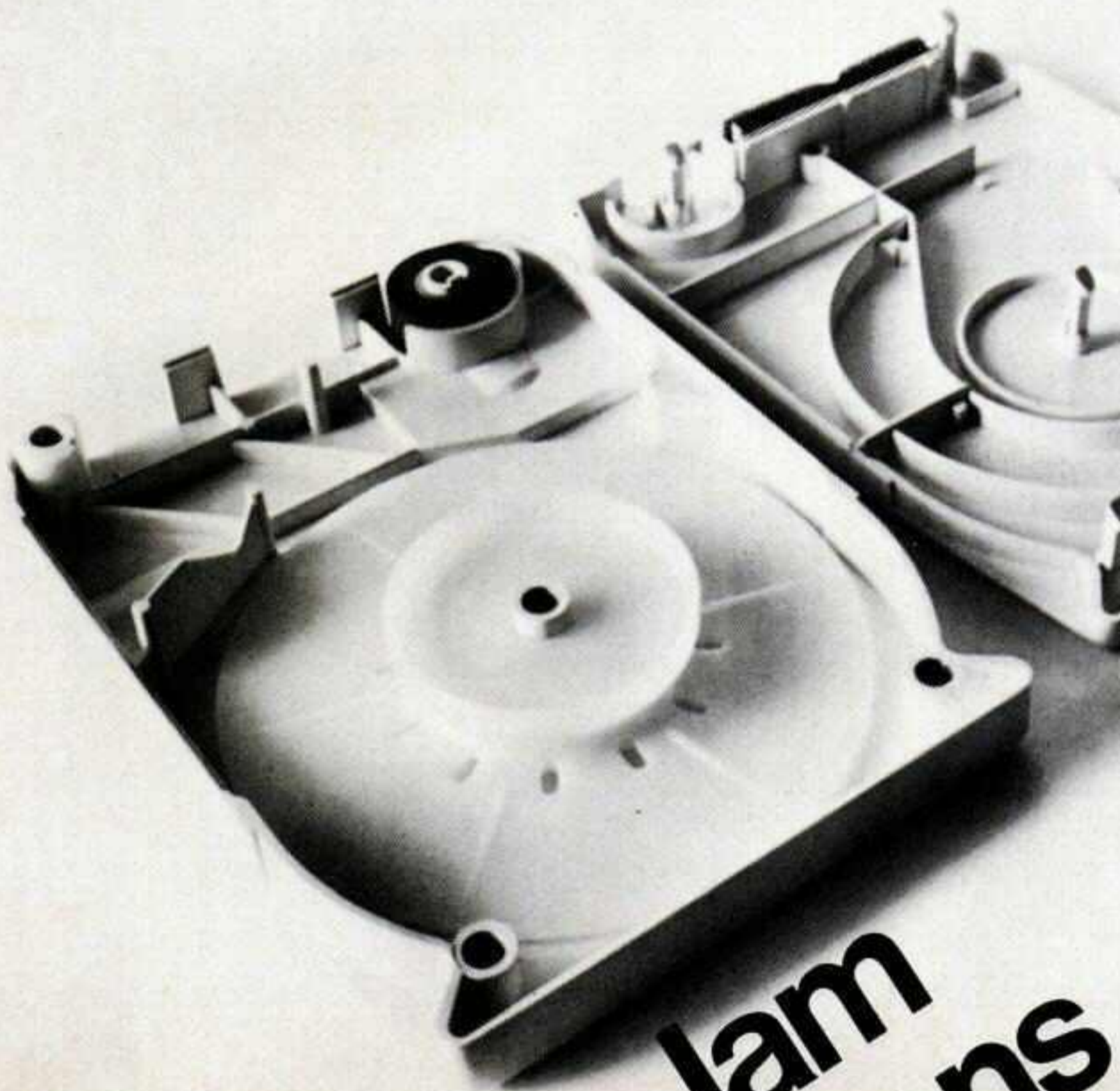
The store will be testing sales techniques, merchandising ideas

and trying to solve retail problems such as open exposure of cartridges and theft, says Herbert Hershfield, GRT sales manager. The retail test laboratory will study traffic flow in the store, packaging and effectiveness of point of sale materials.

Hershfield says the outlet will not discount, and although it will be a test laboratory, it will compete as an independent operation with other retail tape stores in sales, marketing, in-store promotions and merchandising.

The Tape Deck, in Los Altos, Calif., is 3,000-square-foot and will have an inventory of 7,000-10,000 tapes in all configurations. Lynn Augustine, manager of retail operations, will guide a staff of 10 in the location.

Los Altos was selected as the site for the Tape Deck because it has drawing power to about seven neighboring communities with about three-quarters of a million population, according to Hershfield. The area also covers all social and economic levels, he says, thus giving us a good testing ground.



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The Best of FRANK SINATRA; CEP 0885
LOU RAWLS—You're Good for Me; CEP 0890
Music From Big Pink; CEP 0903
QUICKSILVER MESSENGER SERVICE; CEP 0904

MGM

The Best of WES MONTGOMERY, Vol. 2; CEP 0898
ERIC BURDON & THE ANIMALS—Every One of Us; CEP 0899
BILL MEDLEY—100%; CEP 0886
CHERRY PEOPLE; CEP 0888

Motown

MARVIN GAYE/TAMMI TERRELL—You're All I Need; CEP 0910
DIANA ROSS & THE SUPREMES—Live at London's Talk of the Town; CEP 0911
MARVIN GAYE—In the Groove; CEP 0912
THE MARVELETTES—Sophisticated Soul; CEP 0913
FOUR TOPS—Yesterday's Dreams; CEP 0914
SMOKEY ROBINSON & THE MIRACLES—Special Occasion; CEP 0915
GLADYS KNIGHT & THE PIPS—Feelin' Bluesy; CEP 0892

Verve

FRIEND & LOVER—Reach Out of Darkness; CEP 0901

Warner Bros.

THE MASON WILLIAMS Phonograph Record; CEP 0894
TRINI LOPEZ—Welcome to Trini Country; CEP 0895
FRANK SINATRA'S Greatest Hits; CEP 0896
DEAN MARTIN'S Greatest Hits; CEP 0896
PETULA; CEP 0900
THE VOGUES—Turn Around, Look at Me; CEP 0902

GRT

Bell

SPOOKY TOOTH; (8) 813-6019M, (4) 413-6019X

Dunhill

MAMA CASS—Dream A Little Dream; (8) 823-50040M, (4) 423-50040X, (C) 523-50040X

MTA

KING RICHARD'S FLUGEL KNIGHTS—Just Some of Those Songs, Mrs. Robinson; (8) 854-5011M, (4) 454-5011X, (C) 554-5011X

Tetragrammaton

MURRAY ROMAN—You Can't Beat People Up and Have Them Say I Love You; (8) 873-101M, (4) 473-101X, (C) 573-101X

Tower

SOUNDTRACK—Wild in the Streets; (8) 880-5099M, (4) 480-5099X, (C) 580-5099X
PINK FLOYD—Saucerful of Secrets; (8) 880-5131M, (4) 480-5131X, (C) 580-5131X

Capitol

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Tape CARtridge

Stereodyne's Line Seen By French Canadians



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



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



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

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"WHAT KIND OF WOMAN"

by
LAWANDA LINDSEY

TOP 20

COUNTRY

SPOTLIGHT

LAWANDA LINDSEY—
WHAT KIND OF WOMAN

(Prod. Joe Gibson) (Writer: Peters) (Singleton, BMI)—The infectious Ben Peters rhythm material should hit hard and fast for a hit and establish Miss Lindsey as a top disk seller. This one could go all the way . . . much in the vein of the Jan Howard and Loretta Lynn rhythm successes. Flip: "I Did My Duty" (Yonah, BMI). CHART 59-1054



"TOO MANY DOLLARS, NOT ENOUGH SENSE"

by
CONNIE EATON

TOP 20

COUNTRY

SPOTLIGHT

CONNIE EATON—TOO MANY
DOLLARS, NOT ENOUGH SENSE

(Prod. Cliff Williamson) (Writer: Anderson) (Yonah, BMI)—Here's a debut that should fast prove a play and sales giant and fast establish the performer as a top disk seller. Important and well thought out lyric content is matched by the infectious melody and compelling arrangement. Should go all the way. Flip: "Bonnie" (Peach, SESAC). Chart 59-1048



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Country Music

CMA Lists Nominees for Top Awards; Ballots Out

NASHVILLE—The final ballot for voting in the annual Country Music Association's Country Music Awards has gone out from Price Waterhouse.

The winners in each category will be kept secret by Price Waterhouse, and will not be announced until the night of the annual CMA Awards show Oct. 18. This year's show will be taped by NBC-TV and presented on the network Oct. 30 as one of the Kraft Music Hall programs.

Following the second round of voting, these are the nominees in each of the categories:

1. Entertainer of the year: Eddy Arnold, Glen Campbell, Johnny Cash, Merle Haggard, Charley Pride.
2. Single of the Year: By the Time I Get to Phoenix, D-I-V-O-R-C-E, Folsom City Blues, Harper Valley PTA, Honey.
3. Album of the Year: Best of Merle Haggard, By the Time I Get to Phoenix, D-I-V-O-R-C-E, Gentle on My Mind, Johnny Cash at Folsom Prison.
4. Song of the Year: D-I-V-O-R-C-E, Harper Valley PTA, Honey, Little Green Apples, Skip a Rope.

5. Male Vocalist: Eddy Arnold, Glen Campbell, Johnny Cash, Merle Haggard, Charley Pride.
6. Female Vocalist: Lynn Anderson, Loretta Lynn, Dolly Parton, Jeannie C. Riley, Tammy Wynette.
7. Vocal Group: Bill Anderson and Jan Howard, Archie Campbell and Lorene Mann, Johnny Cash and June Carter, Stonemans, Porter Wagoner and Dolly Parton.
8. Instrumental Group: Buckaroos, The Po' Boys, the Stonemans, Texas Troubadours, the Wagon Masters.
9. Instrumentalist: Chet Atkins, Glen Campbell, Roy Clark, Floyd Cramer, Boots Randolph.
10. Comedian of the Year: Don Bowman, Archie Campbell, Ben Colder, Homer & Jethro, Minnie Pearl.

Welty Quits Kathy Dee, Roberts Mgmts.; Cites Pressure by Union

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

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

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

Welty fired several letters of protest to the union, contending that the ruling was not enforced

against "the big operators," but that those who managed on a small-time basis were singled out for action.

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

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

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

Bill Anderson Is On Top as TV Show

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

The videotaped color feature currently is produced by the

General Electric Co. at its WSIX-TV studios here. It is breaking all syndication records for similar features, according to Guy Swahlen, of Swahlen and Associates, the firm which holds the syndication rights.

The Stanback Co. of Salisbury, N. C., sponsors the show in the majority of the 70 markets now listed. The Homelite Chain contract will add the 50 additional markets in all parts of the nation. The "Bill Anderson Show" stars Anderson, long-time Decca artist, leading song-

Once all the times have been
(Continued on page 56)

WWVA Country Jamboree Brings in \$Million Yearly

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

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

"No one can ignore these facts," Satterfield said of the

survey. "They prove conclusively that Wheeling businesses ring up tremendous sales because of Jamboree fans."

A spokesman for WWVA Radio, home of the Jamboree, said attendance this year is up nearly 20 per cent over 1967. With 15 new regular members added to the roster of the show this year, business is expected to increase even more.

Of the nearly 4,000 fans surveyed, some complained that they had difficulty in finding Jamboree Hall. With the co-
(Continued on page 26)



THE CAST OF WLW'S "MIDWESTERN HAYRIDE" joins Roy Clark for a chorus of his latest hit, "Do You Believe This Town," in a live telecast from the grandstand of the recent Ohio State Fair. The "Hayride" cast journeyed to the fair for its fourth consecutive year to originate two telecasts and a special grandstand show for crowds of fairgoers numbering as high as 50,000. The "Hayride" telecasts were among 50 hours of Ohio State Fair programming by Avco Broadcasting during a 12-day period.



The 4 Blazers' two recent releases, "Want You," flip side "Once Again." The Blazers wrote both sides. Number B-139. Another one, two weeks old by the Blazers, "Break My Mind," flip side "Hush," Number B-140. In the C and W field, watch for Ray Sanders and Jim Hadley's new one. I have a copy for you DJ's, write: Buddy Records, Inc., 500 Locust Street, Marshall, Texas.

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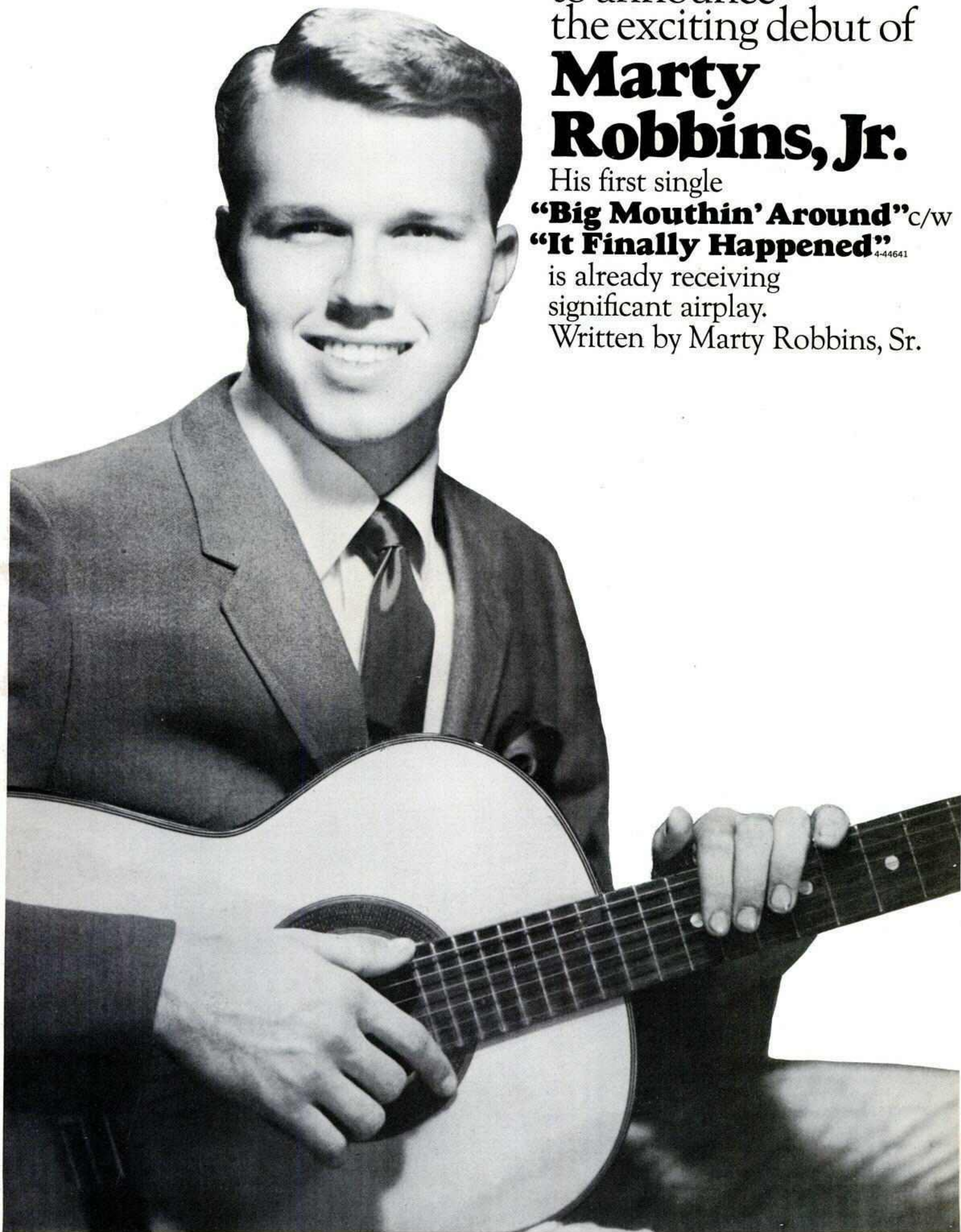
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Written by Marty Robbins, Sr.



Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 10/5/68

★ 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	HARPER VALLEY P.T.A. Jeannie C. Riley, Plantation 3 (Newkeys, BMI)	7	39	39	THREE PLAYING LOVE Cheryl Pool, Paula 309 (Four Star, BMI)	9
	2	ONLY DADDY THAT'LL WALK THE LINE Waylon Jennings, RCA Victor 47-9561 (Central Songs, BMI)	13	40	42	SOUTHERN BOUND Kenny Price, Boone 1075 (Pamper, BMI)	5
	3	HAPPY STATE OF MIND Bill Anderson, Decca 32360 (Stallion, BMI)	8	41	—	DESTROYED BY MAN Mel Tillis, Kapp 941 (Sawgrass, BMI)	1
	4	MAMA TRIED ("The Ballad From Killer's Three") Merle Haggard, Capitol 2219 (Blue Book, BMI)	11	42	45	THE SOUNDS OF GOODBYE Tommy Cash, United Artists 50337 (Noma/SPR, BMI)	6
	5	THEN YOU CAN TELL ME GOODBYE Eddy Arnold, RCA Victor 47-9606 (Acuff-Rose, BMI)	6	43	41	WHAT CAN I SAY Arlene Harden, Columbia 44581 (Blue Echo, BMI)	8
6	13	LOOKING AT THE WORLD THROUGH A WINDSHIELD Del Reeves, United Artists 50332 (Paskey, BMI)	8	44	67	SHE STILL COMES AROUND (To Love What's Left of Me) Jerry Lee Lewis, Smash 2186 (Gallico, BMI)	2
	7	LET THE WORLD KEEP ON A TURNIN' Buck Owens & Buddy Alan & the Buckaroos, Capitol 2237 (Blue Book, BMI)	11	45	51	RAGGEDY ANN Charlie Rich, Epic 10358 (Blue Crest/Hill & Range, BMI)	7
	8	FLOWER OF LOVE Leon Ashley, Ashley 4000 (Gallico, BMI)	11	46	46	LITTLE BOY SOLDIER Wanda Jackson, Capitol 2245 (Tree, BMI)	5
9	14	NEXT IN LINE Conway Twitty, Decca 32361 (Tree, BMI)	8	47	48	TO MY SORROW Johnny Duncan, Columbia 44580 (Adams, Vee & Abbott, BMI)	8
	10	FROM HEAVEN TO HEARTACHE Bobby Lewis, United Artists 50327 (Singleton, BMI)	11	48	54	MILWAUKEE HERE I COME George Jones & Brenda Carter, Musicor 1325 (Glad, BMI)	2
	11	LOVE TAKES CARE OF ME Jack Greene, Decca 32352 (Husky, BMI)	12	49	50	THE TRUE AND LASTING KIND Bobby Lord, Decca 32373 (Contention, SESAC)	4
	12	BIG GIRLS DON'T CRY Lynn Anderson, Chart 59-1042 (Yonah, BMI)	10	50	62	I AIN'T BUYING Johnny Darrell, United Artists 50442 (United Artists, ASCAP)	3
13	16	I JUST CAME TO GET MY BABY Faron Young, Mercury 72827 (Tree, BMI)	10	51	53	THERE'S NO MORE LOVE Carl Smith, Columbia 44620 (Mayhew, BMI)	3
	14	WE'LL GET AHEAD SOMEDAY Porter Wagoner & Dolly Parton, RCA Victor 47-9577 (Carreta, BMI)	11	52	64	I LIKE TRAINS Bob Luman, Epic 10381 (Gallico, BMI)	2
	15	A LITTLE BIT LATER ON DOWN THE LINE Bobby Bare, RCA Victor 47-9568 (Sea-Lark, BMI)	11	53	58	WONDERFUL DAY Ray Pillow, ABC 11114 (Contention, SESAC)	4
	16	UNDO THE RIGHT Johnny Bush, Stop 193 (Pamper, BMI)	10	54	66	CRY, CRY, CRY Connie Smith, RCA Victor 47-9624 (Fingerlake, BMI)	2
	17	HEY DADDY Charlie Louvin, Capitol 2231 (Southtown, BMI)	8	55	55	JACK & JILL Jim Ed Brown, RCA Victor 47-9616 (Woodshed, BMI)	2
	18	IN LOVE Wynn Stewart, Capitol 2240 (Freeway, BMI)	7	56	56	YONDER COMES A FREIGHT TRAIN Jim & Jesse, Epic 10370 (Pamper, BMI)	5
	19	ON TAP, IN THE CAN OR IN THE BOTTLE Hank Thompson, Dot 17108 (Brazos Valley, BMI)	13	57	57	WHERE HE STOPS NOBODY KNOWS June Stearns, Columbia 44575 (Buckhorn, BMI)	4
20	26	IT'S ALL OVER BUT THE CRYING Hank Williams Jr., MGM 4540 (Hastings, BMI)	6	58	61	LIKE A ROLLING STONE Flatt & Scruggs, Columbia 44623 (Witmark, ASCAP)	4
21	—	I WALK ALONE Marty Robbins, Columbia 44633 (Adams-Vee & Abbott, BMI)	1	59	70	I'M GOIN' BACK HOME WHERE I BELONG Buck Owens' Buckaroos, Capitol 2264 (Blue Book, BMI)	3
	22	HAPPY STREET Slim Whitman, Imperial 66311 (Singleton, BMI)	9	60	72	LEAVES ARE THE TEARS OF AUTUMN Bonnie Guitar, Dot 17150 (Pincus, ASCAP)	2
23	34	LOVE ME, LOVE ME Bobby Barnett, Columbia 44589 (Gallico, BMI)	9	61	63	WARM & TENDER LOVE Archie Campbell & Lorene Mann, RCA Victor 47-9615 (Pronto/Bob-Dan/Quinvy, BMI)	2
24	—	SHE WEARS MY RING Ray Price, Columbia 44628 (Acuff-Rose, BMI)	1	62	73	I HOPE I LIKE MEXICO BLUES Dallas Frazier, Capitol 2257 (Blue Crest/Hill & Range, BMI)	3
25	32	RENO Dottie West, RCA Victor 47-9607 (4 Star, BMI)	5	63	59	LOOK AT THE LAUGHTER Wilma Burgess, Decca 32359 (Four Star, BMI)	8
	26	IT'S A LONG WAY TO GEORGIA Don Gibson, RCA Victor 47-9563 (Acuff-Rose, BMI)	13	64	60	WALL OF PICTURES Darrell McCall, Wayside 1021 (Back Bay, BMI)	8
	27	I STILL BELIEVE IN LOVE Jan Howard, Decca 32357 (Stallion, BMI)	9	65	75	ANGRY WORDS Stonewall Jackson, Columbia 44625 (Moss Rose, BMI)	2
	28	DREAMS OF THE EVERYDAY HOUSEWIFE Glen Campbell, Capitol 2224 (Combine, BMI)	14	66	—	JEANNIE'S AFRAID OF THE DARK Porter Wagoner & Dolly Parton, RCA Victor 47-9577 (Owepar, BMI)	1
	29	BORN TO LOVE YOU Jimmy Newman, Decca 32366 (Minute Men, BMI)	6	67	—	GOOD MORNING, DEAR Frank Ifield, Hickory 1514 (Acuff-Rose, BMI)	1
30	33	WHEN YOU ARE GONE Jim Reeves, RCA Victor 47-9614 (Tuckahoe, BMI)	3	68	—	EVERYDAY'S A HAPPY DAY FOR FOOLS Jean Shepard, Capitol 2273 (Blue Crest, BMI)	1
31	—	LET THE CHIPS FALL Charley Pride, RCA Victor 47-9622 (Jack, BMI)	1	69	71	ALABAMA WILD MAN Jerry Reed, RCA Victor 47-9623 (Vector, BMI)	2
32	37	GOD HELP YOU WOMAN Jim Glaser, RCA Victor 47-9587 (Glaser, BMI)	6	70	65	ME, ME, ME, ME, ME Liz Anderson, RCA Victor 47-9586 (Greenback, BMI)	7
33	38	PUNISH ME TOMORROW Carl & Pearl Butler, Columbia 44587 (Pamper, BMI)	8	71	68	AIN'T GOT THE TIME Tom T. Hall, Mercury 72835 (Newkeys, BMI)	4
34	40	THE SOUNDS OF GOODBYE George Morgan, Starday 850 (Noma/SPR, BMI)	6	72	—	TAKE A MESSAGE TO MARY Don Cherry, Monument 1088 (Acuff-Rose, BMI)	1
35	—	DRINKING CHAMPAGNE Cal Smith, Kapp 938 (Lesric/Wycliff, BMI)	1	73	74	WALKIN' THROUGH THE MEMORIES OF MY MIND Billy Mize, Columbia 44621 (Tree, BMI)	2
36	44	SWEET CHILD OF SUNSHINE Jerry Wallace, Liberty 56059 (Attache, BMI)	4	74	—	FOLSOM PRISON BLUES NO. 2 Don Bowman, RCA Victor 47-9617 (Hi-Lo, BMI)	1
	37	SAN DIEGO Charlie Walker, Epic 10349 (Blue Crest/Hill & Range, BMI)	10	75	—	OLD BEFORE MY TIME Bobby Wright, Decca 32367 (Hastings, BMI)	1
	38	JOHNNY ONE TIME Willie Nelson, RCA Victor 47-9605 (Blue Crest/Hill & Range, BMI)	5				

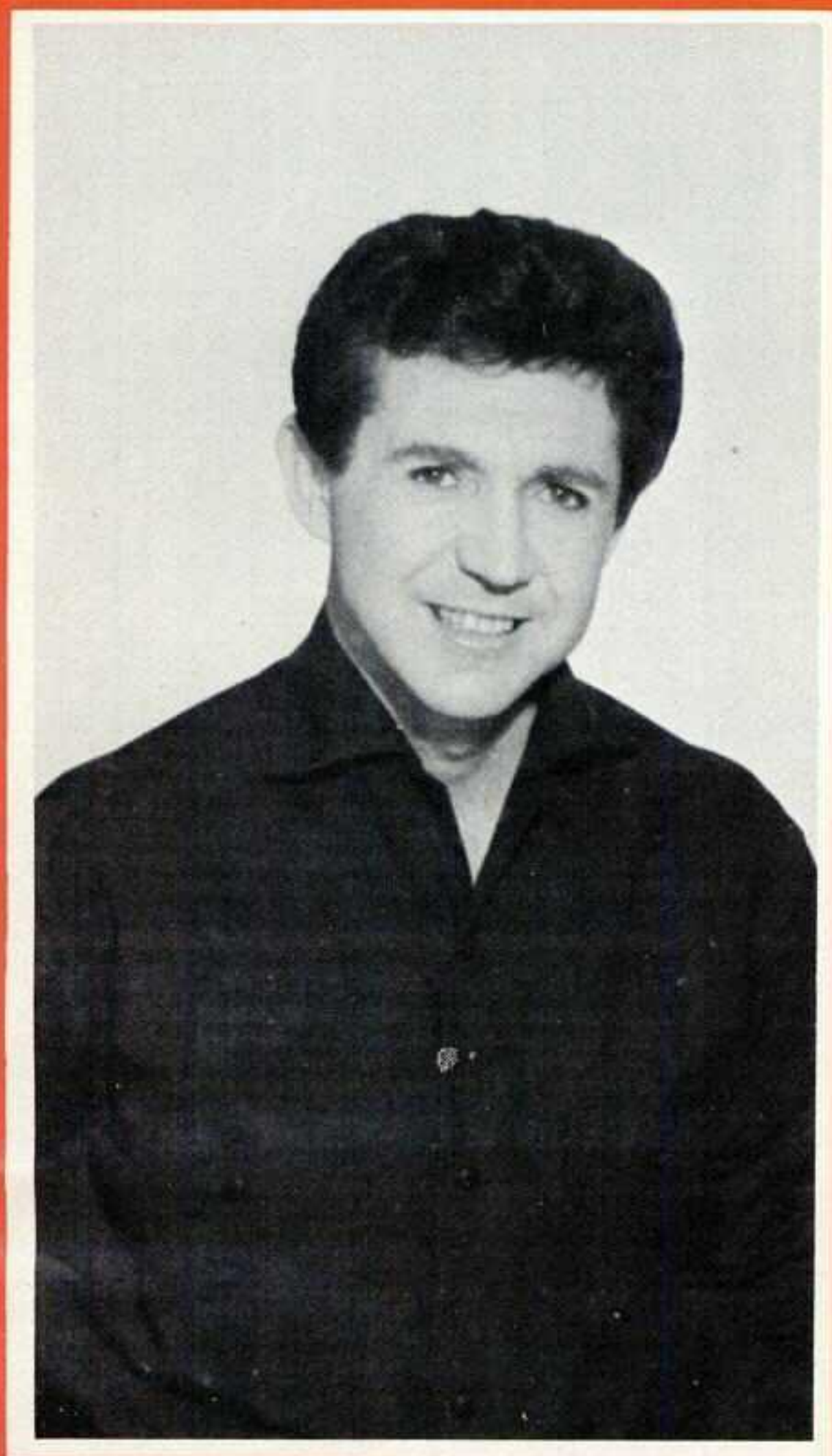
Hot Country LP's

Billboard SPECIAL SURVEY For Week Ending 10/5/68

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
Billboard Award	2	JOHNNY CASH AT FOLSOM PRISON Columbia (No Mono); CS 9639 (S)	17
	1	D-I-V-O-R-C-E Tammy Wynette, Epic (No Mono); BN 26392 (S)	10
	3	THE BEST OF MERLE HAGGARD Capitol (No Mono); SKAO 2951 (S)	6
	4	A NEW PLACE IN THE SUN Glen Campbell, Capitol (No Mono); ST 2907 (S)	21
	5	GENTLE ON MY MIND Glen Campbell, Capitol T 2809 (M); ST 2809 (S)	53
	6	SWEET ROSIE JONES Buck Owens & His Buckaroos, Capitol (No Mono); ST 2962 (S)	11
	7	BY THE TIME I GET TO PHOENIX Glen Campbell, Capitol T 2851 (M); ST 2851 (S)	41
	8	ANOTHER TIME, ANOTHER PLACE Jerry Lee Lewis, Smash (No Mono); SRS 67104 (S)	17
	9	ALREADY IT'S HEAVEN David Houston, Epic (No Mono); BN 26391 (S)	9
	10	HEY LITTLE ONE Glen Campbell, Capitol T 2878 (M); ST 2878 (S)	28
	11	BIG GIRLS DON'T CRY Lynn Anderson, Chart CHM 1008 (M); CHS 1008 (S)	9
	12	THE ROMANTIC WORLD OF EDDY ARNOLD RCA Victor LPM 4009 (M); LSP 4009 (S)	18
13	20	SONGS OF PRIDE . . . CHARLEY, THAT IS Charley Pride, RCA Victor LPM 4041 (M); LSP 4041 (S)	3
14	42	MAMA TRIED Merle Haggard, Capitol ST 2972 (S)	2
	15	A TENDER LOOK AT LOVE Roger Miller, Smash (No Mono); SRS 67103 (S)	10
	16	LORETTA LYNN'S GREATEST HITS Decca (No Mono); DL 75000 (S)	14
	17	MAKE MINE COUNTRY Charley Pride, RCA Victor LPM 3952 (M); LSP 3952 (S)	20
	18	HONEY Bobby Goldsboro, United Artists UAL 3642 (M); UAS 6642 (S)	22
	19	LEGEND OF BONNIE & CLYDE Merle Haggard, Capitol (No Mono); ST 2912 (S)	23
	20	WILD WEEKEND Bill Anderson, Decca DL 4998 (M); DL 74998 (S)	19
	21	COUNTRY GIRL Dottie West, RCA Victor LPM 4004 (M); LSP 4004 (S)	5
	22	LIKE A MERRY-GO-ROUND Liz Anderson, RCA Victor (No Mono); LSP 4014 (S)	4
	23	WITH PEN IN HAND Johnny Darrell, United Artists (No Mono); UAS 6660 (S)	7
	24	JOHNNY CASH'S GREATEST HITS, VOL. 1 Columbia CL 2678 (M); CS 9478 (S)	25
	25	HOMETOWN GUITAR Chet Atkins, RCA Victor LPM 4017 (M); LSP 4017 (S)	7
26	—	BLUE RIBBON COUNTRY Various Artists, Capitol STBB 2969 (S)	1
27	—	HARPER VALLEY P.T.A. Jeannie C. Riley, Plantation PLP 1 (S)	1
	28	ONLY THE GREATEST Waylon Jennings, RCA Victor LPM 4023 (M); LSP 4023 (S)	11
	29	BEST OF BUCK OWENS, VOL. 2 Buck Owens & His Buckaroos, Capitol (No Mono); ST 2897 (S)	24
	30	BEST OF EDDY ARNOLD RCA Victor LPM 3565 (M); LSP 3565 (S)	76
	31	BY THE TIME I GET TO PHOENIX Marty Robbins, Columbia (No Mono); CS 9617 (S)	18
	32	WHAT CAN I SAY Arlene Harden, Columbia (No Mono); CS 9674 (S)	5
33	—	THE GEORGE JONES STORY Musicor M25 3159 (S)	1
	34	STORY OF BONNIE & CLYDE Flatt & Scruggs, Columbia (No Mono); CS 9649 (S)	20
	35	PROMISES, PROMISES Lynn Anderson, Chart CHM 1004 (M); CHS 1004 (S)	37
	36	I'M EASY TO LOVE Stan Hitchcock, Epic BN 26408 (S)	3
	37	FIST CITY Loretta Lynn, Decca DL 4997 (M); DL 74997 (S)	20
	38	TOUCH OF SADNESS Jim Reeves, RCA Victor LPM 3987 (M); LSP 3987 (S)	22
	39	THE COUNTRY WAY Charley Pride, RCA Victor LPM 3895 (M); LSP 3895 (S)	42
	40	A TIME TO SING Hank Williams Jr., MGM (No Mono); SE 4540 (S)	4
41	—	JUST THE TWO OF US Porter Wagoner & Dolly Parton, RCA Victor LPM 4039 (M); LSP 4039 (S)	1
	42	COUNTRY ON MY MIND Carl Smith, Columbia (No Mono); CS 9688 (S)	5
43	—	BORN A FOOL Freddie Hart, Kapp KS 3568 (S)	1
	44	HEAVEN SAYS HELLO Sonny James, Capitol (No Mono); ST 2937 (S)	11
	45	THE GREAT STONEMANS MGM SE 4578 (S)	2

the southern gentleman



SONNY JAMES

**DOES IT
AGAIN!**

'BORN TO BE WITH YOU'



2271

Nashville Scene

Sunny Curtis in for some sessions, but not on his own. His arrangements and guitar playing were used on sessions for **Buddy Knox**, **Danny Price**, and **Connie Francis**. . . . **Merle Travis** is recovering from stomach surgery at Baptist Hospital.

The **Four Guys** have just cut a new single on the Stop label, "Land of Love" b-w "Half a Man." Their first LP will be out shortly. They also have been named regulars on the **Hugh X Lewis** TV syndicated show. . . . **Danny Harrison**, who records for Deneba Records, was presented a citation by the DAV for outstanding service in behalf of the disabled veterans. . . . Songwriter **Harry Fenster**, who has been successful in both the country and pop field, has formed his own label called **Miracle Records**. On each disk will appear the slogan: "If it's a hit, it's a miracle!" . . . **KDAV** celebrated its 15th anniversary as an all-country station in Lubbock Sept. 19. . . . 19-year-old **Bruce Mullen**, whose "Love and the Auctioneer" is the top country single in Washington, appeared at the Frontier Tavern in Seattle billed as "Moon" Mullins. . . . **Sonny James & the Southern Gentlemen** have made their annual invasion of the west coast and northwest. The dates are produced by Jack Roberts Productions. . . . **A. T. Young**, president of Buddy Records, Marshall, Tex., concluded a 3,000-mile promotional trip through the south. Buddy's **Ray Sanders** has just cut a new session "No Time to Be Lonely," and **Jim Hadley's** next release is "Crying Your Heart Out."

Kathy Dee returns to the record scene on Decca, a session with full strings, arranged by **Bill Pursell**. It was produced by **Reed Welty**. . . . **B-W Music, Inc.**, the Ohio-based firm, is stepping up activity in the publishing field. It has new releases on Decca, Ohio, **Spartan** (of Canada) and **Starday**. . . . **Abe Hamza's** Music Unlimited tours go on the road this winter with a strong talent package. The first series will include **Bill Anderson**, **Jan Howard** and **Don Bowman**. Later acts include **Ferlin Husky**, **David Houston**, **George Jones** and **Tammy Wynette**. . . . **KBER**, San Antonio, had two packed houses for the country show last week. The show featured **Jim Ed Brown & the Gems**, **George Jones & the Jones Boys**, and the entire **Johnny Cash**

show, featuring **June Carter**. . . . **KCKN**, Kansas City, ran a week-long promotion to help build a crowd for the **Buck Owens** show at Memorial Hall, handled by **Hap Peebles**. The show included **Merle Haggard**, **Bonnie Owens**, **Charley Pride** and **Freddie Hart**. . . . **Wayside Records** plans several sessions in the weeks ahead here. New singles will be cut with **Darrell McCall**, **Jimmy Strickland** and **Jimmy Snyder**. . . . **KVRA** in Vermillion, S. D., gives away 150 free tickets as a promotional gimmick for country shows brought to Sioux Falls. It's the only country station in the area.

Hank Thompson returns to the "Joey Bishop Show" Tuesday (1). . . . **Dot's Mary Taylor** plays the Arkansas Livestock Exposition in Little Rock Oct. 1-6. . . . The **Minnie Pearl** RV series, "Minnie Pearl's Boarding House" will be produced by 20th Century Fox and aired on CBS during the 1969-1970 season. . . . **Leroy Van Dyke** has expanded his current tour to include St. Paul, Minneapolis, St. Louis, Kansas City, Cleveland, Des Moines and Omaha. . . . The **Masters Festival** of Music plays a concert here at Municipal Auditorium during convention week next month. The **Chet Atkins**, **Boots Randolph**, **Floyd Cramer** group will be joined by **Pete Fountain**. . . . **Peer Southern's Roy Horton** announces plans to promote the firm's catalog during Country Music Month (October) with a special mailing of 12 fliers and their latest records to stations throughout the country. . . . **Jex Records** of Longwood, Fla., has signed artists **Bob Carter**, **Freda Burrell**, and the **Outlaws**. Carter's first session for Jex was produced by **Jim Usher**. . . . **KRAK**, Sacramento, in conjunction with **Dot**, is running an **Eddy Fukano** Japanese translation contest. . . . **Hoover**, one of the latest discoveries of **Glaser Brothers**, goes into sessions right away to record an LP for **Monument**. . . . **Chuck Glaser** is producing a new **Leon McAuliffe** single. . . . The 100,000-watt FM station is located in Hammond.

Despite reports that she will go to **RCA**, former **Monument** artist **Jeanie Seely** actually will go to **Decca**, where **Owen Bradley** will oversee her career. Meanwhile, her last **Monument** single has been released. . . . **Mary Taylor**, **Dot** artist who is managed by **Jim Halsey**, has moved here from the Coast

"for no reason at all." . . . **Curtis McPeake**, whose "Legs Diamond" recording on the **Blue Valley** label is getting some pop play, admits the banjo instrumental is a dressed-up version of the old standard, "Old Joe Clark." He plays it on his self-designed 10-stringed instrument. . . . **Buddy McMahon** reports from the Playroom in Atlanta that his New Year's week show will be something of a family affair. Joining **Conway Twitty** will be **Don Chappel**, his daughter, **Donna**, and a son.

The **Stonemans** took a week off from road work and personal appearances to tape shows for their syndicated TV series. They also cut a Christmas album with their producer, **Jack Clement**. **Clement**, by the way, has brought a teenage idol from about eight years back and recorded him anew. The singer, recording on **Capitol**, is **Gene Bourgeois**. . . . **Veteran promoter Carlton Haney**, who suddenly is doing everything in the music industry, has taped the "Porter Wagoner Show" and the "Ralph Emery Show." Haney does a recitation behind the singing of **L. E. White** on the latest **Music City Records** release, "Papa Sing Me a Song." . . . **WPLD's Johnny K** and **Dick Miles** performed at the Federal Penitentiary inmates in Atlanta and were made honorary ex-convicts. Later, the **WPLD Caravan** featured **Mac Curtis** and **John Fox** with **Bobby Johnson** and the **Swinging Gentlemen** band. The station's general manager **Herb Golombeck** received a plaque from the **American Cancer Society** for outstanding efforts in broadcasting public service appeals.

The **New Jersey Servicemen's League** is producing a "Northeast Country Music Showcase" Saturday (5) at **Cherry Hill**. After the talent competition, the old pros will come on. They include **Del Reeves**, **Jan Howard**, **Johnny Dollar**, the **Country Music Gents**, the **Mueller Brothers**, the **Henderson County Boys**, **Dick Rich** and **Thelma Porph**. . . . **Fortune's Barn** in New Hampshire plans year-round country shows, using Northeast artists for now, but later including those from **Wheeling, W. Va.**, and **Nashville**. . . . **Country comedian Rod Harris** and singer **Cathy Cass** have signed a personal management contract with **Jack Turner** of **J. B. Artist Management**. Both record for **Wayside**. **Ronnie Barth** has cut two more sessions in Nashville, the foremost of which is "Dancing in the Bull Ring." . . . **Columbia's David Rodgers** played a long stay at the **Tropa Copa** in Miami. . . . **Dr. Thomas D. Warren** is the new librarian for the **Country Music Hall of Fame** and **Museum**. . . . **Joe and Rose Lee Maphis**, now making their home in Nashville, are with the **Ripcord** label. . . . **WSM-TV** is conducting a new talent search, trying to uncover some untapped abilities, with substantial prizes offered. It's confined to a 12-county area of Tennessee and Kentucky. . . . Fan letters from **Czechoslovakia** continue to pour in for **Bobby Bare** and **Dick Miles**.

Nice guy **Danny Harrison** has recorded an LP here with **Kelso Herston** producing for the **Deneba** label. **Danny**, among other things, is spearheading a hospital drive in West Virginia. . . . "The **Welton Lane Special**" started on **WHAS Radio**, Louisville. . . . **Billy Edd Wheeler**, who manages the **United Artists'** publishing companies, now has put out a book of poems called "West of Virginia" from **Harvest Press** in Cincinnati. . . . **Marve Hoerner** and **Bobby Parrish** have formed **Bo-Mar Talent**, with offices in Illinois and Georgia. . . . **Johnny Western** has completed several weeks of fairs and rodeos for **Hap Peebles**, and has undergone surgery at **Kansas City, Mo.** However, he opens this week at the **Golden Nugget**, Las Vegas. . . . **Elvis Carden**, of **Trend Setter Records**, played to a packed house at **Fort Benning, Ga.**

Songwriter **Dick Alexander**, New



GOV. SAMUEL SHAPIRO of Illinois was presented a plaque by the Country Music Association at the recent Illinois State Fair before 25,000 country music fans in attendance at Country Day. The chief executive, who has declared October as Country Music Month in Illinois, related how he started his early career as a fiddler playing barn dances. Making the presentation to Governor Shapiro was **LaVonne Lear**, Hollywood singer-dancer, who appeared on the show with **Ray Price**, **David Houston**, **Tammy Wynette**, **Stringbean**, **Waylon Jennings**, **Larry Good** and the **Stonemans'**. **Harry Peebles**, show's producer and emcee, is shown at the right.

Nashville NARAS Given Briefing on Copyright Act

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

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

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

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

Krasilovsky then joined **Frank** in a give and take question and answer session related generally to the subject, but touching at times on many facets of the music industry. **McCluskey** said that, since the turnout at the initial seminar had been exceptional, there would be additional meetings of this nature each two months in the year ahead.

Frank also detailed plans for establishment of courses in music law at **Vanderbilt University**, and a graduate course in business which would encompass the music industry. He and **Wesley Rose** had been active on this project for a number of months, and it now will come about soon. Despite the overwhelming growth of music here, the city has trailed badly in such matters as copyright information and business information generally.

Don Light, president of the **Nashville NARAS**, presided.

Wm. Morris Agency Plans A Beachhead in Nashville?

NASHVILLE — Reports that the **William Morris Agency** plans a move here in the near future were given credence during a series of talks held during the past week.

Howie Housman and **Harry Kalcheim** of **William Morris** met with representatives of publishing firms, bookers, managers and individuals in the recording business, seeking out advice and planning on the location of an office here.

It has long been known that **William Morris**, along with

GAC and **Ashley Famous**, have been exploring the booking facet of country music and have been considering the move.

Once strictly a **WSM** function, the booking of talent has been one of the strongest growing areas of country music in the past decade. Bookers such as **Hubert Long**, **Moeller**, **Wilhelm**, **J. Hal Smith**, **Key Talent**, **Jimmie Klein**, **Bob Neal**, **Joe Taylor** and **Aud-Lee** handle more than 90 per cent of all the major country acts. Although country music has made tremendous strides in recent years, the large **New York-based** agencies have expressed the feeling that they can take the artists into areas heretofore untapped.

A move by **William Morris** doubtless would touch off the rush of others to seek a base. Whether they would work independently or with established Nashville bookers is something still in the debating stage. It is considered probable that, in the early stages at least, working arrangements will be developed between existing firms and those coming into the picture.

WWVA Jamboree

• Continued from page 22

operation of the city manager, signs will be placed at major points throughout the city directing tourists to the Hall.

Through this year, **WWVA** and the **Jamboree** have modernized and updated their formats, upgraded the quality of programming, concentrated more on name artists, and generally become a strong, significant factor in country music.

Gospel Music

National Quartet Parley to Be Held Oct. 9; Church Services Set

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

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

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

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

Slated to appear Wednesday

(9) are the Blackwood Brothers, Statesman Quartet, LeFevres, J. D. Sumner, the Stamps Quartet, the Happy Goodman Family, and the Imperials. The program will begin at 7 p.m.

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

Friday again will have the afternoon service, then the evening program with the Florida Boys, Dixie Echoes, Wendy Bagwell & the Sunliters, McDuff Brothers, Blue Ridge Quartet,

the Cathedral Quartet and other talent.

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

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

College of Church Musicians Plans Seminars on 'Sounds'

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

Dr. Preston Rockholt, acting warden of the college, said the seminars would include lectures, discussions, demonstrations and

performances by members of the college faculty and the musical staff of the Cathedral.

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

A fee of \$50 will cover registration. (Continued on page 56)

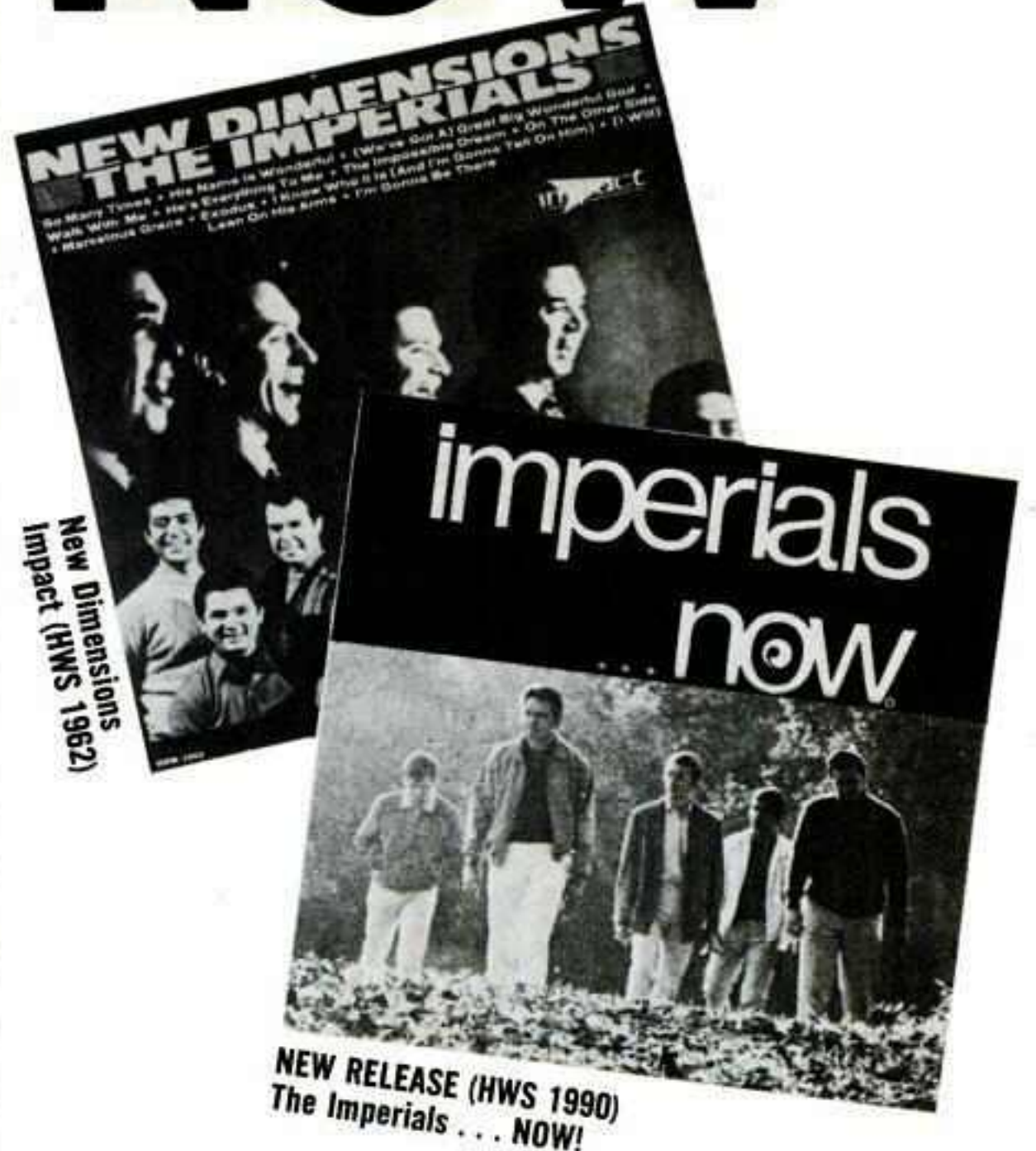
Shaped Notes

Jake Hess, RCA artist, is recovering from a heart attack. The former partner of Eddie Hill had been on the road again in recent weeks. The Hill Agency, manned by Luwayne Satterfield and Nancy White, has been dissolved. Hill's hospital tenure still is uncertain. Among other things, the agency was handling production of the "Stan Hitchcock Show" for syndication. . . . Upcoming sessions at RCA include the Blackwoods, George Beverly Shea, Wendy Bagwell and another album of Porter Wagoner and the Blackwood Brothers. . . . The Oak Ridge Boys, after a 25-day trip to the

West Coast, have begun taping a new syndication in Shreveport, La. Described as a "new concept in gospel music," the show will feature "borderline" and "patriotic" as well as inspirational music. The name of the show will be "It's Happening." The group also has a new album, "New Horizons."

KBBQ music director Larry Scott has been selected by the Armed Forces Radio Service to do a series of weekly gospel programs on the AFRS Network. The program, "Music for the Soul," will be aired each Sunday morning from 11 to 11:30, local time, on (Continued on page 56)

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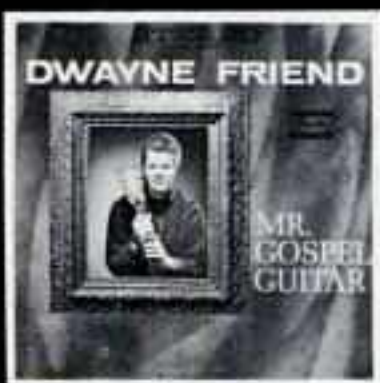
RLP SLP 6066



RLP SLP 6067



RLP SLP 6068



RLP SLP 6069



RLP SLP 6071



RLP SLP 6073



MLP MSP 3220



MLP MSP 3021



RLP SLP 6050

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BEN HOLMES, executive vice-president of Edward Petry & Co., major radio station representative firm, chats with Jack Harris, center, president and general manager of KPRC in Houston, and Ted Page of Petry, right.

Delayed Disk Action Dropped by WKYC

CLEVELAND — WKYC, the 50,000-watt clear channel NBC-owned station here, has bowed new music policies and will now put new records on the air immediately if management thinks the records deserve airplay. Formerly the station waited until Tuesday music meetings to make this decision. But last week, according to assistant program director Bob Belz, the station added the McCoy's "Jesse Brady" record on Monday afternoon. By Tuesday, Belz said that the local distributor had moved 2,000 copies.

In a move to build a larger nighttime audience, the Hot 100 format station is featuring triple plays of records 7 p.m. to 6 a.m. as much as possible. In an effort to keep younger adults involved with the station on a total basis, the station is now featuring a contest as a "bridge" on a half-hour evening news block. Promoted heavily on the air, the station asks listeners to call in naming their favorite record, then at 6:15 p.m. opens up the phone lines for the calls. At 7:05 p.m., after the news, air personality Don Kelly plays the top seven records as voted by the listeners. In this way, the station tries to keep listeners involved with music even during the news and eliminate dial-switching to the competition at the news block.

KFTV OPENS ON PARIS SPREE

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

WHK-FM Change

CLEVELAND — WHK-FM, which bowed a progressive rock format about a month ago, donned a new set of call letters Saturday (28)—WMMS-FM.

CKXL Sets a Goal of Hit-Maker

By KIT MORGAN

CALGARY, Canada—CKXL is a radio station that's not content just to play the hits, it's determined to make them; it's not content just to reflect the music scene, it's building a scene of its own in this area.

Calgary, one of Canada's fastest-growing cities, with a population of over 350,000, 2,000 miles west of the record scene in Toronto, is growing rich on oil, and cattle, but not on pop music. CKXL hopes to change all that, and the driving force is operations manager Dave Lyman. "I grew up in Nashville at the time the music industry was born down there, and I want to do the same thing here with rock, eventually attracting record companies, music publishers—the whole scene—to Calgary," says Lyman.

To encourage the local pop music activity, 18 months ago CKXL established an entertainment department that combines many of the functions of a booking agent, a management firm, and a promotion and publicity operation, all as a public service. Anyone thinking of employing live talent, for a club or hall, a school dance, a wedding, a family picnic, a house party, can call the station for suggestions as to what group or act would best fit their audience and their budget.

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

Although CKXL can suggest all types of talent, from country music to magicians, the rock scene is its forte, and five local rock groups are billed as CKXL Bands, plus one folk group and one country group. In return for billing themselves as CKXL Bands in all their promotion, the station boosts the groups in every possible way—with advice, with top recommendations to people asking the entertainment department for groups in their price range, with promotion, etc. Virtually every local group enters the "band battles" in which CKXL Bands are chosen. The last battle was judged by the local representatives of record companies; a new battle will be held soon to choose a sixth pop group, the maximum Lyman feels the station can promote efficiently.

GBMC Brings Up Legal Battery In Step-Up of Battle With ASCAP

By CLAUDE HALL

NEW YORK — The Georgia Broadcast Music Committee—under the banner of WMLT in Dublin, Ga.—has moved into the battle against ASCAP, stepping up a long cold war between the broadcasters and the performing rights society. The GBMC has been negotiating for lower rates—specifically 1/2 of 1 per cent of revenues, much lower than that now levied.

Last week, the Dublin Broadcasting Co.—owners of WMLT in Dublin, Ga.—and 32 other radio stations filed a petition asking for a formal hearing in U. S. Court for the Southern District of N. Y.

It was learned that the GBMC is also not too happy about the proposed increase in rates asked for by BMI and GBMC chairman Ed Mullinax has written a letter to BMI informing the society of this.

The conflict over rates with ASCAP has been in the offing some while. A group of Georgia broadcasters have made at least two trips to New York to try to negotiate with ASCAP. The

GBMC has asked outside-of-the-State broadcasters to help and "have support from hundreds of stations," Mullinax said, "including several State broadcasting associations." Most of the protesters seem to be stations playing largely country music or gospel music.

'Reasonability' Sought

The petition filed here asks the court to determine "reasonable" fees. It charges that ASCAP has assembled so large a catalog that it is "practically impossible" for the operators of radio stations to avoid inadvertent and inconsequential use of one or more copyrights. Infringement suits or the threat of infringement suits are used, the petition states, to coerce stations to accept a license. The result is that "ASCAP has used its monopolistic position to force substantially all the radio stations in the United States to pay fees to ASCAP which are not reasonably related to the use of ASCAP compositions."

The petition also states that "it is unreasonable for marginal

users of ASCAP compositions to be required to pay the same license fee as ASCAP requires from licensees who plentifully use the ASCAP repertory." Georgia broadcasters also claim that the per program license, although "purportedly intended to provide a reasonable alternative to the ASCAP blanket license, is not a reasonable alternative because the log-keeping procedure required under the per program license is unreasonably burdensome and economically prohibitive. The petition was filed by Malcolm A. Hoffmann, attorney for the petitioners. Stations involved include WCLA, WOKA, WPGA, WBHF, WRGA, WMOG, WKLS-FM, WGIG, WRLD, WGGQ, WGFS, WIYN, WALG, WTRP, WJJC, WBTR-FM, WKRW, WYZE, WNE X, WKYX, WFPM, WISK, WLSB, WVLD, WPAX, WLOR, WUFF, WBBQ-FM, WGIG-FM, WSGA, WOKS, and WLOP. All are Georgia stations except WLSB, located in Copperhill, Tenn.

PERSONALITY PROFILE

Lavong: Versatile Show Man

NEW YORK—Reffie Lavong is, perhaps one of the most flexible air personalities to ever appear on radio. He can handle—and has in the past—folk music shows, jazz, easy listening music, r&b, and even the news.

"On an r&b show, you're faster . . . sort of nitty gritty and hip. On an easy listening show—and I relate more to this type of music than any other—you're more cultured. You use your better background. Instead of 'hey, baby!' it's 'ladies and gentlemen.'"

Lavong, presently the music director of WWRL in New York, got his start in radio, he said, "Like most people . . . through the back door. I was a journalism student at Temple University and, in my junior year, wanted to pick up some easy credits. Radio courses were easy."

So, Lavong began working on the limited-power WRTI station on campus. He later worked on a small commercial station in Vineland, N. J., while attending college. When he graduated, he

started at WRAP in Norfolk, Va., an r&b outlet, then shifted to WAMS, a top 40 station in Wilmington, Del. For a while, he was working on WAMS and the r&b-formatted WHAT in Philadelphia at the same time, doing the WAMS show 3-7 p.m. and then driving to Philadelphia for a 9-midnight show on WHAT.

After three and a half years at WHAT, Lavong moved to WBEE in Chicago and was there a year and a half before changing over to WHFC (now WVON) in Chicago. It was in Chicago that he added another facet to his skills—general market commercials for Al Abrams Pontiac dealer, local department stores, and Bell Telephone.

New York fans remember him probably as the almost legendary Dr. Jive, his air name when he first joined WWRL in 1960. He rejoined WWRL in December 1967, after working at WRCV in Philadelphia. It was at WRCV that he added a folk music show to his attributes.

"A lot of the progressive rock groups, which evolved out of folk music basically, are also jazz-oriented," Lavong said. "They have a great feeling for jazz. The demise of jazz was because it's no longer the protest music of the young."

With a wide experience in all kinds of music, Lavong takes special trouble picking the music for WWRL. "We didn't have to play 'Little Green Apples,' by O. C. Smith or 'Light My Fire,' by Jose Feliciano, but we did because these records added a temporary new sound to the station which made it refreshing. On the other hand, a record like 'This Guy's in Love With You' would not blend especially well with other r&b records." Picking records takes a feeling . . . a sense that can't be taught," he said. "On a good music station, for example, I would certainly have played 'This Guy's in Love With You.'"

The current CKXL Bands are: the 49th Parallel, whose latest record was on the Venture label; the Gainsborough Gallery on Apex; the Happy Feeling, with a new release on Quality's Barry label; the Dew Line, who recorded recently; the Southern State; the Other Side, a folk group; and the Classics, a country group.

Dennis Paul, lead singer of the Gainsborough Gallery, says, "During the school season we get maybe 50 per cent of our dates through CKXL because most of the schools call the station and they refer a lot of calls to us because we're a CKXL Band. And they're great in other ways. We look to Dave (Lyman) as a big father; if we have any problems, we go and talk to him, and we've gotten a lot of good advice. The station gives us posters promoting our dates, and promotes our appearances on the air. If we have to write a letter and don't know quite how to word it, one of the secretaries at the station will help."

"CKXL is really good about Canadian records. They don't hype them, but they give them all the chances they deserve; they'll keep on a record till they're sure nothing's going to happen. Getting airplay on your records helps with your bookings, too."

"When we started all this 18 months ago, there were no recording groups in Calgary, other than the Irish Rovers," says Lyman. "Now there must be nearly a dozen groups that record, and over 100 bands working out of the city. Before we started there was only one club where you could dance; now there are eight or 10. The radio station is the only organization that has done anything to promote this. We've tried to interest the Chamber of Commerce or the Tourist and Convention Bureau to promote music as a community effort. Our results prove there's a lot of interest, and the bands and clubs love us, but we haven't been able to get the city to support it. You need the community co-operation that WSM got from Nashville. However, it's still early yet. People say it can't happen here, but Nashville was a pretty unlikely place for it to happen, too."

CKXL, 10,000 watts, 24 hours a day, with a music policy shading from easy listening during the day to top 40 at night, is No. 1 in total audience in the metro Calgary area, No. 2 in the listening area. It is a Moffat Broadcasting Ltd. station, a member of the chain which last year established the Moffat Memorial Awards for outstanding all-Canadian contributions to recorded music, in which trophies are presented for the best Canadian talent recordings.

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"PICKIN' WILD,
MOUNTAIN BERRIES"

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

programming aids

Programming guidelines from key pacesetting radio stations, including Best Picks, Best Leftfield Picks, Biggest Happenings, and Biggest Leftfield Happenings.

HOT 100



Altoona, Pa.
WFBG
John Anthony
Program Director

BLFP: "All Along the Watch Tower," Jimi Hendrix, Reprise.



Anderson, Ind.
WHUT
Bob Hogan
Program Director

BP: "Greenburg," the Cryan Shames, Columbia. BLFP: "Shake," the Shadows of Knight, Team. BH: "Naturally Stoned," the Avant-Garde, Columbia. BLFH: "Open My Eyes," the Nazz, SGC.

Ashtabula, Ohio—WREO

Dave Allen
Program Director, Air Personality

BP: "Court of Love," Unifics, Kapp. BLFP: "People," Tymes, Columbia. BLFH: "Brown-Eyed Woman," Bill Medley, MGM.

Battle Creek, Mich.
WKFR-Keener 14

Bob Nyles
Music Director, Personality

BP: "Quick Joey Small," Kasenetz-Katz, etc, Buddah. BLFP: "Those Were the Days," Mary Hopkin, Apple. BH: "In-a-Gadda-Da-Vida," Iron Butterfly, Atco. BLFH: "Suzie Q," Creedence Clearwater, Revival, Fantasy.

Bowling Green, Ohio—WAWR

Bob Land
Music Director

BLFP: "I Can Hear the Grass Grow," the Blue Magoos, Mercury. BLFH: "Time Has Come Today," the Chambers Brothers, Columbia, Starting Monday, September 23, WAWR radio will begin programming with more accent on the underground during the night shows.

Chattanooga, Tenn.—WFLI

Mike Scudder
Assistant Music Director

BP: "Over You," Gary Puckett and the Union Gap, Columbia. BLFP: "The Weight," Jackie DeShannon, Imperial.



Cleveland
WKYC
Bob Belz
Asst. Program Director

BP and BLFP: "Jesse Brady," McCoys, Mercury. BH: "Eleanor," Turtles, White Whale. BLFH: "Quick Joey Small," K&K Circus, Buddah.



Dayton, Ohio
WING
Jerry Kaye
Program/Music Director, Air Personality

BP: "Over You," Gary Puckett and Union Gap. BLFP: "Lady Madonna," Fats Domino. BLFH: "Hold Me Tight," Johnny Nash.

El Paso, Tex.—KELP

Charlie Russell
Program Director, Personality

BP: "Shake," Shadows of Knight, Team. BLFP: "Go Now," Stormy and Gabriel, Ode. BH: "Sad Girl," Midnighters, Whittier. BLFH: "Talkin' 'Bout Soul," Marvin L. Sims, Revue.

Fort Wayne, Ind.—WLYV

Rick Hughes
Program Director, Personality
Music Director

BP: "Do the Choo Choo," Archie Bell, Atlantic. BLFP: "Love Is Here," Bo Gentry, Ritchie Cordell, Columbia. BLFH: "Battle of New Orleans," Harpers Bizarre, Reprise.



Grand Rapids, Mich.—WGRD
Jay Walker
Air Personality

BP: "Soul Drippin'," The Mauds, Mercury. BLFP: "Do Your Own Thing," Brook Benton, Cotillion. BLFH: "White Room," The Cream, Atco.

Grand Rapids, Mich.—WLAV

The Frizbee
Music Director

BP: "Smell of Incense," S. W. Fob, Hip. BLFP: "Smell of Incense," S. W. Fob, Hip. BH: "Fire," Crazy World of Arthur Brown, Atlantic.

Hanover, N. H.—WDCR

Paul Gambaccini
Music Director

BP: "Lalena," Donovan, Epic. BLFP: "Smell of Incense," Southwest F.O.B., Hip. BLFH: "San Francisco Girls," Fever Tree, UNI.

Jacksonville, Fla.—WAPE

Ike Lee
Program Director

BP: "White Room," Cream, Atco. BLFP: "Maze of Love," DC Five, Epic. BH: "Shoot 'Em Up Baby," Andy Kim, Steed. BLFH: "What Is a Blind Date," Bob Hudson, Dore.

Lewiston, Me.—WLAM

Bob Ouellette
Music Director & DJ

BP: "Lalena," Donovan, Epic. BLFP: "Yellow Submarine," Milton Berle, VMC. BH: "White Room," Cream, Atco.

Louisville—WAKY

John Randolph
Music Director

BP: "White Room," Cream. BLFP: "Quick Joey Small," Kasenetz-Katz, Budda. BH: "The Snake," Al Wilson, Soul City. BLFH: "I'm So Happy Now," Company Front, Rising Sun.



Lynchburg, Va.
WLL
Jerry Rogers
Music Director

BP: "Eleanor," Turtles, White Whale. BLFP: "Hey Diddle Diddle," Jay and the Techniques, Smash. BH: "Take Me for a Little While," Vanilla Fudge, Atco. BLFH: "White Room," Cream, Atco.



Milwaukee
WOKY
Bob Barry
Music Director

BP: "Pop Goes the Weasel," Magic Reign, Jamie. BLFP: "Auctioneer," Brenda Byers, MTA. BH: "Shake," Shadows of Knight, Team. BLFH: "East of Dawn," The New Look, TRX. Also happening: "Quick Joey Small," Kasenetz-Katz Circus, and "Little Green Apples," O. C. Smith, "Snake," Al Wilson.

(Continued on page 32)

WOAI Updates Its Format To Good Life Now Concept

SAN ANTONIO — WOAI, 50,000-watt nondirectional station here, has updated its programming from middle-of-the-road to the so-called "Good Life" concept. General manager Guy Harris and program director Bill Traphagen are billing the new blend in music as the "Now" sound. Traphagen said his would consist of a blend of Henry Mancini and Andy Williams with the Beatles and "many, many rock 'n' roll groups

equipped with guitar and amplifier" like the Harpers Bizarre and the Mamas and Papas.

The new sound was introduced to more than 200 clients and the press at a cocktail party Sept. 17, at which the station also demonstrated how many major commercials today use these "Now" sounding artists. WOAI actually began experimenting with this type of sound last May; it is now going around the clock with it.



Al Martino / **Wake Up To Me Gentle**
bw: IF YOU MUST LEAVE MY LIFE.



2285

Vox Jox

By **CLAUDE HALL**
Radio-TV Editor

I owe a special apology to **Ben Holmes**, executive vice-president of Edward Petry & Co. Gremlins got into the type and misspelled his name in a story last week. Come to think of it, though, he certainly does ring the bell so far as knowledge of radio is concerned. He's really impressive.

★ ★ ★

Here's the line-up at **KXOL** in motion that could only work in the Deep South: **WGOV**, country music station in Valdosta, Ga., has a "Wind a WGOV Ranch Hand" contest; all listeners had to do was register with one of the sponsors. General manager **Ken Rogers** is giving away (for one day only) a deejay as a slave to clean house, wash dishes, etc. Winner and her husband also get a few dinners that night at the local Holiday Inn. . . . **David (Gee) Brehm** has departed **KAVR** in Apple Valley, Calif., to take over morning duties at 5,000-watt **WBEL** in his home town of Beloit, Wis. Don't you know it gets cold in Wisconsin, Dave?

★ ★ ★

Here's the line-up at **KXOL** in Fort Worth: Program director (**Mother**) **Jack Murray** 5-9 a.m.; **Dave Jarrott** 9-noon; **Charlie Pro** noon-3 p.m.; (**Wierd**) **Michael Seldon** 3-6 p.m.; **Cousin Philbert (Robbins)** 6-9 p.m.; **Randy (the Red Rocket) Hames** 9-midnight; and (**Fat Stew**) **Robb** midnight-5 a.m. . . . **Mac Allen** has been appointed program director of **KQXI**, 10,000-watt Denver station; Allen had last been with **WABB** in Mobile, Ala. . . . **Joe Thompson** has been appointed vice-president of both **KTUF** in Phoenix and **KUZZ** in Bakersfield, Calif. He'd been station manager of **KTUF**.

★ ★ ★

The new 6-midnight deejay at **CJCS**, Stratford, Ont., is **Dave Chadwick**; he plays mostly soft rock on the easy listening format station. . . . **Rex Russell** has joined **WFAA** in Dallas and is doing the midnight-5:30 a.m. show; he'd worked at stations like **KDSX** in Sherman-Denison, Tex., and **KTEM** in Temple, Tex. . . . **Joe Grady**, operations manager at **WPEN** in Philadelphia, will be teaching communications at St. Charles Borromeo Seminary. . . . A note from **Bill Taylor**, to say he's now at **WLOF** in Orlando, Fla. Taylor had been on a New Orleans r&b station until he got in the way of black power. The FCC is turning a deaf ear to the r&b scene; I personally don't think it's fair, but then, who am I to tell the government what to do.

★ ★ ★

Charles Temple has been upped from sales manager to general manager of **KENR**, Houston. . . . Beautiful **Novella Smith**, one of the nicest ladies I know, is now doing a 9 p.m.-1 a.m. soul show on **KPRC** in Houston; the station generally plays easy listening music. . . . Owner **John Breece** of **KXRB**, P.O. Box 1101, Sioux Falls, S. D. 57101 needs country music records desperately. Station is slated to go on the air Nov. 1 with 10,000 watts. . . . Another station that needs records is **WMER-FM**, 126 West Fayette Street, Celina, Ohio 45822, **Alan Grey**, music director, asks for easy listening product. . . . **Buddy Moore** is the program director now of **WIIN**, Atlanta.

★ ★ ★

Ron Michaels has left **WJON** in St. Cloud, Minn., where he was music director to join easy listening format **KFAM** as an air personality. . . . **Ronnie Knight** is the midnight-6 a.m. personality now at **WPTR** in Albany, N. Y. **Mark Allen**, music director and deejay at **WPTR** in Albany, N.Y., moved to **WKNR** in Detroit. . . . Newest deejay at **WKYC** in Cleveland is **Delvis Kidwell**, formerly

of **KOMA**, Oklahoma City; he'll do the 2-6 a.m. show under the name of **Tom Davis**. . . . At Cleveland's **WHK**, **Frank Stevens** is now doing weekend work; he once worked on **WCUY-FM** in that city. . . . **Jimmy Jay** and **Bobby Day** are now doing a hard rock show on **WZAK-FM**, Cleveland, each Sunday midnight-2 a.m.

★ ★ ★

Lloyd L. Young, 3-6 p.m. personality at **KMOR**, Salt Lake City, has been named program manager; **John Stevens**, after two years of all-night duties, has been named music director and will do the 9-noon show. . . . **Bob (Boom Boom) Cannon** has joined **WLEE** in Richmond, Va., one of the great Hot 100 stations. . . . **Mike Reynolds** has departed **KGRT** in Las Cruces, N. M., and **Robert Reymont**, air personality, has been promoted.

★ ★ ★

Dan Tucker, program director of **KOA**, the 50,000-watt operation that's now coming to life in Denver, needs easy listening records—says he'll take everything but hard rock or r&b or gutbucket country. . . . **Wellington (Bud) Sawyer**, former program director and currently morning personality at **WGAN** in Portland, Me., has moved in sales and **Richard J. Fixaris**, former account executive, has been appointed program director. . . . Specialist 4th class **Charles P. Ochs**, winner of two Purple Hearts and a Bronze Star, is among some GI's who've set up a pirate radio station in Dong Tam with a 15,000 KC transmitter. Needs records. Send to Ochs, RA18958946, 9th Admin. Co., PIO, 9th Infantry Div., APO San Francisco, Calif. 96370. Ochs and fellow GI's have studios in an old refrigerator van; they bought an Ampex board and scrounged up tape machines and turntables. Now it's up to record companies and radio stations to help them, believes **KPRO** program director **Mitch Farrell**, Riverside, Calif.

★ ★ ★

George Laurie, a **WKAK-FM** personality for three years, has been promoted to program director of the **Kankakee**, Ill., station. . . . **Jay Ward Gies**, assistant station manager of **KOMO** in Seattle, is now station manager. . . . Old buddy **Bill Clark** is now with **WMMR-FM** in Philadelphia doing an afternoon show; he'd been the all-night man on rocker **WKLO** in Louisville.

★ ★ ★

Ed Shane has returned to **WPLO-FM** as operations manager; he just finished a stint with **WQXI-FM**. Both stations are in Atlanta. . . . (**Hoss**) **Barnes** has joined **KBBQ** in Burbank (Los Angeles), Calif., to do the midnight-5:30 a.m. show, replacing **Eddie Briggs** who's now up in Fresno, probably with **KMAK**. . . . From the new **WAIR** (Winston-Salem) music director, **Terry Wayne**, the new air line-up at the Hot 100 format station: **Ray Travis**, **Wayne**, **Bob Blair**, **Oscar (Daddy-O) Alexander**, and **Michelle**.

★ ★ ★

For a change of pace, easy listening **WNVY** in Pensacola, Fla., shifted the line-up around. Here's how it goes now: **Luke Eason** 5-7 a.m.; **Thom Smith**, **Dave Nebel** and **Eason** 7-9 a.m.; program/music director **Ken Glenn** 9-11 a.m.; **Eason** 11 a.m.-1 p.m.; **Gerry Cogan** 1-4 p.m.; **Glenn** 4-6 p.m.; **Cogan** 6-9 p.m.; **Lee Stamp** 9-midnight. They voice a message at **J. J. Jeffery**, asking, "Doesn't he remember his old friends in Pensacola?"

★ ★ ★

Radio 13 101 10 40 1 61
4 Vox Jox Cont'd
Dick Hayes at **WNBC**, New York, will be known as **Jack Hayes**, because there's another

Dick Hayes in radio, **NBC** finds out. Okay, but what's the other **Jack Hayes** in radio going to say? . . . **John Callaway**, program director for **WBBM**, Chicago, has been named vice-president, **CBS** radio division. . . . **WSVA-AM** station manager **Bill Bivens**, Harrisonburg, Va., 22801, needs stereo easy listening albums. . . . "Listen to Louie," a new show, has been bowed by **KBUZ** in Phoenix hosted by **Louie Enriquez**. He'll be playing boogaloo. . . . It's **Bud Clayton** at **WHUC**, Hudson, N. Y.; I misspelled his name an issue or so back.

★ ★ ★

Here's the line-up at **WDXY**, Sumter, S. C.: program director **Terry Moore** 6-10 a.m.; **Billy Williams** 10 a.m.-1 p.m.; music director **Tom Cheney** 1-4 p.m.; **Ken Martin** 4-8 p.m.; **Tom Tyler** 8-midnight; **Alan Hovermale** weekends. . . . **Tom Gauger**, with **WIOD** in Miami the past two years as afternoon deejay, is joining **WMAL** in Washington. . . . Music director and air personality **Larry Scott** of **KBBQ** in Burbank will do a weekly gospel show for the **AFRS** network called "Music for the Soul." Scott once worked with **Albert Brumley**, the well-known songwriter in the gospel field.

★ ★ ★

WYBG in Massena, N. Y., now has deejay **Chuck Hunter** back with it; Hunter had been with **WNOW**, York, Pa., a country station. **WYBG** is Hot 100. . . . **Dan Foley** and **Don Wright** have joined the air staff of **KGW**. Wright had been with **WCKY** in Cincinnati; Foley with **KPAM-FM** while attending **Portland State College**. Wright does the 5:30-2 a.m. show; Foley the 10 a.m.-2 p.m. slot. . . . **Bud Andrews** has joined **KDAV**, Lubbock, coming from **KCBD** in that same Texas city.

★ ★ ★

Wish you guys who need positions would drop me a postcard or call me. I'm getting many, many calls for men—especially the medium market positions. So, I'm going to start an index file. In addition, I'd like to recommend the **Radio-TV Mart** classifieds. They work.

★ ★ ★

Dave Bell, former program director at **WHCQ**, Spartanburg, S. C., has been named operations director at **WSC**, Statesville, N. C. . . . **Allan Dean** has taken over the 6-10 a.m. slot at **WRCP** in Philadelphia, a country station; Dean had previously been with **WIBG** since 1964. . . . **Del Shields'** "Night Call" show for public service is now on 71 stations in 61 cities. . . . **Dick Harris** is now program director of **KGDN** in Seattle; he'd been a newsmen on **WCBS** in New York, an all-news station, but previous to that had been with **KIRO**, Seattle.

★ ★ ★

WUAB-TV bows Sunday (15) in Cleveland, broadcasting from **WKBW-TV** tower. It's been taping some shows at **WVIZ-TV**. **King Kirby's** teen TV show on **WUAB-TV** will be shown 6 p.m. Saturdays. Kirby is a **WIXY** deejay. . . . **Ed Paul**, national sales manager for **WERE**, Cleveland, since 1965, was named general manager, replacing **Harry Dennis**, who resigned after three and one-half years as head. Paul doesn't anticipate any personnel changes. The station is still waiting **Federal Communications Commission** approval on a \$9 million stock offer by **Atlantic States Industries, Inc.**, of New York City. . . . The "Upbeat Show," originating at **WEWS-TV** in Cleveland and syndicated on some 60 TV stations, will be broadcast from **WPIX-TV** in New York City instead of **WNEW-TV**, owner-producer **Herman Spero** reports.

programming aids

• Continued from page 30



MUNCIE, IND.
Tom Cochran
Program Director,
Personality

BP: "Elenore," Turtles, White Whale. BLFP: "Snake," Shadows of Knight, Team. BH: "Sweet Blindness," Fifth Dimension, Soul City. BLFH: "La Breakdown," Larry Marks, AM.



Niagara Falls, N. Y.—WJL
Tom Kegel
Music Director

BP: "Surprise, Surprise, I Need You," Troggs, Fontana. BLFP: "Don't Put All Your Eggs in One Basket," Mellow Brick Road, United Artists.

Phoenix, Ariz.—KRIZ

Steve Martin
Music Librarian

BLFP: "Nitty Gritty," Ricardo Ray, Roulette. BH: "Fire," Crazy World of Arthur Brown. BLFH: "Where Do I Go," Carla Thomas, Stax.



Phoenix, Ariz.
Rhett Hamilton Walker

BP: "Pickin' Wild Mountain Berries," Peggy Scott and Jo Jo Benson, SSS. BLFP: "I'm So Happy Now," Rascals, Atlantic. BH: "Midnight Confessions Grassroots, Dunhill. BLFH: "Baby Come Back," Equals, RCA.

Richmond, Va. WLEE

Ron Fraiser
Assistant Program
Director & Air
Personality

BP: "Do Your Own Thing," Brook Benton, Cotillion. BLFP: "Do Your Own Thing," Brook Benton, Cotillion. BH: "Over You," Union Gap, Columbia. BLFH: "Plain," Nova's Nine, ABC.

Rome, Ga.—WROM

Johnny Kay
DJ

BP: "Trouble Maker," Tams, ABC. BLFP: "Sunday Sun," Neil Diamond, Uni. BH: "My Special Angel," Vogues, Reprise.



San Antonio, Tex.—KTTA
Kahn Hamon
Program Director

BP: "Elenore," Turtles, White Whale. BLFP: "Alfie," Stevie Wonder, Gordy. BH: "Special Angel," Vogues, Reprise. BLFH: "Suzie Q," Clearwater Fantasy.



South Hill, Va. WJWS
Bob Snowdon
Music Director & DJ

BP: "For Love of Ivy," Mamas and the Papas, Dunhill. BLFP: "Tragedy's Girl," Darrell Statler, Dot, and "Where Do I Go," Carla Thomas, Stax. BH: "Do the Choo Choo," Archie Bell and the Drells, Atlantic, and "Destination Anywhere," Marvelettes, Tamla. BLFH: "May I," Billy Deal and the Rhondels, Heritage.

Wichita, Kan. KEYN

J. Robert Dark
Music Director

BP: "Don't Cry Now," Wichita Train Whistle, Dot. BLFP: "When I Was a Young Man," Charles McClay, Epic. BH: "Sunday Sun," Neil Diamond, Uni. BLFH: "All the Time," Mason Williams, (LP) Warner Brothers.



Williamsburg, Va.—WBCI
Pat Collins
Music Director

BP: "Over You," Gary Puckett and the Union Gap, Columbia. BLFP: "Reason to Believe," Damita Jo, Ranwood. BH: "Who Is Gonna Love Me," Dionne Warwick, Scepter. BLFH: "Baja California," Chuck Barris Syndicate, Dot.

Winston-Salem, N. C.—WAIR

Terry Wayne
Music Director

BP: "Sunday Sun," Neil Diamond, Uni. BLFP: "I've Been Loving You Too Long," Billy Vera, Atlantic.

COUNTRY



Charlotte, N. C.—WWOK
Cloyd Bookout
Music Director,
Personality

BP: "Plastic Saddle," Nat Stuckey, RCA. BLFP: "To Be a Child Again," Anita Carter, UA. BH: "Harper Valley PTA," Bobbi Martin, UA. BLFH: "Kiss the Lips of a Fool," Rufus Lumley, RCA.



Burbank, Calif. KBBQ
Larry Scott
Music Director

BP: "Don't Cry Baby," Freddie Hart, Kapp. BLFP: "To Be a Child Again," Anita Carter, United Artists. BH: "It's All Over But the Crying," H. Williams Jr., MGM. BLFH: "Walking Through the Memories of My Mind," Billy Mize, Columbia.



Chester, Pa. WEEZ
Lowel Howard
Program Director,
Personality

BP: "Plastic Saddle," Nat Stuckey, RCA. BLFP: "I Walk Alone," Marty Robbins, Col. BH: "Then You Can Tell Me Goodbye," Eddy Arnold, RCA. BLFH: "It's All Over But the Crying," Hank Williams Jr., MGM. "As a result of Mane's appearance at WEEZ Shindig No. 11 (Sept. 14, 1968, Phila's Convention Hall) this one really got a shot in the sales column.



Denver—KLAK, KLAK-FM
Con Schader
Music Director,
Air Personality

BP: "The Power of Your Sweet Love," Claude King, Columbia. BLFP: "Sissy," Statler Brothers, Columbia.



Flint—WKMF
Jim Harper
Program/Music
Director, Personality

BP: "Let the Chips Fall," Charley Pride, RCA Victor. BLFP: "Adults

(Continued on page 34)

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programming aids

• Continued from page 32

Only," Kirk Hansard, Chart. BH: "Leaves Are the Tears of Autumn," Bonnie Guitar, Dot. BLFH: "I Like Trains," Bob Luman, Epic.

Hood River, Ore.—KIHRR

Curt Coleman
Program Director

BP: "Little Arrows," Leary Lee, Decca. BLFP: "Leaving Again," Johnny Carver, Imperial. BH: "How Can We Share a Wedding Ring," Lennon Sisters, Monument. BLFH: "Over You," Bobby Bridger, Monument.



MIAMI WGMA
Dutch Walker
Program Director

BP: "Born To Be With You," Sonny James, Capitol. BLFP: "Home Town Blues," Roger Sovine, Imperial.



Milwaukee WYLO
Bob Bradley
Program Director

BP: "Hey Sue," Canadian Sweethearts, Epic. BLFP: "Plastic Saddle," Nat Stuckey, RCA. BH: "Milwaukee Here I Come," George Jones and Brenda Carter, Musicor. BLFH: "To Be a Child Again," Anita Carter, U.A.

Norfolk, Va.—WCMS, AM&FM

Joe Hoppel
Program Director

BP: "Let the Chips Fall," Charlie Pride, RCA. BLFP: "Cloud Burner," Vern Stovall, Monument, and "My Faults Will Fade Away," Dave Kirby, Boone. BLFH: "Got Leaving on Her Mind," Mac Wiseman, MGM.



Philadelphia WRCP
Don Paul
Program/Music Director, Personality

BP: "Where Love Used to Live," David Houston, Epic. BLFP: "The Power of a Woman," Bill Howard, Decca. BLFH: "My Conscience," Les Seavers, Decca.

Phoenix—KRDS

Johnny Nelson
Program Director

BP: "A Little Less Conversation," Elvis Presley, RCA. BLFP: "Freeborn Man," Kenny Vernon, Chart. BLFH: "You Made Me Love You," Patsy Cline, Decca.



Providence, R. I.—WHIM
Tony Potter
Program Director

BP: "Home Town Blues," Roger Sovine, Imperial. BLFP: "One Way Heart," Bobby Martin, Voc. BH: "I'm the Boy," Statler Brothers, Columbia. BLFH: "Look Into My Teardrops," Crispian St. Peters, Jamie.

Sacramento—KRAK

Jay Hoffer
Station Manager, Program/Music Director

BP: "Born To Be With You," Sonny James, Capitol. BLFP: "Kiss a Day," Rose Lee Maphis, Ripcord. BH: "As Long as I Live," George Jones, Musicor.



Waco, Tex. KAWA
Johnny Dallas
Program Director

BP: "Born To Be With You," Sonny James, Capitol. BLFP: "Plastic Saddle," Nat Stuckey, RCA. BLFH: "She Still Comes Around," Jerry Lee, Smash.

PROGRESSIVE ROCK

Albuquerque, N. M.
KUNM/FM

L. A. Woodworth
Program Director

BP: "Five to One," Doors, Elektra. BLFP: "Eagle Laughs at You," Jackie Lomax, Apple. BH: "In a Gadda Da Vida," Iron Butterfly, Atco. Also Getting Action: "Going to be a Country Girl Again," Buffy Sainte Marie, Vanguard.

Cincinnati—WBEN-FM

Frank Wood
Program Director

Heavy Play to: Buffalo Springfield's "The Last Time Around," Atco—cuts: "Pretty Girl Why," "Carefree Country Day," "Special Care," and "I Am a Child," "Crazy World of Arthur Brown," Atlantic—cuts: "Prelude-Nightmare," "Fanfare Fire Poem," "Fire" (all three should be played together). Ian and Sylvia's, "Full Circle." MGM—cuts: "Tears of Rage," "Barry Goldberg Reunion," Buddha—cuts: "Hole in My Pocket," "Capricorn Blues," and "Sugar-coated Love." H. P. Lovecraft II, Philips—cuts: "It's About Time." Byrds' "Sweetheart of the Rodeo," Columbia—cuts: "You Ain't Goin' Nowhere," and "The Christian Life." Muddy Waters' "Electric Mud," Cadet. "Steppenwolf II," Dunhill—cuts: "Tighten Up Your Wig," "None of Your Doing," and "Don't Step on the Grass, Sam." Linn Country's "Proud Flesh Soothseer," Mercury.

Houston—KFMK

Jay Thomas
Program Director

BP and BLFP: "The Pentangle," LP by the Pentangle, Reprise. BH and BLFH: "Cheap Thrills," by Big Brother and the Holding Company, Columbia.

Las Cruces, N. M.
KGRD-FM

Robert Reymont
Program/Music Director

BP: "Crown of Creation," (LP) Jefferson Airplane, RCA. BLFP: "Song of Innocence," (LP) David Axelrod, Capitol. BH: "Wind in the Willows," (LP) Wind in the Willows, Capitol. BLFH: "Every One of Us" (LP), Animals, MGM.

COLLEGE

Notre Dame, Ind—WSND

Peter M. Nardi
Music Director

BP: "White Room," Cream. BLFP: "Aquarius," Hair Original Cast. BH: "Cheap Thrills," Big Brothers Holding Company. BLFH: "Outside Inside," Blue Cheer, especially the Satisfaction cut.

EASY LISTENING

Miami—WIOD
Yolanda Parapar
Music Director

BP: "Those Were the Days," Mary Hopkin, Apple. BLFP: "On My Word," Jack Jones, RCA. BH: "Trust," Peppermint Trolley, Acta. BLFH: "Little Green Apples," O. C. Smith, Columbia. Best Cut: L. Welk Singers LP on Ranwood is "Secret Love."

San Diego—KOGO

Dick Roberts
Program Director

BP: "Lalena," Donovan, Epic. BLFP: "The Lovers," Jimmie Rogers, A&M. BLFH: "Did You Give the World Some Love Today Babe," Thompson Park Singers, TPR.



San Francisco KNBR
Michael Button
Music Director

BP: "Those Were the Days," Mary Hopkin, Apple. BLFP: "Wake Up to Me Gentle," Al Martino, Capitol. BH: "Over You," Gary Puckett and the Union Gap, Columbia. BLFH: "Today," Jimmie Rogers, A&M. The Best new album in months: The Supremes sing, "Funny Girl," Motown Records. Great listener to a new album cut we are playing, "Dancing in the Streets," Don Sebesky, from a Verve album, "The Jazz-Rock Syndrome."



Washington, D. C.—WWDC
Larry Sealfon
Music Director

BP: "Sweet Blindness," 5th Dimension, Soul City. BLFP: "1432 Franklin Pike Circle," Bobby Russell, Elf. BLFH: "Naturally Stoned," Avant Garde, Columbia.



Waynesboro, Va.—WAYB
Carolyn Bleam
Music Director

BP: "1432 Franklin Pike Circle Hero," Bobby Russell, Elf. BH: "I Pretend," Mel Carter, Bell. BLFH: "She Wears My Ring," Ray Price, Columbia. The Mystic Moods Orchestra "Emotions," LP on Philips, should turn you on!



Williamsburg, Va.—WBCI
Pat Collins
Music Director

BP: "That Girl Would Be So Pretty," Jerry Vale, Columbia. BLFP: "A Soldiers Star," Joey Weiz, Canadian-American. BH: "That Kind of Woman," Merilee Rush, Bell. BLFH: "Battle of New Orleans," Harpers Bizarre, Warner-7 Arts.

Miami Beach—WMBM

Donny Gee
Station Manager

BP: "Step by Step," Monitors, Motown. BLFP: "Down in the City," Marvellous Modern. BH: "Private Number," Judy Clay, William Bell, Stax. BLFH: "Inspired to Love You," Blues Busters, Shout.



Beaumont, Tex.—K-JET
William Boy Brown
Program Director

BP: "I Love You, Yeah," Ballards, Venture. BLFP: "Four Corners," Lee Dorsey, Amy. BLFH: "If I Didn't Love You," The Profiles, Duo. One of the year's most underrated discs, "Court of Love," by the Unifies, with more airplay, could be this year's dark horse.

Columbia, S. C.—WOIC

C. Derrick
Program Director

No. 1 "Black & Proud," J. Brown. BP: "Mohair Sam," Slim Harpo, Excello. BLFP: "Funky Funky Horse," Lester Young. BH: "There Was a Time," Gene Chandler.



Columbus, Ga. WOKS
Ernestine Mathis
Music Director & Air Personality

BP: "Peace of Mind," Nancy Wilson, Capitol. BLFP: "I Won't Be Responsible," Jimmy Richards, A&M. BLFH: "I Ain't Got to Love Nobody," Masqueraders, Bell. Seems that there may be a chance that the new Jimmy Richards "I Won't Be Responsible," A&M, could be a record with heaps of help! "Maybe" by Luv Co. is shaping up regionally Spring.

OTHER PICKS

Hot 100—Tom Blanks, Monroe, Mich., WVMO, BP; "My Special Angel," the Vogues, Reprise, and BLFP: "Tomboy," Ronnie Dove, Diamond. . . . Dave Sturm, Tallulah, La., KTLD, BP: "Puffin' on Down the Track," Hugh Masekela, UNI, and BLFP: "Looking Through the Eyes of Love," Marlena Shaw, Cadet. . . . Bob Wieland, Beloit, Wis., WBCR-FM, BP: "White Room," Cream, Atco, and BLFP: "Moments Spent," Wind in the Willows, Capitol.

Easy Listening—Don Harbour, Hot Springs, Ark., KZNG, BP:

"Over You," Gary Puckett & Union Gap, Columbia, and BLFP: "1432 Franklin Pike Circle Hero," Bobby Russell, Elf.

Country Music—Nelson King, Cincinnati, WCLU, BP: "Where Love Used to Live," David Houston, Epic, and BLFP: "Harper Valley PTA (A Little Later in the Day)," Ben Colder, MGM. . . . Dave Elliott, Homestead, Fla., WIII, BP: "Let the Chips Fall," Country Charley Pride, RCA. . . . Allen M. Peck, Cincinnati, WZIP, BP: "Stand by Your Man," Tammy Wynette, Epic, and BLFP: "Four Walls," Sunny Lee, Down Home.

KMET-FM Studio Set; Begins Taping 'Live'

By ELIOT TIEGEL

LOS ANGELES — Metro-media has completed construction of a stereo recording studio for its KMET-FM operation and will now be taping "live" programs for its progressive rock format.

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

Al Collins, whose voice is heard on a drop-in basis from 10 a.m. to 4 p.m. and from midnight to 6 a.m., will shortly begin taping a new progressive rock version of his once highly popular WNEW (New York) program "Collins on a Cloud." Collins' second radio innovation, the "Purple Grotto," will also be taped in the new facility once a time slot is designated for that show. Metromedia plans syndicating Collins' works.

"Collins on a Cloud" ran for four years on WNEW from 4-5 p.m., with the "Grotto" airing the same amount of years from 9:35-11 p.m. The "Cloud" show is a moody string setting, whereas the "Grotto" is more uptempo. "Cloud" will be slotted during the afternoon hours, according to Mel Leeds, KMET-FM's program manager.

Collins explains the new "Cloud" setting thusly: It will consist of Stan Getz with strings, lots of flutes, Donovan and groups which are all designed to achieve a rich, dreamy ethereal setting. The old "Cloud" floated over New York buoyed by the strings of Melachrino and Kostelanetz. Both programs will be designed as eclectic mind benders, designed to test the listener's imagination.

Previously airing tapes cut in San Francisco by Tom Donahue and B. Mitch Reed, KMET-FM will shortly have Reed working in Los Angeles. While Reed has been taping his program for KMET-FM in the Bay City, his show had not been on Metromedia's KSAN-FM progressive rock outlet. Only Donahue has had the two-city exposure.

KMET-FM two weeks ago began slotting Bill (Rosko) Mercer's show from 10 p.m. to midnight. WNEW-FM is the originating point of Rosko's show.

As part of its drive to go progressive rock around the clock, KMET-FM has hired Sunny Romao as music director, with the responsibility for establishing a firm music policy. During its first weeks of airing the pop/hippie bands, KMET-FM's programming has generally consisted of tapes cut by Donahue and Reed. Collins was brought in several weeks ago to program the station, but has ceased these duties.

The appointment of Mrs. Romao is meant to provide a source with an understanding of the new pop musical forms who can work comfortably in this medium.

There has been much internal soul searching within the station as to just how progressive is progressive and what comprises a proper formula.

This is still a transitional period, the 24-year-old Mrs. Romao admits. A collector of pop/hippie band albums and formerly associated with KSJO-FM, San Jose, Calif., and WSDM-FM, Chicago, in production, she is presently formulating the music rotation for the "live" programs, as she calls them. The entire FM operation is automated which disallows the air personality from being topical. But Mrs. Romao be-

(Continued on page 35)

'Hully Gully' On KHTV-TV

HOUSTON—"Hully Gully," a four-hour live music-variety studio show, bowed a week ago here on KHTV-TV and will be telecast each Saturday from 8 a.m. till noon. It will be a fast-paced show featuring country music by Larry Brasso and the Rhythmaires, features and interviews by Rick Fulgham and Casey Martin, horoscopes prepared by a computer called Zodiac, opportunities for viewers to win cash, man-on-the-street interviews, used car auctions, debates on current topics, recipes, news bulletin and just about anything else the show's producers decide to throw in.

H. Rex Lee OKd

WASHINGTON — President Johnson's choice of government career man H. Rex Lee for a seven-year term on the Federal Communications Commission has been confirmed.

The new commissioner fills post left by Cmnr. Lee Loevinger. He has served in various government positions, the last being as a deputy administrator for the Agency for International Development.

'Action-Line' Tapes

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

KMET-FM Studio Set; Begins Taping 'Live'

• Continued from page 34

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

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

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

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

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

Leeds says the progressive rock format reflects the "social system we're into today. It's not a do-re-me format. It's the story behind the music that counts. We're appealing to an audience that thinks."

The present broadcast day begins at 6 a.m. with an hour's news simulcast with KLAC, the AM talk-format sister, followed by the soon to be phased out easy listening format from 7-10, with Collins inserts during a 10-4 p.m. college show, Reed 4-8 p.m., Donahue 8-10 p.m., Mercer 10-midnight and college with Collins until 6 a.m.

Saturday evenings, Reed is heard from 6-8 and Donahue carries an 8-midnight trick. Sunday, Reed carries the load from 6 p.m. to midnight.

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

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

WEDR-FM's Hip Rock Play

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

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

Shannon's Spot On CKLW-TV

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

RADIO-TV JOB MART

RADIO-TV JOB MART
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CARtridge Industry Catching Up to Stereodyne's Whirl(d)

By Hank Fox

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

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

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

While tape duplicator marketers fiercely competed for licensors, Dick Kraus, who worked with Bill Lear on the 8-track cartridge concept, founded a company called Stereodyne, Inc.

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

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

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

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

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

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

Section Prepared by
Dan Gilmartin of PR Associates, Detroit



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

COMPANY PHILOSOPHY: *Run First, Walk Later*

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

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

Stereodyne president D. Richard Kraus and vice-president Andre Blay were offered somewhat similar advice when they first decided to "fly."

The first: "Go West, young man."

The second: "Crawl before you walk."

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

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

"The study also showed that we could best provide maximum market coverage by locating at a point midway between Illinois and Pennsylvania. Eighty per cent of our shipments are made within a 700-mile radius of

Troy. It's convenient to be in Troy, Mich. This is where the action is," Kraus said.

Crawling?

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

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

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

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

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

Stereodyne today operates at full capacity, handling tens of thousands of fully assembled units each day.

The fourth facility expansion is planned for next spring.

11-Million Dynapak Sales Seen

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

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

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

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

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

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

Progress and people go hand in hand. At Stereodyne, people are important.



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Dynapak Honored as Michigan's Product of '68

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

The State of Michigan recently climbed aboard the bandwagon.

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

Not bad company considering the automotive and allied manufacturing facilities in Michigan yearly generate new and important products for the nation's industry.

The Dynapak cartridge very likely was the smallest—in terms of size—ever to win this yearly statewide competition.

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

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



D. Richard Kraus

OCTOBER 5, 1968, BILLBOARD

Stereodyne Chief Pleased, But Not Satisfied

By D. Richard Kraus
President, Stereodyne

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

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

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

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

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

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

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

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

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

Our future rests on service, quality and price.

Lean, Hungry . . .

One facet of our start that allowed us to enjoy such rapid and recognizable growth is that we had the experience. Our key people had already served as "midwives"

at the birth of the tape industry. We believed we knew better ways to go about making an impact on the market.

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

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

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

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

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

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

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

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

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

So we maintained a tight security throughout our plant.

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

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

Seeing is believing.

Kraus: One of 8-track's Founders

Advancing technology is changing time-worn images.

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

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

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

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

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

"Everything was designed from scratch," Kraus said. "What we were doing was creating an industry."

Kraus is now president of Stereodyne, Inc. He's watched it grow, too.

"It wasn't enough to design our duplicating system," he said. "We had to go out to the major recording companies and sell it."

"We envisioned a growing, sophisticated industry," he said. "We're on an accelerated production program now. In spite of that, we still can't say we're where we want to be."

"There're countless uses for tape that haven't been explored yet. We'll explore these new dimensions in the same aggressive, confident manner with which we began Stereodyne."

"Consider this," Kraus remarked. "When we began Stereodyne, we began not only with newly created hardware and concepts, but with a specially designed plant facility designed for tape duplicating production."

"We had that much confidence in 'our better mouse trap' and in the tape industry. We began with a specific engineering and research budget," he said. "The key to the future of the tape industry is research."

Blay: We Think of Ourselves as Innovators

By Andre Blay
Vice-President

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

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

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

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

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

We have no reason to change our mind.

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

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

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

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

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

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

We likewise provide inventory control and record keeping.



Andre Blay

We have also improved the Dynapak and, through the use of technological manufacturing improvements, Stereodyne has been able to lower client costs.

Through our research and engineering division, Stereodyne has been able to guarantee greater product reliability and, as is evidenced in our 1968 sales thus far, has received widespread consumer acceptance.

Again, paradoxically, Stereodyne hasn't changed and yet, it has.

We're not simply duplicators. We're innovators. This innovation which we offer to the industry will allow us to further reach definite corporate goals. In a sense, it is our most important product.

Only Change Is Constant in Stereodyne's Growth

Andre Blay can't wait to get older.

Now 31, Blay is looking ahead five years. He has a sound idea of what the future holds for Stereodyne, but he'd rather be there now so he can avoid the pain of waiting.

"In five years Stereodyne will have a tremendous industry position in custom duplicating," Blay foresees. "We'll also have a separate division for proprietary products. Our manufacturing, engineering and marketing divisions will be greatly expanded.

"And we'll have a specialty products division that will solely concentrate on finding new uses for tape. That division will have an unlimited horizon.

"In five years it's very likely that we'll have an effective, productive educational division. That's an untapped market. The educational uses for tape have no end," Blay predicts.

As vice-president of Stereodyne, Blay looks at Stereodyne's past two years as 24 months of reorganization. And he doesn't look for it to let up.

"We've moved so fast that we've become accustomed to realigning our various departments month in and month out. Today's needs were actually needed yesterday. That's what we've been doing. That's what we'll continue to do. It's going to be hard waiting these next five years out," he said.

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

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

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

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

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

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

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

Lower Pricing

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

This has a simple premise. Empty cartridges and a centralized, computer controlled dispenser. Wouldn't

The Biggest Market Is Still Untapped

By Donald S. Condon
Vice-President—Marketing



Donald S. Condon

that fingertip concept make it easier for a consumer to buy and enjoy music? We're turning that one over too.

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

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

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

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

Could not education benefit by tape? If a student misses a lecture, let he or she go to the library and get what the sportscasters call an "instant replay."

Engineers and doctors claim much of what they learn rapidly becomes obsolete through advancing technology. Scientific and medical manuals look twice the size of telephone books.

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

Wouldn't housewives welcome the opportunity to "read" or "learn" through the magic of tape while doing the ironing, the dusting, the sewing? You can bet on it!

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

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

Stereodyne Canada Tops Market

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

It needs more space!

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

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

LaBuik attributes Stereodyne Ltd.'s success to lethargy throughout the industry.

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

Stereodyne Ltd. wears three hats. It is a custom

duplicator; a licensed distributor of all formats of pre-recorded tape; and is the Canadian distributor for the Lear Jet Corp.

"Stereodyne Ltd. is the only Canadian manufacturer that molds its own cartridges and cassettes in Canada," Hooker said. "This gives us a definite advantage in price, delivery and services as compared with the other Canadian assemblers who must import."

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

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

They are Polydor, Deutsche Grammophon, Accent, Archambault, Bang, Capri, Everest, Hickory, Hi-Fi, Montagnard, Stone, Time, Tradition, Mainstream, Verve

Folkways, Bible Voice, Trans-Canada, Barclay, Riviera, Canusa, Carrousel, Dedettes and Grand Prix.

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

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

Stereodyne Ltd. estimates it is duplicating nearly 100 per cent of the French music tapes available in Canada. The Toronto subsidiary just released 32 French selections under the Trans-Canada catalog.

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

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

From Basement Into Orbit

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

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

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

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

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

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

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

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

'Heads Up' Maintenance Policy Keys Efficiency

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

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

A log is kept with the assistance of running time meters that relates to number of hours in use on all equipment. This documented history of wear allows Stereodyne engineers to anticipate equipment replacement.

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

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

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

100% Automation: Zielke's Goal

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

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

Stereodyne, of course, is a team effort. But the team recognizes that it's Zielke who winds the mainspring.

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

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

11 Million Dynapaks

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

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

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

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

Stereodyne Comes to Aid of 'Master'

Pete Walsh, Stereodyne's audio engineer, has a thing about compatibility.

"Our source masters come from a studio," Walsh said. "They're not always applicable to high-speed duplicating. We use equalization equipment to correct any accentuations from the studio that are not compatible to tape."

"What you hear in a studio is not always what you hear in a car or at home. What we do is make the adjustments so that the customer receives a tape cartridge in the exact image of what he sent to us," Walsh explained.

Walsh feels that most source masters are geared to disk production and that Stereodyne must "listen" to the master in a specially designed prerecording laboratory so that deficiencies can be balanced for cartridge production.

"An archive master is tricky," Walsh said. "We must correct editing deficiencies and timing. We have two keys to providing this compatibility for a customer."

"One, we use self-designed exotic equipment that we feel is unique to the industry. Two, our 'listeners' are college-educated and are either concert musicians or music majors."

It's like retouching a photograph," Walsh pointed out. "We try to mirror what the customer sends. We don't go to production until we've made the master compatible," Walsh said.



DARRELL ZIELKE, right, is presented a plaque by Stereodyne president Dick Kraus. The award was for recognition of Zielke's contributions to the company.

"When we began, we had no intention of 'cannibalizing' existing machines and adapting them to our use," he recalled. "Our present hardware is self-designed and self-perfected. We utilize assembly and production components that didn't exist before we put them together," he said.

Zielke admits Stereodyne has several automatic assembly machines in the "build" stage.

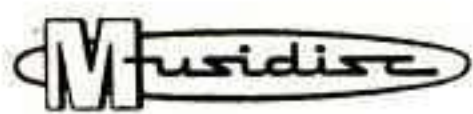
"We've found ways to do things better," Zielke says. "Judging by the interest shown Dynapak, we're sure that many other people see this also."

Walsh said that Stereodyne's quality control program is an autonomous group at the plant. "Our quality people have the authority to reject without question from anybody. This rigid inspection follows a finished cartridge right into the packing box. Our people have the authority to open packing boxes ready for shipment for final inspection. We don't believe Stereodyne's quality control can be topped," Walsh said.



Peter Walsh

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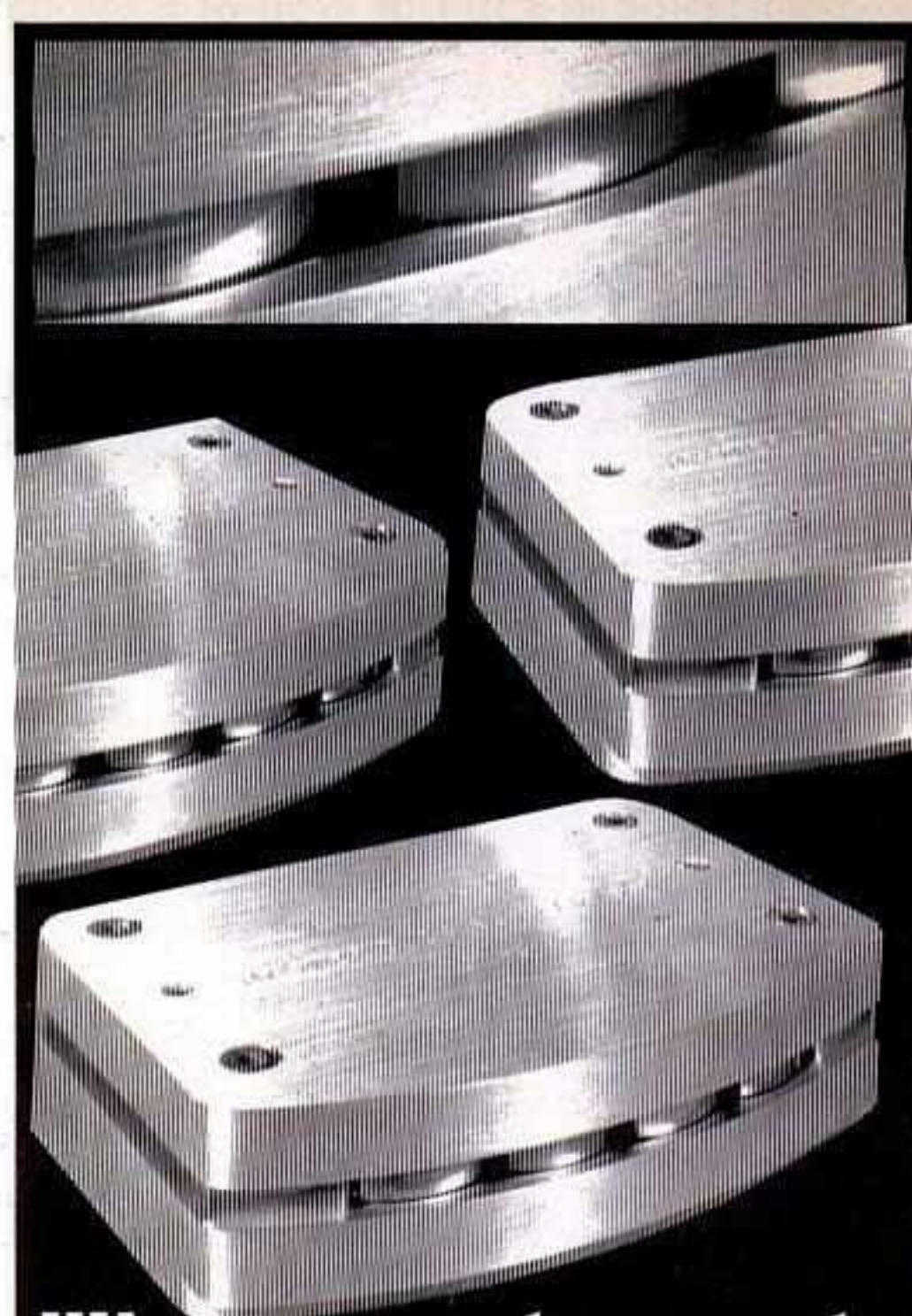
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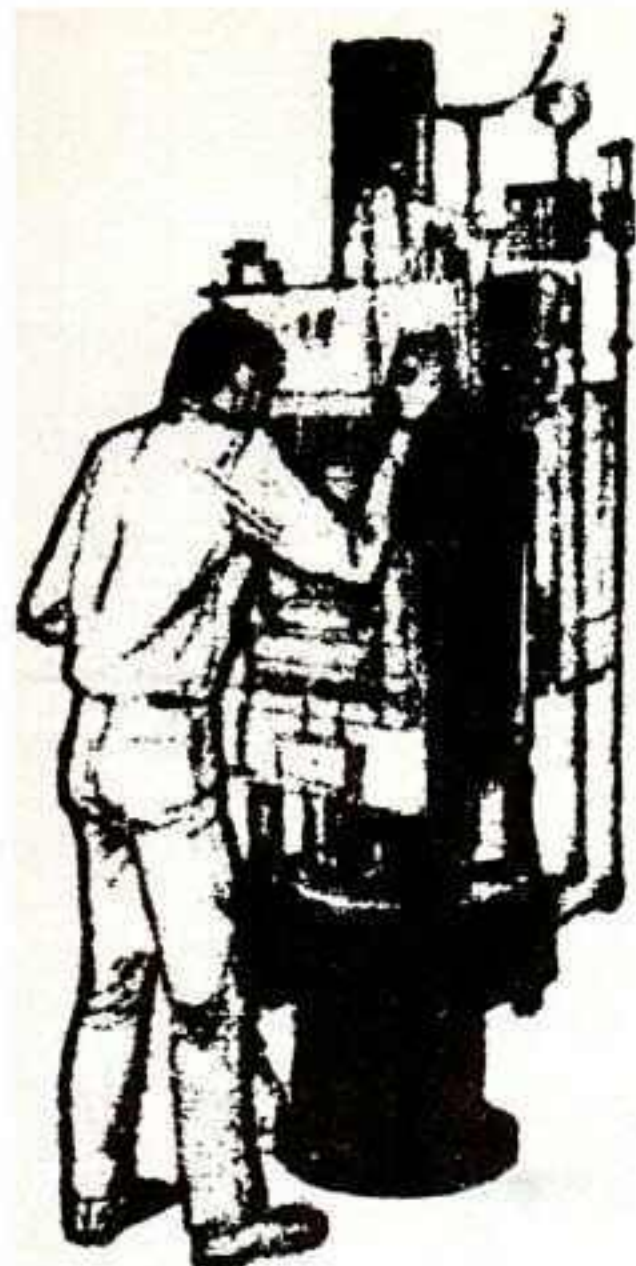
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Celanese 'Molds' Dynapak's Rise

A growing industry is dependent upon a growing technology.

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

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

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

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

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

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

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

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

Nicholson Sets Sound Financial Growth

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

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

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

"If we receive an order from a label by 8:00 a.m., we can duplicate, ship the order and complete our billing the same day. And the orders are getting larger. We recently requisitioned 1,000,000 raw (unfilled) cartridges built to Stereodyne specifications, and we amortized the cost over a one-year period. At this point, it looks as though they might last three months."

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

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

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

"We are in an excellent position to move ahead—and will probably take some pretty long strides in the near future," he said.



DIANA ROSS AND THE SUPREMES accounted for \$1,000,000 in sales of Dynapak tape cartridges via the Motown label. Stereodyne recently honored the trio with this trophy, centered around a bronzed Dynapak tape cartridge, when the three internationally known recording artists appeared in Detroit.

Audio Retailing

Audio Componentry Mfrs. Woo Mass Market at N. Y. Hi-Fi Show

By HANK FOX

NEW YORK — The quality component market, once limited purely to audiophiles and high fidelity purists, has now blossomed into the mass merchandise field. As thousands of New Yorkers flowed through the myriad exhibition rooms at the Institute of High Fidelity's annual consumer presentation (19-22), it became clear that no more was the component market dominated by sound buffs.

The expanding audio component market can also be seen by the rapidly expanding number of mass merchandiser retail outlets, such as Korvettes, bolstering their consumer advertising campaigns for their audio departments. And too, these stores are integrating pop record advertising with those for home electronics componentry — a

manifestation of the widening spectrum of tastes for both.

Most of the well-known component manufacturers exhibited at the show—a total of nearly 60 companies. And while most of the equipment was previewed by dealers and distributors at the Consumer Electronics Show, here last June, several companies displayed drop-in models for their 1969 lines.

Price reductions and the continuing trend to compactness are to be credited for the most part with luring a broader market for home entertainment componentry. H. H. Scott, for one, a leader among stereo amplifier and tuner manufacturers, debuted its "Scottie" AM/FM stereo system.

The unit, which includes a matched pair of speakers, and

can operate off a 12-volt automobile or boat battery, lists for under \$200. Scott is regarded as a high-end price company.

Many manufacturers displayed compact components and receivers. The compact components consist of a stereo amplifier, multiplex FM tuner and phonograph changer, all built in one unit, slightly larger than the changer itself. Also, the trend towards receivers grows. A receiver is a tuner and amplifier combined.

Unlike the Consumer Electronic Show, audio-visual devices were not prolific. Only one company, EICO Instrument Co., exhibited a color organ, which when connected to the output of an amplifier, is activated by audio frequency. The EICO unit is offered in assembled or kit form.

The turntable manufacturers waged their continuing battle of tone arm lightness and tracking accuracy. With the arguments taking on an academic level, companies boasted of new anti-skate mechanisms and heavier platters. Garrard displayed a new tone arm, on Model SL95, made partially of wood. Its purpose, according to a company representative is to capture and transfer the disks tone qualities more faithfully.

Tenna Split

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

New Store

PHILADELPHIA — Records Unlimited has opened a new store here at 213 South 38th Street. A one-week promotion high-lighted a pre-grand opening celebration.

Expansion Sale

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



SONY'S NEW MODEL 770 is an AC/DC 7-in. portable stereo tape recorder. Weighing only 24 pounds, it may be carried by shoulder strap on location and used in all situations where portability is desired. The suggested list is \$750.



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

Shopping Center Site Boosts Traffic, Sales

By KEN BERGLUND

MINNEAPOLIS — Dependable shopping center crowds can be the key to success for an electronics outlet, providing the store is well located in the main stream of traffic.

This at least has proved true for Shaak Electronics, a group of four stores here in the Minneapolis and St. Paul area. In addition to conventional "neighborhood" sites, Shaak has stores in Southdale and Brookdale shopping centers in Minneapolis.

Curt French, manager of the Southdale store recently reviewed a year of Schaak operation at Southdale:

"Good location within the shopping center itself is vital. We had a site previously where we were somewhat hidden by one of Southdale's big department stores. Since we've shifted the store to a more open remodeled area of the center, traffic has picked up considerably."

French added that the "open front" plan, where shoppers see almost all the store's inventory as they pass by, is a definite asset. To encourage shoppers to enter, the manager has used background music to create a pleasant atmosphere.

Although Southdale's enclosed shopping mall borders on a high income suburb, this is not as important as it might seem.

"Surveys show that about 60 per cent of the people who come to Southdale are from out of town," said French. "This gives us the varied base we need to sell hi-fi sets and components as well."

French pointed out that shopping at Schaak's is spasmodic during the weekday hours. But from 7 o'clock to 9 o'clock each evening, the store is "jumping with shoppers." In addition, Saturday provides a steady flow of sales from 9:30 until 6 o'clock at night.

Pegboard Racks

To encourage traffic, Shaak's uses pegboard racks extensively for small parts and bagged components. This permits hundreds

of parts to be shown in a small space and encourages self-service. The racks are serviced for Shaak's by General Cement, a rack jobbing firm that takes the details of inventory from store personnel so more time can be spent with customers.

One of the most successful devices used in the store is a "headphone tree." Formerly headphones and junction boxes were scattered haphazardly on many counters. Now they are co-ordinated in a compact rack with hooks and connections so they present an attractive and effective display. The phones, connected to a main amplifier in the store, are easily lifted from the rack and invite a hi-fi demonstration.

"The headphone tree is such a drawing card we plan to move it up to the front of the store where more people can see and use the phones," said French.

The Schaak stores have had excellent response from their catalog which is mailed out to a wide trade area that extends well beyond the Twin Cities. Issued quarterly, the eight-page publication includes such varied merchandise as equipment console cabinets at \$69.88, FM transmitters at \$9.98 and 25 ft. of guitar cord for \$2.78. Coupons on the front page urge readers to send in names of friends who might also like to view Shaak merchandise.

Repair work is actively sought. Shaaks provides a guaranteed repair time which generates business: all warranty jobs go out within one week and non-warranty repairs are completed in two weeks. A central repair shop handles the work from both the St. Paul and Minneapolis stores.

"We feel repair work is one of the most profitable areas," said French. "It helps you keep up with the customer's equipment too. After you've repaired his set a time or two, he may want to trade up to something more sophisticated. And he'll know where to come for the new units."

3M Sweepstakes Boasts Dealer-Consumer Prizes

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

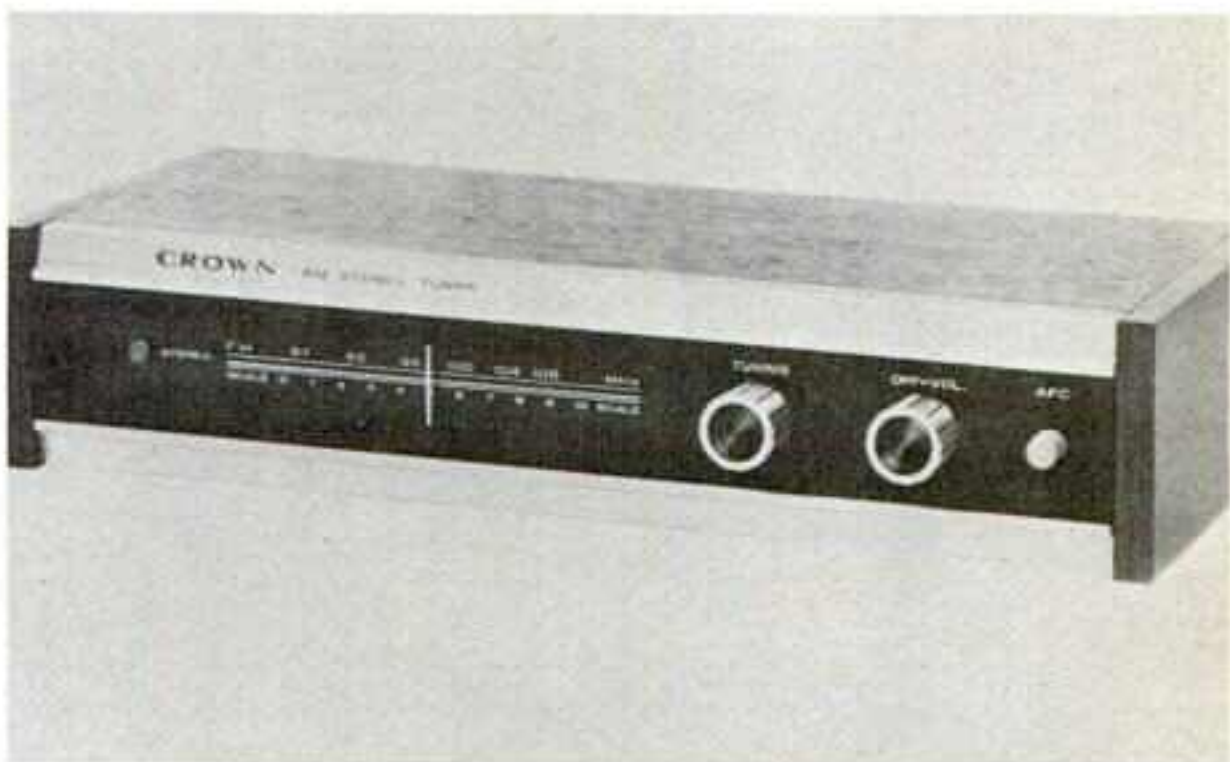
The sweepstakes promotion features two grand prizes of trips for two, anywhere in the world, for both a consumer and dealer. Other prizes range from consumer and dealer trips to Jamaica and Puerto Vallerte to cameras, luggage and travel alarm clocks. In all, consumers will win 3,001 prizes, and dealers, 83.

To participate, dealers must

sell and display Scotch recording tape and also display 3M's three new point-of-purchase items: a full color mobile, a sweepstakes window/wall banner and a sweepstakes counter card with consumer entry forms.

Consumers must obtain entry forms from a participating dealer and fill them out as instructed. Each entry form must be accompanied by and end of roll plaid tab or a 3 by 5 inch paper containing the words "Scotch recording tape."

Following the Nov. 30 deadline, winners will be selected by an independent organization and notified in December.



CROWN'S NEW FM/FM STEREO TUNER has a suggested list price of \$59.95. The tuner, Model FM 300, is the first of a series of audio components to be introduced by the firm as part of a broad product line expansion.

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Chart Song Books
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Sheet Music Info

Music of Today—Brimhall

by: **Jude Porter**

SHEET MUSIC—ON TOP & SIZZLIN' . . . HARPER VALLEY P.T.A. is still a blockbuster! Sizzlin' just under the summit are . . . HEY JUDE and REVOLUTION, LITTLE GREEN APPLES (Ed. Note: 'Kudos' to Russell-Cason Music for a new standard!), I'VE GOTTA GET A MESSAGE TO YOU, MY SPECIAL ANGEL and HUSH . . . all destined to take over the #1 slot in rapid succession! THE FOOL ON THE HILL is a continual strong seller. Talking about sellers . . . start ordering NOW . . . I MET HER IN CHURCH (Box Tops) (Ed. Note: Buddy Killen has a winner here!) SWEET BLINDNESS (5th Dimension), MIDNIGHT CONFESSIONS (Grassroots) and two new bust-outs, OVER YOU (The Union Gap) and Screen Gems' "gem" . . . SHAPE OF THINGS TO COME. Get ready for calls on NATURALLY STONED (Avant-Garde) and CLASSICAL GAS (Deluxe edition including guitar solo by Ernie Ball). Also, expect increased action on GENTLE ON MY MIND. Here comes Glen Campbell again!! All sheet music . . . 85¢. (Dealers: order directly from . . . Sheet Music Institute, 1842 West Avenue, Miami Beach, Florida. (305) 532-3383 Attn: Raul Artilles.)

BEST NEWS OF THE WEEK—ROGER WILLIAMS . . . Another number one musical masterpiece has just been released! It's an educational piano book entitled, MUSIC OF TODAY—THE ROGER WILLIAMS WAY (\$2.50). This outstanding piano aid is packed with "PIANO-POWER" from cover to cover. As an extra special bonus, a soundsheet recording by ROGER WILLIAMS has been bound into this valuable volume. It contains an inspirational message to parents, pupils and teachers; as well as two selections from the book. ROGER introduced this book last week at the Thearle Music Festival in San Diego, California, during a workshop-clinic. The result . . . positively "Pianomonium."

TOP TIP TO THE TRADE . . . ANNOUNCING THE HOTTEST BOOK OF THE YEAR . . . BIG, BIG NO. 1 HITS!! Simply "singsational!" 15 super songs for only . . . 98¢! . . . including HEY JUDE, HARPER VALLEY P.T.A., BY THE TIME I GET TO PHOENIX, etc. This unusual popular Dollar Line Book is intended to make available to youngsters the very current hits in Easy Arrangements at a popular introductory price. Most of these songs can be found in more elaborate arrangements and in the regular Hansen Libraries, generally priced from \$1.95 to \$2.95.

L P MUSIC BOOK CHART PACERS . . . Heading the HOT NEW PERSONALITY BOOK LIST this week is . . . REALIZATION — PLUS THE GREATEST OF JOHNNY RIVERS (\$1.95). The cover is a prize winner! Demand was so great for THE BEATLES COMPLETE . . . it has been reprinted! 146 of their greatest songs (Easy Piano, Easy Organ, Vocal, Guitar) for \$3.95. THE BEAT OF THE BRASS (Herb Alpert & The TJB) resounds with p-jazz! Instrumental editions . . . piano, trumpet and trombone . . . \$2.50 each. Top your sales with . . . CREAM — WHEELS OF FIRE.

PREVIEW PRINT . . . Be on the lookout for GLEN CAMPBELL DELUXE TV SONGS AND PICTURES book (\$2.95). It's Glen at his best . . . featuring delightful musical memories from his summer TV specials and his upcoming shows. Another BEST BET BOOK to watch for . . . BEE GEES IDEA—Including: THE BEST OF THE BEE GEES (\$2.95). A great "Idea" to capitalize on!

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Musical Instruments

Armand Schaubroeck Tells It Like It Is

By **RON SCHLACHTER**

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

A man of action, Schaubroeck put up eight billboards in Rochester with his own message: "Help Keep America Free—Let It Grow." The billboards also include the name of the shop, its address and a picture of the 24-year-old dealer.

"We just wanted to show our view," said Schaubroeck. "Most of our customers have long hair. This is an underground shop, so we're just sticking up for our people."

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

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

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

All seven members are ex-convicts, including Schaubroeck's brother Bruce, who is a partner in the House of Guitars.

The group, which wears actual prison uniforms, plays only original jail songs composed by Schaubroeck. The songs include "Oh Lord, This Hell Is Cold," "Elmira Bound," "The Warden's Circus," "God Damn You," "In Jail, There Ain't No Color," "Serving Time," "Ex-

Con Branded on My Chest" and "One More Day and I'll Be Free." All of the songs are published by Schaubroeck's own firm, Kack Klick.

Schaubroeck has put together a rock-opera called "Armand Schaubroeck Steals" and his group recently presented it in the Starlight Room of Rochester's Sheraton Hotel. "The performance lasted three hours and we got quite a bit of publicity," said Schaubroeck. "I play myself and in each scene, we tune up and play a song."

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



ARMAND SCHAUBROECK, owner of the House of Guitars, Irondequoit, N. Y.

Great West Introduces Standel Line to Canada

By **KIT MORGAN**

TORONTO — The Standel line of musical instrument amplifiers, speakers, and public address systems is now distributed nationally in Canada for the first time, through Great West Imports, Ltd., which has branches in Toronto, Montreal, Vancouver, Edmonton and Winnipeg.

Great West also represents such instruments and equipment lines as Framus, Raven, Ace-Tone, Meazzi and Canora.

The Standel line is being introduced to retail musical instrument merchants, music school operators and other interested parties through Great West "open house" displays.

Al Simpkins, director of mar-

BEST SELLING Billboard Sheet Music

BEST-SELLING SHEET MUSIC

(Alphabetically)

Title (Publisher)

ALFIE (Famous)
BORN FREE (Hansen)
BY THE TIME I GET TO PHOENIX (Hansen)
CAN'T TAKE MY EYES OFF OF YOU (Plymouth)
CLASSICAL GAS—Piano Solo (Hansen)
CLIMB EVERY MOUNTAIN (Chappell)
EXODUS—Vocal (Chappell)
FOOL ON THE HILL (Hansen)
GEORGY GIRL (Chappell)
GENTLE ON MY MIND (Hansen)
GOIN' OUT OF MY HEAD (Cimino)
HARPER VALLEY P.T.A. (Hansen)
HEY JUDE (Hansen)
HONEY (Hansen)
I LEFT MY HEART IN SAN FRANCISCO (Hansen)
IMPOSSIBLE DREAM—Vocal (Fox)
LIGHT MY FIRE (Music Sales)
LITTLE GREEN APPLES (Hansen)
LOOK OF LOVE (Hansen)
LOVE IS BLUE (Criterion)
MOON RIVER (Famous)
MORE (Marks)
MY SPECIAL ANGEL (Hansen)
SCARBOROUGH FAIR (Plymouth)
SHADOW OF YOUR SMILE (Big 3)
SOMEWHERE MY LOVE (Big 3)
SOUND OF SILENCE (Plymouth)
SOUND OF MUSIC—Vocal Selections (Chappell)
SUNNY (Hansen)
SUNRISE SUNSET (Plymouth)
TALK TO THE ANIMALS (Big 3)
THIS GUY'S IN LOVE WITH YOU (Cimino)
TURN AROUND LOOK AT ME (Hansen)
UP UP AND AWAY (Hansen)
WHAT NOW MY LOVE (Warner Bros.-7 Arts)
WHAT THE WORLD NEEDS NOW (Cimino)
YESTERDAY (Hansen)

'Own Brand' Oils

HUNTINGDON VALLEY, Pa.—McMillan Music Co. is offering custom packaged value oil to dealers. The oils are packaged in 1¼-ounce white plastic bottles which are printed with the store's name and address. Participating distributors are Targ & Dinner, Harris-Fandel, Charles Alden, Musical Instrument Corp. of America and Maxwell Meyers.



CHECKMATE CM-66 guitar amplifier. This new unit from Teisco/Del Rey has such features as three-instrument in-puts, tone and volume control, dual speakers, tremolo foot switch jacks and pulsating tremolo speed indication light. The unit is solid state and U. L. approved and comes in a styling of black vinyl covering with black and silver cloth.

**ADVERTISING IN
BUSINESS PAPERS
MEANS BUSINESS**



GREAT WEST IMPORTS recently held an open house in Toronto to introduce the Standel line to national distribution in Canada. Featured were displays of equipment and a performance by the Stampede, a Toronto-based MGM recording group which has switched to Standel equipment. Members of the group, shown here from left to right, are Rich Dodson, Ronnie King, Kim Meyer, Van Louis, Standel marketing director Al Simpkins, Race Holliday and (kneeling) Brent Lytle.

Classical Music



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

Karajan Gets True 'Ring' Via Cassette

SALZBURG — Herbert von Karajan, quick to utilize the latest technical developments, has made use of cassettes in preparing his Wagnerian "Ring" operas for the Salzburg Festival. The performances also were videotaped.

Karajan also is recording the "Ring" for Deutsche Grammophon and is directing new productions of the four operas at the Metropolitan Opera in New York.

Baritone Thomas Stewart ex-

plained the procedure, recalling that he was selected by DGG to record Wotan in "Die Walkuere" and also by Karajan to perform the role at Salzburg. The weeks of intensive piano and orchestra rehearsals plus the recording sessions produced "as complete and polished musical and vocal interpretations as was possible," Stewart explained.

Each member of the cast was then given tapes of the recording to listen to and study for three months "so that he was completely familiar with every nuance of his role from a musical and vocal standpoint."

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

Stewart explained, "The result being, his (the singer's) vocal reserves were not depleted during stage rehearsals, as is so often the case, nor was

(Continued on page 41)



HERBERT VON KARAJAN uses cassettes in staging Wagner's "Ring" operas at Salzburg. Above, he directs Robert Kerns, the Donner in "Das Rheingold." Below, he directs Jon Vickers and Gundula Janowitz, the Siegmund and Sieglinde in "Die Walkuere."

OPERA REVIEW

MacNeil Gives Outstanding Performance as 'Rigoletto'

NEW YORK—Cornell MacNeil, an outstanding "Rigoletto," was in fine form in Verdi's warhorse at the Metropolitan Opera on Monday (23). He received support from a promising Giacomo Aragall as the Duke and from the experienced Roberta Peters as Gilda.

MacNeil's performance clearly showed why he recorded the title role twice, the latest on a current Angel set with Nicolai Gedda and Reri Grist. His other package is with Joan Sutherland and Renato Cioni on London. MacNeil demonstrated none of the illness that caused him to leave a previous "Rigoletto" performance, when Frank Guerrerera replaced him. MacNeil's voice was in good shape and his portrayal was expert. MacNeil, who was boosted in London and Angel ads, also has recorded for RCA.

Aragall, a Spanish tenor whose recording career is ahead of him, debuted with the Met as the Duke on Sept. 19. On Monday, his singing was variable.

But, at its best as in the Third Act "Parmi veder le lagrime," he seemed to be an artist with a bright future. The aria was sensitively sung and his voice was freer than it had been during other parts of the performance. He also took the D-Flat at the end of his Second Act duet with Miss Peters, demonstrating that the upper register holds no terror for him. A London ad proclaimed that Aragall will appear in a forthcoming recording of Verdi's "La Traviata" for that label with Pilar Lorengar and Dietrich Fischer-Dieskau, Lorin Maazel conducting.

Miss Peters, who was dependable throughout, has recorded Gilda for RCA with Jussi Bjoerling and Robert Merrill. She also appears on Columbia, Deutsche Grammophon and Command. Fine performances also were delivered by Joann Grillo as Madalena, John Macurdy as Sparafucile, and Raymond Michalski as Mone-rone. Fausto Cleva conducted.

FRED KIRBY

3 Artists on Angel Releases

HOLLYWOOD—Three artists are being featured in separate specially priced Angel packages slated for release next week. The three-record sets, selling for the price of two, are repackagings of former releases by violinist Yehudi Menuhin, soprano Victoria de los Angeles, and baritone Dietrich Fischer-Dieskau.

Each LP features different aspects of the artists involved. For example, Menuhin appears as conductor, soloist with orchestra, and with chamber ensemble, while Miss De los Angeles appears in opera, Spanish songs, and lieder.

Geared for Christmas is a coupling by David Willcocks and the English Chamber Orchestra of music by Purcell and Marc-Antoine Charpentier. The pressing also features soprano April Cantelo and the Kings College Choir of Cambridge. The Melos Ensemble performs Schubert.

Sir Adrian Boult leads the New Philharmonia Orchestra in a first recording of Vaughn Williams' "In Fen Country," which completes a disk containing that composer's "Symphony No. 3 (Pastorale)." Completing the Angel titles is a collection of choruses from the complete recording of Handel's "Messiah" with the English Chamber Orchestra under Charles Mackerras.

Melodiya/Angel has music from the Shchedrin-Bizet ballet of "Carmen," which is performed by the Bolshoi Ballet. The pressing has the Bolshoi Theater Orchestra under Gennady Rozhdestvensky. Rozhdestvensky also conducts violinist Igor Oistrakh and the Moscow Radio Symphony in a pairing of Prokofiev and Hindemith.

Soprano Galina Vishnevskaya is the soloist in Mahler's "Symphony No. 4" with David Ois-

trakh conducting the Moscow Philharmonic. Rounding out the Melodiya/Angel list is a collection of Russian folk songs by the State Academic Russian Chorus of the USSR.

Sir John Barbirolli conducts the Halle Orchestra in a two-record Seraphim package of only listings of Elgar's "Symphony No. 2" and the tone poem "Falstaff." Pianist Augustin Anievas performs Chopin

etudes. A third Seraphim set has soprano Kirsten Flagstad and tenor Set Svanholm in Wagner.

Capitol Classics has tenor Fritz Wunderlich in Lehar and other operetta selections. A Christmas LP includes performances by soprano Anneliese Rothenberger and the Roger Wagner Chorale. The third Capitol Classics release has Boult and the Royal Philharmonic in Tchaikovsky ballet suites.

RCA to Release Two Operas in October

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

The other opera is Mozart's "Cosi Fan Tutte," a four-record set featuring sopranos Leontyne Price and Judith Raskin, mezzo-soprano Tatiana Troyanos, tenor George Shirley, baritone Sherrill Milnes and bass-baritone Ezio Flagello with the Ambrosian Opera Co., and the New Philharmonia Orchestra, Erich Leinsdorf conducting.

"Solomon" on three LP's features sopranos Patricia Brooks and Saramae Endich, tenor Alexander Young, baritone John Shirley-Quirk, and mezzo-soprano Beverly Wolff with the Vienna Volksoper Orchestra and Vienna Jeunesse Chorus.

Another three-record set has Leinsdorf and the Boston Symphony in the four Brahms symphonies. The Jascha Heifetz-Gregor Piatigorsky concerts continue with a coupling of Mozart and Mendelssohn. Violist William Primrose also is featured.

Seiji Ozawa conducts the Chi-

cago Symphony in Stravinsky. One new Lanza LP is being issued along with the re-channeling of five others. Rounding out the Red Seal release is a coupling of Peter Nero's "Fantasy and Improvisations" and Gershwin with Nero and the Boston Pops Orchestra under Arthur Fiedler.

Soprano Helen Traubel and Lauritz Melchior have a monaural-only Victrola release of scenes from Wagner's "Goetterdammerung," with Arturo Toscanini and the NBC Symphony. Another Victrola title has the first pressing of John Pfeiffer's "Electronomusic: 9 Images."

George Weldon and the Royal Philharmonic offer an Elgar collection. The guitar is featured in an album with guitarist Manuel Lopez Ramos and the Parrenin Quartet in Castelnuovo-Tedesco, and Konrad Rago-sognig and the Lamoureux Orchestra under Jacques Bondon in Bondon's "Concerto de Mars." Colin Davis and the Sinfonia of London have a Mozart symphonic album. Completing the Victrola titles is a collection of carols and motets by the Deller Consort.



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Classical Notes

Violinist **Erick Friedman** gives a Carnegie Hall recital on Saturday (5). . . . Soprano **Roberta Peters** has been named chairman of the 1968 Christmas Seal campaign of the New York Tuberculosis and Health Association. . . . Pianist **Beveridge Webster** will give a Wednesday series of Debussy in addition to three Debussy concerts slated for New York's Town Hall. The Chicago dates at the Auditorium Theater are Oct. 30, Nov. 20 and Dec. 18. Town Hall dates are Oct. 23, No. 12 and Dec. 13. The concerts will commemorate the 50th anniversary of Debussy's death.

Soprano **Rita Orlandi** debuts at the Metropolitan Opera on Oct. 17 as Amelia in the season's first "Simon Boccanegra." The Verdi opera also will feature **Richard Tucker**, **Cornell MacNeil**, **Nicolai Ghiaurov** and **Sherrill Milnes**, **Francesco Molinari-Pradelli** conducting. **Regina Resnik** appears in Cilea's "Adriana Lecouvreur" for the first time at the Met on Oct. 16. . . . Bass **William Waters** gives a Town Hall recital on Nov. 23. . . . The **Symphony of the New World** has received a \$25,000 grant from the Irwin-Sweeney-Miller Foundation of Columbus, Ind., which requires the raising of \$50,000 in matching funds. **John Lewis** and the **Modern Jazz Quartet** will appear as soloists in a new work on Sunday (6) as the orchestra opens its 1968-1969 season under **Benjamin Steinberg**, music director.

Scott, of Met, Is Dead at 47

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

Scott, who joined the met in 1951, previously was with the New England Opera Company, Chautauqua (N. Y.) Opera, New York City Opera, and companies in New Orleans, Pittsburgh and Havana. He sang with the Vienna State Opera in 1956.

Scott recorded Beethoven's "Symphony No. 9" and Ramfis in Verdi's "Aida" for RCA with Arturo Toscanini and the NBC Symphony. He also appeared in Columbia's Met recording of Stravinsky's "The Rake's Progress" and excerpts from Offenbach's "Tales of Hoffman" with the Met for RCA.

GOULD WINS MOLSON PRIZE

OTTAWA—Glenn Gould has been awarded a \$15,000 Molson Prize, one of Canada's highest tokens of recognition for cultural achievements, a tribute to his international acclaim as a pianist and recording artist, composer, lecturer, writer and broadcaster.

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

BEST SELLING Classical LP's

Billboard SPECIAL SURVEY For Week Ending 10/5/68

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
Billboard Award	1	MOZART: CONCERTOS NOS. 17 & 21 (Elvira Madigan) . . . 35 Anda/Camerata Academica of the Salzburg Mozarteum (Anda), DGG (No Mono); 138/783 (S)	35	21	27	TCHAIKOVSKY: CONCERTO NO. 1 . . . 113 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	113
	2	SOUNDTRACK: 2001; A SPACE ODYSSEY . . . 8 MGM (No Mono); SIE 13 ST (S)	8	22	23	BACH ORGAN FAVORITES, VOL. 1 . . . 16 E. Power Biggs, Columbia ML 5661 (M); MS 6261 (S)	16
	3	HOROWITZ ON TELEVISION . . . 3 Vladimir Horowitz, Columbia (No Mono); MS 7106 (S)	3	23	18	BERNSTEIN'S GREATEST HITS . . . 68 New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	68
	4	DONIZETTI: LA FILLE DU REGIMEN (2 LP's) . . . 4 Sutherland/Pavarotti/Various Artists/Royal Opera House Orch. (Bonyng), London (No Mono); OSA 1273 (S)	4	24	24	BERLIOZ: SYMPHONIE FANTASTIQUE/LELIO (2 LP's) . . . 5 Various Artists/London Symphony (Boulez), CBS (No Mono); 32 B1 0010 (S)	5
	5	WEST MEETS EAST, VOL. 2 . . . 11 Yehudi Menuhin & Ravi Shankar, Angel (No Mono); S 36026 (S)	11	25	35	MAHLER: SYMPHONY NO. 8 (2 LP's) . . . 87 Various Artists/London Symphony (Bernstein), Columbia M2L 251 (M); M2S 751 (S)	87
	6	SELECTIONS FROM 2001; A SPACE ODYSSEY . . . 8 Philadelphia Orch. (Ormandy)/New York Philharmonic (Bernstein), Columbia (No Mono); MS 7176 (S)	8	26	20	ROSSINI RARETIES . . . 18 Montserrat Caballe/RCA Italiano Opera Orch. & Chorus (Cillario), RCA Victor LM 3015 (M); LSC 3015 (S)	18
	7	MOZART: CONCERTOS NOS. 21 & 24 . . . 12 Robert Casadesus/Cleveland Orch. (Szell), Columbia (No Mono); MS 6695 (S)	12	27	15	ART OF ALEXANDER KIPNIS . . . 6 Seraphim 60076 (M); (No Stereo)	6
	8	R. STRAUSS: ALSO SPRACH ZARATHUSTRA . . . 10 Philadelphia Orch. (Ormandy), Columbia ML 5947 (M); MS 6547 (S)	10	28	28	ART OF LAWRENCE TIBBETT . . . 5 RCA Victrola, VIC 1340 (M); VICS 1340 (S)	5
	9	WEST MEETS EAST . . . 65 Yehudi Menuhin & Ravi Shankar, Angel 36148 (M); S 36148 (S)	65	29	33	UP, UP AND AWAY . . . 4 Boston Pops (Fiedler), RCA Victor (No Mono); LSC 3041 (S)	4
	10	R. STRAUSS: ALSO SPRACH ZARATHUSTRA . . . 11 Chicago Symphony (Reiner), RCA Victor LM 2609 (M); LSC 2609 (S)	11	30	—	MAHLER: SYMPHONY NO. 6 . . . 1 New Philharmonic Orch. (Barbirolli), Angel SB 3725 (S)	1
	11	MY FAVORITE CHOPIN . . . 131 Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	131	31	29	NONESUCH GUIDE TO ELECTRONIC MUSIC . . . 10 Paul Beaver/Bernard Krause, Nonesuch (No Mono); HC 73018 (S)	10
	12	ROYAL FAMILY OF OPERA (3 LP's) . . . 2 Various Artists, London (No Mono); RFO-S-1 (S)	2	32	32	LEONTYNE PRICE—PRIMA DONNA, VOL. 2 . . . 53 RCA Victor LM 2968 (M); LSC 2968 (S)	53
	13	MAHLER: SYMPHONY NO. 1 . . . 5 New Haven Symphony (Brief), Odyssey (No Mono); 32 160286 (S)	5	33	30	CHOPIN NOCTURNES (2 LP's) . . . 42 Artur Schnabel, RCA Victor LM 7050 (M); LSC 7050 (S)	42
	14	IVES: THE FOUR SYMPHONIES . . . 1 Philadelphia Orch. (Ormandy)/New York Philharmonic (Bernstein)/The American Symphony (Stokowski), Columbia D3S 783 (S)	1	34	31	GOLDEN AGE OF OPERETTA (2 LP's) . . . 28 Joan Sutherland/New Philharmonia Orch. (Bonyng), London (No Mono); OSA 1268 (S)	28
	15	SHOSTAKOVITCH: SYMPHONIES NOS. 2 & 3 . . . 5 Royal Philharmonic (Gould), RCA Victor (No Mono); LSC 3044 (S)	5	35	34	BACH ORGAN FAVORITES, VOL. 3 . . . 14 E. Power Biggs, Columbia (No Mono); MS 7108 (S)	14
	16	GLORY OF GABRIELLI . . . 30 E. Power Biggs/Various Artists/Columbia (No Mono); MS 7071 (S)	30	36	25	SATIE: PIANO MUSIC, VOL. 3 . . . 20 Aldo Ciccolini, Angel (No Mono); S 36485 (S)	20
	17	SATIE: PIANO MUSIC, VOL. 1 . . . 18 Aldo Ciccolini, Angel (No Mono), S 36482 (S)	18	37	26	BERG: LULU (3 LP's) . . . 17 Rothenberg/Meyer/Various Artists/Hamburg State Opera Orch. (Ludwig), Angel (No Mono); SC 3725 (S)	17
	18	VERDI: ERNANI (3 LP's) . . . 29 Price/Bergonzi/Various Artists/RCA Italiano Orch. (Schippers), RCA Victor LM 6183 (M); LSC 6183 (S)	29	38	14	BERG: LULU (3 LP's) . . . 24 Lear/Fischer-Dieskau/Various Artists/Deutsche Oper Berlin (Boehm), DGG (No Mono); 139 273/75 (S)	24
	19	J. STRAUSS: BLUE DANUBE . . . 17 Berlin Philharmonic (Karajan), DGG (No Mono); 139 014 (S)	17	39	—	BERLIOZ: REQUIEM (2 LP's) . . . 1 Schrier/Bavarian Radio Orch. & Chorus (Munch), DGG 139 264/65 (S)	1
	20	LISZT: ARRANGED BEETHOVEN SYMPHONY NO. 5 . . . 21 Glenn Gould, Columbia (No Mono); MS 7095 (S)	21	40	40	PONCHIELLI: LA GIOCONDA . . . 2 Callas/Cossotto/Various Artists/La Scala Orch. (Votto), Seraphim (No Mono); SIC 6031 (S)	2

NEW ACTION LP's

Title, Artist, Label & No.

SONGS OF ANDALUSIA . . .
Victoria de Los Angeles, Angel SFSL 36468 (S)

TCHAIKOVSKY'S GREATEST HITS (2 LP's) . . .
Various Artists/Minneapolis Symphony (Dorati), Mercury (No Mono); SR 2 9126 (S)

SHOSTAKOVICH: VIOLIN CONCERTO NO. 2/SYMPHONY NO. 6 . . .
David Oistrakh, Moscow Philharmonic Orch. (Kondrashin), Melodiya/Angel SR 40064 (S)

BACH: ORGAN MUSIC FROM SIOSSONS CATHEDRAL . . .
Maurice & Marie-Madeleine Durufle, Angel (No Mono); S 36507 (S)

Title, Artist, Label & No.

OVERTURES . . .
London Philharmonic (Black), Phase 4 SPC 21028 (S)

BRAHMS: PIANO CONCERTO NO. 1 IN D MINOR . . .
Cleveland Orch. (Serkin/Szell), Columbia MS 7143 (S)

THE ROMANTIC RACHMANINOFF . . .
Kingsway Symphony Orch. (Camarata), Phase 4 STC 21029 (S)

THAT PHILADELPHIA SOUND . . .
Philadelphia Orch. (Ormandy), Columbia M2X 786 (S)

ORCHESTRAL MASTERPIECES FROM THE RING OF THE NIEBELUNG . . .
London Philharmonic Orch. (Stokowski), Phase 4 SPC 21026 (S)

Honolulu Lists Subscription Set

HONOLULU — The 1968-1969 subscription season of the Honolulu Symphony begins on Sunday (6) under Robert La-Marchina, his second season as the orchestra's music director.

George Barti, the Honolulu's former principal conductor, will conduct one of the Saturday matinee-Tuesday evening pairs,

conducting his own "The Waters of Kane" on March 30 and April 1.

Guest artists will include violinists Michael Rabin and Tossy Spivakovsky, pianists Byron Janis and Susan Starr, harpist Nicanor Zabaleta, the First Chamber Dance Quartet, and the Honolulu Chorale.

Russian Awarded Top Busoni Prize

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

Karajan Cassette

• *Continued from page 40*

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

Rhythm & Blues

Billboard SPECIAL SURVEY For Week Ending 10/5/68

BEST SELLING Billboard R&B Singles

★ 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
8	1	SAY IT LOUD—I'M BLACK AND I'M PROUD James Brown & His Famous Flames, King 6187 (Golo, BMI)	4	26	14	PEOPLE GOT TO BE FREE Rascals, Atlantic 2537 (Slasars, ASCAP)	9
2	1	YOU'RE ALL I NEED TO GET BY Marvin Gaye & Tammi Terrell, Tamla 54169 (Jobete, BMI)	10	27	9	I CAN'T STOP DANCING Archie Bell & the Drells, Atlantic 2534 (Downstairs/Double Diamond, BMI)	10
3	3	SLIP AWAY Clarence Carter, Atlantic 2508 (Fame, BMI)	14	28	18	I'VE NEVER FOUND A GIRL (To Love Me Like You Do) Eddie Floyd, Stax 0002 (East, BMI)	13
4	4	SPECIAL OCCASION Smokey Robinson & the Miracles, Tamla 54172 (Jobete, BMI)	6	29	32	(YOU) GOT WHAT I NEED Freddie Scott, Shout 233 (Double Diamond/Downstairs, BMI)	6
5	5	PLEASE RETURN YOUR LOVE TO ME Temptations, Gordy 7074 (Jobete, BMI)	8	30	47	I LOVE YOU MADLY Fantastic Four, Ric Tic 144 (Ric Tic, BMI)	2
6	6	GIRL WATCHER O'Kaysions, ABC 11094 (North State, ASCAP)	9	31	31	LIGHT MY FIRE Jose Feliciano, RCA Victor 47-9550 (Nipper, ASCAP)	3
7	7	HIP CITY—Part 2 Jr. Walker & the All Stars, Soul 35048 (Jobete, BMI)	6	32	48	IF I DIDN'T LOVE YOU Profiles, Duo 7449 (Downstream/Sea Jack, BMI)	2
8	11	I SAY A LITTLE PRAYER Aretha Franklin, Atlantic 2456 (Jac/Blue Seas, ASCAP)	6	33	34	I CAN'T DANCE TO THAT MUSIC YOU'RE PLAYIN' Martha Reeves & the Vandellas, Gordy 7075 (Jobete, BMI)	7
9	2	THE HOUSE THAT JACK BUILT Aretha Franklin, Atlantic 2456 (Cotillion, BMI)	7	34	46	I FOUND A TRUE LOVE Wilson Pickett, Atlantic 2558 (Cotillion/Tracebob/Erva, BMI)	2
10	19	LITTLE GREEN APPLES O. C. Smith, Columbia 44616 (Russell-Cason, ASCAP)	4	35	35	OH LORD, WHY LORD Los Pop Tops, Calla 154 (JAMF, BMI)	4
11	23	FOOL FOR YOU Impressions, Curtom 1932 (Camad, BMI)	3	36	42	MESSAGE FROM MARIA Joe Simon, Sound Stage 7 2617 (Cape Ann, ASCAP)	4
12	20	FUNKY JUDGE Bull & the Matadors, Toddlin' Town 108 (Downstream/Napac/Flomar, BMI)	6	37	38	I LIKE EVERYTHING ABOUT YOU Jimmy Hughes, Volt 4002 (Ro-Gor, BMI)	4
13	16	HEY WESTERN UNION MAN Jerry Butler, Mercury 72850 (Parabut/Double Diamond/Downstairs, BMI)	3	38	45	CHAINED Marvin Gaye, Tamla 54170 (Jobete, BMI)	2
14	10	LOVE MAKES A WOMAN Barbara Acklin, Brunswick 55379 (Jalynne/BRC, BMI)	14	39	39	WORKIN' ON A GROOVY THING Patti Drew, Capitol 2197 (Screen Gems-Columbia, BMI)	13
15	12	STAY IN MY CORNER Dells, Cadet 5612 (Conrad, BMI)	16	40	40	I AM YOUR MAN Bobby Taylor & the Vancouvers, Gordy 7073 (Jobete, BMI)	5
16	17	DON'T CHANGE YOUR LOVE Five Stairsteps & Cubie, Curtom 1931 (Camad, BMI)	6	41	—	CHOICE O'Jays, Bell 737 (My/Bay-Wes, BMI)	1
17	15	GIRLS CAN'T DO WHAT THE GUYS DO Betty Wright, Alston 4001 (Sherlyn, BMI)	10	42	37	BROWN EYED WOMAN Bill Medley, MGM 13959 (Screen Gems-Columbia, BMI)	5
18	21	I WISH IT WOULD RAIN Gladys Knight & the Pips, Soul 35047 (Jobete, BMI)	4	43	43	WHO IS GONNA LOVE ME Dionne Warwick, Scepter 12226 (Blue Seas/Jac, ASCAP)	3
19	22	BREAK YOUR PROMISE Delphonics, Philly Groove 152 (Nickel Shoe/Bellboy, BMI)	5	44	—	LET MY PEOPLE GO Jack McDuff, Cadet 5614 (Growl, BMI)	1
20	27	FLY ME TO THE MOON Bobby Womack, Minit 32048 (Almanac, ASCAP)	7	45	—	HOLD ME TIGHT Johnny Cash, JAD 207 (Nash, ASCAP)	1
21	29	I AIN'T GOT TO LOVE NOBODY ELSE Masqueraders, Bell 733 (Press, BMI)	5	46	49	DO WHAT YOU GOTTA DO Nina Simone, RCA Victor 47-9602 (Rivers, BMI)	2
22	26	THERE WAS A TIME Gene Chandler, Brunswick 55383 (Golo/Lois, BMI)	4	47	—	PEACE OF MIND Nancy Wilson, Capitol 2283 (Almo, ASCAP)	1
23	33	COURT OF LOVE Unifics, Kapp 935 (Andjun, BMI)	3	48	—	THE LOVE I NEED Ruby Andrews, Zodiac 1010 (WilRic, BMI)	1
24	30	PRIVATE NUMBER Judy Clay & William Bell, Stax 0005 (East, BMI)	5	49	—	I'VE GOT DREAMS TO REMEMBER Otis Redding, Atco 6612 (East-Time-Redwal, BMI)	1
25	13	YOU MET YOUR MATCH Stevie Wonder, Tamla 54172 (Jobete, BMI)	10	50	50	STANDING ON THE OUTSIDE Brenda Jo Harris, Roulette 7021 (Big Seven, BMI)	2

SOUL SAUCE

BEST NEW RECORD OF THE WEEK:

"Always Together"
DELLS
(Cadet)



By ED OCHS

SOUL SLICES: Motown's magnificent Martha Reeves, apartment hunting in New York, stopped to swap talk with Soul Sauce last week, ending all rumors of a split with Motown. The Vandellas, reshuffled to keep the unit of the group, will soon hit the road and recording studio to keep the soul sounds rolling. The group's latest record, "I Can't Dance to That Music," was the sore spot between Martha and Motown, when her voice was dubbed over with a Diana Ross sound-alike. With Martha Reeves back in action, Motown only has a few more rumors to deny—like the shaky status of the Temptations. But that's another story. . . . Jerry King, club deejay at the Arthur discotheque, is a Martha Reeves fan forever. The tall beauty from Detroit starred at King's "Sound Search" show debut at Fort Green in Brooklyn, Sept. 16, with a hand-shaking baby-hugging tour through the crowds. Motown never had a more gracious ambassador to show that all their soul isn't in the grooves—but in the streets, too. . . . Reports on Sly & the Family Stone's long-awaited tour of England indicates that the wait isn't over yet. Customs woes—a busted bass and a charge of carrying a concealed weapon—delayed the group's entry. And when the air was cleared, the equipment failed. The last word: no show on account of technical difficulties. . . . The Atlantic-Atco group swept the 1968 Melody Maker Pop Poll released last week in England. Aretha Franklin was named Girl Singer of the Year, while Eric Clapton of Cream was named Musician of the Year. . . . The UNIFICS, Kapp's r&b team, play Howard University on Oct. 24 with Hugh Masekela and headline the Apollo Theater Oct. 18 as "Court of Love" makes the big turn to the pop charts. . . . Clarence Carter's "Slip Away" has turned to gold—his first. . . . The Glories, Date soulers with "No News" have some good news: the girls will be featured on four TV shows during October, including Channel 13's new "Soul!" show and the Jerry Blavat Show in Philly. . . . Joe Simon's "Message From Maria" is fighting for a gasp of air play with the flip side, "I Worry 'Bout You." . . . Vanguard blues guitarist Buddy Guy has taped a CBS-TV special on the blues for the fall season.

★ ★ ★

FILETS OF SOUL: Black-and-white duos are winning a share of the pop market with Mercury's Bunky & Jake, Capitol's Hedge & Donna, the ex-Billy Vera & Judy Clay team and now, the Spaulding Wood Affair, Kapp's interracial duo. Says Joe Spaulding, "We've had trouble for two years. Record companies just didn't want anything to do with us. Now it's gaining more and more acceptance, and by next year, it might be commonplace." . . . Comedian Flip Wilson will perform at Newark's Symphony Hall, Saturday (5), along with super-sax Eddie Harris, Stanley Turrentine and the Shirley Scott Trio. . . . Gene Chandler's Bamboo label and record company are makin' smoke with the Profiles on Duo. . . . Jean Luc Young in Paris tips us that Disc Young, a new French label, is open for business—r&b business, that is. In addition to searching for soul material, Young will also produce a soul show for TV to appear monthly throughout Europe. . . . Motown's Marvelettes are at the end of their two-week tour of U. S. Army bases in Germany which began Sept. 20. . . . Fred Lewis of Massachusetts Distributing called to cue us on the flip side of Carl Carlton's "46 Guitars-1 Drum" climber, "Why Don't They Leave Us Alone." Also Gary (U.S.) Bonds' "I'm Glad You're Back," both happening in the Northeast. . . . Philly's Lord Gas will emcee Queen Booking's Quaker City Tour package starring the Vibrations, Patti LaBelle & the Bluebelles, Delphonics, Intruders and Cliff Nobles Oct. 25-Dec. 7. . . . King Curtis and the Kingpins will spend a week starting Monday (7) at the Sahara Club in Montreal. . . . The Impressions Las Vegas date at Caesars Palace fell through. . . . What is your verdict on Dennis Edwards, the Temptation's replacement for David Ruffin, who is now fee-deep in a law suit with Motown? . . . Stanley Steinhaus, vice-president of Musitron S.A. in Caracas, Venezuela, writes us that Aretha Franklin's recent visit sparked a soul avalanche there, and boasts that "Caracas must be the biggest r&b foreign market today in Latin America." Steinhaus adds that artists, regardless of labels, should try to include Caracas in their Latin itinerary. . . . John Sippel of Mercury in Chicago reads Soul Sauce. Do You?

★ ★ ★

MAKIN' FIRE: Peggy Scott & Jo Jo Benson, "Pickin' Wild Mountain Berries" (SSS). . . . Four Tops, "I'm in a Different World" (Motown). . . . Alvin Cash, "Keep On Dancing" (Toddlin'

OCTOBER 5, 1968, BILLBOARD

THE BELL BROTHERS

★
"THROW AWAY THE KEY"

SURE-SHOT 5038

LITTLE CARL CARLTON

★
"46 DRUMS—1 GUITAR"
b/w
"WHY DON'T THEY LEAVE US ALONE"

BACK BEAT 598

EDDIE WILSON

★
"SHING-A-LING STROLL"

BACK BEAT 596

DUKE-PEACOCK RECORDS

2809 ERASTUS ST.

HOUSTON, TEXAS

Town). . . **Gloria Jones**, "When He Touches Me" (Minit). . . **Carla Thomas**, "Where Do I Go" (Stax). . . **Patti LaBelle & the Bluebelles**, "He's My Man" (Atlantic). . . **Marvelettes**, "Destination Anywhere" (Tamla). . . **Dyke & the Blazers**, "Funky Bull" (Original). . . **Profiles**, "If I Didn't Love You" (Duo). . . **Nina Simone**, "Do What You Gotta Do" (RCA Victor). . . **Brenda Jo Harris**, "Standing On the Outside" (Roulette).

★ ★ ★
MAKIN' FIRE: **Wilson Pickett**, "I Found a True Love" (Atlantic). . . **Marvin Gaye**, "Chained" (Tamla). . . **Fantastic Four**, "I Love You Madly" (Ric Tic). . . **Joe Simon**, "Message From Maria" (SS7). . . **UNIFICS**, "Court of Love" (Kapp). . . **Masqueraders**, "I Ain't Got to Love Nobody Else" (Bell). . . **Jose Feliciano**, "Light My Fire" (RCA Victor). . . **Delphonics**, "Break Your Promise" (Philly Groove). . . **Jerry Butler**, "Hey Western Union Man" (Mercury). . . **O. C. Smith**, "Little Green Apples" (Columbia). . . **Carl Carlton**, "46 Guitars-1 Drum" (Back Beat). . . **Otis Redding**, "I've Got Dreams to Remember" (Atco). . . **Los Pop Tops**, "Oh Lord, Why Lord" (Calla). . . **Ray Charles**, "Sweet Young Thing Like You" (ABC). . . **Archie Bell & the Drells**, "Do the Choo Choo" (Atlantic). . . **Stevie Wonder**, "Alfie" (Gordy).

★ ★ ★
FIRE & SMOKE: **Smokey Robinson & the Miracles**, "Special Occasion" (Tamla). . . **Aretha Franklin**, "I Say a Little Prayer" (Atlantic). . . **Impressions**, "Fool for You" (Curtom). . . **James Brown**, "Say It Loud" (King). . . **Judy Clay & William Bell**, "Private Number" (Stax).

From The Music Capitals of the World

CHICAGO

Odell Brown and the **Organizers** have renewed a long-term contract with **Cadet Records**. . . **Richard Evans**, a&r director for **Cadet**, was recently in New York to record **Ray Bryant**. The disk will be released January, 1969. . . **Salloom Sinclair** and the **Mother Bear**, the newest addition to the newly formed rock label



CAPITOL RECORDS' LOU RAWLS accepts a plaque commemorating "Lou Rawls Day" in Los Angeles. The award, presented by L.A.'s Mayor Sam Yorty, marked Rawls' contribution to music and to the children of Los Angeles.



MR. AND MRS. BERRY GORDY SR. step to a waiting limousine following a nostalgic repeat of their marriage vows marking the couple's 50th wedding anniversary, Sept. 9, in Detroit. Joining in the festivities is **Berry Gordy Jr.**, Motown chief, who has celebrated many golden galas for his best-selling soul disks. In addition to the Gordys' seven children and 20 grandchildren, also attending are Mrs. **Esther Edwards**, Mrs. **Anne Gaye** and, at the far right, Motown star **Diana Ross**.

Cadet/Concept, were recently in Sacramento, Calif., to play on the same bill with the **Grateful Dead**.

The **Rotary Connection's** second album was recorded in **Ter Mar Recording Studio's** latest modern technique, **Concept 12**. . . **WLS** personality **Clark Weber** was emcee in the final competition of the **Chicago Kiwanis "Little Miss Peanut"** contest Sept. 27. . . **Corbett Monica** has opened at **Mister Kelly's**. Appearing with the comedian was **Chicago singer Mara Lynn Brown**. . . The **Bubblegum Machine** is concluding a two-week engagement at the **Rush Over**. . . The **Happy Medium** is spotlighting the musical "Jacques Brel Is Alive and Well and Living in Paris." . . **Rosalie Weiner** officially opened **My Sister's Place** on East Walton. The new nightspot features vocalist **Harriette Blake** with the **Reginald Willis Trio**. . . The Afro-Cuban jazz of the **Mongo Santamaria Septet** is on tap at the **London House**. . . **Jay Andres** has replaced **Norman Ross** on **WGN** radio as presenter of the **Talman** programs. **RON SCHLACHTER**

HONOLULU

Lady Soul Aretha Franklin appears Nov. 9-10 at the **Honolulu International Center Arena**, under the auspices of **Arena Associates** and **K-POI Radio**. . . **Phyllis Diller**, **NBC-TV** and **Columbia Records** artist, vacationed on the **Island of Kauai** before returning home. . . **Makaha Records** plans a live album with **Billy K. and the Seamen** at **Shipwreck Kelly's**, the club in the **Holiday Isle Hotel** in **Waikiki**. . . **Hula Records** will probably schedule a live LP with **Herb Ohta** on the subsidiary **Surfside** label—capturing the uke artist's **Canoe House Show** at the **Ilikai Hotel**. . . **Hula** definitely will do a **Danny Kaleikini** session live, from the **Hala Terrace** of the **Kahala Hilton Hotel**. . . Tickets are moving at a brisk pace for the **Jimi Hendrix Experience** Saturday (5) at the **H.I.C. Arena**. . . **Beverlee & the Sneakers** recorded here for **Warner Bros.-Seven Arts-Reprise** before moving on to **Reno**.

Six Crown Record Co. of **Japan** artists will headline a **Crown Music Festival** at the **Nippon Theatre** Nov. 8-9. The singers are **Yukiji Asaoka**, **Taro Hitofushi**, **Saburo Kitajima**, **Ako Midorikawa**, **Midori Sasa** and **Tara Yamada**. They will help commemorate the centennial of Japanese migration to **Hawaii**, and mark the fifth anniversary of **Crown**. . . **Decca** star **Ed Kenney** putting the finishing touches on his leading role in the world premiere production of "Thank Heaven for the Heathan," an original musical by **Eaton "Bob" Magoon Jr.** and

BEST SELLING R&B 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)	13	26	29	PORTRAIT OF RAY Ray Charles, ABC (No Mono); ABCS 625 (S)	25
2	2	TEMPTATIONS WISH IT WOULD RAIN Gordy (No Mono); 7072 (S)	20	27	27	BOBBY TAYLOR & THE VANCOUVERS Gordy GS 930 (S)	3
3	5	JAMES BROWN LIVE AT THE APOLLO, VOL. 2 King (No Mono); 1022 (S)	5	28	31	LOOK AROUND Sergio Mendes & Brasil '66, A&M (No Mono); SP 4137 (S)	19
4	4	FELICIANO Jose Feliciano, RCA Victor LPM 3957 (M); LSP 3957 (S)	12	29	30	VALLEY OF THE DOLLS Dianne Warwick, Scepter (No Mono); SPS 568 (S)	31
5	3	THE IMMORTAL OTIS REDDING Atco (No Mono); SD 33-252 (S)	13	30	22	FEELIN' BLUESY Gladys Knight & the Pips, Soul (No Mono); S 707 (S)	20
6	6	EASY Nancy Wilson, Capitol (No Mono); ST 2909 (S)	19	31	32	SMOKEY ROBINSON & THE MIRACLES GREATEST HITS, VOL. 2 Tamla T 280 (M); TS 280 (S)	33
7	8	TIME PEACE/GREATEST HITS Rascals, Atlantic (No Mono); SD 8190 (S)	13	32	35	TO RUSSELL, MY BROTHER, WHOM I SLEPT WITH Bill Cosby, Warner Bros.-Seven Arts (No Mono); WS 1734 (S)	26
8	9	THE PROMISE OF THE FUTURE Hugh Masekela, Uni (No Mono); 73028 (S)	18	33	33	HISTORY OF OTIS REDDING Volt 418 (M); S 418 (S)	40
9	7	HICKORY HOLLER REVISITED O. C. Smith, Columbia (No Mono); CS 9680 (S)	14	34	20	DOWN HERE ON THE GROUND Wes Montgomery, A&M (No Mono); LP 3006 (S)	22
10	11	ARE YOU EXPERIENCED Jimi Hendrix Experience, Reprise R 6261 (M); RS 6261 (S)	50	35	41	SPECIAL OCCASION Smokey Robinson & the Miracles, Tamla TS 290 (S)	2
11	12	WHEELS OF FIRE Cream, Atco (No Mono); SD 33-244 (S)	8	36	39	DIONNE WARWICK'S GOLDEN HITS—Part 1 Scepter SRM 565 (M); SPS 565 (S)	47
12	10	LADY SOUL Aretha Franklin, Atlantic 8176 (M); SD 8176 (S)	33	37	36	BEST OF NANCY WILSON Capitol (No Mono); SKAO 2947 (S)	6
13	13	TIME HAS COME Chambers Brothers, Columbia CL 2722 (M); CS 9522 (S)	6	38	—	DIANA ROSS & THE SUPREMES "LIVE" AT LONDON'S TALK OF THE TOWN Motown (No Mono); MS 676 (S)	1
14	14	STONED SOUL PICNIC 5th Dimension, Soul City (No Mono); SCS 92002 (S)	7	39	45	BEST OF LOU RAWLS Capitol (No Mono); SKAO 2948 (S)	8
15	15	ELECTRIFYING EDDIE HARRIS Atlantic 1495 (M); SD 1495 (S)	30	40	42	TIGHTEN UP Archie Bell & the Drells, Atlantic (No Mono); SC 8181 (S)	20
16	19	MAIDEN VOYAGE Ramsey Lewis, Cadet (No Mono); LPS 811 (S)	10	41	—	YESTERDAY'S DREAMS Four Tops, Motown (No Mono); MS 669 (S)	1
17	17	DOCK OF THE BAY Otis Redding, Volt 419 (M); S 419 (S)	29	42	40	THE SOUL GOES ON Jerry Butler, Mercury (No Mono); SR 61171 (S)	7
18	16	A DAY IN THE LIFE Wes Montgomery, A&M (No Mono); SP 3001 (S)	50	43	44	UP POPS RAMSEY LEWIS Capitol LP 799 (M); LPS 799 (S)	18
19	18	THERE IS Dells, Cadet (No Mono); LP 804 (S)	21	44	47	STEVIE WONDER'S GREATEST HITS Tamla (No Mono); 282 (S)	23
20	25	YOU'RE ALL I NEED Marvin Gaye & Tammi Terrell, Tamla TS 284 (S)	3	45	46	SOPHISTICATED SOUL Marvelettes, Tamla TS 286 (S)	2
21	21	IN A MELLOW MOOD Temptations, Gordy 924 (M); S 924 (S)	42	46	48	REFLECTIONS Diana Ross & the Supremes, Motown (No Mono); 665 (S)	23
22	23	COWBOYS TO GIRLS Intruders, Gamble (No Mono); SG 5004 (S)	13	47	37	A TRIBUTE TO COURAGE Rufus Harley, Atlantic SC 1504 (S)	4
23	24	BEST OF THE IMPRESSIONS ABC ABCS 654 (S)	4	48	50	PEACHES & HERB'S GREATEST HITS Date TES 4012 (S)	2
24	34	TEMPTATIONS GREATEST HITS Gordy 919 (M); S 919 (S)	95	49	—	SOUL LIMBO Booker T & the MG's, Stax STS 2001 (S)	1
25	26	PLUG ME IN Eddie Harris, Atlantic (No Mono); SD 1506 (S)	10	50	—	LOVE MAKES A WOMAN Barbara Acklin, Brunswick BS 754137 (S)	1

Robert Helpmann, Magoon's East-West Records would like to cut an original cast LP, but **Decca's** been holding off on a release on **Kenney**. **Makaha Records** star and vice-president **Marlene Sai** also is among the female leads. . . **Nylen Bros.**, the local distributor of **A&M**, **Liberty-Imperial**, and **Motown-Tamla** disks, has finally moved to his new quarters. A fire over a year ago razed the old building which since has been rebuilt with a fancy showroom for phonographs.

LOS ANGELES

Hank Thompson tapes a "Joey Bishop Show" Sept. 30. . . **Louis Bellson** continues at the **Hong Kong Bar**. . . **Ashley Famous Agency** represents the **Doors**. . . **Gil Melle** scores "World Premiere: Act of Piracy." . . **Ray Charles** on the "Jerry Lewis Show" Tuesday (1). . . **Georges Delerue** scores "The Brain." . . **Clara Ward and the Ward Singers** tour Japan and Korea for two weeks. . . The **Vanilla Fudge** tape the "Donald O'Connor Show." . .

Alex North has begun scoring sessions on **MGM's** "The Shoes of the Fisherman," using an orchestra of 101 musicians, the largest call at **MGM** since 1939. . . **John Gary** will be at the **Fairmont Hotel**, **San Francisco**, for three weeks, beginning Thursday (3). . . The **Arbors**, **Columbia** artists, go on tour with **Roger Williams**. . . **Bill Medley** sings his newest **MGM** release, "Peace, Brother, Peace," on the "Smothers Brothers Show" Oct. 13. . . The soundtrack album of **Paramount's** "Romeo and Juliet" will be released by **Capitol** in October. In addition to the **Nino Rota** score, the album will have dialogue highlights from the film.

Neil Diamond on the "Joey Bishop Show" Friday (4). . . **David T. Walker**, **Revue** artist, appears in "The Packager," a segment of "It Takes a Thief," Oct. 28. . . **Mike Melvojn** scores "Simon Bolivar." . . **Florence Henderson** plays the **Hotel Plaza**, **New York**, Oct. 23-Nov. 12. . . **Hank Thompson** plays fair dates in **Kansas**, **Arkansas**, **Iowa** and **South Dakota**. . . **Ed Ames** is build-

ing a recording studio alongside his **Beverly Hills** home. It will be the headquarters for his **Sarita Productions**, and he will record there, make dubs and audition new talent. . . The **Young Americans** on the "Perry Como Special" Dec. 1. . . **Vic Damone** plays **Harold's Club**, **Reno**, for three weeks, beginning Oct. 1. . . **Roy Clark** on "Operation: Entertainment" Nov. 8. . . **Ed Ames** on the "Ed Sullivan Show" Oct. 27. . . **Frank Sinatra Jr.** will be at the **Frontier Hotel**, **Las Vegas**, Oct. 2-29. . . **Jimmy Dean** plays the **Fremont Hotel**, **Las Vegas**, Oct. 24-Nov. 13. . . **Wayne Newton** on the "Tennessee Ernie Ford Show" Nov. 16. . . **Mason Williams**, writer for the "Smothers Brothers Show," produces and creates **Mama Cass Elliot's** **Caesars Palace** act. . . **Judy Lynn** plays the **Golden Nugget**, **Las Vegas**, Oct. 17-Nov. 13. . . The **Four Freshmen** will be at **Paul's Mall**, **Boston**, Nov. 18-24; **The Moon**, **Hazel Park**, **Mich.**, Dec. 2-14, and the **Pan American Center**, **Las Cruces**, **N. M.**, Dec. 15.

Columbia Music: A Store For the Serious Musician

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

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

"Every one of our salesmen is an expert on at least one instrument and knows its particu-

lar idiosyncrasies intimately."

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

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

Heller's next merchandising approach is to keep well stocked with all equipment from the best suppliers. This means both instruments and accessories. In some ways, it is more important to be well stocked with accessories because these are the items most often in demand in a rush and the ones on which the store can build a reputation for completeness. They are also a good traffic puller.

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



EDDIE REGAN, of Columbia Music, San Francisco, demonstrates some of the more expensive instruments which are kept on display in a locked room at the store. The professional musician is Columbia's primary customer.

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

The more expensive instruments are displayed in a glassed-in, locked room, accessible only by the salesmen. Customers may try out the instruments in this room, but two sound-proofed rooms on the second

floor have been set aside primarily for this purpose.

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

The basic sheet music stock is kept in drawers, alphabetized by title for self-service, and is located adjacent to the instrument section to meet the needs of both the professional and amateur.

Shop-at-Home

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



DRUMMING IN THE RAIN didn't dampen the enthusiasm of jazz drummer Elvin Jones nor the thousands of youngsters who attended Chicago's first Back-to-School Drum-In, held recently in Grant Park. The event was sponsored by the City of Chicago's Department of Special Events, the Chicago Park District and Drums Unlimited, a local percussion shop.

From The Music Capitals of the World

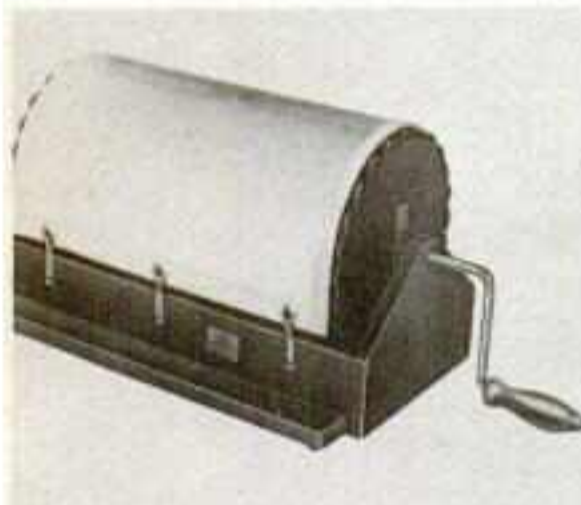
HAMBURG

The well received musical "Prairie Saloon," written by Lotar Ollas and starring Polydor's Freddy Quinn, makes a three-month tour of 70 cities in West Germany, Austria, Holland and Switzerland. Meanwhile Polydor has released the Quinn LP "Viva Mexico," which was produced in the A&M studios in Hollywood with the orchestra of Eddie Cano and Los Tres Mexicanos. . . . Atlantic singer Arthur Conely will make a 14-day tour of Germany in October. . . . Sir Henry and His Butlers from Denmark play a concert in Ravensburg Thursday (19). . . . The Doors (Elektra) played two sellout concerts in Frankfurt.

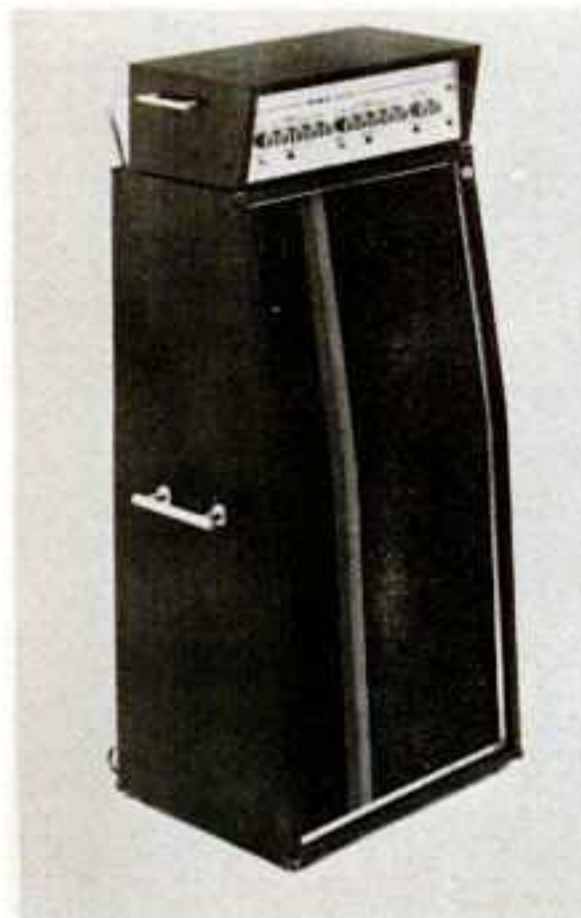
Singer Alexandra has renewed her contract with Phonogram for a five-year term. Her producer is Fred Weyrich. . . . Phonogram has canceled its promotion contract with Larry Yaskiel for Manfred Mann, Traffic, Dusty Springfield and Dorthe following Yaskiel's appointment as head of the DGG promotion affiliate, Antenna. . . . Philips reports its current best selling singles as "Waerst du doch in Dusseldorf geblieben," by Dorthe; "Sehnsucht," by Alexandra and "My Name Is Jack," by Manfred Mann. Leading albums are "Happening in Music," by Peter Convent; "2 in 3," by Esther & Abi Ofarim, and "Premiere," by Alexandra. WOLFGANG SPAHR



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



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



THE MAIN FEATURE of the RMI 140A amplifier, from Rocky Mount Instruments, Inc., is a separate built-in treble system. Completely solid state in design, the RMI 140A uses two J.B. Lansing 15 in. low and mid-range drivers and two very high frequency, high efficiency drivers. Each of its two separate channels is equipped with bass, treble, presence, brightness, reverb and volume controls. The suggested list price is \$795.

JBL Issues Two Manuals

LOS ANGELES — Instructions and handy hints on building loudspeaker enclosures are offered in two new manuals by James B. Lansing Sound Co. "Enclosures Construction Manual" CF802, discusses the basics of enclosure design, the ported enclosure, grille assemblies, typical cabinet construction, joints, bracing and professional finishing techniques.

CF706, "Enclosure Construction for JBL 'F' Series Musical Instrument Speakers," provides assistance to the guitar and organ player who is demanding in his needs for quality construction, but prefers to do it himself. Actual dimensions and port sizes are given for typical enclosures.

Both manuals are free from franchised JBL dealers or by remitting 50 cents for each manual to JBL, 3249 Casitas Avenue, Los Angeles, Calif. 90039.

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Phono needles, blank tape cassettes and accessories



TROPHY MUSIC CO. is currently introducing a new line of Cambridge wood recorders across the country. The tenor and bass models both feature two specially designed clarinet-type keys on the bell for easier execution of sharps and flats. The suggested list price for the F soprano and C soprano is \$6.95; The F alto, \$17.50; the C tenor, \$27.50; and the F bass, \$89.50. All are individually packaged with swab and grease.

Coin Machine World

Two-for-a-Quarter Pricing? Kan. Firm Gets 25c Per Play!

By BEVERLY BAUMER

WICHITA, Kan.—Two-for-a-quarter pricing on jukeboxes is nothing new to Mark Blum. For



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

the past two years his firm has been following a practice of pricing jukebox play at one-for-a-quarter!

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

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

(Continued on page 51)

Rowe Adds Canadian Branches

WHIPPANY, N. J.—Rowe International, Inc., a division of Triangle Industries, Inc., has opened two distributorships in Canada, according to Rowe president, Jack Harper.

The Montreal office at 9341 Cote de Liesse Road, Dorval, is located in a new building. A

(Continued on page 51)

Granger Visits Mass. Meeting

AUBURN, Mass.—More than 100 persons were on hand here Sept. 19 for a joint dinner meeting of the Massachusetts coin operators. Fred Granger, execu-

(Continued on page 48)

Pool Firms Stir Interest In MOA Show

By EARL PAIGE

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

(Continued on page 47)



REMODELING, as dramatized by this sign, is still under way at Chicago's Sherman House, site of the Music Operators of America (MOA) Music and Amusement Machine Exposition, Oct. 11-13. Here last week, to check on details, was MOA convention chairman John Trucano, Deadwood, S. D. (right), seen chatting with Billboard reporter Earl Paige.

New Equipment



Chicago Coin Six-Player Puck Bowler

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

New Equipment



Bally Four-Player Flipper Game

This new four-player flipper game from Bally Manufacturing Corp. will challenge even the more expert players in your location. Top feature attraction has to be the new "back-track" design, whereby the ball is propelled back up the playfield for added action. The big attraction at the top of the playfield is the top channels where 100 or 200 points can be scored. Three thumper bumpers may trap the ball in this area; or the player may ram the ball back up through a Rock Crusher alley. If the player is skillful enough, a slow shot through this alley can result in the ball coming back to the plunger for another play. Continued action can be accomplished, of course, because of the Flipper Zipper feature (on this, and other late Bally games, whereby the flippers are closed by striking a certain bumper). Other features include an added flipper at the top and a Rock-A-Rock bonus built around lighting the game's name, Rock Makers. Special mention should be made of the clever backglass design and the way it combines stone-age characters in a modern science-fiction format.

OCTOBER 5, 1968, BILLBOARD

Wurlitzer Set to Bow New Model

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

The company will host a cocktail party and dinner the evening prior to the meetings, which will be one-day events. In addition to Bear, service manager C. B. Ross and advertising and sales promotion manager

A. D. Palmer Jr. will head up the presentations.

Formal introduction of the new jukebox was held Sept. 26-28 at Nassau, Bahamas. Wur-

litzer Week will be held Oct. 14-19 at various distributorships, each of which will direct showings in whatever manner they choose.

'COIN'CIDENTALLY

Regional Trade Assns. as Clearing Houses for Requests

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

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

Sometimes two disparate facts such as these can be connected to form a good idea. Such might just possibly be the case with the apparently disconnected problems of supplying requests and association services. Could not regional coin machine in-

dustry trade associations, as has been suggested several times from various industry sources in the past, serve as request clearing houses for members?

For at least two important reasons, industry conditions are now ideal for a trial of some type of clearing house for requests under regional association auspices. First, coin machine trade association interest and involvement are at all-time

(Continued on page 46)

Note From Bonnie

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

BALLY COLOR PLUGS GAMES

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

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



MASSACHUSETTS MEETING of more than 125 operators from New England last week found this happy foursome posing for Billboard's photographer. From left, Russell Mawdsley, Holyoke, Mass.; Ray Barker, Shirley Center, Mass., and Mr. and Mrs. Fred Granger Jr., Chicago. Mawdsley and Barker are Music Operators of America (MOA) leaders, and Granger is MOA executive vice-president.

Regional Trade Assns. as Clearing Houses for Requests

• *Continued from page 45*

highs, both regionally and nationally; second, a renaissance in the art and craft of jukebox

record programming has been taking place. Why not let these parallel trends intersect?

In discussing the procedural particulars of such a clearing

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

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

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

how much time, gasoline and nervous energy have you burned running around to dealers, distributors and one-stops looking for hard to find requests?)

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

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

to run a particular request each week for a month unless the seeker sends in a "Stop Search" notice.

Some clearing house participants receive one or more excess copies of a sought item. Usually they pay the excess with an eye toward expanded or future use of the material.

A year passes, and at the next annual convention of WTMO another operator volunteers his programmer as "Request Central."

Even the crude clearing house plan outlined here would go far to expedite the working of more oldies into the nation's programming. And the plan sketched here is only one of many that might work.

SPECIALS! COMPLETE, AS IS

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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BYRON WAGGONER, Blum's programmer for 27 years. Waggoner believes the popularity meter is the best criterion for a programmer. He has stopped categorizing records because so many types of music have blended together in terms of location preference and need. He is seen here in a 5,000 record library.



Having playfield problems?

Eliminate warping and breaking with new

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by *Fischer*

with *honeycomb playfield*



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

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

100 Series 56" x 101";

90 Series 52" x 91½".



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3

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48 cans in pre-cool**

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**Say You Saw It in
Billboard**

Pool Firms Stir Interest In MOA Show

• Continued from page 45

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

The MOA show, always exciting, will be further enlivened this year by a controversial seminar on one-stops and games tournaments. It is in the area of tournaments that Trucano discovered still more controversy.

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

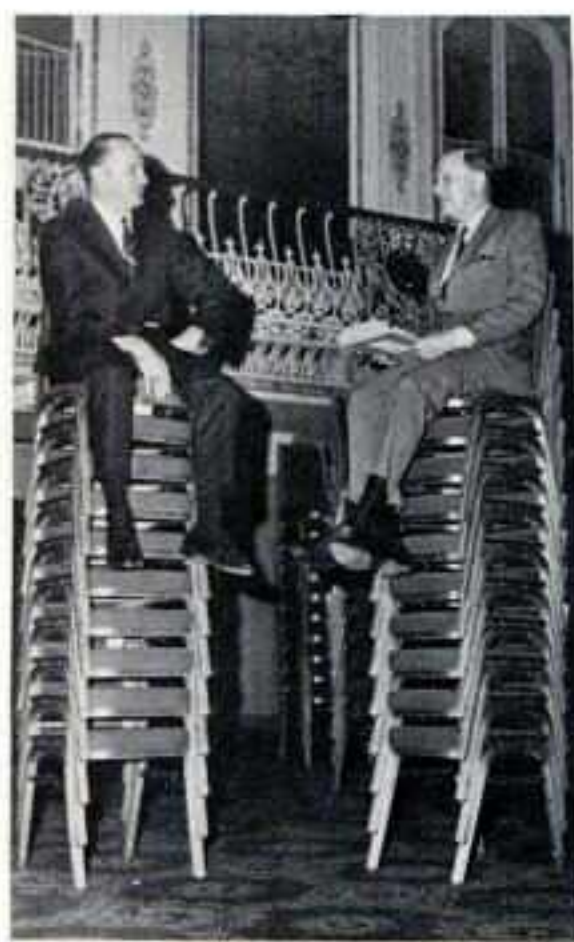
"We're trying to be as fair as possible to all exhibitors. We told the firm it could hold a tournament in its booth as long as it was confined to MOA members. As long as an exhibit is in good taste, MOA tries to keep from making too many hard and fast rules," Trucano said.

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

The Deadwood, S. D., MOA vice-president said the Sherman House, still involved in a massive renovation program, had completed remodeling its public rooms and will have the lobby renovation completed by Oct. 11. "They have remodeled about 12 per cent of the rooms," Trucano said.

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

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



HIGH-LEVEL PLANNING for the upcoming Music Operators of America (MOA) convention is dramatized in this photo of John Trucano, convention chairman (left), and MOA executive vice-president Fred Granger. The convention, all to be held on one level at Chicago's Sherman House, opens Oct. 11. Granger said last week that this year marks the first time he has had to refuse exhibitor space. The annual banquet will be held in the room pictured here and will feature a show that is scheduled to run three hours. There will be no necessity to move the MOA executive platform this year prior to the floor show.

Granger's other problem last week was accommodating last-minute exhibitors. "We're using every bit of our space, but I'm sure we can get everybody in."

The industry seminars will be held Oct. 11, with games preceding one-stops, the latter expected to be prolonged.

Seminar Panelists

Lindy Nardone, A-1 Amusement; Sam D'Agustino; Joe Westerhaus Jr., Royal Distributing Corp.; Victor Van Der Leenden, Montawk Automatic Vending

Co.; Lou Osterman, American Shuffleboard Sales & Service; Tommy Guarino; Darlow Maxwell, Maxwell's Music; Bill Kobler, B & B Operating Co.; Ben Spalding, Spalding Sales.

Eric Bernay, A-1 Record Sales; Evelyn Dalrymple, Lieberman One-Stop; Oscar Buchman, Redisco; Fred Sipiara, Singer One-Stop; Leonard Silver, Transcontinent Records; John Pohl, Original One-Stop; LeRoy Davidson, Davidson's One-Stop; Charles Sisney, Hi-Fi One-Stop; Stuart Glassman, Radio Doctors; Chet Kajeske, Martin & Snyder One-Stop; George Freeman, Northern One-Stop.

Exhibitors

All-Tech Industries, Inc.; American Shuffleboard Co., Inc.; ACA Sales & Service; Bally Manufacturing Corp.;

Billboard Publications, Inc.; Brad, Inc.; Brunswick Corp.; Cameron International, Ltd.; Cash Box; Chicago Coin Machine Div.; Chicago Dynamics; Cine Sonic Sound, Inc.; Cointronics; Color-Sonics, Inc.; Columbia Records, Inc.; D & R Braun Co.; D & R Industries, Inc.; Diplomat Billiard Manufacturing Co.; Ditchburn Organization, Inc.; Diversified Film Distributors; Dynaball Co.; Eastern Novelty Distributors, Inc.; Epic Records; Fischer Manufacturing Co., Inc.; Al Fischer & Co.; Garwin Sales; Harby Industries; Irving Kaye Co., Inc.; Kelmar Film Productions, Inc.; Liberty Records, Inc.; London Records, Inc.; MCA (Decca, Kapp, UNI); MGM-Verve Records; Marketplace; Midway Manufacturing Co.; Mondial International,

Inc.; Monument Record Corp.; Mike Munves Corp.; Nadex Industries, Inc.; National Coin Machine Distributors Assn.; National Shuffleboard & Billiard Co.; Nutting Associates, Inc.; Nutting Industries, Ltd.; Record Source International, Div.; Billboard Publications, Inc.; Record World; Redisco; Rock-Ola Manufacturing Corp.; Rowe International, Inc., div. Triangle Industries, Inc.; Seeburg Corp.; Sega Enterprises, Ltd.; Spindel Insurance Agency, Inc.; Stax-Volt Record Co.; Sutra Import Corp.; Taito Trading Co., Ltd.; TPE-Athon Corp.; U. S. Billiards, Inc.; United Billiards, Inc.; Valley Manufacturing & Sales Co.; V-T Music & Games; Wico Corp.; Williams Electronics, Inc.; Wuritzer Co.

1969 Super

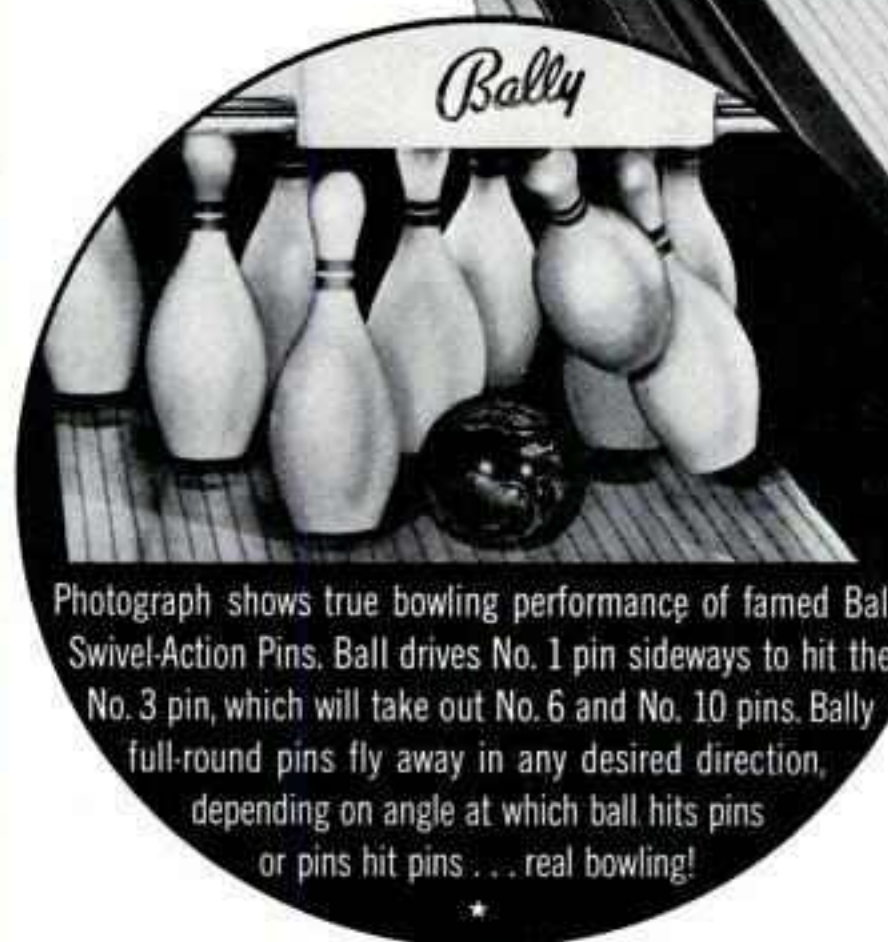
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- in new impressive eye-appeal
- in year-after-year play-appeal
- in extra quiet, extra smooth performance
- in punishment-proof rugged construction
- in time-tested top earning power

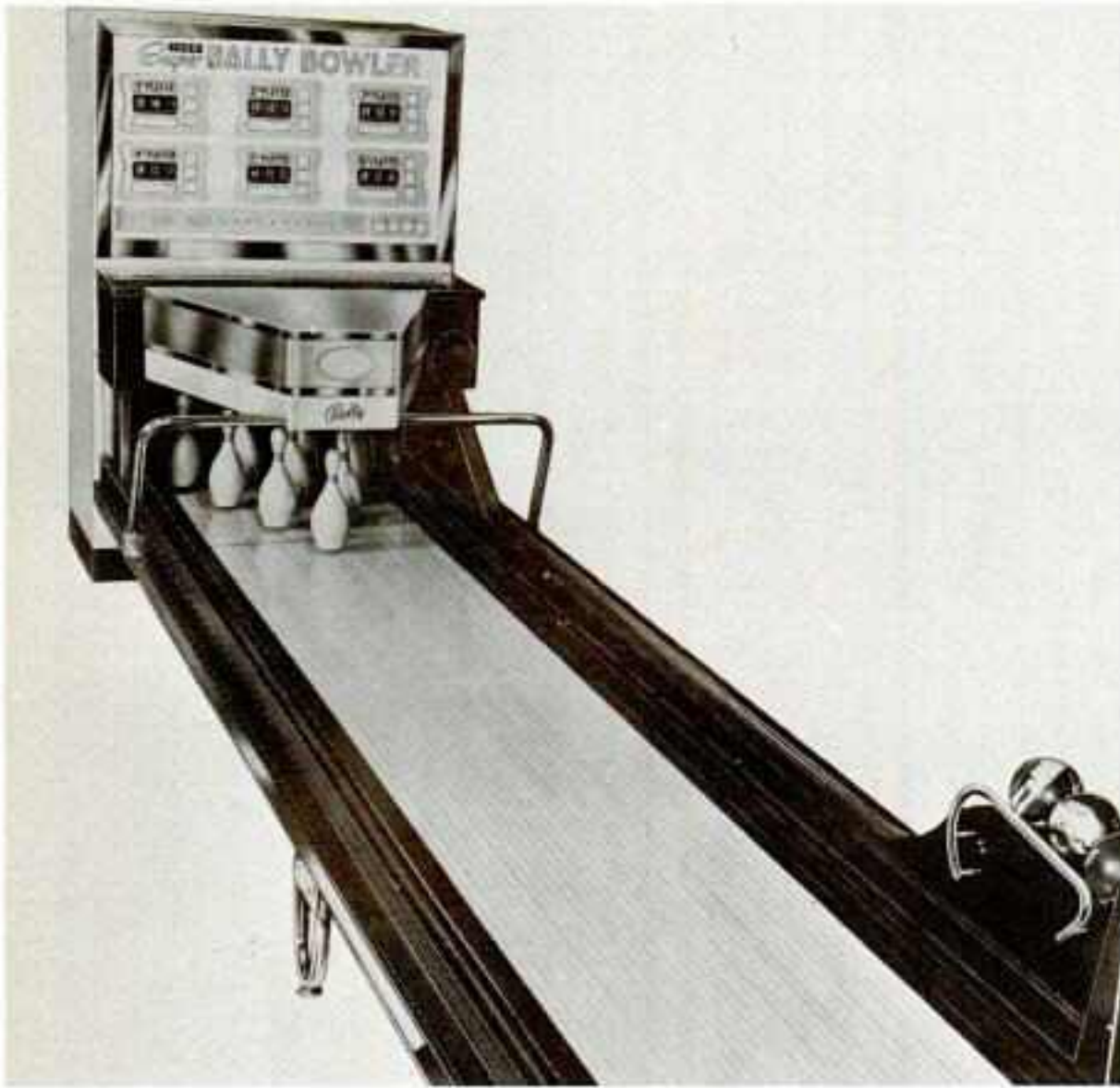
Limited production! Order now!



Photograph shows true bowling performance of famed Bally Swivel-Action Pins. Ball drives No. 1 pin sideways to hit the No. 3 pin, which will take out No. 6 and No. 10 pins. Bally full-round pins fly away in any desired direction, depending on angle at which ball hits pins... real bowling!

See your distributor or write BALLY MANUFACTURING CORPORATION • 2640 BELMONT AVENUE, CHICAGO, ILLINOIS 60618, U.S.A.

New Equipment



Bally Big-Ball Bowler

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

ELECTRIC SCOREBOARDS . . . 2 Models

OVERHEAD MODEL
(Natural finish hardwood cabinet)
• Two-faced. Scores 15-21 and/or 50 pts.
F.O.B. Chicago . . . **\$169.50**

NEW SIDE-MOUNT MODEL
(Walnut Formica finish—easy to clean)
• Scores 15-21 and/or 50 pts. Also 15-21 pts. only.
F.O.B. Chicago . . . **\$249.50**

EACH model also has these features:
• 10¢ 1-player or 2-player by simple plug switchover. Also 2 for 25¢ play. Easily serviced.
• "Game Over" light flashes on at end of game.
• Large metal coin box—holds \$500 in dimes.

Terms: 1/3 dep., bal. C.O.D. or S.D.
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Professional quality Billiard Cloth—green, blue and gold.
2 1/4" 15 Belgian numbered and 2 3/8" Cue Balls. Set . . . \$19.95
57" Cues—str., \$2.95 ea., \$33 dz.
57" Jointed Cues . . . \$7.50 up
Heath and A.B.T. Coin Chutes.
Complete line. Write for new list.

Granger Visits Mass. Meeting

• Continued from page 45

tive vice-president of the Music Operators of America, gave the keynote address.

While the meeting was held by the Massachusetts Coin Machine Association and the Western Massachusetts Music Guild, operators from other New England States were also present. These guests included Anthony Wilkas, president, and Abe Fish, executive vice-president, Music Operators of Connecticut; Don Oliver, president, and his brother Bud of the Maine association.

Addressing the meeting at the Sheraton-Yankee Drummer Motor Inn, Granger talked primarily on the present state of the industry, the direction it is taking and the value of State and local associations. The MOA executive emphasized the importance of the State and local associations to the national association in its legislative battles and added, "It's a two-way street. We need associations on both levels."

Other speakers included Raymond Barker, president of the Massachusetts Coin Machine Association, and Russell Mawdsley, association executive vice-president.

JUKEBOX RECORD REPORT

Best Picks for Week Ending Oct. 5

ANCHORAGE, ALASKA

Cover: "Hey Jude," Beatles, Apple 2276; Teen: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3; Adult: "Fool on the Hill," Sergio Mendes & Brasil '66, A&M 961; C&W: "Mama Tried," Merle Haggard, Capitol 2219.

BROOKLYN

Teen: "Light My Fire," Jose Feliciano, RCA Victor 47-9550; Adult: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3.

BUCHANAN, MICH.

Cover: "My Special Angel," Vogues, Reprise 0766; Teen: "I've Gotta Get a Message to You," Bee Gees, Atco 6603; Adult: "Fool on the Hill," Sergio Mendes & Brasil '66, A&M 961; C&W: "You Can Tell Me," Eddy Arnold, RCA Victor 9606; R&B: "Fire," Crazy World of Arthur Brown, Atlantic 2556; Novelty: "The Snake," Al Wilson, Soul City 767.

CHICAGO

Cover: "Poor Baby," Cowsills, MGM 13981; Teen: "Baby Come Back," Equals, RCA Victor 47 9583; Adult: "Oh Maria," Nick Noble, Date 1616.

CINCINNATI

Teen: "Hey Jude," Beatles, Apple 2276; Adult: "My Special Angel," Vogues, Reprise 0766; C&W: "Slipping Away," Jerry Lee Lewis, Smash 2186.

GAFFNEY, S. C.

Cover: "She Still Comes Around," Jerry Lee Lewis, Smash 2186; Teen: "Fire," Crazy World of Arthur Brown, Atlantic 2556; Adult: "It's All Over But the Crying," Hank Williams Jr., MGM 13968; C&W: "Highest Mountain," Kendalls, Varsity 1098; R&B: "Say It Loud (I'm Black and Proud)," James Brown, King 6187; Oldie: "Don't Play That Song," Ben E. King, Atco 6222.

GLASCO, N. Y.

Teen: "Hey Jude," Beatles, Apple 2276; Adult: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3; C&W: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3; R&B: "Slip Away," Clarence Carter, Atlantic 2508.

GREENSBORO, S. C.

Teen: "Morning Dew," Lulu, Epic 10367; Adult: "Slip Away," Clarence Carter, Atlantic 2508; C&W: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3; R&B: "People Got to Be Free," Rascals, Atlantic 2537.

HADDONFIELD, N. J.

Teen: "White Room," Cream, Atco 6617; Adult: "Alice's Restaurant," New Christy Minstrels, Columbia 44577; C&W: "She Still Comes Around," Jerry Lee Lewis, Smash 2186; R&B: "Fire," Crazy World of Arthur Brown, Atlantic 2556.

MANHATTAN, KAN.

Teen: "Hush," Deep Purple, Tetragrammaton 1503; Adult: "You Can Tell Me Goodbye," Eddy Arnold, RCA Victor 9606; R&B: "Am I Ever Gonna See My Baby Again," Sweet Inspiration, Atlantic 2551; Oldie: "I'll Be Seeing You," Jo Stafford.

OAKLAND, CALIF.

Cover: "Lalena," Donovan, Epic 10393; Teen: "Hey Jude," Beatles, Apple 2276; Adult: "The Odd Couple," Stan Kenton, Capitol 2278; C&W: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3; R&B: "I've Got Dreams to Remember," Otis Redding, Atco 6612; Oldie: "Up in Erroll's Room," Erroll Garner, MGM 12988.

PEORIA, ILL.

Cover: "Indian Reservation," Don Fardon, Crescendo 405; Teen: "Suzie Q.," Creedence Clearwater Revival, Fantasy 616; Adult: "Alley Cat," Ace Cannon, Hi 2148; C&W: "Yonder Comes a Freight Train," Jim & Jessie, Epic 10370; R&B: "Girl Watcher," O'Kaysions, ABC 11094.

PORTLAND, ORE.

Cover: "Almost in Love," Elvis Presley, RCA Victor 9610; Teen: "Fire," Crazy World of Arthur Brown, Atlantic 2556; Adult: "People," Jack Jones, Kapp 937; C&W: "Choke Up on the 8 Ball," Rod Hart, Phoenix Sun 101; R&B: "Chained," Marvin Gaye, Tamla 54170; Oldie: "Blues When it Rains," Ray Anthony, Ranwood 818; Novelty: "Little Arrows," Leapy Lee, Decca 32380.

SAN ANTONIO

Teen: "Fire," Crazy World of Arthur Brown, Atlantic 2556; Adult: "To Wait for Love," Herb Alpert, A&M 964; C&W: "She Made Me Go," Charlie Pride, RCA Victor 9622; R&B: "Fool for You," Impressions, Curtom CR 1932.

as reflected in a weekly poll of jukebox programmers across the country

COIN MACHINE OPERATORS INTERNATIONALLY:

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

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

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

Jack

J. Cameron Gordon

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★ COFFEE ★

Rowe 212 Coffee	\$1125.00
Rowe SK-9 Coffee	895.00
Rowe AK-8 Coffee Wet	645.00
Rowe AK-8 Coffee Dry	595.00
Rowe SK-8 Coffee Wet	595.00
Rowe SK-8 Coffee Dry	595.00
Bally 661-D Coffee	295.00

★ SOFT DRINK ★

Rowe L1020A Drink	\$1145.00
Rowe L1010A Drink	595.00
Rowe L1000 with Ice Drink	475.00
Rowe L1000 Drink—No Ice	325.00
Steelmate 5290—Can	575.00
Vendo PM2A	695.00
Vendo PM2B	625.00
Seeburg 4Sed-210	495.00

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Massachusetts Meeting



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



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



LAST MINUTE NOTES, as Mawdsley and Barker huddle between glamorous guests.

Eyerman Heads Ohio Association

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

New Equipment



Midway—Dog Fight Target Gun

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

OCTOBER 5, 1968, BILLBOARD

Coming Events

Oct. 1—Missouri Coin Machine Council, Jefferson Hotel, Macon.

Oct. 5—Iowa Automatic Merchandising Council, Holiday Inn-South, Des Moines.

Oct. 8—Florida Amusement & Music Association, district meeting, site to be announced, West Palm Beach.

Oct. 9—Florida Amusement & Music Association, District 6 meeting, site to be announced, Miami.

Oct. 11—Illinois Coin Machine Operators Association, board meeting, Sherman House Hotel, Chicago.

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

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



DON OLIVER (left) and Bud Oliver (right) chat with Ray Barker and Irwin Margold, Tri-mount Automatic Sales, Boston (with glasses).

Robert Taran Now Heading Jupiter Firm

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

Now a financier, the 70-year-old coin pioneer shares operation of Taran Enterprises with his son, also in the finance business, who has controlling interest in a Latin record company and a marine chemical complex. "The success or failure of the Jupiter line," Bob Taran speculated, "depends mainly on the ability of the French factories to produce for the American market." Taran hinted that the French might not understand the demands of American marketing. "The quality of the machine is terrific," he added, "but Jupiter will have to meet production time. Sam Taran, a former boxer, quit the ring at 22 with over \$50,000, which he parlayed into an even larger fortune as an automobile salesman in the early 30's.

When the depression struck, his winnings and investments cushioned the blow. Then, a loan of \$2,500 to a relative in the nickelodion business involved Sam in coin when the loan grew to a \$30,000 debt through mismanagement. From these shaky beginnings as the Mavflower Novelty Co., Minneapolis, Taran landed a Wurlitzer distributorship, and in 1945

moved his distributorship and office to Florida, where Taran Enterprises mined profits in the Southeast and Caribbean until the elder Taran liquidated temporarily in 1962.

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

All Machines Ready for Location

American Indy	\$145.
Texas Ranger	275.
Monster Gun	295.
AMI Continental 2-100	165.
AMI Continental 2-200	150.
LPC 1 Seeburg	645.
Seeburg Electra	845.
Seeburg Consolette Copper-tone Wall Boxes	185. ea.

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CHICAGO COIN'S NEW 6-PLAYER PUCK BOWLER



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Regulation with
"BEER FRAME"
Beer Frame Lights Up During
Game in Fifth Frame

6 WAYS TO PLAY!

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SUPER RED PIN

- ★
- REGULATION
- FLASH-O-MATIC
- DUAL-FLASH

KEEP STRIKING FEATURE

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

Length
8', 10"

10c PLAY — Available 2 for 25c

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Butty 3 1/2" HEIGHT
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DECORATED MADE OF SOFT VINYL. THEY STAND, TURN THEIR HEADS AND TAIL.
\$80.00/M. Bulk Net

BIG GAME HUNTER
Cute and large animal series.
\$30.00/M. 250 per bag.

HIGH BOUNCE BALLS.
MULTI-COLOR RAINBOW EFFECT

SEND FOR CATALOG: LARGE 1 1/2" \$25.00/M. Bulk Net
SMALL 5/8" 19mm. \$14.00/M. Bulk Net

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GUARANTEED USED MACHINES

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N.W. Deluxe, 1c or 5c Comb. ... 12.00
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Atlas 1c & 5c 100 Ct. Ball Gum 12.00
Acorn 8 Lb. Globe..... 10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red \$1.03
Pistachio Nuts, Jumbo Queen, White99
Afghan Crown Red Lip Pistachio Nuts72
Afghan Prince Red Lip Pistachio Nuts69
Cashew, Whole90
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

Wrapped Gum—Fleers 4M pcs. \$14.40
Wrapped Gum—Pal, 4M pcs. ... 14.00
Rain-Bio Ball Gum, 2100 per ctn. 7.25
Rain-Bio Ball Gum, 1800 ctn. per carton 7.50
Rain-Bio Ball Gum, 5550 per ctn. 8.75
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Rain-Bio Ball Gum, 3550 per ctn. 8.85
Malfettes, 2400 per carton 8.40

15 Cartons minimum prepaid on all Leaf Brand Rain-Bio Ball Gum.
Adams Gum, all flavors, 100 ct. .45
Wrigley's Gum, all flavors, 100 ct. .45
Beech-Nut, 100 ct.45
Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.
Everything for the operator.
One-Third Deposit, Balance C.O.D.

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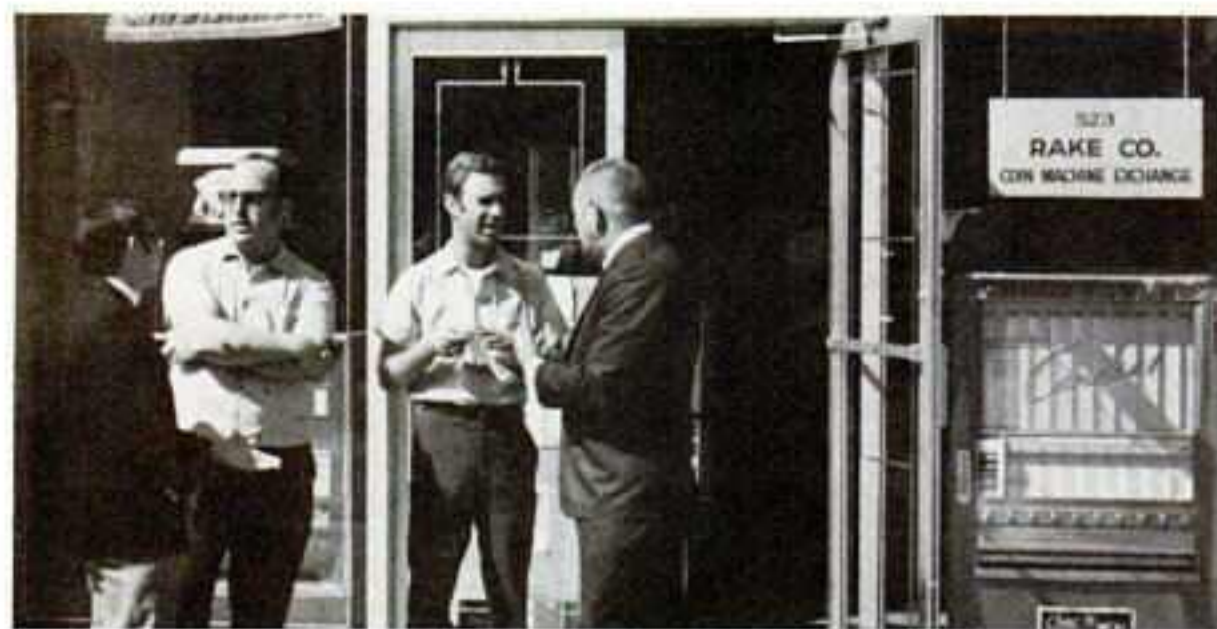
This amazing vendor is a sure bet for big gum profits. A rotating merchandise drum with five columns vends a total of 95 standard nickel packs.

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



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

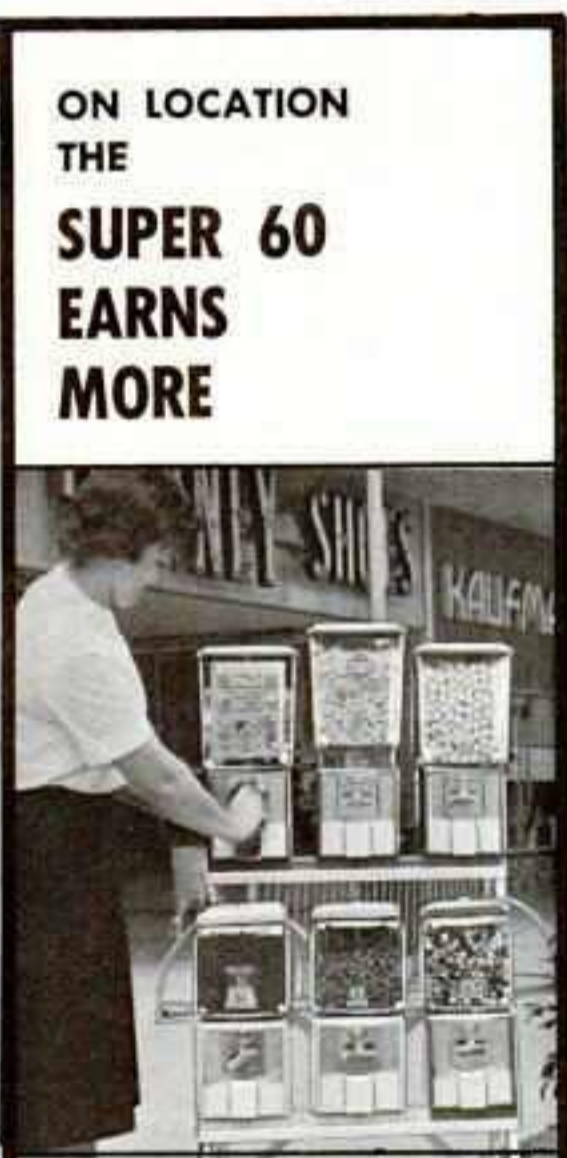


JAMES SPIRT, partner with Dan Crell and David Nixes. The young trio, all college graduates and 23 years old, formed a company they call Three-Way Vending.

Rake Inspires Young Vendors

PHILADELPHIA—Alan and Richard Rake, young owners of the 40-year-old Rake Coin Machine Exchange here, typify what many point out as a "youth movement" in bulk vending. A number of young bulk operators were among guests at Rake's recent open house. Included were James Spirt and Daniel Crell, two members of a new three-man company.

All three are college graduates and 23 years old. Spirt majored in economics, Crell in accounting, and the third partner, David Nixes, majored in business management. The trio started out with 10 machines last February. Now they have 35 and are plowing back all profits into the purchase of



ON LOCATION THE
SUPER 60
EARNs
MORE

A super-sized version of Northwestern's Model 60, the SUPER 60 EARNS even more profit. That's because of the Super 60's greater capacity for capsule, 100 count gum or gum and charms, bring you bigger profits per service. Available in 1c, 5c, 10c, 25c, penny/nickel, and 3 for 5c play. Just a quick change of the wheel and brush housing and you are in Super 60 business. Wire, write or phone for complete details.

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MRS. IDA RAKE, mother of the two owners of Rake Coin Machine Co. (left), is seen here with Mrs. Herb Goldstein, Oak Manufacturing Co.; Margaret Kelly (second from right), and Ed Jordan, Creative House.



ALAN RAKE (seated) chats with Mr. and Mrs. Thomas Santarcangelo and Fritz Hirsch (right).



ROLFE LOBELL, prominent bulk vending executive, and Richard Rake.



SIDNEY WEINSTEIN, Sidmore Vending, Pittsburgh, was among many industry guests at the recent 40th anniversary open house held by Rake Coin Machine Exchange, Philadelphia. At right, above, 23-year-old Daniel Crell, typical of many young bulk vendors who attended the party.

more machines. They also want to enter cigaret vending.

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

The boys found Alan and Richard Rake very helpful, Spirt said. Their firm, called Three-Way Vending, has been setting new locations. The commission arrangement is averaging 25 per cent.

Spirt said that new gas stations, golf ranges, laundries and

other stores were among the best potential locations. "We are also finding children's shoe stores work out well."

Mass. Meeting

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

NEW VICTOR 77 GUM & CAPSULE VENDORS

A REAL SALES STIMULATOR IN ANY LOCATION

Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel. Vends 100 count gum, V-1 and V-2 capsules. Available with 1c, 5c, 10c, 25c or 50c coin mechanism. Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

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

SELECTORAMA® 77-88 CONSOLE

With six different combinations to select from to fit any of your locations. Will vend a variety of merchandise and coin combinations—1c, 5c, 10c, 25c. Front door operation saves 50% to 75% service time. Bigger display, more profits. See your distributor for information and delivery date.

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SUPER 77 in console holds 175-V2 capsules

Two-for-a-Quarter Pricing? Kan. Firm Gets 25c Per Play!

• Continued from page 45

they dance to jukeboxes," Blum said.

From one-third to one-half of United's total pricing system is two-for-a-quarter.

"There are 15-cent hamburgers and there are 75-cent hamburgers," he said. "Prices de-

pend on the clientele. I believe in giving extra plays for larger coin denominations. If music plays continuously, it can be played cheaper.

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

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

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

Byron Waggoner has been Blum's programmer 27 years.

Waggoner believes a program-

DETROIT

Jack Oxley, manager of D&P Service, is elated at securing two new locations in a week while his boss, Jake Dumler, was vacationing at Drummond Island in Northern Michigan. These were new owners who came to him the neat way—through reference by other satisfied location owners. . . .

Dale C. Sauve, head of A. P. Sauve & Son, has recently bought the arcades at both Edgewater and Walled Lake amusement parks, and is spending much of his time in personal supervision of these new acquisitions. . . . Keith Healey, who was with Shaffer Music for 14 years, and joined Empire Coin Machine a year ago, is the proud father of a girl, Ann Marie, born Aug. 14.

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

Coinmen In The News

Allan Spring, whose birth was announced in these columns just 23 years ago, now in the Marine Air Corps., was married Sept. 7 at Owosso, Mich., to Linda McLaren. He is the son of A. Jordan Spring, veteran owner of the Ray-O-Lite Amusement Machine Co.

Publication of a new internally circulated magazine for operators has been started by Martin & Snyder, Detroit coin machine distributors. Title of the new eight-page monthly is Coin Slot News. It is being distributed to operators in Michigan, and is receiving a good response from them. Says salesmanager Jim Hamilton.

HAL REEVES

Canadian Branches

• Continued from page 45

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

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

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10c CAPSULE MIXES
(all 250 per bag)

Monte Carlo	8.00
Indian Craft Rings	7.50
Asst. Items with Lighter	8.00
Precious Gem Rings	7.50
Jewelry Mix	7.00-8.00
Jumbo Dice Mix	8.00
Jumbo Creepy Bugs	8.00
Mini Books (3 per capsule)	8.00

HOT 5c VEND ITEMS
(all 250 per bag)

Asst. Economy Mix	4.25
Bugs	5.00
Rings	5.00
Economy Ring Mix (no front)	4.00
Regular Deluxe Assmt.	5.00
Asst. Jewelry (Bangles & Beads)	5.00

1c CHARM MIXES & ITEMS
From \$3.50 to \$24.00 per M.

Parts, Supplies, Stands & Globes.
Everything for the operator.
One-third deposit with order,
balance C.O.D.

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MERCHANDISE—Leaf ball gum, wrapped gum, charms, filled capsules, panned candies, bulk & vacuum packed nuts, ball point pens, combs, 1¢ tab, 5¢ package gum, 5¢ & 10¢ vending pack candy bars.

SUPPLIES—Empty capsules V—V1—V2, coin weighing scales, counters & wrappers, stamp folders, decals, route cards, padlocks, spray paints, machine cleaners & lubricants, paper cups for hot nut venders & hot beverages.

EQUIPMENT—All Northwestern bulk venders, cast iron stands, wall brackets, sanitary & stamp venders, new & reconditioned bulk venders of all kinds, parts for all bulk venders.

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FROM LARGEST
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Three Days of Exhibits and Special Events

FRIDAY, OCTOBER 11

9:00 A.M. to 3:00 P.M. Exhibits Open
12:00 Noon Ladies' Luncheon
3:30 P.M. to 4:45 P.M. Seminar on One Stops
5:00 P.M. to 6:00 P.M. Seminar on Games Tournaments
Hospitality Suites Open in Evening

SATURDAY, OCTOBER 12

9:00 A.M. to 5:00 P.M. Exhibits Open
11:30 A.M. to 1:00 P.M. Luncheon & Membership Meeting
Hospitality Suites Open in Evening

SUNDAY, OCTOBER 13

10:00 A.M. to 3:00 P.M. Exhibits Open
6:00 P.M. to 7:00 P.M. Cocktail Hour
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HANDEL: CONCERTI GROSSI OP. 6 NR. 2, 4 & 6—Berliner Philharmoniker (von Karajan); 139035 SLPM
SCHOENBERG: STRING QUARTET NO. 1 IN D MINOR OP. 7—New Vienna String Quartet; 139360
TCHAIKOVSKY: SYMPHONIE NR. 2 c-MOLL OP. 17 IN C MINOR—New Philharmonic (Abbado); 139381 SLPM
WAGNER: DAS RHEINGOLD—Berliner Philharmoniker (von Karajan); 139226/28
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THE FIVE BLIND BOYS OF ALABAMA; GS 65
THE HARMONIZING FOUR; GS 63
THE HIGHWAY Q.C.'S; GS 64
THE STAPLE SINGERS; GS 62
THE SWAN SILVERTONES; GS 60

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MUSIC MINUS ONE BASSOON—Solos for the Bassoon; MMO 144
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PEACOCK

DIXIE HUMMINGBIRDS—The Gentlemen of Song; PLP 153
HI WAY QUE C's—God's Love; PLP 155

PHILIPS

GLUCK: ORPHEE—Various Artists/L'Orch. des Concerts Lamoureux (Rosbaud); PHC 2-014
MOZART: SYMPHONIES NOS. 35 & 41—Concertgebouw Orch. (Jochum); PHS 900-186
Musical Treasures of Austria; PHI 411

RANWOOD

BOB RALSTON Playing the Great Movie & Show Themes; R8031

RCA RED SEAL

DONIZETTI: LUCREZIA BORGIA—Caballe/Verrett/Kraus/RCA Italiana Orch. & Chorus (Perlea); LSC 3038
VERDI: LA TRAVIATA—Caballe/Bergonzi/RCA Italiana Orch. & Chorus (Pretre); LSC 3036
VERDI: LUISA MILLER—Moffo/Bergonzi/RCA Italiana Orch. & Chorus (Cleva); LSC 3037

REPRISE

THE FUGS—It Crawled Into My Hand; 6305

ROTO

THE BOHEMIAN ACES; RS 10024

SACRED

RALPH CARMICHAEL—The Restless Ones; LP 73046, LPS 74046
RALPH CARMICHAEL & THE YOUNG PEOPLE—For Pete's Sake; LP 73049, LPS 74049

STOP

JOHNNY BUSH—Undo the Right; LP 10005

VANGUARD

JIM KEWSKIN—Whatever Happened to Those Good Old Days at Club 47; VSD 79278
The 31st of February; VSD 6503
PETER WALKER—Second Poem to Carmela or Gypsies Are Important; VSD 79282

VENUS

MILIZA KORJUS—Divine Music; LP 9665

WESTMINSTER

The Ballet—Vienna State Opera Orch./Utah Symphony/Phil. Sym. of London (Abravanel/Rodzinski); WMS 1030
JULIAN BREAM—The Classical Guitar; WMS 1029
The Orchestral Liszt—Vienna State Opera Orch. (Scherchen); WMS 1033
The Piano Concerto—Edith Farnadi/Barbar Hesse-Bukowska/Jacob Lateiner/Reid Nibley; WMS 1032
The Symphony—Philharmonic Symphony Orch. of London/Vienna State Opera Orch. (Rodzinsky/Leinsdorf); WMS 1031

Louvin, Owen Team in New Production Co.

NASHVILLE—Charlie Louvin and his long-time drummer, Earl Owens, have formed their own production company for management and booking, and plan to sign other artists.

The new firm, L&O Talent Productions, is located on 17th Avenue, in the Music Row area. Louvin, a Capitol artist, had last been associated with the Wil-Helm Agency.

Owens will actively manage Louvin and handle his bookings. He plans to accompany the artist on an extended tour of nine Asian countries, beginning Oct. 1, and at that time try to concentrate on overseas bookings. Bruce Osban and Jim Alley also will accompany Louvin on the tour.

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	1	1	1	THE FOOL ON THE HILL Sergio Mendes & Brasil '66, A&M 961 (Comet, ASCAP)	9
2	4	6	11	MY SPECIAL ANGEL Vogues, Reprise 0766 (Viva, BMI)	5
3	9	11	13	HELP YOURSELF Tom Jones, Parrot 40029 (Famous, ASCAP)	7
4	5	5	10	HARPER VALLEY P.T.A. Jeannie C. Riley, Plantation 3 (Newkeys, BMI)	6
5	2	2	2	TO WAIT FOR LOVE Herb Alpert, A&M 964 (Blue Seas/Jac, ASCAP)	7
6	6	14	15	WHO'S GONNA LOVE ME? Dionne Warwick, Scepter 12226 (Blue Seas/Jac, ASCAP)	7
7	3	3	4	MY WAY OF LIFE Frank Sinatra, Reprise 0764 (Roosevelt, BMI)	7
8	10	12	18	THEN YOU CAN TELL ME GOODBYE Eddy Arnold, RCA Victor 47-9606 (Auff-Rose, BMI)	7
9	18	37	—	OVER YOU Gary Puckett & the Union Gap, Columbia 44644 (Viva, BMI)	3
10	15	16	30	I SAY A LITTLE PRAYER Julius Wechter & the Baja Marimba Band, A&M 975 (Blue Seas/Jac, ASCAP)	4
11	7	4	3	CLASSICAL GAS Mason Williams, Warner Bros.-Seven Arts 7190 (Irving, BMI)	16
12	12	8	7	DON'T GIVE UP Petula Clark, Warner Bros.-Seven Arts 7216 (Duchess, BMI)	12
13	17	20	29	THE BIPLANE EVERMORE Irish Rovers, Decca 32371 (Little Darlin', BMI)	5
14	8	7	6	TURN AROUND, LOOK AT ME Vogues, Warner Bros.-Seven Arts 0686 (Viva, BMI)	19
15	11	9	9	APRIL AGAIN Dean Martin, Reprise 0761 (Pamona, BMI)	8
16	16	17	17	SAN FRANCISCO—WEAR SOME FLOWERS IN YOUR HAIR Paul Mauriat, Philips 40550 (Wingate/Honest John, ASCAP)	8
17	19	31	35	CAN'T GET YOU OUT OF MY MIND Margaret Whiting, London 124 (Spanka, BMI)	4
18	13	10	5	DREAM A LITTLE DREAM OF ME Mama Cass with the Mamas & Papas, Dunhill 4145 (Words & Music, ASCAP)	13
19	14	13	8	IMPOSSIBLE DREAM Roger Williams, Kapp 907 (Fox, ASCAP)	13
20	20	24	31	A DISSATISFIED MAN Vikki Carr, Liberty 56062 (United Artists, ASCAP)	4
21	21	22	22	THIRTY DAYS HATH SEPTEMBER Robert Goulet, Columbia 44617 (Bourne, ASCAP)	5
22	25	25	37	WHY CAN'T I WALK AWAY Vic Damone, RCA Victor 47-9626 (Valando/HLG, ASCAP)	4
23	—	—	—	LITTLE GREEN APPLES O. C. Smith, Columbia 44616 (Russell-Cason, ASCAP)	4
24	—	—	—	THOSE WERE THE DAYS (You Are) MY WAY OF LIFE Mary Hopkin, Apple 1901 (T.R.O., BMI)	1
25	—	—	—	Bert Kaempfert & His Ork, Decca 32379 (Roosevelt, BMI)	1
26	26	23	23	WALK IN THE PARK Claudine Longet, A&M 967 (Great Honesty, BMI)	7
27	28	35	40	TOMBOY Ronnie Dove, Diamond 249 (Melrose, ASCAP)	4
28	30	30	34	RUNAROUND Steve Lawrence, Calendar 63-1005 (Razzle Dazzle, BMI)	4
29	31	32	32	MISSION: IMPOSSIBLE/NORWEGIAN WOOD Alan Copeland Singers, ABC 11088 (Bruin/Maclean, BMI)	4
30	33	34	36	I'D RATHER BE BLUE OVER YOU THAN HAPPY WITH SOMEBODY ELSE Barbra Streisand, Columbia 44622 (Fisher/Bourne, ASCAP)	4
31	34	—	—	PLEASE FORGIVE Frankie Laine, ABC 11129 (Feist, ASCAP)	2
32	37	—	—	LOOK HOMEWARD ANGEL Ray Conniff Singers, Columbia 44645 (Vibar, ASCAP)	2
33	—	—	—	POOR BABY Cowells, MGM 13981 (Pocket Full of Tunes/Akbestal, BMI)	1
34	—	—	—	ALFIE Eivets Rednow, Gordy 7076 (Famous, ASCAP)	1
35	35	36	—	WHERE ARE THEY NOW Robin Wilson, A&M 959 (Leeds, ASCAP)	3
36	36	—	—	CATCH THE WIND Lana Cantrell, RCA Victor 47-9619 (Southern, ASCAP)	2
37	—	—	—	SEPTEMBER BLUE Pat Boone, Dot 17156 (Damian, ASCAP)	1
38	38	40	—	I PRETEND Mel Carter, Bell 743 (Morris, ASCAP)	3
39	40	—	—	TILL NOW Jerry Vale, Columbia 44615 (Baltimore/Ritvale, ASCAP)	2
40	—	—	—	BAROQUE-A-NOVA Mason Williams, Warner Bros.-Seven Arts 7235 (Irving, BMI)	1

BEST SELLING Jazz LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	THE ELECTRIFYING EDDIE HARRIS Atlantic 1495 (M); SD 1495 (S)	31
2	2	LOOK AROUND Sergio Mendes & Brasil '66, A&M LP 137 (M); SP 4137 (S)	29
3	5	FELICIANO! Jose Feliciano, RCA Victor LPM 3957 (M); LSP 3957 (S)	8
4	3	DOWN HERE ON THE GROUND Wes Montgomery, A&M (No Mono); SP 3006 (S)	22
5	7	A DAY IN THE LIFE Wes Montgomery, A&M LP 2001 (M); SP 3001 (S)	53
6	14	PLUG ME IN Eddie Harris, Atlantic (No Mono); SD 1506 (S)	18
7	4	PROMISE OF THE FUTURE Hugh Masekela, Uni (No Mono); 73028 (S)	15
8	8	LIVIN' IT UP Jimmy Smith, Verve (No Mono); V6-8750 (S)	5
9	9	HICKORY HOLLER REVISITED O. C. Smith, Columbia (No Mono); CS 9680 (S)	5
10	6	MAIDEN VOYAGE Ramsey Lewis, Cadet (No Mono); LPS 811 (S)	11
11	10	SOUL BAG Mongo Santamaria, Columbia (No Mono); CS 9653 (S)	12
12	11	ARETHA NOW Aretha Franklin, Atlantic (No Mono); SD 8186 (S)	11
13	13	BEST OF WES MONTGOMERY Verve V 8714 (M); V6-8714 (S)	44
14	12	BEST OF LOU RAWLS Capitol (No Mono); ST 2948 (S)	6
15	15	BEST OF WES MONTGOMERY, VOL. 2 Verve (No Mono); V6-8755 (S)	6
16	16	MILES IN THE SKY Miles Davis, Columbia (No Mono); CS 9628 (S)	4
17	19	LOOK OF LOVE Stanley Turrentine, Blue Note (No Mono); BST 84286 (S)	6
18	—	COLDWATER FLAT Three Sounds, Blue Note BST 84285 (S)	1
19	18	UP POPS RAMSEY LEWIS Cadet LP 799 (M); LPS 799 (S)	29
20	20	GARY BURTON QUARTET IN CONCERT RCA Victor LPM 3985 (M); LSP 3985 (S)	2

Billboard SPECIAL SURVEY For Week Ending 10/5/68

Coinmen In The News

KANSAS

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

The **Dean Grisell** family of Emporia Music Service, Emporia, spent their vacation in Estes Park, Colo., and St. Louis. . . . Their oldest son, **Randy**, 16, recently finished work on his Eagle award. Randy is on the debate team at Emporia High and is also going out for basketball. . . . The Grisell twins, **Scotty and Sandy**, 13, are in the Scouts too. Scotty is going out for football. The twins are eighth graders. . . . Dean Grisell still makes his way to the golf course and bowling alley. Does pretty good at bowling—some time back he and a partner took the city league doubles championship. Dean belongs to the American Legion, Am Vets, and the Eagles. He's a committee chairman for the Emporia Boy Scout Troop No. 157, First Christian Church. . . . His wife, **Frances**, has marked her fourth year of employment with the county treasurer's office, where she sells auto licenses. She belongs to the Junior Parliament Club, a federated club, and likes to raise roses as a hobby. . . . The Grisells are enjoying a new Dodge Polara.

F. W. (Tony) Brull, Atchison, a brand new member of Kansas Amusement and Music Association, says life can get pretty hectic because he happens to run a dairy business as well as Commercial Vending Co., and Acme Music. With brothers **Joseph and James Brull**, he operates Tony's Dairy of Atchison. . . . He has 200 locations in vending and music. He belongs to VFW, Knights of Columbus, American Legion, and Music Operators of America. He and his wife, **Jeanette**, have five children: **Stephen**, 19; **David**, 18; **Barbara**, 15; **Janet**, 13, and **Nancy**, 14. . . . The Brulls are avid golf enthusiasts . . . they're looking forward to a winter vacation. Maybe Florida in January or February.

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

DAV, Am Vets, and VFW. He was commander of the Lyons Am Vets for two years. . . . The couple has one son, **Dr. Leonard Sullivan**, Wichita pediatrician, and a daughter, **Mrs. Colleen Guy**, Holyrood, Kan. Leonard recently returned

from a convention of the American Medical Association in Aspen, Colo. Daughter **Colleen** and her husband recently went to Branson, Mo., where they attended a campers convention. . . . **Don Fooshee**, El Dorado, and the new president of Kansas Amusement and Music Association, attended a family reunion in Bellingham, Wash., recently with his four sisters and two brothers. The Fooshees got in some salmon fishing in Washington.

Their son, **Monty Stewart**, is working as a chemical engineer for a Tulsa oil firm. Daughter **Becky Fooshee** is a senior in high school and son **Rollen Fooshee** is a high school sophomore. Becky is taking a course in Junior College. She wants to study oceanography. . . . **Rollen** is on the high school wrestling team.

The Fooshees' hobby is camping and fishing at Toronto Lake. They have a camper. . . . **Mrs. Fooshee**

likes to sew for a pastime. Don has been doing a lot of swimming this summer. The El Dorado Municipal pool is just 100 feet from the Fooshee home. It's a great attraction for the Fooshee teenagers. . . . Daughter **Becky** recently was elected high school cheerleader, a post she also held last year. Don belongs to the El Dorado Moose Lodge and the American Legion.

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UK Trade's Plea On Price Fixing

By GRAEME ANDREWS

LONDON—The record industry case for continuing minimum price fixing on its product will be next to be heard by the Restrictive Practices Court. This follows the surprise abandonment Tuesday (24) by the tobacco industry of its case which was due to be heard in October.

So far, no industry has won a case before the court for keeping price fixing, and the tobacco manufacturers' decision has caused anxiety among some smaller record dealers in the U. K.

The cigaret companies had planned to base their case for setting minimum prices on the argument that price slashing would lead to higher sales through supermarkets, putting small traders out of business, thus inconveniencing the public by reducing the number of points of sale.

Record industry chiefs here say that lawyers working on the preparation of the case give the manufacturers a more-than-even chance of winning. The majors cite the cultural value of classical product which they claim puts the disk industry in a different class from tobacco or from candy and shoes—the two in-

dustries that have actually fought their case in court and lost.

The court will only take into consideration the effect of price cutting on the public. It is not concerned with loss of business within the industry but considerations of consumer choice and convenience could swing a case in favor of an industry seeking to continue a set price policy.

The record case is expected to come before the court at the beginning of 1969 and the majors are adamant that they will press ahead with it.

The three biggest tobacco companies announced that they had ditched their defense of price maintenance because of the "unequivocal legal advice."

MCA Holds Sales Meet in U. K.; Plans Drive on Country Product

LONDON — MCA held its first sales conference as an independent record operation in this country Sept. 18 to announce its forthcoming plans for a massive campaign to boost British sales of country music.

Peter Roddis, the company's sales and marketing director, told delegates that albums which would be featured in the October country campaign included LP's by Conway Twitty and Loretta Lynn. Roddis cited as evidence of the grass roots

Sonopresse Festival Link

PARIS—French independent record company Festival, an affiliate of the major French advertising company, Havas, has announced a joint sales and distribution agreement with the Sonopresse organization, an offshoot of the Hachette book publishing group.

A new organization has been set up called Diffusion Disquaires and will cover all retail outlets. The company will seek foreign catalogs for distribution and also the product of French independent producers.

MGRS. LAMBERT & STAMP GO INTO TV PRODUCTION

NEW YORK—Kit Lambert and Chris Stamp, managers of The Who and the Crazy World of Arthur B. Brown, are moving into TV production. They are setting up a one-hour pilot TV show for a proposed pop music series, in color, for sale in Britain and the U. S. Lambert and Stamp will act as executive producers for the project. Associate producer is Vicki Wickham, formerly editor of "Ready Steady Go," a pop show for London Rediffusion. Miss Wickham is currently producing for Toast Records, London.

Director is Michael Lindsay Hogg, who also worked on "Ready Steady Go." Hogg is currently producing promotional pieces and recently completed one for the Beatles' single, "Hey Jude."

Publicist for the Lambert-Stamp project, Nancy Lewis, told Billboard: "The new series will not be a plug for disks—chart action will not be the criterion. It isn't aimed at a teeny-bopper audience but at the young hip adult. The show will have no host and will be fast paced, with people in the wider pop field making quick cameo appearances."

Filming takes place at the Granville Studios, London.



PEGGY MARCH, RCA artist, receives a gold disk from Kurt Richter, director, a&r, Teldec, RCA's German licensee. Miss March was given the award for her German language singles, "Romeo Und Julia," "Telegramm Aus Tennessee," "Memories of Heidelberg," and "Canale Grand Number One." Together they have sold more than 3,000,000 copies.

movement for country music in England the fact that Loretta Lynn, although she has had only one single issued here, has a fan club membership in the U. K. of 3,500.

Mike Sloman, MCA's artists and repertoire manager, spoke of artists the company had broken and stressed the importance of such forthcoming albums as the sound-track album from the Anthony Newley film "Hieronymous Merkin" and the cast album from "Sweet Charity." Other new LP's to be released on MCA in the coming months would feature Lenny Dee, the Mirettes, Sacha Distel and Joe Brown.

During an open forum session, Radio Luxembourg's managing director Geoffrey Everett spoke about the change in format recently employed by his company and explained how MCA and other companies could best benefit from the new approach.

John Robinson, classical artists and repertoire director, said that with the November issues, classical releases on MCA now numbered 23.

These releases, he said, had been chosen with care to help MCA build a classical image.

From January on, all classical issues will be in stereo only and

there would be no further reissues from the Brunswick catalog.

Plans were being currently set for the introduction of a budget label next year, probably in February. The catalog for this label would be taken from issues previously available here on Brunswick but there would also be a few new ones on the lists.

Highlights from future releases included Bach's "Well-Tempered Clavier," played by Rosalyn Turek, to be issued in stereo for the first time on six LP's; a coupling of the Britten and Delius piano concertos; Beethoven's "Mass in C" as done by Dave Brubeck, and the Cincinnati Symphony Orchestra in June at London's Royal Festival Hall.

Polydor Tops In 25 Awards

LONDON—Polydor Records and its associated labels scooped 25 of the top awards in the annual pop music poll organized by the music weekly, Melody Maker.

Atlantic/Polydor artist Aretha Franklin was voted the world's top female singer, and Bob Dylan scored two international firsts, being voted top male singer and achieving first place in the LP poll with his album, "John Wesley Harding."

The Beatles were voted the top group in both national and international sections, and the international top single award went to "U. S. Male" by Elvis Presley.

In the British section, Polydor/Marmalade artist Julie Driscoll took top place in the girl singer poll and was also voted the brightest hope in both international and national sections.

International and national award for top musician went to Polydor's Eric Clapton. John Peel's "Top Gear" was voted the top radio show, and the top British single award went to the Rolling Stones for "Jumpin' Jack Flash."

4 Monument Acts to Italy

MILAN — Monument artists Ray Stevens, Joe Simon, Tony Jo White and Boots Randolph are slated for promotional visits to Italy following talks between Monument vice-president and International director Bob Weiss and Giuseppe Velona of RiFi, Monument's licensee in Italy.

Ray Stevens was set to tape segments for RAI-TV last week and Joe Simon will arrive in Milan Nov. 1 to promote the Italian release of his single, "Message from Maria," and to appear in the three-day "Story of Soul" show.

RiFi is scheduling special promotion for the Tony Jo White record "Soul Francisco" and will bring out Boots Randolph recordings here in single, LP, cassette and 4-track cartridge form.

During his stay in Milan, Weiss also had talks with Ricordi, the representative of Monument's publishing division, regarding promotion of the Ray Stevens hit "Mr. Businessman," published by Monument subsidiary Ahab and sub-published in Italy by Ricordi.

To facilitate promotional visits to Europe by Monument artists, Weiss said he was investigating the possibility of dividing expenses among Monument's various European licensees and response to this proposal had been good.

Adamo Takes Jukebox Fest

MILAN — Sicilian-born French-based singer Salvatore Adamo (EMI-Italiana) won the 1968 Festivalvar jukebox contest with his own composition "Affida Una Lacrima Al Vento" (Give a Tear to the Wind).

Adamo received 132,744 votes.

Second in the established talent section of the contest were I Camaleonti (CBS-Italiana) with "Io Per Lei" (116,311 votes). Little Tony (Durium), with "Prega, Prega," was third (104,591 votes). Tom Jones (Decca) with "Delilah" was fourth (102,273 votes).

Winner of the new talent section was CGD's Sergio Leonardi with a modern version of an Italian standard, "Non Ti Scordar Di Me" (Don't Forget Me), which received 127,409 votes.

Second was I Profeti (CBS-Italiana) with "Ho Difeso Mio Amore" (120,201 votes); the New Trolls (Fonit Cetra) with "Visioni" (111,974 votes) was third.

GRAM'PHON'S JAPAN SITE

TOKYO — Nippon Gramophone hopes to complete its new studio and office building in Shibuya by June 1969.

The new modern structure will house three new recording studios. The firm, which represents 13 per cent of the entire recording industry in Japan, is 40 per cent owned by German-Grammophone and represents such labels as Polydor, Archive, Karussel, MGM, Verve, Forecast, Atlantic, Kama Sutra and Riverside.

Finnish Poll: Mod Pops Out

HELSINKI — A poll carried by the University of Tampere for Yleisradio Oy, the Finnish state broadcasting service, has shown that only 10 per cent of their listeners rate contemporary pop as their first choice when it comes to music.

The poll, carried out among a cross section of the listening public whose ages ranged from 15 to 64, showed that 80 per cent of the public preferred old standards and old dance music.

Figures were: Old pop songs (standards), 40 per cent; old dance music, 40 per cent; current pop songs, 10 per cent; classical music, 9 per cent; jazz, 7 per cent; contemporary serious music, 1 per cent.

(The percentages total more than 100 per cent because some people mentioned more than one category.)

JAPAN POLL: TOSHIBA BIG

TOKYO—Toshiba Records of Japan was big winner in a Japanese TV poll, conducted by the "Hello Pops" program. The company captured first and second places with the Beatles (No. 1) and Cliff Richard in the poll held to select the most popular artists.

The Rolling Stones, issued here by King, came third, with the Walker Brothers (Philips), fourth and the Monkees (RCA-Japan) fifth.

This annual poll — "The World Championship of Pop Music" — is decided by telephone calls. Trophies are given to record companies capturing the top six places.

DGG Sales Parley Scores Direct Hit

BERLIN — Record company directors and sales managers from around the world attended the Deutsche Grammophon 70th anniversary sales convention in Berlin.

Using the slogan "Direct Hit 68/69," Deutsche Grammophon unveiled its new product in the Berlin congress hall to an audience which included Roland Rennie (Polydor, London), Alan Bates (Polydor, London), Hans Schrade (Mexico), Walter Holzappel (Polydor, Belgium), E. J. Garretsen (Polydor, Holland), Tom van Holten (Holland), Gerhard Gebhardt (Austria), Eugen Volger (Zurich) and Antenna promotion manager Lawrence Yaskiel.

Present for DGG were general director Kurt Kinkele, director Richard Busch, sales chief Heinz Holle and product manager Mike von Winterfeldt.

Winterfeldt told delegates that Polydor is releasing a Jubilee sampler album at \$2.50, which will feature the top Polydor pop artists singing songs outside their normal repertoire. Freddy is featured singing the theme from "Dr. Zhivago," and Roy Black sings "Plaisir d'Amour."

"This," said Winterfeldt, "will be our 70th anniversary present to all our customers."

Marketing and product manager Werner Klose said Polydor would be releasing three Jubilee subscriptions—the "Three-Penny Opera" (three LPs for \$12.45), "The Good Celebration," a party set of three albums selling for \$8.25, and "Peter Alexander in the Wonderland of Melodies," a three-album set selling at \$8.25 and containing 50 songs.

Other new product unveiled included "The Golden Voice of Prague" by Karel Gott, "Cat'n James Last Plays for Dancing," "Viva Mexico with Freddy," "Flower of Hawaii" with Roy

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CBS LONDON sales manager Carl Denker at the company's recent sales conference, with several of CBS's overseas affiliates. From left: Denker; Haakon Tveten, managing director Norsk Phonogram Norway; Nicholas Demay, CBS International, Paris; Carl Eric Hjelm, label manager, Philips-Sonora, Sweden; Maurice Oberstein, London; Rudy Wolpert, sales manager, CBS Frankfurt; London export manager, Fred Dennis and Tony Hunt, export department, London.

MM Italian Distrib, Launches 150,000 LP Sales Goal Drive

MILAN—Messaggerie Musicale, the Milan record distributor which handles CBS-Italiana, CGD, Reprise, A&M, Audio Fidelity, Derby, Festival, Scep-

ter, Musicor, Project 3, Riviera and Warner, is launching a month-long promotional campaign with a sales goal of 150,000 albums. In a similar campaign last year, MM sold 100,000 LPs.

Giving details of the sales push, MM's sales manager, Sergio Di Gennaro, said the campaign slogan would be Azione Concorde (Concerted Action) and the theme would be "Buy Now, Pay Later." Retailers buying a predetermined quota of MM albums during the campaign will have up to six months to pay for them. In addition to the normal discount, MM will be offering special extra discounts varying from client to client.

Di Gennaro said that during the fiscal year July 1, 1966, to June 30, 1967, Messaggerie Musicale recorded a sales increase for the three preceding years.

"In July, 1966," he said, "we lost MGM and United Artists but gained CBS, and this helps to explain the enormous increase. Last year—from July 1, 1967, to June 30, 1968, our over-all sales increased by 16 per cent. Sales in the South fell off badly to the competition of cover records but some areas in the North showed increases of as much as 38 per cent."

CGD and CBS-Italiana, the MM's two largest record companies, figured prominently in Italy's various pop festivals.

Of the seven CBS-CGD singers entered at the San Remo Festival, six reached the finals, and Roberto Carlos of CBS-Brazil shared the winning spot with Fonit-Cetra's Sergio Endrigo.

In Italy's No. 2 pop event, the Record for the Summer Contest, three CGD artists reached the finals and the winner was CGD's Riccardo Del Turco, whose "Luglio," said Gennaro, has to date sold 500,000.

CGD's Caterina Caselli won the Cantagiro with the 500,000—selling "Il Volto della Vita"—the Italian version of "The Days of Pearly Spencer"—and CBS-Italiana's I Profitti was third. In the established talent section, CBS-Italiana's I Camaleonti were second and CBS-Italiana's I Camaleonti finished fourth with "Io Per Lei," which has sold 200,000.

Finally, Sergio Leonardì, CGD, won the new talent section of the Festivalbar Jukebox contest and CBS-Italiana's I Profitti was third. In the estab-

(Continued on page 57)

Lib.'s 'Heat' in A Paris Visit

PARIS — Liberty group Canned Heat arrived in Paris from London Sept. 16 for a radio and TV promotional visit and attended a reception staged by Pathe-Marconi at the Nouveau St. Hilaire night club. After three days in Paris, where they taped an appearance on the TV show "Les Etoiles du Monde," the group left to continue their European tour with visits to Frankfurt, Stockholm, Uppsala and Copenhagen.

Decca Ltd. Profits

NEW YORK—In the report of British Decca's profits printed last week it was erroneously stated that Decca consumer goods, notably records, earned 6 per cent of the company's profits before tax. The correct figures should have read 60 per cent.

EMI Operation Will Be Set Up in Norway

OSLO — Beginning April 1, 1969, EMI will start its own operation in Norway. For 40 years EMI product has been exclusively distributed by the Carl M. Iversen company.

This move means that Portugal will be the only country in Europe in which EMI will be operating through general distributors (the Valentim de Carvalho company).

Hans Rø, formerly managing director of Carl M. Iversen, will head the new EMI operation, EMI Ltd. Norsk A/S, which will have main offices at Frysjaveien 141, Oslo 9, the present headquarters of the EMI pressing plant, Heger Plastics A/S.

The Carl M. Iversen company, 50 per cent of whose turnover is gained from distribution of EMI product, is also the largest importer and wholesaler of

Carr Dies at 64; Colorful, Gifted Writer

LONDON — The death of Michael Carr at 64 has robbed Tin Pan Alley of one of its most gifted songwriters and most colorful characters.

Carr, born Maurice Cohen in Leeds, Yorkshire, in 1904, belonged to Tin Pan Alley's "golden age," and with prolific lyricist Jimmy Kennedy wrote some of the biggest hits of the '30's, including "South of the Border," published in 1939 and recorded by over 100 different artists.

A stocky, flamboyant character, Carr belonged to the old school of songwriters and found himself baffled and disgusted by the post-war pop scene. "Music," he observed, "has degenerated into rubbish."

He wrote two successful tunes, "Kon Tiki" and "Man of Mystery," for the Shadows and, more recently, collaborated with Ben Nisbet to write "White Horses" and "Off and Running" for Jacky. But he never was able to find the same magic touch with his later pop songs that had characterized his pre-war compositions.

Carr was at his peak at a time when songwriters were the poor relations of the music business and, like many other composers, was often forced to sell out his songs to publishers — including half his interest in "South of the Border."

Among a string of hits from Carr were "Did Your Mother Come From Ireland?," "The Sunset Trail," "Home Town," "Stay in My Arms Cinderella," "Old Faithful," "Dinner for One Please, James," and the big wartime hit, "We're Gonna Hang Out the Washing on the Siegfried Line."

Michael Carr was a slightly larger than life character who featured in more apocryphal Tin Pan Alley stories than probably any other songwriter. He had a great love of simple melodies and it was a great fulfillment to him to be able to produce songs which evoked a spontaneous response from the public. He will be remembered with great affection by the senior denizens of the Alley.

The funeral took place on Sept. 20 at Golders Green Crematorium, London.

BERNARD, FRENCH TRADE CATALYST, DIES AT 86

PARIS—Albert Bernard, one of the founder figures of the French record industry, is dead at age 86.

Bernard began his career in 1906 when he joined the Pathe Brothers concern and was promoted to assistant commercial director only two years later. Before the first World War he headed Pathe's Berlin office and, after four years of military service, was promoted to director general of the firm. He branched off on his own in 1924, first founding Pathephone Societe in San Sebastian, Spain, and later, in Paris, Omnium-Pathephone.

In 1926 he founded a new company, Industrie Phonographique, which he headed until it and Omnium-Pathephone were grouped under Pathe-Freres Ltd.

Bernard made his first transatlantic contacts in 1938 when, as head of a new company, Art, Technique et Commerce (Artec), he acquired the Columbia Broadcasting System license for France and founded the Societe CBS Disques in France. He was made honorary chairman of the company in 1960.

His interests in promoting the industry as a whole date back to 1920 when he created the Syndicat General de la Machine Parlante, which became the Syndicat National de l'Industrie et du Commerce Phonographique (the national federation of record manufacturers) of which he was honorary president since 1958.

From 1952 to 1954, Bernard was president of the International Federation of the Phonographic Industry. He became a Chevalier of the Legion d'Honneur in 1933 and was made an Officer of the order in 1951.

Prague Jazz Festival Off — Czechmated by Politics

PRAGUE—The Fifth International Prague Jazz Festival, due to be held Oct. 9 to 13 has been canceled because of the recent political events in Czechoslovakia.

A statement by the organizers said:

"The entrance of foreign armies on the territory of Czechoslovakia and temporary occupation of some of our cultural centers disturbed the preparations for the Fifth International Jazz Festival, Prague, to such a degree that the Festival cannot take place.

"The entrance of foreign armies on the territory of Czechoslovakia, and the management of the Festival are fully aware of their duties to jazz as an im-

portant field of cultural and artistic activity and as soon as the situation permits, they are ready to start preparations for next year's Festival which would continue in the successful tradition and artistic achievements reached by previous Prague Festivals."

In place of the International Festival, the organizers plan a concert by local jazz groups and soloists in the latter half of November, called Czechoslovak Jazz 1968.

Artists who were to have appeared in the International Festival included Lee Konitz, Tony Scott, the Sandy Brown band, the Kurt Edelhagen big band, Hans Koller and Albert Mangelsdorff.

British Decca Offers 1st Complete 'Ring' Package

LONDON—For the first time the complete recording of Wagner's "Ring" opera cycle is to be packaged in one set. British Decca will issue the set, together with three free records explaining the operas in a special box. The set will be on the market before Christmas and will retail for \$100.

Announcement of this new packaging of the previously independently released "Ring" albums was the highlight of Decca's annual conference held Thursday and Friday, Sept. 19-20, at the company's West Hampstead, London, recording studios. The package which was produced by John Culshaw, now head of music for BBC-TV, and conducted by Georg Solti, took seven years to record. It will be released here in stereo only.

Decca has also slated next May for a special push on Mantovani product. Mantovani will also be featured on forthcoming albums of gypsy music, hit tunes and evergreens. His 46 album catalog is also being promoted by a Christmas release sampler album.

Decca is introducing a new money-saving system of differentiating between monaural and stereo albums. The company is

the only British major that does not subscribe to the theory that with modern monaural players there is no need for separate monaural and stereo releases.

In the future, monaural albums will be packaged in a red inner bag and stereo albums in a blue inner bag. Outer jackets will have a small hole in them to permit record dealers to see the color of the bag inside. The outer sleeve will print both the mono and stereo number. Previously sleeves have been printed separately with mono or stereo numbers, and Decca publicity

chief Maurice Roach claims the new system, which has been patented, would have saved Decca \$36,000 in the last year alone.

During the conference, Mervyn Solomon, boss of the Belfast-based Irish label Emerald, unveiled the first eight albums in his new low-priced line, Gem. He told the Decca sales force that his product is aimed above all at the three million Irishmen living in the U. K.

He also announced the signing to Emerald of U. S. country singer Margie Singleton.

'Requiem' Accented By British Decca

LONDON—Presenting British Decca's full-price classical product, Peter Goodchild, classical promotions manager, made a special feature of the new recording of Verdi's "Requiem," conducted by Georg Solti and produced by John Culshaw. He also referred to the recording of Benjamin Britten's opera, "Billy

Budd," which was achieving high sales although it had only been on sale less than a month.

Highlights from new issues would include Joan Sutherland starring in Donizetti's "Daughter of the Regiment," recorded immediately after the singer's successful appearance at Covent Garden in the opera. Richard Bonyngue, who conducted the set, was also concerned with a new release featuring a selection of Handel's music, including "Arrival of the Queen of Sheba."

Peter Goodchild went on to (Continued on page 63)

RCA to Give 'Olicwe' Giant Push in U. K.

LONDON—RCA is mounting a massive sales campaign here for the original soundtrack album from the film, "Olicwe." The company will make available posters and display material and will use all the promotion ideas employed for the "Sound of Music" soundtrack album.

Plans for the campaign were outlined by RCA's repertoire coordinator Bob Angles at the company's first U. K. annual sales conference Sept. 18.

The film which had its London premiere recently, is based on the story by Charles Dickens and features a musical score by Lionel Bart arranged by Johnny Green. The album will be available later this month and will be released in a special double fold deluxe sleeve. Angles stressed the great importance of the film to delegates and said his company is confident that the album will achieve the same sales success as the "Sound of Music" album.

Angles announced future RCA album product by Peter Nero, Harry Belafonte, Hank Locklin and Duke Ellington and a new LP from Jim Reeves, "A Touch of Sadness."

Earlier in the conference, Terry Oates of RCA's artists' development division, introduced American singer-composer Harry Nilson, who has been in England for radio and television dates prior to a continental tour, and mentioned forthcoming singles product from RCA by new British acts, the Chants, the Flies and Clodagh Rodgers, the singer who recently appeared in the Athens song festival. Oates told delegates of the build-up in America of the Archies pop group and said that the group's debut single in Britain was scheduled for Oct. 11 release.

Introducing RCA's classical product, Bob Angles said inde-

pendence had brought teething trouble, but the company could make considerable headway in the British market by providing the public with what it wants. RCA had artists with household names, he said, such as Julian Bream, Rubinstein and Toscanini.

November releases includes Andre Previn conducting the London Symphony Orchestra in a selection of works by Rimsky-Korsakov. This conductor was currently engaged on recording all the Vaughan Williams' symphonies for RCA.

Also in the releases was a new Julian Bream recital which included works by Haydn, Boccherini and a piece by Julian Bream called "Introduction and Fandango," which was used as the closing number at the Aldeburgh Festival. RCA would also release the first solo recording by the young American pianist Mischa Dichter, playing Brahms and Stravinsky; a new disk of Rossini rarities by the Spanish soprano Montserrat Caballe, and an album of Wagner overtures by Erich Leinsdorf.

In the low-price Victrola series, new issues would include Rossini overtures by Reiner and the Chicago Symphony Orchestra; a recital of the baritone Lawrence Tibbett; the famous complete recording of Puccini's "La Boheme" by Toscanini, and a recital by the soprano Zinka Milanov.

Bob Angles introduced as "a Christmas bonanza" a new recording of Tchaikovsky's 1812 overture. Igor Buketoff, the conductor on the recording, had prepared a performing edition which was the first attempt to capture the composer's original intentions with chorus, the Russian national anthem, military band, bells and cannon—a total of 250 performers.

Kouwenhoven Bows Pub. Co.

AMSTERDAM — Former Polydor artist Pauline Kouwenhoven has set up her own publishing company in Holland, Intermusic, and has appointed Cees van Zijtveld as general manager. Van Zijtveld began his career in music as a disk jockey with Radio Veroni Veronica, and later worked for the Altona and Belinda publishing houses.

Intermusic will handle the publishing rights of Immediate Music, Ltd., of London in Belgium and Holland, and in conjunction with Barry Morgan and Monty Babson, of Morgan Music Co., Ltd., London, has formed Morgan Music Benelux.

The offices of Intermusic and Morgan Music Benelux are at Herengracht 4, Amsterdam. Tel.: 020-231390.

Memnon Chief Eyes U. K. Office

LONDON—Chris Matthews, president of the Memnon Amusement Co. of Glen Cove, N. Y., arrived in London Sept. 1 to set up a London office for the company.

Matthews is seeking a general manager of the London office to supervise publishing and promotion operations and to seek new talent. He will also work on the promotion of the satire film "Blotches," which has been scripted and scored by Matthews and is set for release next year. The score is played by the American group, the Glass.

From The Music Capitals of the World

NEW YORK

Sergio Mendes and Brasil '66, A&M group, are set for their first tour of Europe and South Africa in January. . . . The New York Rock & Roll Ensemble, Atlantic's group, at Trude Heller's until Thursday (3). . . . Columbia's Blood, Sweat & Tears signed with Billy Smith Associates for public relations. . . . Guitarist Mel Brown signed to Associated Booking Corp. . . . The Bee Gees, rock group from England, signed with Contemporary Public Relations. . . . The Glories, Date Records group, will be at the Howard Theater, Washington, until Thursday (3). . . . The Pickle Brothers will appear at the Cellar Door, Washington, for one week beginning Monday (30).

Orpheus set for an appearance at Warwick Shoppers World in Providence and Warwick, R. I., Saturday (5). . . . Bobby Goldsboro, United Artists Records singer, taped a musical special with Jimmy Durante for airing over ABC-TV. . . . The Platters have been signed to a three-year contract with the Flamingo, Las Vegas. . . . Tim Hardin and Rhinoceros at the Cafe Au Go Go until Saturday (5). . . . The Queen's Guards, now appearing at Madison Square Garden, have recordings out on the London, Decca and United Artists labels. MIKE GROSS

TORONTO

"My Woman," by Winnipeg group, the Mongrels, released earlier in the U. S. by M & L Records, is now out here on Franklin through London. . . . Same tune (by Randy Bachman of the Guess Who and Lorne Sailer, manager of the Mongrels) also recorded by the Eternals, from Winnipeg, augmented by brass and strings from the Minneapolis Symphony, on Quality. . . . "Stone Face" due on the Canadian-owned Gaiety label in the U. S., introduces a new sound for the Orfans, Winnipeg group well-known on the club circuit in Ontario. . . . The Collectors have just finished recording in Los Angeles with WB's Dave Hassinger, returning to Vancouver to play college dates across Canada. Tom Northcott, also on the WB-New Syndrome label, has completed sessions for an album and may make a promotion trip to England late this month. . . . "Poster Man," by the Carnival Connection, reincarnation of the old J. B. and the Playboys from Montreal, now signed to Capitol in the U. S.

A new set of Canadian talent Coca-Cola commercials are in the works, scheduled for airing in early November. The Lords of London and the Magic Cycle commercials are set; McCann-Erickson radio-TV director Jack Richardson is working on material with Vancouver's Wiggy Symphony; and a fourth group is yet to be signed. . . . Witness Inc.'s fourth single outing on Apex is "Visions of Vanessa. . . . The Northwest Company, from Vancouver, is touring eastward to Toronto, promoting their Apex single "Time for Everyone." . . . H & H Distributors, jazz specialists, have received "Toronto '66" by Keith Smith's American All-Stars, recorded live at the Colonial in Toronto two years ago, but just released by the 77 label in Britain. . . . VJM Records in England has recruited the help of H & H Distributors here in locating master recordings by Dick Todd, who was acclaimed in the early '30's as the Canadian Bing Crosby. Anyone with leads on Todd recordings should contact H & H at 34 Habitant Drive, Weston, Ont.

"Sock It to 'Em, Tigers," released on the Detroit Sound label to spur the Detroit Tigers on to the pennant, was composed by Toronto composer-arranger and

conductor Leonard Moss, he recorded the disk in Toronto with the York Mills Trio for Motor City promoter Ervin Steiner. Moss moves to Los Angeles next month. He writes concert band arrangements for Warner Bros.-Seven Arts Music, and composes and arranges for the NORAD band. . . . Polydor's first country artist in its Canadian talent line-up is Mona Vary with "Back in Town to Stay" and "I'll Come Running." . . . Compo's most popular Canadian country talent has a new LP, his third, on Point, with "The Country Soul of Jimmy Arthur Orde." . . . White Whale's "shortest single in history," the 32-second cut from the "Suddenly One Summer" LP by Jay Kaye and Co., was recorded in Vancouver Recording Studios, as was the LP, with local musicians. . . . Robbie Robinson of the Ink Spots recorded half an LP at Vancouver Recording Studios while appearing at the Cave in Vancouver last month, backed by local talent.

Billed as the Greatest British Variety Show, David Whitfield, Anne Shelton and Mrs. Mills tour Canada (Oct. 2-18) hitting Ottawa, Montreal, Toronto, Winnipeg, Saskatoon, Regina, Lethbridge, Calgary, Edmonton, Victoria and Vancouver. . . . Entertainment line-up at Isy's showplace in Vancouver includes Ronnie Hawkins in his first Vancouver date (Sept. 23-Oct. 5); the Everly Brothers (Oct. 16-26), and Arthur Lyman (Nov. 4-12). . . . Cover story in the September issue of Maclean's, "Canada's National Magazine" is Gordon Lightfoot, who follows recording sessions for his next UA album, in Nashville, with appearances at the Troubadour in Los Angeles (Sept. 24-29), in San Francisco Thursday-Saturday (3-5) and a tour of western Canada (Oct. 12-26), winding up in Seattle and Pocatello, Idaho.

TOKYO

Tony Bennett is having success on his first tour to Japan. Sony/CBS recently released a Bennett album, "Tony Bennett Sings San Francisco," and although Bennett is not too familiar to Japanese audiences, the record began moving after his opening performance here. . . . Bob McGrath, Irish tenor of past Mitch Miller fame, is back at the Hilton Hotel for three weeks following military club dates in Hawaii. McGrath is also recording for Sony/CBS. . . . The Brothers Four left Japan after highly successful concerts and a recording session, but plan a return early next year to promote a new album. . . . The Animals avoided a possible lawsuit filed against them by JBC Productions of Japan for allegedly failing to make a scheduled date by promising to come to Japan in November. . . . The Four Aces also cancelled out of a Tokyo date for S.E.E. Promotions. The Platters agreed to stay over and make the Aces' dates throughout the Far East. In Hong Kong, the Platters played to SRO crowds.

Tony Martin arrives this month to play leading nightspots and military dates. . . . Toshiba Records is planning a big promotion for the "Finian's Rainbow" soundtrack album to coincide with the movie's opening here this month. . . . Toshiba is also releasing two Christmas albums in November featuring Ella Fitzgerald and Roger Williams. . . . Sony/CBS is looking forward to a return of Andy Williams at the end of this year or early 1969. Two recent Williams' releases—"Honey" and "Love From Andy" are selling steadily. . . . The Russian folk song vogue is catching on in Japan with the release of two separate albums by Nippon Gramophone and Sony/CBS. (Continued on page 57)

From The Music Capitals of the World

• Continued from page 55

LONDON

After three and one-half years on the British market, the "Sound of Music" soundtrack has passed the two million sales mark, making it RCA's biggest British seller. . . . Reditune, the British background music company, is seeking a franchise agreement with a U. S. background music company as the first entry into this market in the U. S. A. Managing director **Hugh Dundas** says that Reditune will later seek a minority stockholding in an American background music company. The planned moves follow the sale by Reditune of its Muzak franchise for Eastern Canada. . . . The U. S. hit musical "Hair" was scheduled to open at London's Shaftesbury Theatre last Friday, Sept. 27, following the abolition of the Lord Chamberlain's theater censorship office on Sept. 26. This means the musical's now famous nude scene can be staged, although theater productions are still subject to Britain's obscenity laws. . . . Immediate has launched its new subsidiary label Instant. Initial product includes a single by **Outer Limits** and an album of a European Cup football match. Forthcoming product will include an album featuring street busker **Don Partridge** who now records for EMI. . . . Independent label, **Beacon**, has switched its outlet from the British Independent Record Distribu-

tors Network to EMI. Biggest success for the label, which is headed by **Milton Samuel**, has been "Ain't Nothing But a Houseparty" by the **Showstoppers**. . . . **Tony Hatch** and his wife, singer **Jackie Trent**, will visit Hollywood at the end of November to produce a **Frank Sinatra** album of Hatch/Trent compositions. Plans for the album were completed by Frank Sinatra in London, Sept. 14. Tracks will include "Joanna" and five specially written songs.

EMI will launch the Stax label in Britain on Oct. 18. Volt product will appear under the Stax banner. The company has already scheduled three singles, **William Bell** and **Judy Clay's** "Private Number," **Booker T and the MG's** "Soul Limbo" and **Carla Thomas'** "Where Do I Go?" EMI's other recent label acquisition, **Dunhill**, will not appear under its own logo but will be issued on the State-side label here.

Tour promoter **Roy Guest** has joined NEMS Enterprises to handle concert promotions. He goes to NEMS from his own company—Folk Directions which has sponsored tours by **Simon & Garfunkel**, **Tom Paxton** and the **Clancy Brothers**. Guest brings into the NEMS organization acts like **Al Stewart**, **Dominic Behan** and **Sonja** who appears in the new "Hair" musical. NEMS managing director **Vic Lewis** is currently in America accompanying **Donovan** on his latest tour. . . . **Polydor** is releasing its first single from the American Buddah label next week. Buddah will be issued here under its own logo and the first release features "Quick Joey Small" by the **Kasnetz-Katz Singing Orchestral Circus**. The American label was previously issued here by **Pye** along with its parent label **Kama Sutra**—which has also switched to **Polydor**. . . . Songwriter and chief of the independent Chapter One label, **Les Reed**, is currently in Rio as a judge for the "Festival of Song" contest. Reed who recently returned from the States has set a new deal with **Warner Bros.-Seven Arts** to score music for **Warner** films. Reed will also compose songs with **Johnny Mercer**. **GRAEME ANDREWS**

MANILA

Derrick J. Coupland, Far East supervisor of the **Decca Gramophone Co.**, with offices in Singapore, visited here and talked with **S. Y. Cheng**, general manager of **Super Record Co.** Coupland revealed plans to establish a publishing firm in Hong Kong. He left for Taipei. . . . A promotional tie with **Frankie Avalon's** one-nighter at the **Manila Hilton** was the rush-release of "Dancing on the Stars" b-w "But I Do," (Reprise). . . . Local versions of the movie theme "The Green Berets" have been released following the success of **Sgt. Barry Sadler's** RCA version. . . . **Teresa Brewer's** version is also available. The movie is a box-office hit in this city. . . . Five leading recording artists of the **Vienna State Opera** are scheduled to tour the Far East this autumn under the arrangements of impresario **Alfredo Lozano**, who is also bringing in the **Vienna Boys Choir** and the **London Symphony Orchestra** next year. The opera group will sing arias from well-known opera works. . . . **Antonio U. Lustre**, vice-president of the **Home Industries Development Corp.**, attended the **Philips** products conference in London with a side trip to the U. S. where earlier he honeymooned and concluded contracts with two publishing firms for the newly established **Lustre Music Publishing Corp.** Popular disk jockey **Angelo Castro Jr.** has joined the staff of **DZBM**. "Slam-bang," a daily three-hour run, is his new program. Castro was formerly a key staffer of **DZTR**. . . . **GNP Crescendo** artist **Buddy Mer-**

rill makes his album debut with "Latin Festival" on **RCA Victor**. . . . On **RCA Victor**, **Filipinas Record Corp.** is releasing "Chet Atkins Picks the Best," by **Chet Atkins** and "Silk and Soul" by **Nina Simone**. . . . New album for **Jack Jones** on **Kapp** is "What the World Needs Now Is Love." . . . "Beach Samba" is **Astrud Gilberto's** new LP on **Verve**. . . . Latest album release for **Dean Martin** on **Reprise** is "Happiness Is." . . . **Super Record Co.** has released a single of the **Focal Point**, "Love You Forever," on **Deram** and a single of the **Balloon Farm**, "A Question of Temperature," on **London**. . . . **Playtex Record Co.** is releasing the second album of **Eddie Peregrina and the Blinkers**, singing the original compositions of **Danny Subido**. . . . Releases this week on **Atlantic**, top r&b label of 1968, are "Shape of Things to Come," by the **Aorta**; "I Say a Little Prayer," by **Aretha Franklin**, and "More," by the **Rascals**. . . . Another build-up for **Sandy Posey**, likely to play this city this year, is "Ways of the World," on **MGM**. . . . **Tommy James and the Shondells** may play here after their dates in Japan in late October. . . . This week, **Mareco** is releasing "A Tear Fell," by **Ray Charles (ABC)**, "A Lover's Stand," by the **Fashions (20th Century-Fox)**, "It's Love Sweet Love," by **Steve Lawrence and Edie Gorme (CBS)**, "My Way of Life," by **Frank Sinatra (Reprise)**, "Milk Train," by the **Everly Brothers (Warner Bros.-Seven Arts)**. . . . **Super Record Co.** is releasing "Someone Out There," by the **Flirtations (Deram)**, "Jezamine," by the **Casuals (London)**, and "I've Got My Eyes on You," by **Jason Cord (London)**. . . . On **London Phase 4**, **Super** is releasing "Sousa Marches," by the **Band of the Grenadier Guards** and "Dimensions in Sound," by **Stanley Black**. **OSKAR SALAZAR**



GERMAN SINGER **UDO JUERGENS** held a floating press conference at Munich at the start of his month's tour of West Germany. Juergens, left, with **Billboard's** Munich correspondent, **Ursula Schuegraf**, and his manager, **Hans R. Beierlein**, of **Edition Montana**.

Liberty Sets Tough Warranty

• Continued from page 16

nearly 50 per cent of the tapes returned are found not to be defective from the manufacturer's standpoint.

Hence, **Liberty** hopes to tighten its defective exchanges by shifting the responsibility away from the retailer and having the customer go direct to the manufacturer. Retailers have been extremely liberal in their exchange programs, **Horowitz**

says, especially the department stores.

Under the new policy, a distributor will collect all defectives for a month's period and then mail them to **Omaha**. Presently, the label has been taking back tapes "without any resistance."

The warranty information will be printed on a separate piece of paper which will be placed under the cartridge's dust cover. "Do not return to dealer" is clearly indicated on the warranty. "The retailer must try to enforce the warranty," **Horowitz** says.

The executive points to damage from defective playback equipment as contributing to the number of tapes being returned. These tapes plus those which show signs of intentional damage will be carefully sought out by factory personnel.

5th Dimension Sets U. K. Return

LONDON — **Liberty** artists, the **5th Dimension**, recently in Britain on a promotional visit, will return to the U. K. Jan. 3 for a six-week European tour.

The group will play **Britain**, **France** and **Germany**, appear at a number of U. S. bases and will participate in the **San Remo Song Festival** and in one of the international galas held during the **International Record and Music Publishing Market (MIDEM)** in **Cannes**, Jan. 18-24. While in **London** the group taped an appearance on the **Tom Jones** show which will be shown in the U. S. in November or December and in **Britain** late January. Meanwhile **Liberty** has released the **5th Dimension's** "Sweet Blindness" in the States and "Good News" in **Britain**.

On **Thursday (3)** the **5th Dimension** begin a seven-week college concert tour and on **Nov. 22** they appear on the bill with **Frank Sinatra** when he makes his debut at **Caesar's Palace**, **Las Vegas**.

M. Arduini Joins Ricordi as Aide

MILAN—**Federico Monti Arduini**, former a&r manager of **Belldisc** and general manager of **Telstar Music**, has joined **Ricordi** as assistant to **Mariano Rapetii**, general manager of **Ricordi's** publishing division.

EMI Operation Set in Norway

• Continued from page 54

definitely in the market for other labels and are looking for new contracts. We have a fully equipped distribution set-up in 40 years' experience in the industry, and it is our intention to remain in the record distribution business."

The company has a staff of 45, of whom 20 are engaged in the record division. **Poole** indicated that the firm may also go into the record production field.

Cassette Scores

• Continued from page 16

both of who featured cassette recorders in their 1968 lines, displayed the same models at this year's show.

Casseiver Units

Scott's two **Casseiver** units combine tuners for direct recording onto cassettes. Model 2550 consists of an **AM-FM** stereo receiver and two matched speakers. Model 3600 is **Scott's** 60 watt **FM** stereo casseiver. No prices were made available for either unit.

Fisher bowed two cassette recorders, one integrated into a receiver, the other, a plug-in deck. Price of the cassette-receiver is \$149.50, while the deck will retail at under \$70.

Sound Seminars

• Continued from page 27

tration, room, breakfast and dinner. Musicians not desiring accommodations will be charged a \$10 registration fee. The facilities of the **College of Church Musicians** and the **Cathedral** will be made available to program participants. The **College** faculty will be assisted by various experts during the seminars.

MM Italian Distrib

• Continued from page 54

lished talent section, **CBC-Italiana's** **Camaleonti** were second and **CBS-CGD** were also awarded a prize for the best coupling of established artists and new talent—I **Camaleonti** and **Sergio Leonardi**.

Gennaro said that **MM's** best sellers during the last 12 months had been **Geogre Fame's** "Ballad of **Bonnie and Clyde**," **CBS**; **I Camaleonti's** "L'Ora dell' Amore," **CBS**; the Italian version of "Homvuf," "La Donna del Amico Mio" and "Sono Una Artista," by **Roberto Carlos**, **CBS**; "San Francisco," by **Scott McKenzie**, **CBS**; "The World We Knew," by **Frank Sinatra**, **Reprise**; "La Banda" and "Carmen," by **Herb Alpert, A&M**; "I Dig Rock 'n' Roll Music," by **Peter, Paul and Mary**, **Warner Bros.**, and "Pata Pata," by **Mariam Makeba**, **Reprise**.

Bill Anderson

• Continued from page 22

cleared in the new markets picking up the show, it will be viewed in more cities than any previous country music syndication feature. **Kapp** recording artist **Hugh X. Lewis** also has just begun a sponsorship arrangement for a syndicated show, which will show in several dozen markets.

The **Stan Hitchcock** TV series has a partial sponsorship arrangement, and is in a limited number of markets. **Johnny Wright** and **Kitty Wells** have just begun a new pilot, shooting for a series following an unsuccessful venture (for many artists) in **Texas**.

writer and member of the "Grand Ole Opry." Also in the regular cast are **Jan Howard**, **Don Bowman**, the **Po' Boys**, and various leading country music artists.

Shaped Notes

• Continued from page 27

the network. **Scott's** background in gospel music includes a stint with **Albert Brumley**. . . . The **Stamps Quartet** has finished a new **Skylight LP**, "Signs of a Good Life," which features several middle-of-the-road pieces which could easily slip into the country category. One is an **Eddie Miller** tune, "Big, Big Love." The LP features nine musicians on the session. Upcoming for this group is a **California-to-Canada** tour in **November**.

Nancy Dunn is now with the **Sing-Cord** Division of **Zondervan Publishing and Recording**. . . . **October** bookings for the **Happy Goodman Family** include dates in **Virginia**, **Pennsylvania** and **North Carolina**. . . . The **Chuck Wagon Gang** will spend early **October** in the **South**, primarily in **Georgia**. . . . The **Oak Ridge Boys**, the **Singing Rambos**, the **Prophets Quartet** all play **Jackson, Miss.**, **Thursday (3)** and **Nashville** the following day.

DGG Parley Scores Hit

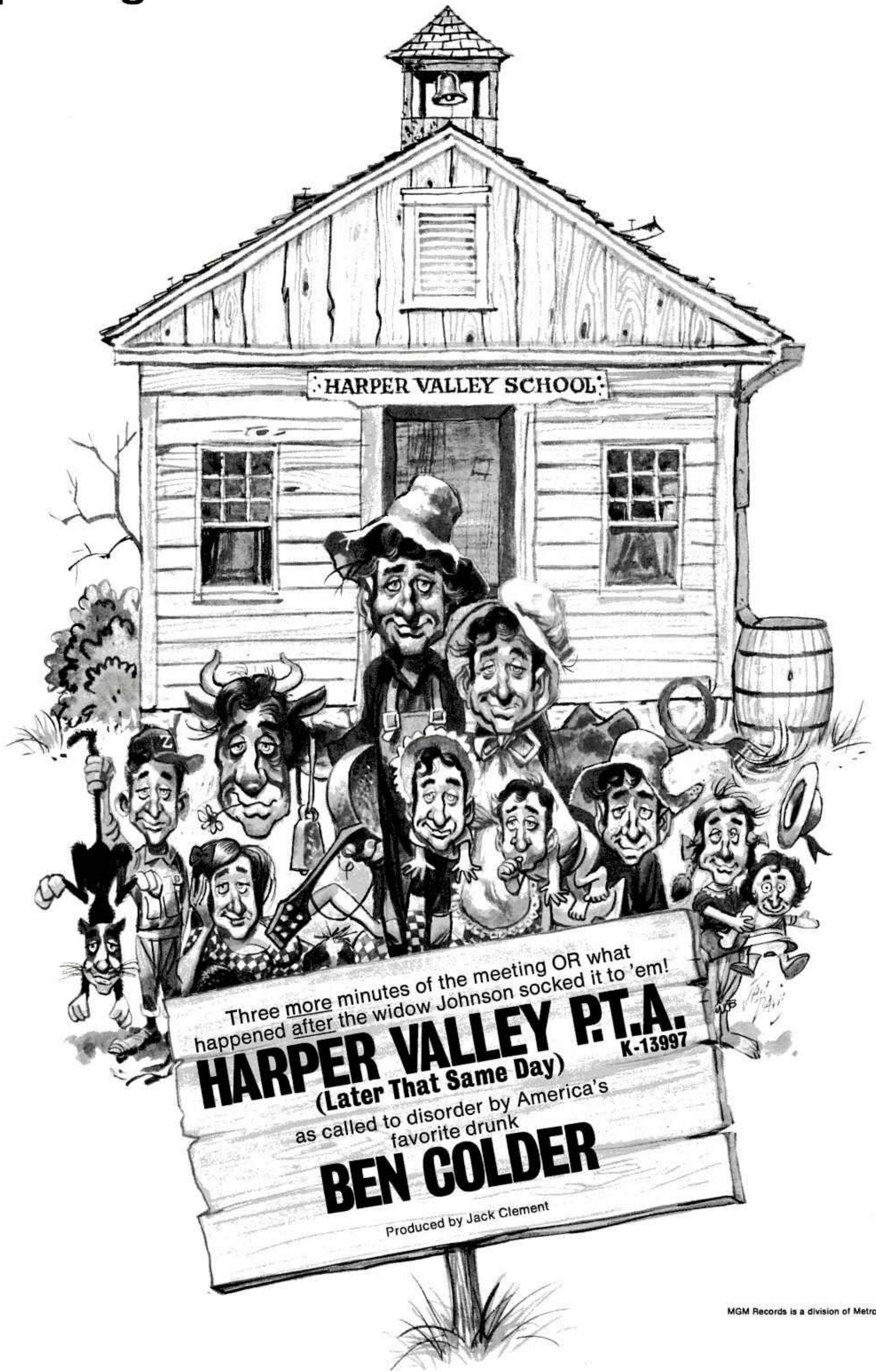
• Continued from page 54

Black and **Wencke Myhre**, "Wheels of Fire" by the **Cream** and "Home Festival" by **Hubert Wolf**.

Deutsche Grammophon also announced three subscription offers—**Beethoven's** nine symphonies by **von Karajan** (\$29.50), "Faust," with **Gustav Gruendgens** (\$12), and an LP sampler of the 9th symphony of **Beethoven** by **Karajan** (\$1.50).

Von Winterfeldt said that strong promotion campaigns would be mounted for the American artists **Jimmy Smith**, **Oscar Peterson**, **Connie Francis** and the **Cowsills** and for the artists in the **A&M** catalog.

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Spotlight Singles

NUMBER OF
SINGLES REVIEWED

THIS WEEK
127

LAST WEEK
131

*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

MARVIN GAYE & TAMMI TERRELL— KEEP ON LOVIN' ME, HONEY

(Prod. Ashford & Simpson) (Writers: Ashford-Simpson) (Jobete, BMI)—Duo comes on stronger with each release and this potent, driving rocker will put them rapidly at the top replacing "You're All I Need to Get By." Flip: "You Ain't Livin' Till You're Lovin'" (Jobete, BMI). Tamla 54173

*ENGELBERT HUMPERDINCK— LES BICYCLETES DE BELSIZE

(Prod. Peter Sullivan) (Writers: Reed-Mason) (Donna, ASCAP)—This beauty can't miss making it his third Top 20 in a row for the year. The Reed-Mason ballad with a first rate Humperdinck reading will prove a topper for "A Man Without Love." Flip: "Three Little Words" (Duchess, BMI). Parrot 40032

SHADOWS OF KNIGHT—SHAKE

(Prod. J. Levine-A. Resnick) (Writers: Resnick-Levine) (Kaskat/Peanut Butter, BMI)—That group of "Gloria" fame have a powerhouse sales winner in this solid swinger. New label, handled by Buddha should hit hard and fast. Flip: "From Way Out to Way Under" (Kaskat, BMI). Team 520

TOP 60 POP SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

MONKEES—PORPOISE SONG—AS WE GO ALONG

(Prod. Gerry Goffin) (Writers: Goffin-King) (Screen Gems-Columbia, BMI) / (Writers: King-Stern) (Screen Gems-Columbia, BMI)—From the forthcoming film "Head," group has two unusual, commercial sides. A change of pace for them in tempo and material. The writing is by Goffin-King and Stern with arrangements by Jack Nitzsche. Colgems 66-1031

JOSE FELICIANO—HITCHCOCK RAILWAY/ HI-HEEL SNEAKERS

(Prod. Rick Jarrard) (Writers: Dunn-McCashen) (Colgems, ASCAP) / (Prod. Rick Jarrard) (Writer: Higginbotham) (Medal, BMI)—The exciting performer hit it way up at the top with "Light My Fire" and now he offers two strong rock sides with equal potential for much of the sales potency of the initial hit. RCA/Victor 47-9641

AMBOY DUKES—YOU TALK SUNSHINE, I BREATHE FIRE

(Writers: Nugent-Farmer) (Brent, BMI)—They broke through to the top part of the Hot 100 with "Journey to the Center of Your Mind" and this pulsating blues-rocker is loaded with much of the same sales appeal. Strong entry. Flip: "No Information Available". Mainstream 693

OHIO EXPRESS—CHEWY CHEWY

(Prod. J. Levine-A. Resnick) (Writers: Levine-Resnick) (Peanut Butter/Kaskat, BMI)—A hot sales topper for their "Down at Lulu's" hit, is this infectious happy rhythm novelty—more in the vein of "Yummy, Yummy, Yummy." Watch this one go. Flip: "Firebird" (Peanut Butter/Kaskat, BMI). Buddha 70

JOE TEX—YOU NEED ME, BABY

(Prod. Buddy Killen) (Writer: Tex) (Tree, BMI)—More clever and groovy blues material from Tex. Easy beat rhythm number will fast top the sales of "Keep the One You Got"—more in the strong sales bag of "Men Are Gettin' Scarce." Top Tex reading. Flip: "Baby, Be Good" (Tree, BMI). Dial 4086

SPECIAL MERITS SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

*MILLS BROTHERS—The Ol' Race Track (Prod. Tom Mack) (Writers: Christopher-Gelber) (Notable, ASCAP)—The smooth quartet follows up their "My Shy Violet" chart rider with an easy beat rhythm ballad much in the vein of their "Cab Driver" hit. Dot 17162

SUNSHINE COMPANY—Willie Jean (Prod. Joe Saraceno) (Writer: Axton) (Stork, BMI)—Following up their "On a Beautiful Day" single, group changes pace with a strong blues-oriented ballad. Imperial 66324

BOBBIE GENTRY—Sweet Peony (Prod. Kelly Gordon) (Writer: Gentry) (Shayne, ASCAP)—A powerful and original rhythm item culled from her "Local Gentry" LP should garner much airplay and sales. Capitol 2295

ROTARY CONNECTION—Paper Castle (Prod. M. Chess & C. Stepney) (Writer: Dollison) (Arc, BMI)—The hot LP artists offer a smooth rock item loaded with discotheque and sales appeal. Pulled from their current "Aladdin" album. Cadet Concept 7007

JAY & THE AMERICANS—You Ain't Gonna Wake Up Cryin' (Prod. Anders & Poncia) (Writers: Andreoli-Poncia Jr.) (Camptown, ASCAP)—Good rhythm ballad with teen-oriented lyric content—proves an exceptional showcase for the group. United Artists 50448

THE VENTURES—Hawaii Five-O (Prod. Joe Saraceno) (Writer: Stevens) (April, ASCAP)—Driving instrumental treatment of the new TV series theme should prove a discotheque smash. Liberty 56068

MARILYN MCGINNIS & the Magic Circle—A Song That Never Ends (Prod. Steve Barri) (Writers: Cashman-Pistilli-West) (Ampco, ASCAP)—The exceptional Cashman, Pistilli and West rhythm ballad gets a commercial reading much in the vein of the Mamas and the Papas hits. Dunhill 4159

BIFF ROSE—What's Gnawing at Me (Prod. Art Podell & Nick Woods) (Writer: Rose) (Irving, BMI)—Unusual and intriguing is the voice and material of newcomer Biff Rose in this infectious rhythm item culled from his new LP. Tetragrammaton 1506

*EVIE SANDS—Shadow of the Evening (Prod. Taylor & Gorgoni) (Writer: Taylor) (Blackwood, BMI)—Miss Sands makes her A&M Records debut with a beautiful and compelling Chip Taylor ballad that is loaded with sales potential. A&M 980

ARTHUR PRYSOCK—The Young Runaways (Prod. Pete Spargo & Hy Weiss) (Writers: Coughlin-Karger) (Feist, ASCAP)—Prysock turns in a top performance of the film theme that's enhanced by the exceptional production work of Pete Spargo and Fred Karger. Verve 10620

GENE PITNEY—BILLY, YOU'RE MY FRIEND

(Prod. Bob Schwartz) (Writer: Goldman) (Catalogue, BMI)—Following up his "She's a Heartbreaker" smash, Pitney comes up with a blockbuster that should prove his "MacArthur Park." The most unique disk of the week, this symphonic-rock production number is one of his finest disk performances and loaded with sales appeal. Exceptional writing, arrangement and production work. Flip: "She Believes in Me" (Catalogue, BMI). Musicor 1331

THE DELLS—ALWAYS TOGETHER

(Prod. Bobby Miller) (Writer: Miller) (Chevis, BMI)—Group went right up there to No. 10 on the Hot 100 with "Stay in My Corner" and this smooth blues ballad has all the drive to match the sales of the recent smash. Flip: (No Information Available). Cadet 5621

TOMMY JAMES & SHONDELLS— DO SOMETHING TO ME

(Prod. Tommy James) (Writers: Calvert-Naumann-Manzano) (Patricia/Kahoona Tunes, BMI)—Back in the selling sound of "Mony, Mony," James has a sure fire smash in this raucous rocker. Moves from start to finish. Flip: "Ginger Bread Man" (Big Seven, BMI). Roulette 7024

THE JOHNSTONS—BOTH SIDES NOW

(Prod. Nathan Josephs) (Writer: Mitchell) (Siquomb, BMI)—The much recorded Joni Mitchell folk ballad went to No. 1 in Ireland via this strong version. The release in the U. S. should prove a left field sales giant for the fresh sounding group here. Watch this one. Flip: "Urge for Going" (Siquomb, BMI). Tetragrammaton 1507

GENE CHANDLER & BARBARA ACKLIN— FROM THE TEACHER TO THE PREACHER

(Prod. Carl Davis) (Writers: Record-Acklin-Davis) (BRC/Jalynne, BMI)—The duo did well with "Show Me the Way to Go Home" and this swinger should put them high on both the r&b and Hot 100 charts. Her recent solo smash "Love Makes a Woman" and his current "There Was a Time" will help bring this one aboard for big sales. Flip: "Anywhere But Nowhere" (Cachand, BMI). Brunswick 55387

TREMELOES—MY LITTLE LADY

(Prod. Mike Smith) (Writers: Pace-Panzeri-Pilat-Blakely-Hawkes) (Gallico/Pedro, BMI)—Pulsating rocker should fast bring the group back to the charts with the sales power of "Suddenly You Love Me." Strong material, well performed. Flip: "All the World to Me" (Mainstay, BMI). Epic 10376

TRAFFIC—FEELIN' ALRIGHT?

(Prod. Jimmy Miller) (Writer: Mason) (Essex, ASCAP)—This smooth blues swinger could easily prove the item to smash the British grab through for top sales here. Infectious beat and lyric line should grab Top 40 play fast. Flip: "Withering Tree" (Essex, ASCAP). United Artists 50460

THE BANANA SPLITS—WAIT TILL TOMORROW

(Prod. David Mook) (Writers: Adams-Barkan) (Sea-Lark, BMI)—The new TV stars come up with a winner in this groovy rock number with sales appeal for all ages. The TV exposure should do much to insure top sales. Flip: "We're the Banana Splits" (Sea Lark, BMI). Decca 32391

TOMMY ROE—Gotta Keep Rolling Along (Prod. Steve Barri) (Writer: Roe) (Low-Twi, BMI)—This original, easy-beat rhythm ballad proves a top commercial outing for the important composer-performer. ABC 11140

*JOHNNY MATHIS—You Make Me Think About You (Prod. Robert Mersey) (Writers: Hilliard-Mersey) (Artists, ASCAP)—Compelling film theme from "With Six, You Get Egg Roll" gets an equally moving vocal treatment by Johnny Mathis. Columbia 44637

BUDDY RICH BIG BAND—Mercy, Mercy, Mercy (Prod. Richard Bock) (Writer: Zawinul) (Zawinul, BMI)—The big band sound of Buddy Rich brings a new excitement to the new standard, which proved an important chart item to both Cannonball Adderley and the Buckinghams. Pacific Jazz 88145

*DIANA TRASK—Hold What You've Got (Prod. Buddy Killen) (Writer: Tex) (Tree, BMI)—Marking her debut on Dot, Miss Trask turns in a top treatment of the Joe Tex blues ballad, with fine production work by Buddy Killen. Dot 17160

*VIC DANA—Little Arrows (Prod. Dick Glasser) (Writers: Hammond-Hazlewood) (Duchess, BMI)—Clever rhythm item is already attracting attention via the Leapy Lee version from England, and now Dana offers his own unique treatment. Liberty 56071

JENNIFER WARREN—I Am Waiting (Prod. Martin Cooper) (Writers: Jagger-Richard) (Gideon, BMI)—Culled from her "I Can Remember Everything" LP, Jennifer makes this Jagger-Richard rock ballad a highly potential single entry. Parrot 333

MARK THATCHER—Tell Him You've Got Someone Else (Prod. Len Maxwell) (Writer: Martin) (Leonard, BMI)—Thatcher has a powerful voice, and this rock ballad production proves an exceptional vocal showcase. Diamond 250

THE SHANNONS—Born Too Late (Prod. Mel Taylor) (Writers: Tobias-Strouse) (Evergreen, BMI)—The Ponitails' hit of the '50's gets a smooth updating via this current outing by the well-balanced new group. Liberty 56073

ELLEN MARGULIES—The White Pony (Prod. Roger Joyce) (Writers: Joyce-Streiner-Secunda)—Intriguing new voice, material and production make this rhythm item a powerful sales and airplay item. Reprise 0777

TOP 20 COUNTRY

COUNTRY

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

BUCK OWENS & HIS BUCKAROOS— I'VE GOT YOU ON MY MIND AGAIN

(Prod. Ken Nelson) (Writer: Owens) (Blue Book, BMI)—Powerhouse ballad performance... one of Owens' finest to date. Chalk up another top chart number for the consistent sales winner. Flip: "That's All Right With Me" (Blue Book, BMI). Capitol 2300

WEBB PIERCE—SATURDAY NIGHT

(Writers: Pierce-Powell-Brewer) (Tuesday, BMI)—Following up his smash hit "Stranger in a Strange City," Pierce has a topper for that hit with this happy, infectious rhythm number. Flip: "I Tried Everything to Please" (Jack O' Diamonds, BMI). Decca 32388

FREDDIE HART—HERE LIES A HEART

(Writer: Zanettis) (Five Sisters, BMI)—Hart went way up the chart with "Born a Fool" and this poignant and compelling ballad performance should fast put him still higher on the chart. Exceptional vocal performance and material. Flip: "Don't Cry Baby" (Jack O' Diamonds, BMI). Kapp 944

GEORGE HAMILTON IV—TAKE MY HAND FOR AWHILE

(Prod. Chet Atkins) (Writer: Sainte-Marie) (T.M./Gypsy Boy, BMI)—The compelling Buffy Sainte-Marie ballad is performed to perfection by Hamilton and should spiral him right to the top of the chart. Potent sales entry. Flip: "Wonderful World of My Dreams" (Acuff-Rose, BMI). RCA Victor 47-9637

BRENDA BYERS—THE AUCTIONEER

(Prod. Bob Thompson & Roy Drusky) (Writers: Van Dyke-Black) (Smith, ASCAP)—The past hit of Leroy Van Dyke will fast prove a smash all over again with this top performance of the infectious, material. Should establish the artist as a hot disk seller in short order. Much pop appeal as well. Flip: "Rainbows and Roses" (Harbot, SESAC). MTA 160

BUDDY CAGLE—I'LL GET OVER YOU

(Prod. Scott Turner) (Writer: Peters) (Singleton, BMI)—Easy beat rhythm ballad penned by Ben Peters comes off a strong, commercial entry for Cagle that should take him right up there to the top part of the charts. Fine performance. Flip: "I've Wondered Where She's Been" (Metric, BMI). Imperial 66331

CHART

Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

KITTY WELLS—Happiness Hill (Wells, BMI). DECCA 32389
DEE MULLINS—The Continuing Story of Harper Valley P.T.A. (Shelby Singleton, Jr.) (Newkeys, BMI). SSS INTERNATIONAL 749
WILBURN BROTHERS—We Need a Lot More Happiness (Sure-Fire, BMI). DECCA 32386
JAMES BELL—The Pretty Boy (Belldale, BMI). BELL 45003
GLEN GARRISON—That Lucky Old Sun (Just Rolls Around Heaven All Day) (Robbins, ASCAP). IMPERIAL 66333
LOIS JOHNSON—One Drink Farther Away (Ly-Rann, BMI). COLUMBIA 44646
HAROLD LEE—The Boys Kept Hangin' Around (Ding Don/Tree, BMI). COLUMBIA 44649
VERN STOVALL—Honky Tenkers (Combine, BMI). MONUMENT 1097
RAY FRUSHAY—I Can (Owepar, BMI). BOONE 1079

TOP 20 R&B

R&B

Spotlights Predicted to reach the TOP 20 of the TOP SELLING R&B SINGLES Chart

INEZ & CHARLIE FOXX—COME ON IN

(Prod. C. Foxx & E. Townsend) (Writer: Townsend) (Catalogue/Cee & Eye, BMI)—Ed Townsend of "For Your Love" fame wrote this blockbuster ballad and the dynamic duo waits it for all it's worth. With equal potential for both the pop and r&b charts, it should prove a sales giant. Flip: (No Information Available). Dynamo 126

CHART

Spotlights Predicted to reach the R&B SINGLES Chart

GLORIA JONES—When He Touches Me (Brookmont, BMI). MINIT 32051
THE MIGHTY MARVELOUS—Wait, Be Cool (Pamco/Yvonne, BMI). ABC 11139

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

Album Reviews

Albums

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK.

★ NEW ACTION LP's

JEANNIE C. RILEY—Harper Valley P.T.A. . . .
Plantation PLP 1 (S)

JAMES BROWN—Sings Out of Sight . . .
Smash SRS 67109 (S)

BARBRA STREISAND—A Happening in Central Park . . .
Columbia CS 9710 (S)

PAUL MAURIAT & HIS ORK—Prevailing Hits . . .
Philips PHS 600-280 (S)

NILSSON—Aerial Ballet . . .
RCA Victor LPM 3956 (M); LSP 3956 (S)

FRANKIE LAINE—Take Me Back to Laine Country . . .
ABC ABCS 657 (S)

STATUS QUO—Messages From . . .
Cadet Concept LPS 315 (S)

NAZZ . . .
SGC SD 5001 (S)

MILES DAVIS—Miles in the Sky . . .
Columbia CS 9628 (S)

BEACH BOYS—Stack-O-Tracks . . .
Capitol DKAO 2893 (S)

MERRILEE RUSH—Angel of the Morning . . .
Bell 6020 (S)

BOBBY TAYLOR & VANCOUVERS . . .
Gordy GS 930 (S)

SHORTY LONG—Here Comes the Judge . . .
Soul SS 709 (S)

JANIS IAN—Secret Life of J. Eddy Fink . . .
Verve Forecast FTS 3048 (S)

BOX TOPS—Nonstop . . .
Bell 5023 (S)

PATTI DREW—Workin' on a Groovy Thing . . .
Capitol ST 2855 (S)

HELLO PEOPLE—Fusion . . .
Philips PHS 600-276 (S)

Singles

★ NATIONAL BREAKOUTS

WHITE ROOM . . .
Cream, Atco 6617

★ REGIONAL BREAKOUTS

GREENBERG, GLICKSTEIN, CHARLES, DAVID SMITH & JONES . . .
Cryan Shames, Columbia 44638 (Destination, BMI) (Chicago)

GOLDEN GATE PARK . . .
Rejoice, Dunhill 4158 (Wingate, ASCAP) (San Francisco)

BABY I LOVE YOU . . .
Jaggers, Gamble 218 (Razor Sharp, BMI) (Pittsburgh)

L. A. BREAK DOWN (And Take Me In) . . .
Larry Marks, A&M 969 (La Brea, ASCAP) (Seattle)

CINNAMON . . .
Derek, Bang 558 (Pamco, BMI) (Atlanta)

More Album Reviews on Page 69

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.

OPERA REVIEW

'Adriana Lecouvreur' Shines With Lyricism and Tebaldi

NEW YORK—Cilea's "Adriana Lecouvreur" is not a major opera, but it abounds in lyricism and it also is an excellent vehicle for soprano Renata Tebaldi. As performed at the Metropolitan Opera's matinee of Sept. 21, the lyricism and Miss Tebaldi's performance shone.

Not that there weren't fine performances in the other principal roles, but the strength of the work is in its title role, which clearly is a special favorite of Miss Tebaldi. She has recorded it in a fine package on London with Mario Del Monaco and Giulietta Simionato, which London plugged with a program ad.

The matinee cast, which is the same one which opened the Met's season on Sept. 16, included tenor Franco Corelli, mezzo-soprano Irene Dail and baritone Anselmo Colzani. Miss Dalis, who has recorded for Philips, gave her usual dramatic performance and sang well.

Colzani's Michonnet was superbly etched, one of the veteran artist's outstanding portray-

als. It also was rewarding for him vocally. Colzani appears on Urania.

Both Angel and London plugged Corelli, who also was in good voice rewarding his many fans splendidly. A commanding stage figure, Corelli's strong voice provided the style of Italian singing that's crowd pleasing. His first and second act arias, which form integral parts of duets, were well handled, while, in the third act, his aria was most effective.

Miss Tebaldi's two big arias were just that, ample enough reason for the soprano to relish the role. Add her third act monolog and her duet with Miss Dalis and it was a glowing afternoon for her.

The opera also was well conducted by the veteran Fausto Cleva, who has recorded for RCA and Columbia. The supporting roles were in good hands especially in tenor Paul Franke and baritone Morley Meredith.

FRED KIRBY

Blossom Music Center Blooms With 190,000

NORTHAMPTON TOWNSHIP, Ohio—More than 190,000 attended the seven-week series at the Blossom Music Center, the new summer home of the Cleveland Orchestra. The top draw included Herb Alpert and the Tijuana Brass, Harry Belafonte, the Serendipity Singers and the New York City Ballet.

The 31 programs included 23 by the orchestra as well as eight pop attractions. The two Herb Alpert concerts drew a total of 29,000 persons, while Belafonte's one-concert crowd was 9,000. A bill of the Serendipity Singers and the Young Americans attracted 8,700.

Other pop attendances were Judy Collins and Arlo Guthrie, 7,400; the Association, 10,000; Ravi Shankar, 4,600; and Louis Armstrong, 5,071. Top classical houses were Van Cliburn, 8,000; and Aaron Copland and Benny Goodman, 7,764.

S. F. Opera Will Show 10 Works

SAN FRANCISCO—The San Francisco Opera Company will present a season of 10 productions in 18 performances in Shrine Auditorium here March 1-29.

Repertoire will include Puccini's "Turandot," Rossini's "The Barber of Seville," Verdi's "Il Trovatore," Donizetti's "Lucia di Lammermoor," Puccini's "Madama Butterfly," Verdi's "Ernani," Mozart's "Don Giovanni," Berlioz' "Les Troyans," Wagner's "Die Walkure" and Strauss' "Salome."

Artists to appear include Renato Cioni, Mary Costa, Regine Crespin, Dorothy Kirsten, Jane Marsh, Jeanette Pilou, Leontyne Price, Margherite Rinaldi, Nicola Rossi-Lemeni, Amy Shuard, Cesare Siepi, Enzo Sordello, Giorgio Tozzi, Jon Vickers and David Ward.

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From The Music Capitals of the World

PARIS

Philips has released three original soundtrack albums—"Million Dollar Brain," "Baisers Voles," the latest Truffaut production with music by Antoine Duhamel and "Pour un amour lointain," by Luis Bonfá. . . . A&M vice-president Gil Friesen and international manager David Hubert visited the offices of Polydor, Paris to discuss A&M release policy with general manager Jacques Kerner and international label manager Andre Paulain. . . . Barclay's October album releases will include a new LP by Jacques Brel, featuring "Je suis un soir d'ete," an LP by Eddy Mitchell which includes intertrack comments by the artist, and the first LP of a new discovery, 20-year-old Martine Clemenceau.

Philips artist Enrico Macias, recently back from recording in London, will return there Oct. 27 for a concert at the Albert Hall before starting his U. S. tour in November. . . . Riviera artist

British Decca Accents 'Requiem'

• Continued from page 55

discuss producing a series of recordings and told the assembly that on the whole complete cycles of composers' works were a good idea. A case in point was the recording of Dvorak's complete symphonies by Istvan Kertesz.

"Series already started would continue," he stated, "including volume two of the complete Mozart Serenades conducted by Karl Munchinger, and sixth symphonies of Si Belius conducted by Lorin Maazel." A new series will start in October of Clifford Curzon recording the complete piano concerts of Mozart. Another series starting would be Schumann's symphonic works conducted by Georg Solti. The first record will couple the symphonies three and four.

A round-up of bargain label catalog and new issues was presented by John Perry, of the company's classical promotions. The Ace of Diamonds mid-price Grand Opera series now has 20 complete works in the catalog and, to boost the general single album issues, new releases in the fall will include works by Mozart, Rachmaninov, Haydn and Schubert.

The low-price Turnabout series will add to its lists in November Ives' string quartets, Mozart's "Music for Masonic Occasions" on two albums available separately, plus three choral records including Bach's "Magnificat."

The Ace of Clubs label now has more than 250 albums in the catalog, said John Parry. The six special Kathleen Ferrier recordings were to be issued as a series. The round-up ended with the reminder that there was a strong future for the medium-priced classical product and Decca had five series within the price range of \$2.40 and \$3.

Davis Opens Series

LOS ANGELES—Miles Davis opens UCLA's annual "Jazz at UCLA" series in Royce Hall Saturday (5). The concerts continue Oct. 19 with Carmen McRae, accompanied by a jazz ensemble featuring Benny Carter, and Nov. 18 with the Charles Lloyd Quartet.

Potter and Graham Dee. Derek Wadsworth was musical director of the session which was produced by Vicky Wickham. MICHAEL WAY

WARSAW

Following a deal made during the International Song Festival in Sopot, Poland, RCA-Italiana will release Polish classical product in Italy. Other deals concluded at Sopot will result in Polish classical records being released in Spain through Belter, the company whose artist, Salome, won the Press award in Sopot, and recent Polish

recordings of the works of Chopin being released in Yugoslavia by RTB. . . . In addition the Polish Authors Agency sold the copy-RTB. . . . In addition the Polish songs, including the winning song "Po ten kwiat czerwony" (For This Red Flower) to Spain and "Anna Maria" to Canada. . . . The West German branch of Francis Day and Hunter will publish the Polish song "Kochac" (Lovin'), by Andrzej Tylczynski and Andrzej Korsynski. This song-writing team recently sold the song "Domek bez adresu" to Chappells. It was recorded under the title "Look at the Mountains"

by Rita Hovink for Polydor. Polish folk/beat group, No To Co, appeared before 120,000 people—the biggest audience in Polish pop history—when they played during the National Harvest Holiday in Warsaw. . . . Artists set to appear in the 11th International Jazz Jamboree in Warsaw, Oct. 17-20, include Odetta, Memphis Slim, Gary Burton, Hal Singer, W. Ludwikowski's big band from the Soviet Union, Beryl Bryden and Sandy Brown's band from the U. K., the Erich Kleinschuster Sextet from Austria, and the Danny Doriz Quintet from France. ROMAN WASCHKO



Their New Hit Is

"MY LITTLE LADY"

5-10376

THE TREMELOES

On

The image shows a black and white photograph of four young men, the band The Tremeles. They are dressed in 1960s-style clothing, including suits and patterned jackets. They are all smiling and looking towards the camera. The background is a plain, light color.

TOP LP'S

FOR WEEK ENDING OCTOBER 5, 1968

TOP 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
9		2	1		DOORS —Waiting for the Sun Elektra (No Mono); EKS 74024 (S)				
13		1	2		RASCALS —Time Peace/Greatest Hits Atlantic (No Mono); SD 8190 (S)				
12		3	3		JOSE FELICIANO —Feliciano! RCA Victor LPM 3957 (M); LSP 3957 (S)		NA	NA	NA
6		4	4		BIG BROTHER & THE HOLDING COMPANY — Cheap Thrills Columbia (No Mono); KCS 9700 (S)			NA	
59		7	5		JIMI HENDRIX EXPERIENCE —Are You Experienced? Reprise (No Mono); RS 6261 (S)				
31		8	6		GLEN CAMPBELL —Gentle on My Mind Capitol (No Mono); ST 2809 (S)			NA	
15		5	7		JOHNNY RIVERS —Realization Imperial (No Mono); LP 12372 (S)				
13		6	8		CREAM —Wheels of Fire Atco (No Mono); SD 2-700 (S)				
31		9	9		STEPPENWOLF Dunhill (No Mono); DS 50029 (S)				
12	★	15	10		IRON BUTTERFLY —In-A-Gadda-Da-Vida Atco (No Mono); SD 33-250 (S)				
44		11	11		CREAM —Disraeli Gears Atco 33-232 (M); SD 33-232 (S)				
24		12	12		SIMON & GARFUNKEL —Bookends Columbia (No Mono); KCS 9529 (S)			NA	
34		13	13		CHAMBERS BROTHERS —The Time Has Come Columbia CL 2722 (M); CS 9522 (S)			NA	
5		14	14		JEFFERSON AIRPLANE —Crown of Creation RCA Victor LSP 4058 (S)		NA	NA	NA
41		16	15		GLEN CAMPBELL —By the Time I Get to Phoenix Capitol T 2851 (M); ST 2851 (S)			NA	
14	★	28	16		SOUNDTRACK —Wild in the Streets Tower (No Mono); 5099 (S)				NA
30		10	17		SOUNDTRACK —The Graduate Columbia (No Mono); OS 3180 (S)			NA	
17		17	18		JOHNNY CASH —At Folsom Prison Columbia (No Mono); CS 9639 (S)			NA	
22		19	19		HERB ALPERT & THE TIJUANA BRASS — Beat of the Brass A&M (No Mono); SP 4146 (S)				
56		21	20		VANILLA FUDGE Atco 33-224 (M); SD 33-224 (S)				
100		25	21		SIMON & GARFUNKEL —Parsley, Sage, Rosemary & Thyme Columbia CL 2563 (M); CS 9363 (S)			NA	
31		23	22		SERGIO MENDES & BRASIL '66 —Look Around A&M (No Mono); SP 4137 (S)				
33		24	23		CANNED HEAT —Boogie With the Liberty (No Mono); LST 7541 (S)				NA
6	★	29	24		BEE GEES —Idea Atco (No Mono); SD 33-253 (S)				
11		18	25		DONOVAN —In Concert Epic (No Mono); BN 26386 (S)			NA	NA
7		26	26		JEFF BECK —Truth Epic (No Mono); BN 26413 (S)	NA	NA	NA	NA
16		32	27		GLEN CAMPBELL —A New Place in the Sun Capitol (No Mono); ST 2907 (S)				
13		20	28		ARETHA FRANKLIN —Aretha Now Atlantic (No Mono); SD 8186 (S)				
18		33	29		ANDY WILLIAMS —Honey Columbia (No Mono); CS 9662 (S)			NA	
7	★	36	30		5TH DIMENSION —Stoned Soul Picnic Soul City (No Mono); SCS 92002 (S)				NA
13	★	41	31		SOUNDTRACK —2001 Space Odyssey MGM (No Mono); S1E 13 ST (S)		NA	NA	
81		27	32		DOORS Elektra (No Mono); EKS 74007 (S)				
7		34	33		ENGELBERT HUMPERDINCK —Man Without Love Parrot (No Mono); PAS 71022 (S)				
15		22	34		MASON WILLIAMS —Phonograph Record Warner Bros.-Seven Arts (No Mono); WS 1729 (S)				
23		35	35		MOODY BLUES —Days of Future Past Deram DE 16012 (M); DES 18012 (S)				
13		30	36		VANILLA FUDGE —Renaissance Atco (No Mono); SD 33-244 (S)				
84		40	37		SIMON & GARFUNKEL —Sounds of Silence Columbia CL 2469 (M); CS 9269 (S)			NA	
54		43	38		DIANA ROSS & THE SUPREMES —Greatest Hits Motown (No Mono); MS 2-663 (S)				
33		31	39		ARETHA FRANKLIN —Lady Soul Atlantic 8176 (M); SD 8176 (S)				
6	★	47	40		MIKE BLOOMFIELD, AL KOOPER, STEVE STILLS — Super Session Columbia (No Mono); CS 9701 (S)		NA	NA	
68		42	41		BEATLES —Sgt. Pepper's Lonely Hearts Club Band Capitol MAS 2653 (M); SMA5 2653 (S)				
19		44	42		DEAN MARTIN —Greatest Hits, Vol. 1 Reprise (No Mono); RS 6301 (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
35		50	43		JIMI HENDRIX EXPERIENCE —Axis: Bold as Love Reprise (No Mono); RS 6281 (S)				
27		53	44		GLEN CAMPBELL —Hey Little One Capitol (No Mono); ST 2878 (S)				NA
48		52	45		MAMAS & PAPPAS —Farewell to the First Golden Era Dunhill (No Mono); DS 50025 (S)				
95		57	46		TEMPTATIONS —Greatest Hits Gordy (No Mono); 919 (S)				
49		38	47		DOORS —Strange Days Elektra (No Mono); EKS 74014 (S)				
21		37	48		RICHARD HARRIS —A Tramp Shining Dunhill (No Mono); DS 50032 (S)				
4	★	55	49		PETER, PAUL & MARY —Late Again Warner Bros.-Seven Arts WST 1751 (S)				
8		51	50		BUFFALO SPRINGFIELD —Last Time Around Atco (No Mono); SD 33-256 (S)				
27		45	51		BILL COSBY —To Russell, My Brother, Whom I Slept With Warner Bros.-Seven Arts (No Mono); WS 1734 (S)				
5	★	69	52		DEEP PURPLE —Shades of Tetragrammaton T 102 (S)				
9	★	59	53		BAND —Music From Big Pink Capitol (No Mono); SKAO 2955 (S)		NA	NA	NA
17		54	54		DON RICKLES —Hello Dummy! Warner Bros.-Seven Arts (No Mono); WS 1745 (S)				NA
25		39	55		BOBBY GOLDSBORO —Honey United Artists UAL 3642 (M); UAS 6642 (S)				
4	★	62	56		MOODY BLUES —In Search of the Lost Chord Deram DES 18017 (S)				
5	★	63	57		CRAZY WORLD OF ARTHUR BROWN Track-Atlantic SD 8198 (S)				
12		60	58		OTIS REDDING —The Immortal Atco (No Mono); SD 33-252 (S)				
19		58	59		RAY CONNIFF & THE SINGERS —Honey Columbia (No Mono); CS 9661 (S)				NA
35		56	60		SOUNDTRACK —The Good, the Bad & Ugly United Artists UAL 4172 (M); UAS 5172 (S)				
74		68	61		CREAM —Fresh Atco 33-206 (M); SD 33-206 (S)				
10		66	62		ORIGINAL CAST —Hair RCA Victor LOC 1150 (M); LSO 1150 (S)			NA	NA
5	★	75	63		PETULA CLARK —Petula Warner Bros.-Seven Arts WS 1743 (S)				
16		64	64		QUICKSILVER MESSENGER SERVICE Capitol (No Mono); ST 2904 (S)				NA
47		80	65		DIONNE WARWICK —Golden Hits, Part 1 Scepter SRM 565 (M); SPS 565 (S)				
186		77	66		SOUNDTRACK —The Sound of Music RCA Victor LOCD 2005 (M); LSOD 2005 (S)			NA	NA
22		67	67		MONKEES —The Birds, the Bees & the Monkees Colgems COM 109 (M); COS 109 (S)			NA	NA
20		49	68		TEMPTATIONS —Wish It Would Rain Gordy (No Mono); 7072 (S)				
21		71	69		GARY PUCKETT & THE UNION GAP —Young Girl Columbia (No Mono); CS 9664 (S)				NA
12	★	85	70		RAMSEY LEWIS —Maiden Voyage Cadet (No Mono); LPS 811 (S)				
42		82	71		BEATLES —Magical Mystery Tour Capitol MAL 2835 (M); SMAAL 2835 (S)				
5	★	84	72		FRANK SINATRA —Greatest Hits Reprise FS 1025 (S)				
20		76	73		MAMAS & PAPPAS —Papas & Mamas Dunhill (No Mono); DS 50031 (S)				
17		81	74		O. C. SMITH —Hickory Holler Revisited Columbia (No Mono); CS 9680 (S)		NA	NA	NA
54		83	75		FOUR TOPS —Greatest Hits Motown (No Mono); MS 662 (S)				
26		78	76		EDDIE HARRIS —Electrifying Atlantic 1495 (M); SD 1495 (S)				
18		46	77		HUGH MASEKELA —Promise of a Future Uni (No Mono); 73028 (S)				
25		48	78		SPIRIT Ode Z12-44003 (M); Z12-44004 (S)				NA
17		74	79		AMBOY DUKES —Journey to the Center of the Mind Mainstream 56112 (M); S/6112 (S)				NA
2	★	198	80		SOUNDTRACK —Funny Girl Columbia 805 3220 (S)				NA
7		79	81		PAUL BUTTERFIELD BLUES BAND —In My Own Dream Elektra (No Mono); EKS 74025 (S)				NA
29		73	82		OTIS REDDING —The Dock of the Bay Volt 419 (M); S 419 (S)				
40		70	83		JUDY COLLINS —Wild Flowers Elektra (No Mono); EKS 74012 (S)				
4	★	95	84		JOHN MAYALL'S BLUES BREAKERS —Bare Wires London PS 537 (S)			NA	NA
5	★	96	85		DEAN MARTIN —Greatest Hits, Vol. 2 Reprise RS 6320 (S)				
5	★	104	86		JAMES BROWN —Live at the Apollo, Vol. 2 King 1022 (S)			NA	NA

Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

Continued on Page 66

OCTOBER 5, 1968, BILLBOARD



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RULES:

Contest is open to anyone in the Music Industry. Only upper lip growths will be judged. Contest judges are Julius Wechter, Sergio Mendes and Herb Alpert.



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
	31	94	87 DIONNE WARWICK —Valley of the Dolls Scepter (No Mono); SPS 568 (S)				
★	6	101	88 BOOTS RANDOLPH —Sound of Boots Monument (No Mono); SLP 18099 (S)				
	6	91	89 BYRDS —Sweetheart of the Rodeo Columbia (No Mono); CS 9670 (S)			NA	
	45	90	90 OTIS REDDING —History of Volt 418 (M); S 418 (S)				
	34	99	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	
	10	93	92 CREEDENCE CLEARWATER REVIVAL Fantasy (No Mono); 8382 (S)				
	9	88	93 JOAN BAEZ —Baptism Vanguard (No Mono); VSD 79275 (S)				
	26	65	94 NANCY SINATRA/LEE HAZLEWOOD —Nancy & Lee Reprise (No Mono); RS 6273 (S)				
	48	86	95 SOUNDTRACK —Camelot Warner Bros.-Seven Arts (No Mono); BS 1712 (S)				
	12	103	96 VARIOUS ARTISTS —Super Hits, Vol. 2 Atlantic (No Mono); SD 8188 (S)				
	134	61	97 SOUNDTRACK —Dr. Zhivago MGM (No Mono); 1SE-6ST (S)				
	6	102	98 GRATEFUL DEAD —Anthem of the Sun Warner Bros.-Seven Arts (No Mono); WS 1749 (S)				
	33	100	99 ED AMES —Sings "Who Will Answer" and Other Songs of Our Times RCA Victor LPM 3961 (M); LSP 3961 (S)		NA	NA	
	47	98	100 ARLO GUTHRIE —Alice's Restaurant Reprise (No Mono); RS 6267 (S)				
	81	120	101 ANITA KERR/ROD MCKUEN/SAN SEBASTIAN STRINGS —The Sea Warner Bros.-Seven Arts (No Mono); WS 1670 (S)				
	23	97	102 MOBY GRAPE —Wow Columbia (No Mono); CXS 3 (S)			NA	NA
	43	72	103 PAUL MAURIAT & HIS ORK —Blooming Hits Philips PHM 200-248 (M); PHS 600-248 (S)				
	178	106	104 HERB ALPERT & THE TIJUANA BRASS — Whipped Cream & Other Delights A&M (No Mono); SP 4110 (S)				
	27	87	105 IRISH ROVERS —Unicorn Decca DL 4951 (M); DL 74951 (S)				
	19	116	106 NANCY WILSON —Easy Capitol (No Mono); ST 2909 (S)				NA
	53	108	107 WES MONTGOMERY —A Day in the Life A&M (No Mono); SP 3001 (S)				
	6	110	108 AL MARTINO —The Best of Capitol (No Mono); SKAO 2946 (S)				
	3	112	109 PERCY FAITH & HIS ORK —Angel of the Morning Columbia CS 9706 (S)		NA	NA	
	109	111	110 SERGIO MENDES & BRASIL '66 A&M (No Mono); SP 4116 (S)				
	26	122	111 LETTERMEN —Goin' Out of My Head Capitol (No Mono); ST 2865 (S)				NA
	142	124	112 ORIGINAL CAST —Man of La Mancha Kapp KL 4505 (M); KS 5505 (S)				
	33	113	113 SMOKEY ROBINSON & THE MIRACLES — Greatest Hits, Vol. 2 Tamla (No Mono); TS 280 (S)				
	69	107	114 5TH DIMENSION —Up, Up & Away Soul City (No Mono); SCS 92000 (S)				
	24	109	115 DIANA ROSS & THE SUPREMES —Reflections Motown (No Mono); 665 (S)				
	29	123	116 IRON BUTTERFLY —Heavy Atco LP 33-227 (M); SD 33-227 (S)				
	17	89	117 TOM JONES —Fever Zone Parrot (No Mono); PAS 71019 (S)				
	20	92	118 DELLS —There Is Cadet (No Mono); LP 804 (S)				
★	5	137	119 VOGUES —Turn Around, Look at Me Reprise RS 6314 (S)				NA
	5	129	120 COWSILLS —Captain Sad & His Ship of Fools MGM SE 4554 (S)				
	23	126	121 TINY TIM —God Bless Reprise (No Mono); RS 6292 (S)				
	32	128	122 VANILLA FUDGE —The Beat Goes On Atco 33-237 (M); SD 33-237 (S)				

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Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

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OCTOBER 5, 1968, BILLBOARD

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TOP LP'S

CONTINUED FROM PAGE 66

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
	3	165	164	SMALL FACES —Ogden's Nut Gone Flake Immediate Z12-52-008 (S)	NA	NA	NA	NA
	34	168	165	RAY CONNIFF & THE SINGERS —It Must Be Him Columbia CL 2795 (M); CS 9595 (S)			NA	
	42	151	166	HERB ALPERT & THE TIJUANA BRASS —Ninth A&M (No Mono); SP 4134 (S)				
	13	174	167	JIM NABORS —Kiss Me Goodbye Columbia (No Mono); CS 9620 (S)		NA	NA	NA
	3	172	168	BUCKINGHAMS —In One Ear & Gone Tomorrow Columbia CW 9703 (S)			NA	
	42	169	169	VENTURES —Golden Greats by the Liberty LRP 2053 (M); LST 8053 (S)				
★	3	186	170	HUGO MONTENEGRO, HIS ORK & CHORUS — Hang "Em High RCA Victor LPM 4022 (M); LSP 4022 (S)		NA	NA	NA
	9	180	171	MONGO SANTAMARIA —Soul Bag Columbia (No Mono); CS 9653 (S)			NA	NA
	27	170	172	ERIC BURDON & THE ANIMALS —The Twain Shall Meet MGM (No Mono); SE 4537 (S)				
	7	175	173	ROGER MILLER —A Tender Look at Love Smash (No Mono); SRS 67103 (S)				
	89	177	174	ARETHA FRANKLIN —I Never Loved a Man the Way I Love You Atlantic 8139 (M); SD 8139 (S)				
	4	178	175	BEACON STREET UNION —The Clown Died in Marvin Gardens MGM SE 4568 (S)		NA		NA
	263	183	176	ORIGINAL CAST —Camelot Columbia OL 5620 (M); OS 2031 (S)			NA	
	15	144	177	STEVE MILLER BAND —Children of the Future Capitol (No Mono); SKAO 2920 (S)	NA		NA	NA
	2	179	178	ORPHEUS —Ascending MGM SE 4569 (S)				NA
	6	171	179	JULIUS WECHTER & THE BAJA MARIMBA BAND — Do You Know the Way to San Jose A&M (No Mono); SP 4150 (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.

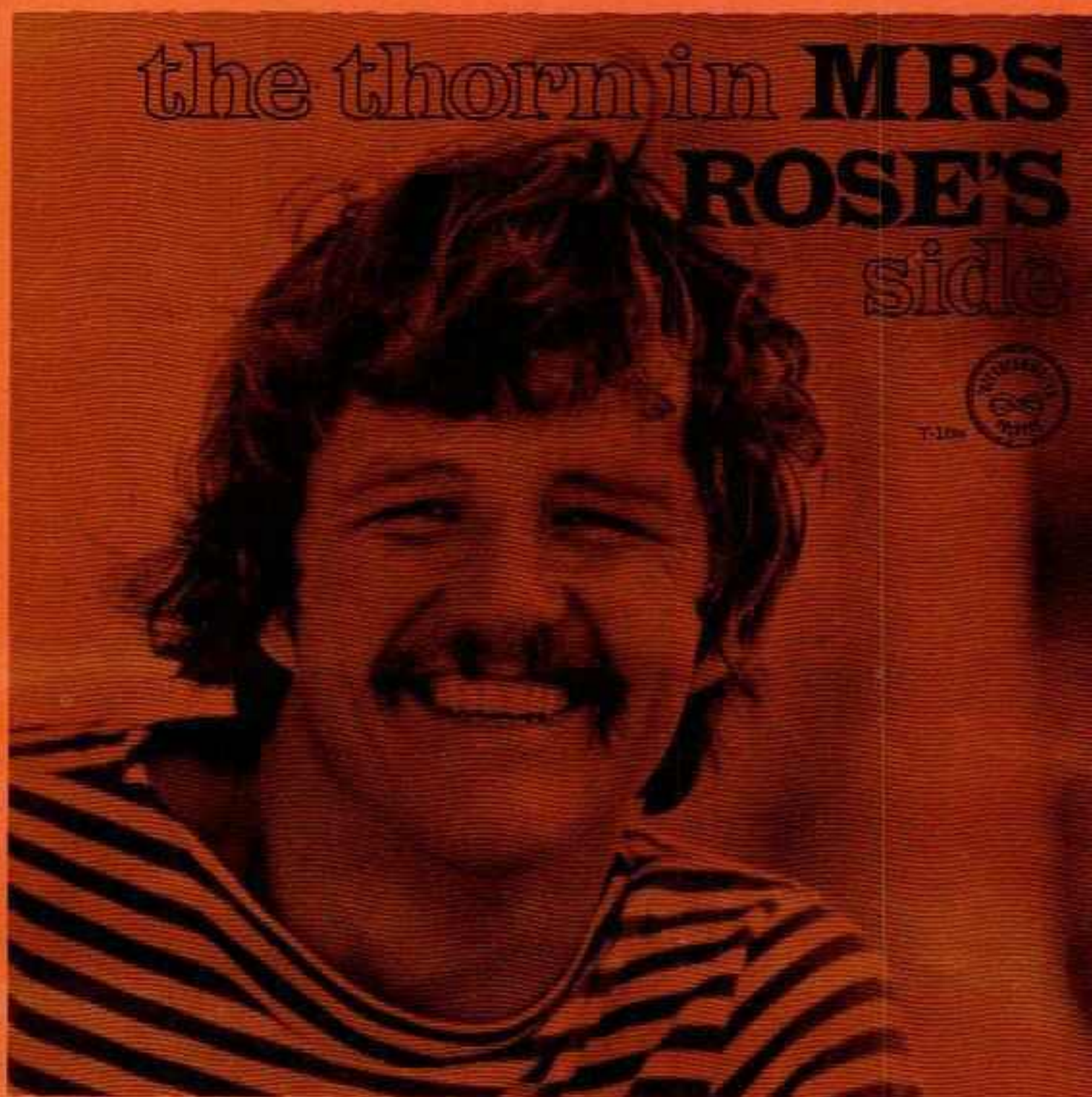
RIAA Million Dollar LP Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE			
					8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
	5	181	180	SANDPIPERS —Softly A&M SP 4147 (S)				
	46	166	181	MONKEES —Pisces, Aquarius, Capricorn & Jones, Ltd. Colgems COM 104 (M); COS 104 (S)				
	4	194	182	ROBERT GOULET —Woman, Woman Columbia CS 9695 (S)		NA	NA	NA
	75	185	183	ASSOCIATION —Insight Out Warner Bros.-Seven Arts (No Mono); WS 1696 (S)				
	2	184	184	SOUNDTRACK —Mrs. Brown, You've Got a Lovely Daughter MGM SE 4548 ST (S)				NA
	6	182	185	SOUNDTRACK —Thomas Crown Affair United Artists (No Mono); UAS 5182 (S)	NA	NA	NA	NA
	23	189	186	ASSOCIATION —Birthday Warner Bros.-Seven Arts (No Mono); WS 1733 (S)				
	3	190	187	PEACHES & HERB —Greatest Hits Date TES 4012 (S)			NA	NA
	5	188	188	WES MONTGOMERY —The Best of, Vol. II Verve V6-8757 (S)				
	31	148	189	RAMSEY LEWIS —Up Pops Cadet LP 799 (M); LPS 799 (S)				
	1	—	190	DIANA ROSS & THE SUPREMES —Sing & Perform "Funny Girl" Motown MS 672 (S)				
	126	191	191	HERB ALPERT & THE TIJUANA BRASS — What Now My Love A&M (No Mono); SP 4114 (S)				
	4	187	192	NAT KING COLE —The Best of Capitol SKAO 2944 (S)				
	3	197	193	IMPRESSIONS —Best of ABC ABCS 654 (S)				NA
	1	—	194	BARBARA ACKLIN —Love Makes a Woman Brunswick BL 754137 (S)	NA	NA	NA	NA
	3	195	195	JACK JONES —Where Is Love RCA Victor LSP 4048 (S)		NA	NA	NA
	1	—	196	SOUNDTRACK —Finian's Rainbow Warner Bros.-Seven Arts BS 2550 (S)				
	27	200	197	ROTARY CONNECTION Cadet Concept LP 312 (M); LPS 312 (S)				
	2	199	198	BILLY VAUGHN —Current Set of Standards Dot DLP 25882 (S)				
	1	—	199	SMOKEY ROBINSON & THE MIRACLES —Special Occasion Tamla TS 290 (S)				
	1	—	200	1910 FRUITGUM COMPANY —1, 2, 3 Red Light Buddah BDS 5022 (S)				NA NA

Awarded RIAA seal for sales of 1 Million dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers.



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Billboard Album Reviews

OCTOBER 5, 1968



POP
ARLO—Arlo Guthrie
Reprise RS 6299 (S)

Arlo Guthrie is in fine form in this powerful follow-up album to his highly successful "Alice's Restaurant." With the exception of Ernest Tubb's "Try Me One More Time," all the material is original, with "The Motorcycle Song" and "John Looked Down" the standouts. Guthrie's lengthy introduction to "The Pause of Mr. Claus" is sparkling with wit.



POP
LONESOME CITIES—Rod McKuen, Warner Bros.
Seven Arts WS 1758 (S)

The genius that is Rod McKuen has blossomed forth on this sensitive and compelling narrative production that should prove an important addition to his fans' collections, thereby assuring healthy sales. Intimacy and warmth of McKuen's voice are superbly enhanced by the understanding arrangements of Arthur Greenslade. Author excels in his "To Watch the Trains" and "Lonesome Cities."



POP
SHINE ON BRIGHTLY—Procol Harum, A&M SP 4151 (S)

It's been awhile since the Procol Harum were at the top of the charts, but the group moves out of its dormancy with all the potential of again rising to the popular heights via this A&M disk. Their first album for A&M, the Harum have a self-contained package, which has been excellently produced. The LP consists of a collection of stories (no central theme), mostly written by Gary Brooker.



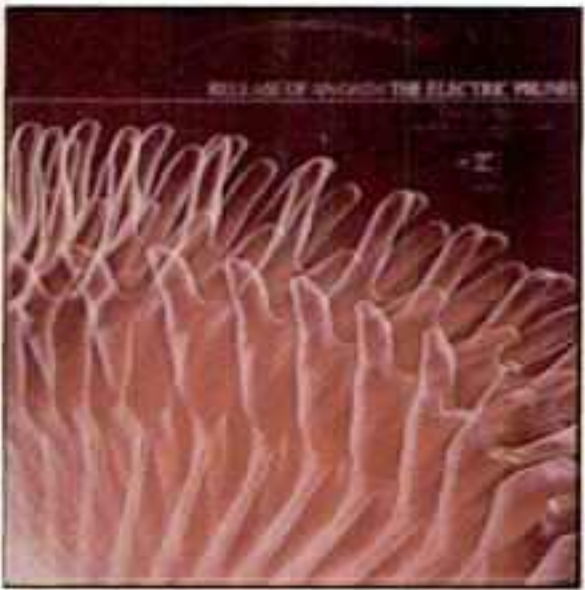
POP
MONTAGE—Love Generation,
Imperial LP 12408 (S)

Here's a well-balanced program of ballads and rhythm items that proves a perfect showcase for the talented Love Generation. With their recent single "Montage" to title the album, they should win immediate sales. Other highlights include "Let the Good Times In," "Love Is a Rainy Day" and a happy "Love and Sunshine."



POP
FULL CIRCLE—Ian & Sylvia,
MGM SE 4550 (S)

The folk-oriented duo, with an abundance of talent, had a healthy sales item with their initial LP for MGM, and this follow-up should prove even more successful. Most of the material is original, with "Jickson Johnson," and "Mr. Spoons" the standouts. Exceptional is their smooth treatment of Bob Dylan's "Tears of Rage," and a sure winner is "The Minstral."



POP
RELEASE OF AN OATH—Electric Prunes, Reprise
RS 6316 (S)

The Electric Prunes broke new ground with their powerful "Mass in F Minor," and they now take on the beauty of Kol Nidre with a subdued rock beat. Their interpretation is at once understanding and compelling, and should garner much progressive radio play, which, in turn, will be followed by sales. "Holy Are You" and the "Closing Hymn" are especially appealing.



POP
PEGGY LIPTON—
Ode Z12 44006 (S)

Witness the birth of a new star. . . Miss Peggy Lipton. She's brimming with talent-plus in this album debut, both as performer and composer. Her own "Let Me Pass By" and "Honey Won't Let Me" are exceptional, and her treatment of Laura Nyro's "Hands Off the Man (Flim Flam Man)" is a programming must. Miss Lipton should very quickly have legions of record-buying fans.



POP
STREET—Verve/Forecast
FTS 3057 (S)

Street consists of a half dozen highly talented people, and this album debut has all the ingredients to assure them of a bright future. They offer a diversified program ranging from a soft and smooth "Some Thoughts of a Young Man's Girl" to a powerful rock medley that includes "If I Needed Someone" and Bob Dylan's "Tomorrow's a Long, Long Time." Lead singer, Anya Cohen is as exciting as Gracie Slick, but with her own unique style.



POP
LILY & MARIA—
Columbia CS 9707 (S)

Lily and Maria are two young girls with an exceptional talent. Their debut album proves an exciting showcase for that talent, as they vocally create a variety of moods. Side one, called "Ismene-Jasmine" features a beautiful "I Was" and "Subway Thoughts," while the second half, entitled "Scatterings" introduces a compelling "Morning Glory Morning."



POP
PROUD FLESH SOOTHEER—Linn County, Mercury
SR 61181 (S)

This new underground group has an impressive debut album here. This quintet has all of the elements for success, instrumental and vocal. Proper promotion and live appearances could do it. The longer cuts, especially, show this unit at its best: "Protect and Serve/Bad Things" (14:15); "Moon Flood" (6:28); and "Fast Days" (6:47).



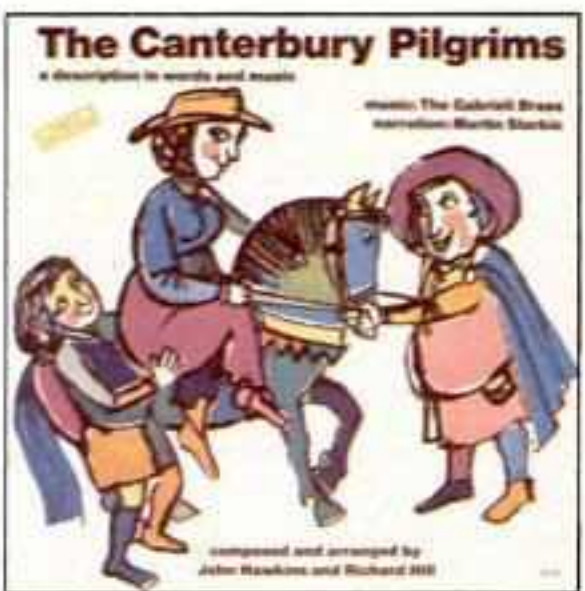
CLASSICAL
WAGNER: DAS RHEINGOLD—Various Artists/Berlin Philharmonic (Karajan), DGG
139 226/28 (S)

Conductor Herbert von Karajan is the dominant force in this three-record set. Many of the artists here also will appear in a new production of "Das Rheingold" at the Metropolitan Opera under Karajan. Among those featured here are Dietrich Fischer-Dieskau, Josephine Veasy, Zoltan Kelemen, Cralia Dominguez, Gerhard Stolze, Marthi Talvela, Erwin Wohlfart and Karl Ridderbusch.



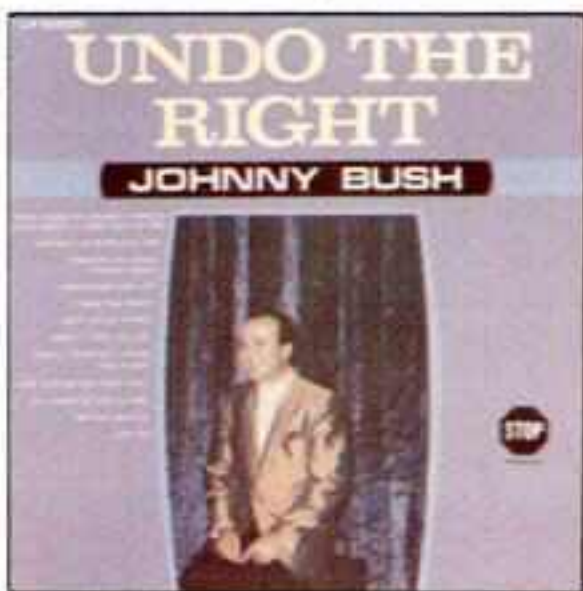
CLASSICAL
DVORAK: QUARTET IN F/ SMETANA: IN E MINOR—Juilliard Quartet,
Columbia MS 7144 (S)

The Juilliard Quartet adds another excellent chamber album to its impressive catalog. These pieces are among the finest in Czech chamber repertoire. Both Dvorak's "Quartet No. 6" and Smetana's "Quartet No. 1" come off in fine fashion at the hands of these four outstanding musicians.



SEMI-CLASSICAL
THE CANTERBURY PILGRIMS—Martin Starkie/Gabrieli Brass,
DGG 139380 (S)

This brilliant, delightful album is a milestone in many ways, but it also is entertaining throughout. Composed and arranged by John Hawkins and Richard Hill, the music combining medieval and pop elements glows as performed by the Gabrieli Brass. And Martin Starkie's narration is perfect. This album inspired a Broadway-bound production, which opened in London.



COUNTRY
UNDO THE RIGHT—Johnny Bush, Stop LP 10005

Johnny Bush paid his dues and it looks as if the price is a bonus to listeners. Polished and poised, Bush delivers a few well-known tunes like "Bottle, Bottle" and "Life Turned Her That Way," and caps off an excellent album with his current hit "Undo the Right." "Cuando Caliente del Sol" is also a very pleasant tune.



GOSPEL
HE'S EVERYTHING TO ME—Ray Hildebrand, Word
W 3411 LP (M); WST 8411 (S)

Ray Hildebrand, half of the team of Paul and Paula that had the million-selling "Hey, Paula," a couple of years ago, is now spreading the gospel message in very pop style. "Be Kind Tryin'" is a social comment on today's parents, while "Good News, Children of God Never Die" is a ringing message of the spirit. Good LP. He's getting fine exposure through Billy Graham's TV shows.

4 STAR

POPULAR ★★★★★

WHAT'S AN UGGAMS?—Leslie Uggams, Atlantic SD 8196 (S)
IT CRAWLED INTO MY HAND, HONEST—The Fugs, Reprise 6305 (S)
BOB RALSTON PLAYING THE GREAT MOVIE & SHOW THEMES—Ranwood R 8031 (S)

LOW-PRICE POP ★★★★★

CHA CHA CHARM—Jan August, Wing SRW 16366 (S)
SCRAPBOOK OF GOLDEN HITS—Various Artists, Wing SRW 16371 (S)

GOSPEL ★★★★★

FOR PETE'S SAKE—Ralph Carmichael & the Young People, Sacred LP 73049 (M); LPS 74049 (S)
THE FLORIDA BOYS SING KINDA COUNTRY—Canaan CAS 9652 LP (S)
THE COLMANIAIRES OF WASHINGTON D. C.—Gospel MG 3067 (S)

CLASSICAL ★★★★★

HANDEL: CONCERTI GROSSI Op. 6 NR. 2, 4 & 6—Berliner Philharmoniker (Von Karajan), DGG 139035 MG SLPM (S)
RACHMANINOFF: ALEKO A SUITE FROM THE OPERA—Estes/Andre Kostelanetz, Columbia MS 7162 (S)
THE SEVEN DEADLY SINS—Brecht & Weill/Leipzig Radio Symphony Ork (Kegel), DGG 139308 (S)
SCHOENBERG: STRING QUARTET No. 1—Vienna String Quartet, DGG 139360 PM (S)
SPANISH GUITAR MUSIC OF FIVE CENTURIES Vol. 1—Narciso Yepes, DGG 139365 SLPM (S)
MOZART: SYMPHONIES Nos. 35 & 41—Concertgebouw Orch. (Jochum), Philips PHS 900-186 (S)

LOW-PRICE FOLK ★★★★★

SIMPLY CAROLYN HESTER—Odyssey 32 16 0264 (S)

LOW PRICE JAZZ ★★★★★

WHAT IS THERE TO SAY—Gerry Mulligan Quartet, Jazz Odyssey 32 16 0258 (S)
ART BLAKEY WITH THE ORIGINAL JAZZ MESSENGERS—Odyssey 32 16 0246 (S)

LOW PRICE CLASSICAL ★★★★★

PIANO MUSIC OF MENDELSSOHN—Anton Kuerti, Monitor MCS (C) 2128 (S)

CHILDREN'S ★★★★★

ALADDIN & HIS LAMP—Anthony Quayle, Caedmon TC 1250 (S)
SINBAD THE SAILOR—Anthony Quayle, Caedmon TC 1245 (S)
ALI BABA & THE FORTY THIEVES—Anthony Quayle, Caedmon TC 1251 (S)

SPOKEN WORD ★★★★★

HENRY DAVID THOREAU CIVIL DISOBEDIENCE—Archibald MacLeish, Caedmon TC 1263 (S)
THE SAVAGERY OF LOVE—Brother Antoninus, Caedmon TC 1260 (S)

SPECIAL MERIT PICKS

POPULAR

JOEY BISHOP SINGS COUNTRY & WESTERN—ABC ABCS 656 (S)

The popularity and exposure of the TV and nightclub star via his nighttime program should do much in the way of sales with this, his first singing attempt on disk. With much support from the Ernie Freeman arrangements, Bishop comes on strong in warmth, feel and charm. The well-chosen program includes "Born to Lose," "You Win Again" and "Cold, Cold Heart."

DENNY McLAIN AT THE ORGAN—Capitol ST 2881 (S)

Just as he racked up game after game, Denny McLain's organ playing is due to rack up fan after fan. His organ work is melodic, relaxing . . . quite different from the tension he created on the baseball diamond on his way to 30-plus victories. Tunes include "Cherish," "Extra Innings" and "Hurdy Gurdy Man."

JACOBY BRINGS THE HOUSE DOWN—Don "Jake" Jacoby, Pompeii SD 6001 (S)
Don Jacoby creates trumpet magic with this album debut that includes an exceptional collection of recent pop hits. His smooth and flawless interpretation of "Theme From Elvira Madigan" is perfectly complimented by a rhythmic "Chain of Fools," and then a compelling "There's Always Something There to Remind Me." LP makes for top programming and much sales appeal.

JAZZ

THE EXCITING EDDIE HARRIS—Kent KST 532 (S)
Double package from Chicago saxophonist Harris. He isn't electrified (his current kick) but the qualities that have put him in the charts are all here—a good choice of material ("Laura," "Green Dolphin Street," "Moonglow") and done in a warm way that doesn't lose sight of the basic melody. Wide appeal.

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

• Continued from page 1

record them without dissent from any quarter. The situation has developed to such an extent that the artist has virtually taken over the production power once held by the company's a&r man.

Creative Relationship

At Tetragrammaton Records, for instance, no staff producers will be employed by the label. According to Artie Mogull, Tetragrammaton president, "There has to be a creative relationship between artist and producer, and the staff a&r personnel

can't provide an intimate relationship."

Mogull added, "It also gives the label a flexibility in determining which producer can fit an individual artist or act. I still can't see why major companies have their own a&r staff."

Mogull's plan is to match the artist with the producer and not have to dictate to the artist which staff producer will be assigned to the act.

Independent producers working on projects at Tetragrammaton, the Campbell, Silver, Cosby (CSC) label, include Neely Plumb on Carol Burnett and Martha Raye's "Together Again for the First Time"; Art

Podell on Biff Rose's "The Thorn in Mrs. Rose's Side"; Derek Lawrence on the Deep Purple and Writing on the Wall, a new group from London; and Jill Gibson on Tommy Ghent.

Also, David Briggs with Murray Roman's second album and two rock groups, Sommerhill and Quatrain; Mike Terry producing Rheta Hughes in Detroit; Al Schmidt working with Ivory, and Milt Okun producing Flora Purim, a Brazilian singer.

Tetragrammaton has established an all-out independent producer concept that could be an indication of the direction into which the industry is heading.

Gavin Meet Set Dec. 6-8

LAS VEGAS — The third annual Bill Gavin Radio Programming Conference will be held here at the Riviera Hotel Dec. 6-8. Among the radio executives lined up to speak are Douglas Anello, general counsel for the National Association of Broadcasters; Don Barrett, KLIF, Dallas; Buzz Bennett, WTXI, New Orleans; Ken Burkhardt, WQXI, Atlanta; Paul Drew, WIBG, Philadelphia; George Duncan, WNEW-FM, New York; John Hardy, KDIA, Oakland; John Mazer, WCOP, Boston; Terrell Metheny Jr., WMCA, New York; Allan Newman, KSFO, San Francisco; Pat O'Day, WIL-FM, St. Louis; Bob Osborne, KJR, Seattle; Ken Palmer, KIMN, Denver; Woody Roberts, KTSA, San Antonio; and John Rook, WLS, Chicago.

RCA, Purcell Prod., Promo Deal

• Continued from page 1

ing budget, but a budget for promotion of Al Hirt product.

"Heretofore, independent producers have been helping promote their own product, but usually at their expense," said Purcell. "I think the coming thing is that independent producers will demand budgets to not only create, but promote their product. The record company will act to a large extent only as a distributing agent and to handle the accounting and the collection of money."

Covers Promotion

Purcell's deal with RCA regarding Al Hirt covers promotion also to the extent that "I do not call upon RCA to even service trade magazines with records . . . or the radio stations." Even through the label may continue to do this type of promo-

tion, G.W.P. Productions will, too. G.W.P. will also be in charge of album cover design.

Producing for G.W.P. Productions will be Paul Robinson, Johnny Pate, Teacher Wilshire, Herb Rooney and Herb Bernstein. They will share in the royalties and in the publishing of tunes they write. Robinson will head promotion and Purcell said the firm will have four independent promoters at work in the field at all times.

The new label will be tied in with the franchise systems of Al Hirt Mardi Gras Clubs, Al Hirt Sandwich Saloons, and Eddy Arnold Chicken Shops. The first Eddy Arnold Chicken Shop will open in Nashville Nov. 1, and Purcell said that he has offers for 500-plus franchises already and expects at least this many in operation within 18 months. Al Hirt Mardi Gras

Noonan: 'Hype' Man Is Facing Oblivion

• Continued from page 1



NOONAN

contacting the individual deejays; and it is effective because the disk jockey's first duty is to fulfill the commitment of station format.

Integrating the local promotion man's job with the functions of marketing and sales accomplishes several results, Noonan pointed out. First, it raises the stature of the job and, in keeping with this idea, Columbia gives its men the title of promotion manager. Secondly, the tie-up with marketing and sales provides a certain solidity: the results achieved by the local promotion man can now be accurately measured. Years ago this was never possible.

At Columbia, the promotion-marketing sales tie-up works in this way: The local promotion manager is paid a quarterly incentive based on sales. In order to collect he must first make his sales quota. His income as a result of incentive pay can double his regular salary, and it comes to him in the form of a check for the percentage of singles and albums over quota. This type of incentive, Noonan explains, spurs the promotion man to study the station format, promote the disk jockey, then contact every sales manager and salesman in his branch. He also contacts the stores and the one-stops. Indeed, the promotion man needs the dealer reports in order to be most effective at the disk jockey level.

The promotion man needs all these reports, too, in order to submit a full picture to the national office. When he does this, the label can make quick marketing decisions.

Just as the local man submits reports to the home office on his own and competitive disks, the home office must feed him a constant stream of information. Communication via reports, telephone and telegraph between Columbia and the men is incessant and virtually instantaneous, Noonan pointed out. He added: "Each man and his market is a test area . . . yet, the local promotion man's influence far exceeds his own market inasmuch as he often deals with national programming consultants whose decisions have an effect on the format of myriad radio outlets."

Columbia's regional promotion executives also get a full report from local fieldmen, and in turn file a memo with Noonan. From all this Noonan makes up a master sheet of all key records, with details as to their activity. Each Friday he mails this to local promotion managers who receive it Monday and start the week loaded with information on the record scene in markets across the nation.

"We believe in total recognition of the job the local promotion man is doing. We believe in measuring it properly so that he can be properly compensated and in order to do this we view him as part of the marketing-sales effort. Of course, in order for the field staff to fulfill a job so complex, we must provide them with good product, not junk. That is basic. And finally, we must let the fieldmen know when to get off a record. That is just as important as knowing when to lay on."

"We have found," Noonan said, that this concept of the promotion function, this tie-up with marketing and sales, brings home work records. Too, it creates morale inasmuch as it recognizes accomplishment."

Currently, Noonan is adding another element to the close liaison between the national office and the field staff. Promotion managers are being brought here for a four-day visit. During this visit the fieldman will be exposed to one or two recording sessions, Broadway shows and sessions with executives.

"We aim to develop rounded record men of these promotion managers," Noonan said. "The image of the past—a fast-talking con man—has no relevance to the needs of today's record industry."

Leonetti Is Tripling in Brass

By ELIOT TIEGEL

LOS ANGELES — Vocalist Tommy Leonetti is concentrating on song writing for three different mediums — records, films and television. He wrote both sides of his recent Columbia release, "All the Brave Young Faces of the Night" and "Let's Take a Walk," the latter

in collaboration with his teenage daughter Kimberley and Bob Russell. Mary Ann Maurer provided the words for "Brave Young Faces."

Leonetti and lyricist Bobby Troupe have teamed on 15 songs for a musical fantasy feature film and six songs for a television musical fantasy. Both properties are being shown around the studios.

John Gary and Leonetti wrote "That Warm and Tender Glow," with Leonetti recently putting music behind a Gary poem, "One Red Rose," from a collection of Gary's works.

During he past two years, Leonetti has written nearly 100 songs, with 20 having been recorded. Bobby Vee recently cut a Leonetti-Rod McKuen tune, "No."

Leonetti has his own ASCAP publishing company, Cintom, but admits that he really hasn't worked his copyrights. He has plans to hire someone to work the catalog.

A former star on TV's "Hit Parade" (1957-1958, NBC) and the 1956 daily Johnny Carson Show (KNXT, Los Angeles), Leonetti has become a TV celebrity in Australia. He leaves in November for 10 weeks of appearances there, including 10 half-hour shows for ATN-TV (channel 7) in Sydney. Among the guests which the station says are potential guests for the show are Al Martino, Buddy Greco, Gene Pitney, Bobby Darin, Pat Boone, Tony Bennett, Tom Jones, Roger Miller, Dusty

Springfield, and Shirley Bassey.

Leonetti's youthful appearance belies his years in the business. He was a band singer in the 1940's with Tony Pastor and Charlie Spivak. He sang with his four sisters as the Tune Timers with Pastor's band. It was during the band touring years that Leonetti (billed then as Tony Lynn) began to study song writing. "I used to dissect chord structures and vocal arrangement," he recalls. "I had no real formal training, but I was schooled through experience."

When he joined Capitol in 1954 he changed his name back to Leonetti. Before joining Columbia, he sang for RCA Victor Vik and then Victor again.



AUTHOR TRUMAN CAPOTE will read his latest United Artists disk, "A Thanksgiving Visitor" on an ABC-TV special during the holiday season. The story, which will also be published in book form by Random House, is a companion piece to his acclaimed story of last year "A Christmas Story."

Clubs will be in cities such as Nashville, Houston, Chicago, and Atlanta; the prototype is already in operation in New Orleans. The Al Hirt Sandwich Saloons are slated for New Orleans, St. Louis, Miami, among others. One is already in operation in Nashville and another is being planned there.

1,000 Locations

All these operations will give "us perhaps 1,000 locations for racks," Purcell said, and this is one of the reasons for the new record label. In addition, "while we have production deals with RCA, Kapp, and Columbia, there are many innovating record projects we would like to do that are not always acceptable to major labels. We feel that we could release these records on our own label . . . as well as name artists who'll be leaving major labels to join us because they want more individualistic treatment and more aggressive merchandising."

These artists will be incorporated into the concerts being promoted by the personal management firm of Gerard W. Purcell Associates. Last year, the firm did 213 concerts. Tied in with extensive promotion campaigns, these concerts have proven very beneficial to record sales. "We've found out that by co-ordinated record promotion in that city where the concert is going to be held four weeks in advance—and this promotion includes everything from newspaper advertising to radio airplay and autograph parties the day of the concert—it's possible to sell 5,000 albums during and after the concert. We've even done as well as 750 album sales during the autograph party. However, this tied up the artist for only one day. The new acts signed to G.W.P. Records will receive this kind of treatment."

VMC Expanding To Country Field —R&B Is Next

• Continued from page 3

masters and artists for his roster. Vail recently signed the Eastfield Meadow, a five-man group with a country-rock sound. They also plan several Nashville projects.

Initial release in the country vein will be a single by Hodges, followed with an album by the Eastfield Meadow. Tony Harris, VMC a&r director, will handle the group.

Sales on Gift Guides Spurt

• Continued from page 1

will receive it during the first week in November.

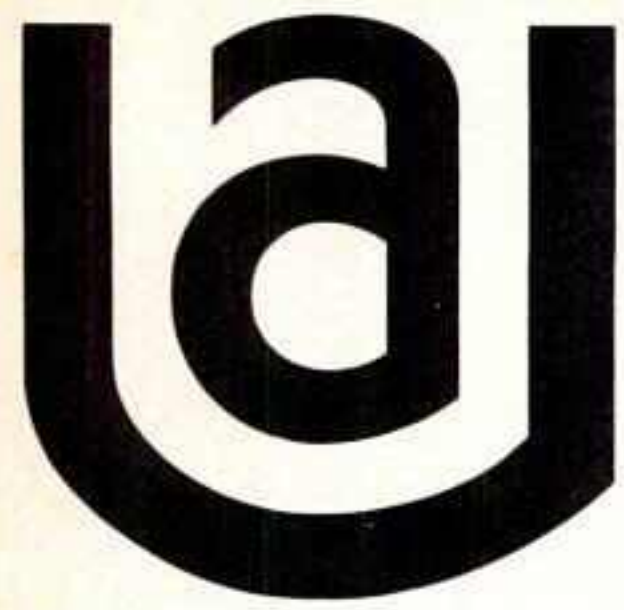
The booklet's features include listings of "the most wanted recordings," plus the available tape cartridge versions in all configurations—4-track, 8-track, and cassette. Also, contains an explanation of the cartridge concept and the various configurations, providing the general consumer with exposure to the cartridge systems.

The guide has a minimum guaranteed distribution of 500,000 copies. Also, copies of the booklet will be distributed as part of Billboard's Nov. 9 issue.

Plans Tougher Rule

• Continued from page 10

comment from independent producers whose product had come under network control. Few dared speak out for fear of reprisal.



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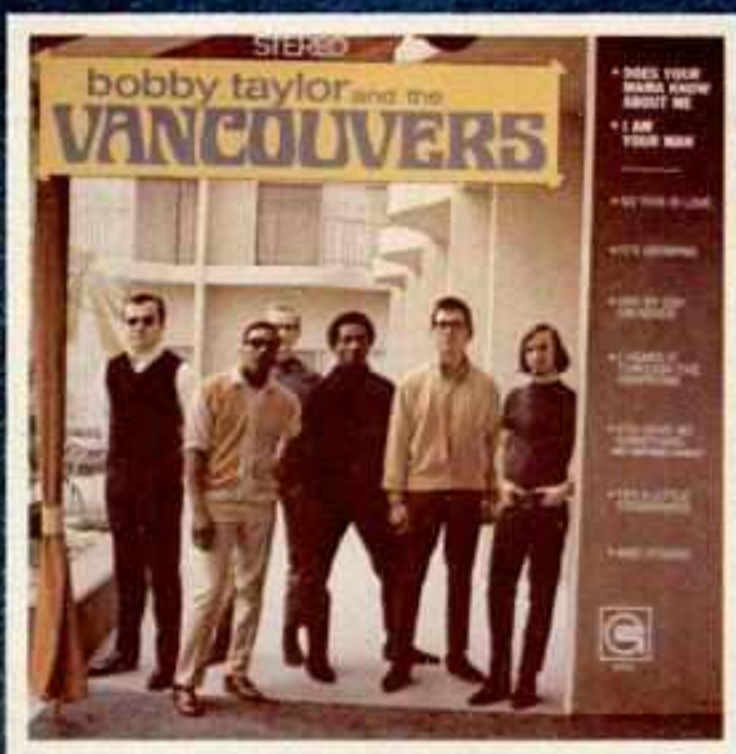
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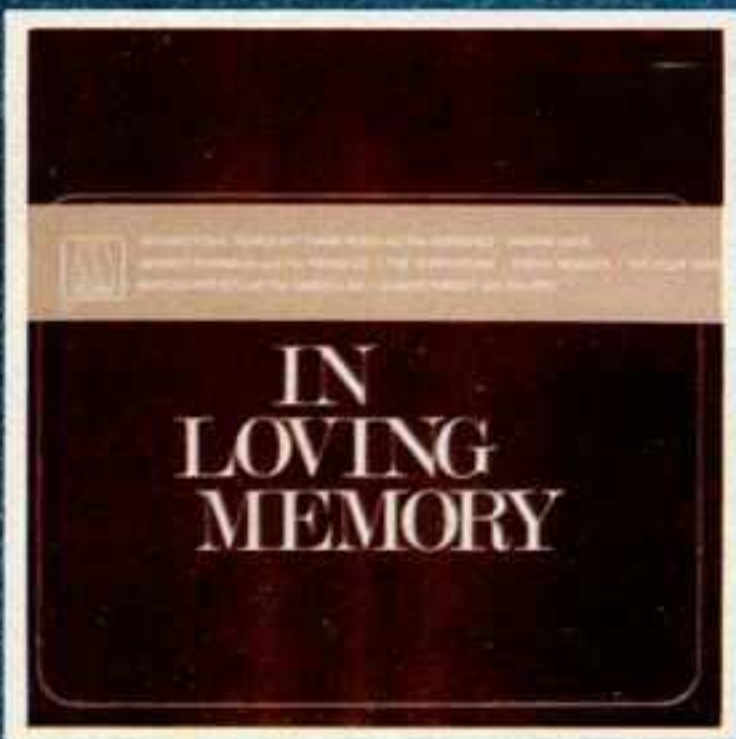
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