

Billboard

NOVEMBER 2, 1968 • SEVENTY-FOURTH YEAR • \$1.00

COIN MACHINE
PAGES 57 TO 61

The
International
Music-Record
Newsweekly

Barclay Kicks Off Int'l Drive; U. S. Prime Target

By CLAUDE HALL

NEW YORK — Barclay Records is launching a campaign for an international market, and all major production centers of the France-based firm will begin concentrating on producing for the United States and England.

Jean Fernandez, head of the new Barclay Records office in the U. S., said that more and more of the records produced by Barclay offices in Spain, Belgium, Italy and France will be aimed for the U. S. "All of this material will be recorded in English and will include singles as well as albums." Fernandez has set up two publishing companies to handle the copyrights in the U. S., St. Topaz Music and Cote d'Azur Music.

It's true that the potential profits from record sales are larger

in the U. S., but that's not the only reason for Barclay's drive toward American product. "The kids in Western Europe want to record in English; it's a second language with them." In Spain, where Alain Milhaud heads up the Barclay operations, groups

(Continued on page 10)

RCA Raising Ante to Get Full House of Producers

By MIKE GROSS

NEW YORK—The competition for record producing talent has become so acute that RCA Records is now conducting a review of its present compensation plan to more adequately meet the income potential of an independent producer. In the

works is a plan to up the ante for top producers who join the label so that the financial return as a member of the RCA staff will be as attractive as their operation as an independent.

At the same time, RCA is ex-

panding its ventures into agreements with independent producers on an "outside-the-house" arrangement. According to Harry Jenkins, RCA's vice-president of record operations, the volatile nature of the business today makes it virtually impossible to have all the producing talent under one roof.

(Continued on page 86)

Dunhill Cuts Off Acts Advance

By ELIOT TIEGEL

LOS ANGELES — Dunhill Records has decided to veto major financial advances to new groups, to avoid competing in what Vice-President Jay Lasker calls the "cancer of the business."

Dunhill thus becomes the second West Coast label in weeks

to formerly establish a policy of no big money advances to groups. Tetragrammaton Records recently established that policy, preferring instead to use finances for promotion/exploitation.

"We want to direct our money in areas that will be productive," Lasker continued. "It's not a case of trying to save money; it's a case of putting it where it can be most helpful. We are very promotion conscious and would prefer to work with a group on that level."

High Advances

Lasker said the most money Dunhill ever advanced to anyone is \$6,000 to a new group

several months ago. "I was in San Francisco two weeks ago and all you hear about are the huge advances everybody's giving. Many of these groups break up so you don't have a chance to recoup your investment."

(Continued on page 10)

See 400M Pocket Disc Sales

By PAUL ACKERMAN

SEATTLE—Based on Pocket Disc's three weeks of operation in the Seattle market, sales to consumers on a national basis would total of more than 200 million records yearly. This is a conservative figure inasmuch as it is based on repertoire currently available to Pocket Disc, which is computed roughly at 50 per cent of the total recorded material. In the event Pocket Disc secures simultaneous release agreement with virtually all labels, the annualized sales projection is about 400 million records.

The basis of these projections

are the statistics accruing from shipments and sales here for three weeks. Here are the figures:

1. Outlets totaled from five

(Continued on page 8)

Agents Seek 5% Fee Hike

NEW YORK—A plea by an agent's organization to permit the American Guild of Variety Artists (AGVA) to allow the charging of 15 per cent commission on dates of up to three days is expected to tee off battles within the industry with various factions and among the unions involved.

(Continued on page 10)



A country chart star sometimes known as Luke the Drifter Jr., makes full use of his heritage with a moving tribute to one of C&W's immortals—"I Was With Red Foley (The Night He Passed Away)" (K-14002). The Pick of the Week single will be included in his forthcoming album, appropriately entitled, "Luke the Drifter Jr." (SE-4559). *(Advertisement)*



Bobby Darin has something to say about changing times. It begins in his new album, "Bobby Darin Born Walden Robert Cassotto," on the new Direction label. It is the first time the artist has used the recording medium to express himself. The Direction album (#1936) is distributed by Bell Records. *(Advertisement)*

Special Market Profile

Sponsored by

North American Leisure Corp.

See Center Section

Shoot 250G on 'Bang' Push

NEW YORK—United Artist Music Group is bankrolling a \$250,000 exploitation spread on the score for the soon-to-be-released film, "Chitty Chitty Bang Bang." The music exploitation for the score, written by Richard M. Sherman and Rob-

ert B. Sherman, will include the buyup of space on outdoor billboards, special mobiles of the vintage automobile featured in the movie for display in record and music shops, the printing of band arrangements of the music for use at football games this fall, a TV film, a vast merchandising program under the direction of Jay Emmett Associates, and, of course, a strong push for recordings of the songs.

The soundtrack album, on the United Artists Records label, *(Continued on page 8)*

Chess to Be Sold to GRT

By HANK FOX

SUNNYVALE, Calif. — General Recorded Tape (GRT) and Leonard and Phil Chess have reached an agreement in principle for GRT to purchase the Chess/Checker/Cadet group of record labels and its related companies. No purchase price was available. The Chess brothers will receive GRT stock in exchange for the properties.

The disclosure comes on the *(Continued on page 4)*

(Advertisement)



NEIL DIAMOND
VELVET GLOVES AND SPIT
UNI 73030



UNIVERSAL CITY RECORDS • A DIVISION OF MCA INC.



Mr. and Mrs. Popular Music

Steve Lawrence
and Eydie Gorme
are breaking up Broadway
in their smash musical,
"Golden Rainbow," and
breaking into an easy
listening groove with their
new Victor single,
"A Break at Love" c/w
"Dear World" (from the new
Broadway Musical,
"Dear World"). #9656

RCA

A&M Pub Keys Future To Mod Staff Writers

LOS ANGELES — Irving/Almo Music's key to the future is the development of its own contemporary music staff writers. The A&M Record's publishing wing has developed a core of staff writers while concurrently building an in-depth administrative staff to handle an expansion of activities on domestic and international fronts.

The publishing operation's top writing duo is Paul Williams and Roger Nichols, who have been under contract to Irving for almost one and one-half years. Artists recording their songs include Herb Alpert, Pete Jolly, Fifth Dimension, Tony Hatch, Sundowners, Sammy Davis Jr., Al Martino, Vogues, Marianne Love, Peppermint Trolley, American Breed, Sunshine Company, Tiny Tim and Claudine Longet.

The Monkees upcoming "Someday Man" is by the pair. The majority of their activity has been in the LP field. Williams has a group on Reprise, the Holy Mackerel, whose debut LP is comprised of his songs.

Irving writer Gayle Caldwell's "Cyoles" is Frank Sinatra's newest chart climber, while Nick Woods' "Piece of Mind" is Nancy Wilson's latest chart entry. It is the first placement of material by Irving/Almo with these artists.

Miss Caldwell joined the company last year and has had 14 songs copyrighted by Irving. Nick Woods joined the operation after performing with the New Christy Minstrels.

On the administrative level, director Chuck Kaye oversees both domestic companies, with newly hired general manager John Rose concentrating on song plugging. Dick Stewart, another new employee, is the foreign activities director, working with affiliates in the Rondor group of companies. Stewart

services these overseas outlets while trying to obtain copyrights for U. S. release. He is just getting involved with song folios on an international basis.

Irving/Almo are sub-publishers in the U. S. for material by two foreign groups, the Golden Earrings from Holland and the Straws from England. In the sheet music field, the company works with two major selling agents, Hansen and Hal Leonard, "Spanish Flea" and "Windy" are two of its top selling music sellers.

Elektra Doubles 2 Depts.' Staff

NEW YORK — Elektra Records has doubled the lineup of its sales and promotion departments and consolidated the activities of both divisions to accommodate the label's buildup. Close to 12 artists have been

Radiant Screen Into Cassettes

CHICAGO — The Radiant Screen Co., a major manufacturer of motion pictures screens, is entering the prerecorded tape cassette field with an initial 60-package release to be issued in November, Billboard learned last week. The music for Radiant's cassette will come from Don Gabor's Continental and Remington lines. The repertoire in Gabor's catalog is said to total more than 4,000 hours.

Radiant will kick off its cassette entry with a unique merchandising program. Dealers will receive an open merchandiser for counter or floor display plus an insurance policy protecting the dealer for up to 10 per cent of loss from pilferage. Radiant will charge \$10 for the insurance and displays. The product will be backed with a 100 per cent exchange privilege. The cassettes will list at \$4.95.

Radiant's distribution will be one-step (i.e. factory direct). Its initial target will be camera stores, but Cary Wang, Radiant's president, told Billboard that the company is eager to move its cassette product through music dealers and mass merchandisers.

Radiant will officially announce its entry in the tape cassette field at a press reception in New York on Tuesday (29).

MGM Casts Out Trout With Lure

NEW YORK — The Trout, MGM Records group, will receive a nationwide promotion campaign that will include a song folio of songwriter Tony Romeo, producer of the group, trade and consumer and underground press advertising, a tease mailing to deejays at the rate of 5,000 per day for 15 days, and various point-of-purchase merchandising aids such as streamers, easels, and buttons.

MGM will also promote the first LP of the group with a series of spot announcements on top 40 and progressive rock radio stations, and through college radio stations with the MGM show "Music Factory." The Trout were brought to the record label by the Wes Farrell Organization.

STARDAY BUY IS CONFIRMED

NASHVILLE — Starday Records late last week confirmed that it had acquired the King Records operation (The Billboard, Oct. 26). The holdings include the record and distribution operation and masters, Lois Music and its publishing subsidiaries, the Royal Plastics Pressing operation and the long-term contract of James Brown. Brown will also function as a producer. Don Pierce, chief of Starday, credited Hal Neoly with being instrumental in concluding the deal.

added to the roster in the past 12 months.

Now responsible for sales of Elektra and Nonesuch product are Larry Ray, regional director of sales—West Coast; Marv Dorfman, regional director of sales—East Coast; and Stan Schoen, regional director of sales—Midwest. Schoen is a recent appointment, and was formerly with Korvette Stores as regional Midwest manager of record sales.

Record promotion will be handled by two regional directors: Danny Lipman, regional director of promotion for the East and Midwest; and Gil Bateman, regional director of promotion for the West Coast. Both men are recent additions to the Elektra staff; Lipman comes to Elektra from Bay State Distributors in Boston, and Bateman from Consolidated Distributors in Seattle.

All sales and promotion people will report to Posner, who reports to Elektra president Jac Holzman; while Steve Harris, formerly in record promotion, will now report to Holzman on special projects.

Also being expanded at Elektra are the creative departments under the directorship of William S. Harvey, executive vice-president in charge of creative

RCA Mounts 'Oliver!' Push

NEW YORK — RCA Records has set a large-scale advertising and promotion campaign for the original soundtrack album of "Oliver!" which receives its U. S. premiere on Dec. 11 at the Loew's State 1 Theater here.

The campaign will include previews of the film for dealers, distributors, deejays and press in major theaters in New York, Los Angeles and Chicago. In addition to full-page ads in trade magazines ads also will be placed in consumer magazines and newspapers.

Radio spots of 20, 30 and 60 seconds are slated for major American markets. Transcriptions of the national radio commercials will be made available to all distributors for placement in each market where the film is listed to play.

Also planned are 140 and 280-line ad mats, miniature album covers and point-of-sale material, such as color major window displays for in-store and theater lobby use, a special "Oliver!" streamer with the album cover, mounted album covers, "Oliver!" buttons, balloons and stickers.

The soundtrack album will be released in conjunction with the

Koppelman, Rubin in Prod. Deal With RCA

NEW YORK — Charles Koppelman and Don Rubin have tied up with RCA Records as independent producers. The deal marks the first time that Koppelman and Rubin have contracted with a major company for their product to appear under the major's logo. It also marks one of the rare occasions when RCA has made a long-range independent production deal.

The contract calls for a specific amount of product. The actual number of releases, length

of the deal and financial details were not revealed.

In the three years the Koppelman-Rubin firm has been in operation, prior to its affiliation with Commonwealth United, it has produced 102 records, 34 of which have hit the best selling charts, and 17 of these records have been awarded gold records.

Last spring, they sold their operation to the Commonwealth United Corp. for \$2,750,000 and now head the newly formed Commonwealth United Music Division.

Koppelman-Rubin releases this fall, produced for various labels, include the Lovin' Spoonful single and album, John Sebastian's first album as a solo artist, a Peggy Lee single and album, and two Tim Hardin albums.

Alpert Gold in N. Z.

LOS ANGELES—Two Herb Alpert LP's have been certified as gold records in New Zealand by Festival Records. The titles are "Going Places" and "Whipped Cream."

ASCAP-Taylor's Top Award to G. T. Simon

NEW YORK — George T. Simon received the \$1,000 first prize in the first annual ASCAP-Deems Taylor Awards on Wednesday (23) for his book, "The Big Bands" published by the Macmillan Co. and partially distributed by Billboard Publications, Inc.

The \$500 second prize went to Sidney Shemel and M. William Krasilovsky for their book, "More About This Business of Music" published by Billboard Publications, while George Eells gained the \$300 third prize for his biography of the late Cole

Porter entitled "The Life That Late He Led" published by G. P. Putnam's Sons.

The \$1,000 first prize among music articles submitted went to James Ringo for five of his reviews published in the American Record Guide. Other awards for articles were: second prize of \$500 to Arnold Shaw for his articles published in Cavalier Magazine and third prize of \$300 to Mrs. Joan Peyser for her article "The Troubled Time of Marc Blitzstein," which was published in the Columbia University Forum. Simon and Shaw are contributors to Billboard.

In ceremonies at the Library (Continued on page 8)

PROBE's Debut LP, 'Machine,' to Get Big Buildup

NEW YORK — PROBE label's first album, "The Soft Machine," has been earmarked for a top promotional push. "It will be one of the biggest commitments ever made to an underground group, starting from the album cover itself," said Joe Carroll, vice-president of command/PROBE. "The packaging is very expensive—a gatefold with a die cut front cover that has a cardboard spinning wheel inserted that you can turn by hand."

This motif will be carried over in the publicity directed at underground newspapers. Heavy radio advertising will also be included. Soft Machine, a British group, recently completed an American tour with the Jimi Hendrix Experience.

Apart from Soft Machine, PROBE has already released singles by King David and a West Coast group, the Ash. Future releases include the Mystic Number National Bank and Morgan's Dream Spectrum—all part of Carroll's plan to penetrate the youth market.

NAL, Tape Co., Forms Label—1st Disk Rolls

NEW YORK — North American Leisure Corp., a tape CARtridge duplicator/marketer, has formed a record label, NAL Records. The decision follows a similar move last week by General Recorded Tape in establishing GRT Records.

The NAL label, headquartered on the West Coast, will function as a division of NAL, which is an Omega Equities company. Omega also owns the Roulette group of labels and several publishing firms.

NAL has set its first singles release into production, "So Much Time," by Steve Lieberman. The disk was produced by Guy Finley, son of NAL's president Larry Finley.

The company is looking to sign recording artists, producers and writers. "Writers will be inked to one of the Omega publishing companies," Finley said. "And we will assign artists either to NAL Records or any of the corporation's other labels."

DISTEL DISK TO GO WORLDWIDE

NEW YORK — Worldwide release of Sacha Distel's "By the Way I Still Love You" is being formulated by MCA Records International here. The record was previously pushed only in the United Kingdom by MCA.

Sherman & Kahan in Concept Album Orbit

NEW YORK — Garry Sherman and Stanley Kahan, who operate their own record producing firm, are steering their efforts toward "concept albums." They've set their first concept album, "Lily and Maria," with Columbia Records and are now

negotiating with record companies for five additional "concept" productions they've got in the works.

According to Sherman and Kahan, the "concept album" has come into vogue because the product you sell today is no longer dependent solely on air-play. An album today, they said, can get exposure through such other outlets as time spot buys, underground newspaper advertising, billboards, personal appearances and in-store promotions. "The broadening of the market," they added, "has opened up new avenues for the record producer and permits him to go into any creative direction he desires."

Working with Sherman, a producer - arranger - composer, and Kahan, a producer-lyricist, are Billy Arnell, a 19-year-old producer-arranger, and seven writers who are on call to the firm.

In addition to record production, Sherman & Kahan Associates is now involved in the production of jingles. They're picking up business from firms with such diversified product as soft drinks, candy, breakfast food and detergents.

Executive Turntable

James McDonald has been promoted at Decca Records from district manager, Eastern Division, to the national sales office, where he will work as advisor to Claude Brennan, director of national sales. McDonald joined the company in 1941 as sales representative for the New York area. He later worked as sales manager in the Philadelphia and New York branches and, in 1951, became the assistant Eastern Division manager. He served in this capacity until 1968 when he joined the national sales department. Also at Decca, Sam Passamano was promoted to Mid-Eastern district manager from sales manager of the Philadelphia branch in Camden. Passamano has been with Decca since 1949. Replacing Passamano is Robert Specca, who moves from sales representative in the Philadelphia area to sales manager for the Philadelphia branch. Also promoted at Decca was Stan Layton, named sales manager of the New Orleans branch. He had been a sales representative in the Florida area.

Bill Courtney has joined the East Coast professional staff of Edwin H. Morris & Co. He previously worked for Billboard, where he worked in the Special Projects Division. He is a songwriter and former vocalist who has written acts and special material for such artists as Margaret Whiting, June Valli, Teddi King, Renee Taylor and the Four Esquires, with whom he once sang. He also served as professional manager with Laurie Records, Jack Gold Music Co. and Greta Music, and as an independent producer for Paris Records. Another addition to the Morris organization is Denny Diante, who joins the company's West Coast operation, headed by Sidney Goldstein. Diante, most recently an independent producer, was affiliated for three years with Little Darlin' Music Co. Prior to that, he headed Holiday Records.



COURTNEY

Danny Kalb, former lead guitarist of the Blues Project has joined Atlantic Records as a producer. He will report to Jerry Schoenbaum, director of Talent Development for Atlantic-Atco. In addition to his producing activities, Kalb will also be involved with his own albums for the label. He will be based in Atlantic's New York office.

Chuck Dier has been named regional promotion manager for the West Coast for Kapp Records. Dier will operate out of the Kapp office in Los Angeles and will cover San Francisco, Salt Lake City, Phoenix and areas in Denver and Seattle. Dier formerly represented Kapp for promotion in San Francisco.

Robert Gerber, former staff member of Billboard's Record Market Research Department and co-ordinator for the Billboard Bookshelf's library merchandising and promotion activities, has been appointed supervisor of print services and assistant to Andrew J. Csida, general manager of the Special Projects Division.

Don Johnson, formerly with the Blues Project, Blood, Sweat and Tears, and Jay and the Americans, has joined the professional staff of Valando/Sunbeam Music, divisions of Metromedia Music, Inc. He will direct the Contemporary Music Department of the Valando organization and will audition new writers and material. He is currently working on the score to the off-Broadway production, "People vs. Ranchman," by Tom Sankey.

Gerry Cousins has been named general manager of JAD Records. Miss Cousins and the firm's president Danny Sims will supervise sales, promotion, publicity and production activities. Her department will handle all administrative functions connected with the label other than artists and repertoire. Prior to joining JAD, Miss Cousins was national sales manager for Roulette Records. Also joining JAD is Gladys Markowitz, who was named special assistant to Sims. She was formerly in charge of Bob Crewe's S.C.C. Management setup.

Lawrence Cole has joined Krage, Smothers, Fritz, Inc., as internal auditor. He had been an executive with Ralphs Markets.

Pam Burns has joined Chess, Checker, Cadet and Cadet-Concept record companies as West Coast sales and promotion director. Miss Burns was with Mercury for two years and Mira Mirwood Records for a year.

Howard Zimmerman has joined Liberty Records as personnel director. He was formerly Capitol Records' director of employee compensation and benefits.



ARNOLD MAXIN, right, president of MGM Records, maps out a recording program for the Duprees with Jerry Ross, president of the MGM-distributed Heritage Records.

RCA Gets Order From Bank To Deposit 1M. Premium LP's

ROCKAWAY, N. J.—New York's First National City Bank has ordered 1 million premium albums from RCA to be offered by the bank to persons opening a Christmas Club account or opening or adding to savings accounts.

David Savage, RCA's manager of special products marketing, called the order one of the largest premium packages ever prepared by RCA and "Certainly the largest from any financial institution." The bank also offered an RCA-produced Christmas premium LP last year.

The new premium contains selections by Arthur Fiedler and

the Boston Pops, Al Hirt, Ed Ames, Lana Cantrell, Morton Gould, Henry Mancini, the Robert Shaw Chorale, Harry Belafonte, Leontyne Price, Peter Nero, and the St. Thomas Boys Choir.

At ceremonies here marking the pressing of the millionth copy, Norman Racusin, RCA division vice-president and general manager, presented two silver record plaques signifying a million premium record sales to James D. Farley, the bank's senior vice-president, and Robert B. Silleck, vice-president, National Division-Correspondent Banks.

Chess to Be Sold to GRT

• Continued from page 1

heels of GRT, a tape cartridge duplicator/marketer, forming its own record label, GRT Records, last week.

GRT's agreement with the Chess brothers includes the three named record labels, Cadet/Concept Records, the company's recording studios, pressing plants and other companies. The deal, however, does not include two of the three Chess Publishing Companies, Arc and Regent Music, and L&P Broadcasting Corp., which is also owned by Leonard and Phil Chess. The deal does include Heavy Music.

Alan J. Bailey, GRT's president, in revealing the deal, said that all Chess management and personnel will remain.

Tetragrammaton's Shain to Europe

LOS ANGELES—Don Shain, professional manager of Tetragrammaton Records' four publishing companies, will visit England, France, Germany and Italy beginning Nov. 23. He'll seek publishing rights on film scores, new album releases for U. S. distribution and writers.

Also heading overseas is Bob Klein, Capitol's merchandising director, to visit Far Eastern licensors anent new product.

Ode Is Promoting P. Lipton's Single

NEW YORK — Ode Records is running an intensive campaign to promote Peggy Lipton, whose first single, "Stoney End," has been taken from her debut album.

Radio stations are receiving miniature TV sets flashing "Let's Completely Expose Peggy Lipton." Miss Lipton appears on the "Mod Squad" TV series.

B'nai B'rith Film

NEW YORK — B'nai B'rith's Music and Performing Arts Lodge will feature "Memorandum," a film on the Nazi persecution of Jews during World War II, at the Monday (4) meeting at the Lambs Club.

Lib. to 'Limit' Premiums

LOS ANGELES — Liberty's newly formed premium sales department will steer clear of creating albums for clients who are also drug discount stores.

Premium sales director Dick Blase says the company will avoid creating special albums for such companies as J. C. Penneys or Sears because the company doesn't want to compete with its own distributors.

Pointing to these large chain operations which have been sold premium LP's by competing companies, Blase says there is enough business to be developed with clients who aren't in record retailing.

"We'll cherry-pick our clients and their markets," Blase says. On a recent trip to New York to meet with United Artists officials, Blase contacted two potential companies regarding the development of contemporary pop music packages. He found interest at both companies, with one project in development involving a tape cartridge item and the other project involving a holiday-type album.

Liberty's business will be derived, Blase feels, from companies which have youth-oriented products. Blase will cull music from Liberty's extensive rock 'n' roll catalog and from United Artists' motion picture soundtracks. The intention will be to develop packages which can utilize a number of related artists of mood styles from as many of the Liberty family-UA family of labels as possible.

In today's market a premium LP must be in stereo. "Stereo means new," Blase says. "People equate mono with yesterday."

Liberty's premiums will carry the parent company's logo plus an adjunct identity relating to

the premium department. The company hopes to have a New York man within the next six months as 70 per cent of the premium buys are made on the East Coast.

Inherit Opened, A S-M Division

LOS ANGELES — Schwaider-Merenstein, New York-based company, has opened a West Coast division, Inherit Productions.

Morey Alexander, who directs the operation here, is looking for talent and writers for the music publishing wing, Inherit (BMI) and Todd Mark (BMI).

Inherit recently signed Heather Merriweather, a rock group from Canada, and will produce albums for the Rockets (White Whale) and Mother Earth (Mercury).

MARTINO DOES WNEB SHOW

WORCESTER, Mass.—Taking advantage of the appearance of Al Martino at the local Monticello supper club, WNEB's program director Terry O'Connor lined him up for the station's "Counterpoint" show hosted by Joe Hyder. The station opened the phone lines to allow listeners to talk with Martino over the air. Capitol Records' Boston promotion man Brian Pinella was on hand to give Martino albums to 25 persons visiting the studio for the live broadcast.

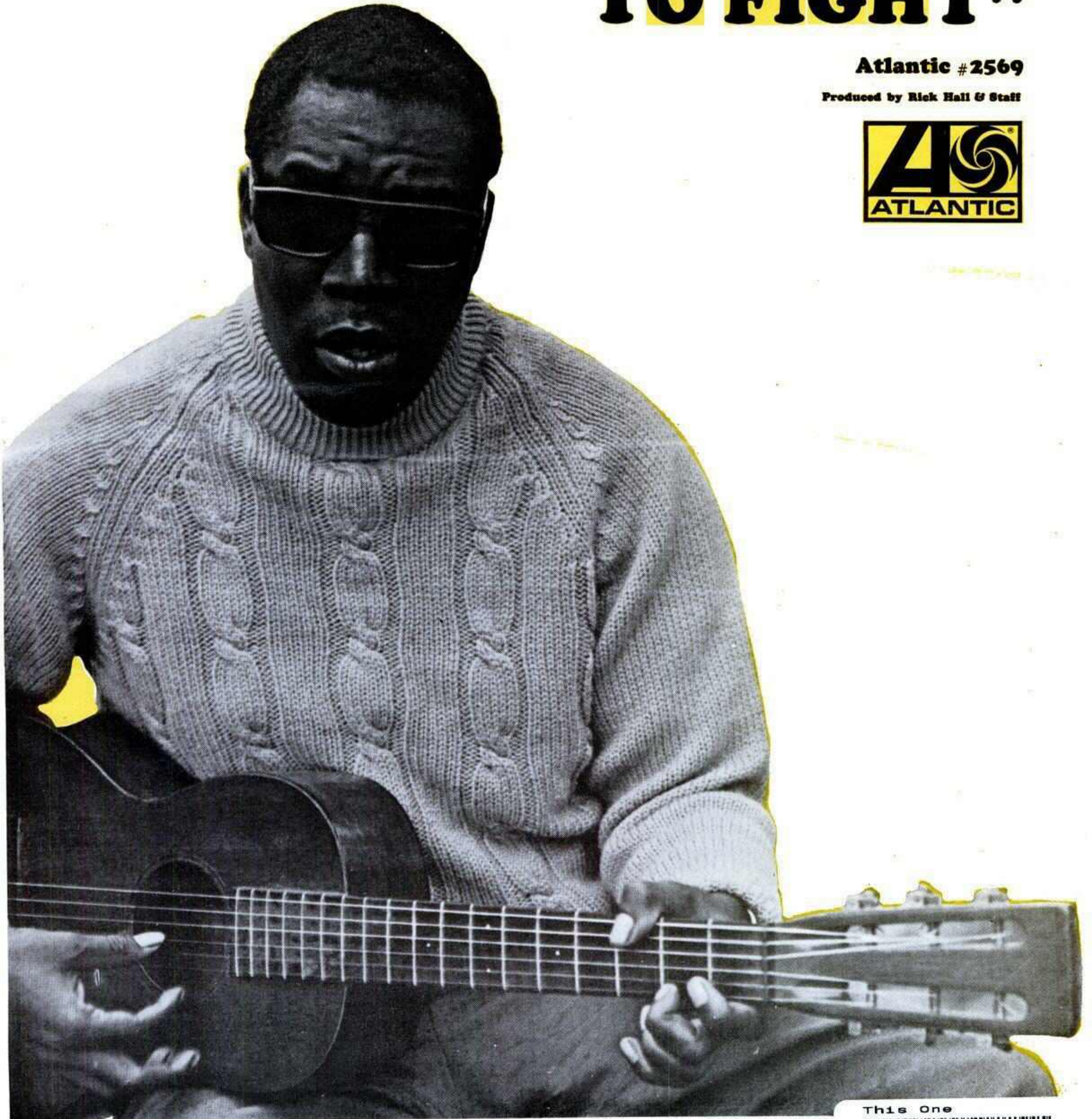
Another Million Seller!

Clarence Carter

“TOO WEAK TO FIGHT”

Atlantic #2569

Produced by Rick Hall & Staff



This One



NT3S-RRH-8AAR

Copyrighted material

Billboard

AUDIO	40
MOTOROLA ANNOUNCES that it will sponsor the premiere telecast of a new Christmas story in several major cities.	
CLASSICAL	38
NEW DUTCHMAN. Angel Records sets new recording of Wagner's "Der Fliegenda Hollaender," introduces L'Orchestre de Paris, guitarist Christopher Parkening.	
COIN MACHINE WORLD	55
MOA PRESIDENT Howard Ellis maps strategy for the association's new public relations program.	
INTERNATIONAL	64
BUENOS AIRES FESTIVAL. South America has another popular song festival—this time in Buenos Aires, Argentina.	
MUSICAL INSTRUMENTS	36
LIMELIGHT'S Robin McBride tells what's happening in electronic music.	
RHYTHM & BLUES	62
MELVIN VAN PEEBLES, expatriot author-director, returns to the U.S. to record for AGM his mini-dramas of black reality.	
TALENT	15
THE RASCALS stay in the mainstream with message songs of peace and brotherhood. "Maggie Flynn," a new musical to be an original cast album of RCA, opens on Broadway.	
TAPE CARtridge	22
MOTOROLA has discontinued its portable 8-track "C" cell player in favor of an improved "D" cell unit.	

FEATURES

Stock Market Quotations10
Vox Jox52

CHARTS

Best-Selling Classical LP's39
Best-Selling Folios36
Best-Selling Jazz LP's78
Best-Selling R&B Albums63
Best-Selling R&B Singles62
Breakout Albums86

Breakout Singles86
Hits of the World73
Hot Country Albums35
Hot Country Singles33
Hot 10080
New Album Releases78
Top 40 Easy Listening42
Top LP's82

RECORD REVIEWS

Album Reviews76, 78
Single Reviews74

Billboard

Published Weekly by
Billboard Publications, Inc.
2160 Patterson St., Cincinnati, O. 45214
Tel.: Area Code 513, 381-6450

EDITORIAL OFFICE: 165 W. 46th St., New York, N. Y. 10036. Area Code 212, PL 7-2800
Cable: BILLBOARD NEWYORK

ASSOCIATE PUBLISHER AND EDITOR IN CHIEF:
Lee Zhitto

EXECUTIVE EDITOR: Paul Ackerman

DEPARTMENT EDITORS, NEW YORK

Music Editor: Paul Ackerman
Associate Music Editor: Mike Gross
Chief Copy Editor: Robert Sobel
Radio-TV Programming: Claude R. Hall
Classical and Specials Editor: Fred Kirby
International Editor: Ian Dove
R&B Editor: Ed Ochs

ART DIRECTOR: Virgil Arnett

CHICAGO
Audio, Coin Machine and Musical
Instrument Editors: Earl Paige &
Ron Schlachter

U. S. EDITORIAL OFFICES

Cincinnati, Exec. News Editor:
Wm. J. Sachs
Chicago, Midwest Editor: Earl Paige
Washington Bureau Chief: Mildred Hall
Los Angeles Bureau: Elliot Tiegol,
Bruce Weber
Nashville News Editor: Bill Williams

SPECIAL PROJECTS DIVISION

General Manager: Andrew J. Csida
Mgr. Record Market Research: Andy Tomko
Director, Reviews and Charts: Don Owens
Manager, Charts: Laurie Schenker
Supervisor, Print Services: Bill Courtney

PUBLISHER: Hal B. Cook, New York Office
ASSOCIATE PUBLISHER: Lee Zhitto

INTERNATIONAL OFFICES

EUROPEAN DIRECTOR: Andre de Vekey, 7 Welbeck St., London W.1. Phone: 486-5971
Cable: Billboard London

EUROPEAN EDITOR: Mike Hennessey, 7 Welbeck St., London W.1. Phone 486-5971
Cable: Billboard London

UNITED KINGDOM: Graeme Andrews, 7 Welbeck St., London W.1. Phone: 486-5971
Cable: Billboard London

ITALY: Germano Ruscitto, Galleria del Corso 2, Milano, Italy. Phone: 70.15.15

JAPAN: Kanji Suzuki/Japan, Trade Service, Ltd., 2-1-408, 3 Chome Otsuka, Bunkyo-ku, Tokyo

MEXICO: Kevin Kelleghan, Varsovia 54, Mexico City, Mexico. Phone: 125002

Subscription rates payable in advance. One year, \$20 in U. S. A. (except Alaska, Hawaii and Puerto Rico) and Canada, or \$45 by airmail. Rates in other foreign countries on request. Subscribers when requesting change of address should give old as well as new address. Published weekly. Second-class postage paid at New York, N.Y., and at additional mailing offices. Copyright 1968 by Billboard Publications, Inc. The company also publishes Record Retailer, Vend, Amusement Business, High Fidelity, American Artist, Modern Photography, Merchandising Week. Postmaster, please send Form 3579 to Billboard Publications, Inc. 2160 Patterson St., Cincinnati, Ohio 45214.



VALE, GAP FOR UJA DINNER

NEW YORK—Jerry Vale and the Union Gap will be featured at the dinner Sunday (3) for the United Jewish Appeal of the music industry division at the New York Hilton. Goddard Lieberman, president of CBS-Columbia group will be honored.



CLIVE J. DAVIS, second from right, president of CBS Records, and Jerry Fuller, right, Columbia a&r producer, assist Gary Puckett and the Union Gap in handling the gold records awarded them for three successive million-selling singles.

Pete Plans 2 New Inroads

LOS ANGELES — Pete Records plans to develop two new markets for its product: premium records and spoken word concept albums.

A series of spoken word albums will deal with social and moral problems, said Chris Petersen, Pete Records president. Initial package is "I Am Somebody," recorded on the poor people's march on Washington, with narration by Martin Landau.

Other concept albums will involve the generation gap and civil rights, with each package interweaving music to fit the mood and subject matter.

The "I Am Somebody" project, recorded by Eric II Productions, weaves gospel music through the LP, with Petersen and Rolf Forsberg, who wrote the album, editing 60 hours of material into a 34-minute LP.

Portions of the LP's profits will go to the Southern Christian Leadership Conference, said Petersen. The series, however, will not be "profit-motivated."

"The albums will not give a conclusion or offer a viewpoint," stated Petersen. Each album will have a different narrator.

In the premium area, Petersen wants to develop a series of albums, including two already

Snazz Looks for Nat'l Outlets

SAN FRANCISCO — Snazz, a label owned by the Flamin' Groovies a local rock quintet, is looking for national distribution for its album projects. The young group has had its initial LP, "Sneakers," released in the States by Eric-Mainland, a local distributor.

The group has been performing here at the leading ballroom concert halls, while playing concerts at campuses of the University of California. Al Kramer, their manager and operator of the record label, says the group's one-nighter fee runs from \$1,500 to \$1,750. Included in the package is a light show owned by the musicians. Snazz plans to release its first single next year and hopes to work with other San Francisco groups.

Filmation Expanding —Sets Music Division

LOS ANGELES—Filmation, producer of CBS-TV's animated "Archie" series, will form a music division, including a record company and music publishing firm.

The company, creator of several animated TV series, and

now involved in animated feature film production, will release music product from TV and film properties on its own label. Music publishing companies are Shermley Music (ASCAP) and a new BMI firm.

Filmation's initial involvement in the music industry is with Don Kirshner, who produced a single, "Bang Shang a Lang" b/w "Truck Driver," from the TV series, and an album, "Archie," on Calendar Records.

Norm Prescott, Lou Scheiner and Hal Sutherland, tri-partners in Filmation, signed Kirshner as music director of "Archie" under a co-publishing contract through KEC Music Co. Under the contract, Kirshner will produce all the music from the animated series, including three albums over two years and about eight singles on Calendar.

Scores from feature films, future TV series and specials will be on the Filmation label, which will be distributed by a major record company, said Prescott. "We'll also use contemporary song material for animated feature films and TV production, and independent producers to arrange album and single material for our label," he said.

Initial animated/live feature film under the Filmation banner is "Gulliver," starring Kirk Douglas, who will sing in the film. Two other TV projects with original music are "King Arthur and Knights of the Roundtable" and an animated/live series starring Marcel Marceau. Filmation will package the music from the series under its own banner, says Prescott.

"Because animated material lends itself to young people," says Prescott, "Filmation plans to get involved in children's music and into the consumer market with a variety of children's products."

Another new area for the company is promotional films from the recording industry. The three-minute films will be animated and/or animated/live films, and will cost between \$3,500-\$5,000.

Members Send In Forms for Grammy List

NEW YORK—Voting members of the National Academy of Recording Arts and Sciences (NARAS) are filling in eligibility forms to recommend the outstanding recordings issued during the past year. Record manufacturers received their forms in mid-October. The deadline for members' forms is Nov. 10, while NARAS must receive disk company forms by Monday (4).

More than 4,000 recommendations were received last year for the Grammy eligibility list, the first round of voting for the annual awards. Categories have been reduced this year from 48 to 41, but the membership will only vote on 36, since nominating in arranging, engineering, album covers and album notes will be handled only by members actively engaged in these areas.

Plans call for the eligibility list to be ready for mailing the beginning of next year. Tabulation will be by the accounting firm of Heskins and Sells. Voting among the finalists is set for February with the awards to be presented on March 12 at Grammy Award ceremonies in Los Angeles, New York, Chicago and Nashville.

Saturday Ads To Expansion

NEW YORK — Saturday Music continues its expansion program, with emphasis on the writer-performer. Larry Weiss, general manager, has signed as a writer Bill Swofford, a member of the Good Earth, on DynoVoice, Rick Lisi and Lotti Golden who are working on their debut albums; Michael Gayle, lead singer for Glitterhouse, a DynoVoice group; and Jimmy Williams, DynoVoice artist. DynoVoice is the Bob Crewe label distributed by Dot Records. Saturday Music is also a Crewe-owned firm.

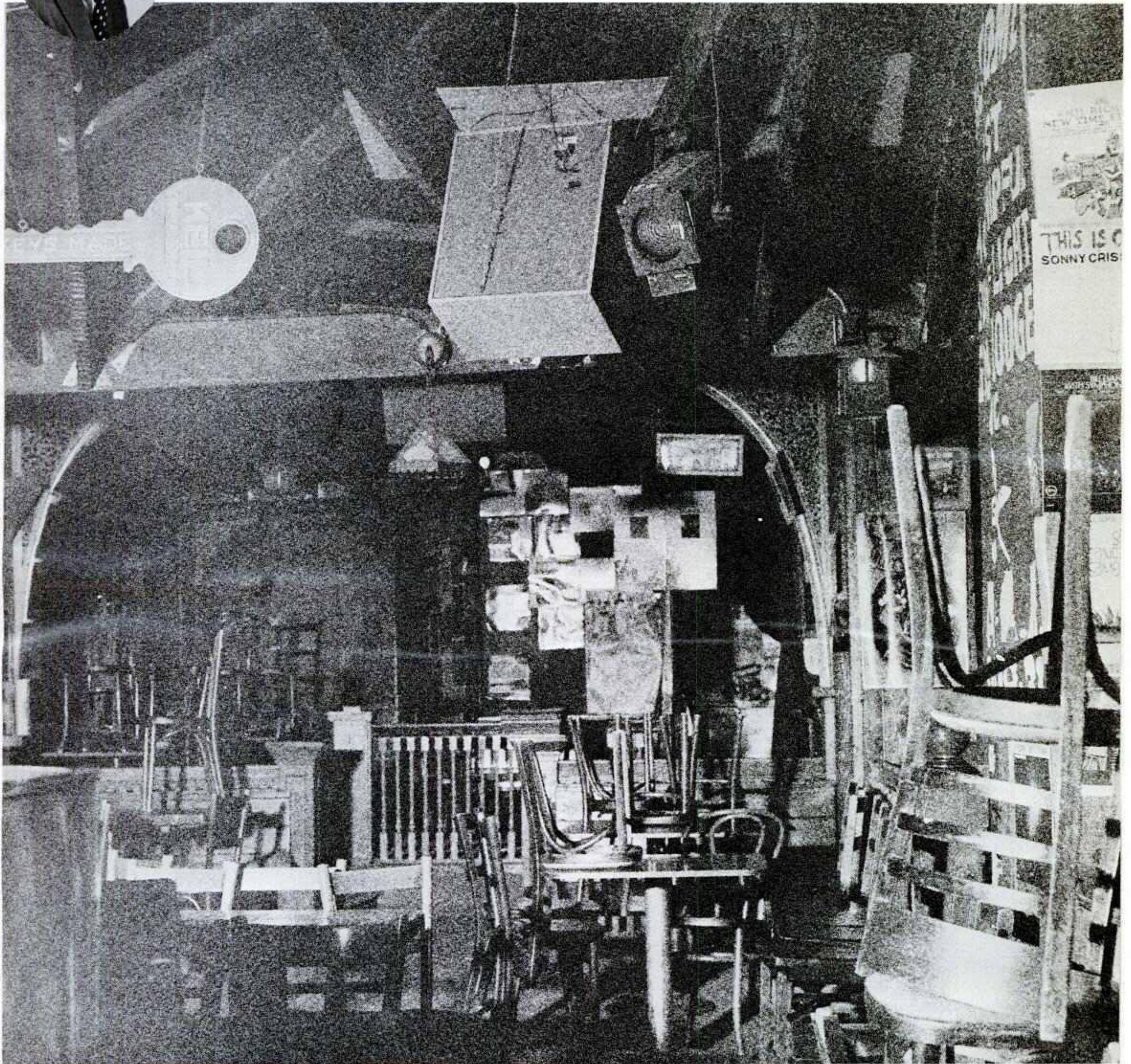
Weiss, a writer in his own right, will visit England and Germany next week seeking talent and coordinating releases from DynoVoice with EMI Records. One of his duties will be to aid promotion of the score of the film "Barbarella," a Crewe score written with Charles Fox.

ASCAP Meet Set

NEW YORK — ASCAP will hold its semi-annual East Coast meeting at 2:30 p.m. Oct. 28 at the Starlight Roof of the Waldorf-Astoria Hotel. ASCAP President Stanley Adams will present a report.



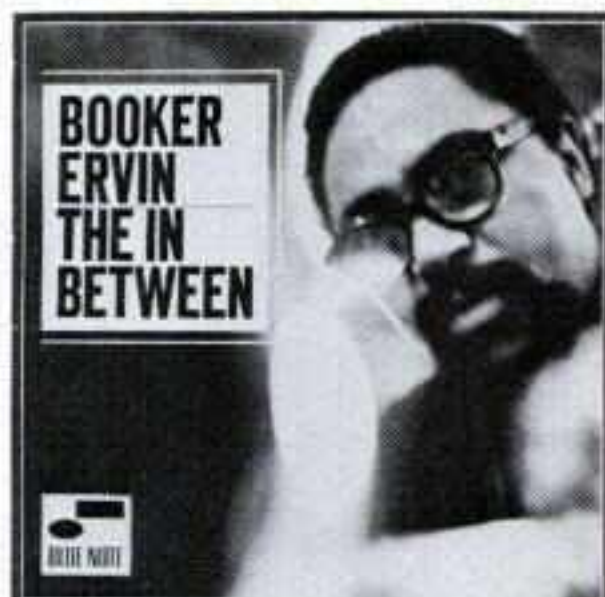
JACK WILSON:
 "...to me, jazz is environment. I'm the type of person who is constantly stimulated by the environment I'm working in!"



REMINISCING 30 YEARS OF GREAT JAZZ



BST-84272



BST-84283



BST-84288



BST-84287



ASCAP-Taylor's Top Award to G. T. Simon

• Continued from page 3

and Museum of the Performing Arts at Lincoln Center here, Stanley Adams, ASCAP president presented checks and illuminated scrolls to the prize-winning writers and scrolls to publishers of the winning works.

ASCAP members serving as judges were Douglas Moore, Arthur Schwartz, Billy Taylor and Virgil Thompson. Adams explained, "In making these awards, we also honor a warm, witty man of American music who nobly served ASCAP for 33 years as a director on our Board and president from 1942 and 1948. That man, of course, was our own Deems Taylor. Deems completely discredited the old adage, 'Jack of all trades and master of none.' For in a long and brilliant career, Deems Taylor demonstrated a multitude of talents in various fields and proved beyond a doubt that he was not only a master of

many trades, but a winner in each one."

After the presentation of awards in the library's auditorium, a reception was held in the third-floor reading room, which contained an exhibit of Taylor memorabilia. The exhibit was arranged by Frank Campbell, chief of the Music Division of the New York Public Library with the co-operation of Taylor's daughter Joan, Mrs. David J. Dawson.

Books, and newspaper and magazine articles on music published in the U. S. (including Puerto Rico) during 1968 will be eligible for next year's awards. Material can be submitted to the ASCAP-Deems Taylor Awards, c/o American Society of Composers, Authors and Publishers at ASCAP's New York offices.



WINNERS AND JUDGES gather at the Library of Performing Arts at New York's Lincoln Center after the presentation of the first annual ASCAP-Deems Taylor Awards. Standing left to right are: Dr. Virgil Thomson, Arthur Schwartz (judges); Sidney Shemel, M. William Krasilovsky, George T. Simon, Arnold Shaw (prize winners), and Billy Taylor, another judge. Seated left to right are: Joan Peyser (a prize winner); Stanley Adams, president of ASCAP, and Joan Taylor Dawson, daughter of the late Deems Taylor.

UA Shooting \$250,000 on Promotion of 'Bang Bang'

• Continued from page 1

has already passed the 100,000 sales mark and the film's world premiere is still more than a month away. It's scheduled to open at New York's Loews State Dec. 18 and more than 20 dates around the country have been set before Christmas. The movie is also scheduled to open in England in mid-December and dates in Europe, the Near East, Latin America, the Far East, Australia and South Africa are being set for early 1969.

In addition to the soundtrack package, songs from the score are featured in LP's by Irwin Kostal (United Artists), the Sherman Brothers (United Artists), the New Christy Minstrels (Columbia), Enoch Light (Project 3), Leroy Holmes (United Artists), the Whoppee John Orchestra (Decca) and a children's album on Golden.

The singles activity includes recordings by the Chipmunks (Sunset), Horst Jankowski (Mercury), Ferrante and Teicher (United Artists), the Challengers (Crescendo), Paul Mauriat (Philips), Tony Bennett (Columbia), Bobby Gentry (Capitol), Buddy Merrill (Crescendo), and Arthur Treacher (Columbia). The TV film which the UA music group is sending to stations around the country features Tony Bennett singing "Hushaby Mountain."

Stewart-Sparked

The drive on the score is being sparked by Mike Stewart, president of the United Artists Music Group, and Murray Deutsch, executive vice-president and general manager of the publishing complex. The score is in Unart Music, the Group's BMI firm.

The firm is using more local promotion men to work on the "Chitty Chitty Bang Bang"

Automatic Radio Acquires Wallfrin

MELROSE, Mass. — Automatic Radio Manufacturing Co., Inc., has acquired Wallfrin Industries, Inc., a Brooklyn-based automotive accessories manufacturer as part of AR's accelerated acquisition and diversification program. David Housman, AR board chairman, said his company will issue 71,000 shares of common stock and 11,000 shares of preferred in purchasing the 15-year-old accessories manufacturing company.



BOBBY GOLDSBORO, United Artists, sings his "Song of the Year," "Honey."

AGAC Meeting to Be Held on Nov. 15

NEW YORK — The annual meeting of the American Guild of Authors and Composers will be held Nov. 15 at 3 p.m. in the Gotham Hotel's Palace Ballroom. Husbands and wives of members are invited. Topics will include legal information on copyrights. Speakers will include president Edward Eliscu and legal counsel Alvin Deutsch.

Dunhill, 5,000; "Do It Again," Capitol, 3,000; "Hush," Tetragrammaton, 5,000; "Fire," Atlantic, 9,000; "I've Gotta Get a Message to You," Atco, 7,000; "Sunshine of Your Love," Atco, 3,000; "Tell Someone You Love Them," Reprise, 6,000; "Dream a Little Dream," Dunhill, 4,000; "Hole in My Pocket," Buddah, 3,000; "Turn Around Look at Me," Reprise, 3,000; "My Special Angel," Reprise, 6,000; "All Along the Watchtower," Reprise, 6,000; "Hey Jude," Apple, 10,000; "Harper Valley PTA," Spar, 9,000; "Golden Gate Park," Dunhill, 4,000; "I Met Her in Church," Bell, 3,000; "That Kind of Woman," Bell, 3,000; "Girl Watcher," ABC, 3,000; "Quick Joey Small," Buddah, 6,000; "Magic Carpet Ride," Dunhill, 3,000; "White Room," Atco, 3,000; "In-a-Gad-da-Davida," Atco, 5,000; "Those Were the Days," Apple, 5,000.

In each record mentioned above, the initial shipment was 3,000; the figure beyond that number indicates subsequent shipments. Plans are to raise the initial shipment to 5,000.

Nazz 'Hello' Is Reserved

NEW YORK — SGC Records is reserving "Hello It's Me" by the Nazz to underground, Top 40 and good music and college radio stations. When the disk was released in August, the flip side, "Open My Eyes," was given the initial push but since Boston's WMEX established the "Hello It's Me" side, Emile LaViola, vice-president and general manager of Screen Gems, decided on the reserving of the record.

The Nazz left for London Monday (28) for their first overseas tour and to record their second LP, which SGC hopes to release in January. Mike Friedman, of John Kurland Associates, the Nazz management office, preceded the group to London to co-ordinate activities with former Beatles' publicist, Tony Barrow; Jack Magraw, head of Screen Gems London division; and Polydor executive Frank Fenter.

See Pocket Disc Sales Reaching 400 Mil. Yearly

• Continued from page 1

on the first day to 70 at the end of the period; and these outlets represent one-half the Seattle market, or one-half of 1 per cent market.

2. Shipments totaled 156,000.

3. Sales averaged 20,000 weekly, or 60,000 total.

Pocket Disc is adding new installations of the vending machine and counter merchandiser, and expects to have a total of 150 outlets within one week.

On the basis of the last three weeks, 150 outlets should rack up sales of more than 40,000 weekly. Using the multiple of 52 weeks one achieves the figure of 2,080,000 records annually for the 1 per cent Seattle market. Multiplying this by 100 gives a national figure of more than 200 million sales, based on one-half the total repertoire.

Here are shipment figures for the three-week test: "People Got to Be Free," Atlantic, 7,000; "1, 2, 3 Red Light," Buddah, 8,000; "Down at Lulu's," 4,000; "Midnight Confessions," Dunhill, 7,000; "Born to Be Wild,"

Mil. Sales Goal Set by Scepter

NEW YORK — Scepter Records kicked off its campaign to push 1968 sales over the \$1 million mark with a fall distributor contest for cash, prizes and vacations.

The \$100,000 incentive program, which runs from Oct. 15 to Dec. 15, is aimed at pushing this year's sales volume of Scepter, Wand and Hob product to \$1.5 million. Latest releases included in the campaign feature disks by Dionne Warwick, Condello, King Curtis, B. J. Thomas, Freddie Hughes, the Esquires and Chuck Jackson.

Ambassador's Noon In New York Visit

NEW YORK — Terry Noon, general manager of Ambassador Music, London, the Gil/Pincus Music group's European company, arrived in New York last week. He brought with him masters and songs he has acquired which will be placed and exploited by Gil/Pincus in the U. S. market.

Etc. Prod. Set Up

LOS ANGELES — A new production - record - management company, Etc. Productions, has been formed here by John Glover. Initial artist on the roster is Bill Collins, a singer.

Fead Spurring A&M's Prod. Premium Moves

LOS ANGELES — A&M's music expansion into both independent production and the custom premium field are reflected in the roles taken in these areas by Bob Fead, recently promoted to label general manager.

The former national sales manager put together the company's new premium LP, "Something Festive," for B. F. Goodrich, which is being shipped to Goodrich dealers. The LP offers 10 songs by six of the company's major artists and is the second premium package, A&M having developed a Herb Alpert Tijuana Brass sampler for the Singer Co. to tie in with Singer's TJB TV special earlier this year.

Fead is getting more involved with independent producers as the company's liaison man. He now maintains relations with Sergio Mendes' new production firm, Serrich, which will record Brazilian acts for A&M; Denny Cordell and Trantulla Produc-

tions; Shadow Morton and Community Productions (in New York); Jim Economides and his ESI Productions and Adam Ross and the Alan Copeland Singers.

The company has been funneling these independent assignments through Fead for the past three weeks as a means of helping the sales-oriented executive gain a footing in product creativity.

Fead had been the national sales director two and one-half years and he still maintains his contacts in this area. But his responsibilities are now broadened to where he can point to such new artists as Sea Train, the Churls (from Canada), Melvin Van Peebles and Doug Dillard-Gene Clark as representing new forms of musical expression for the company.

Scherman Sets SuJay and New Name for Malibu

LOS ANGELES — Bob Scherman, who wrote Nat King Cole's first hit, "All for You," has formed SuJay Productions, Inc., with offices here, Miami Beach and Phoenix.

Initial artist is Dorian, a singer.

Company officers include Mary Bopp, president; Tom Jackson, general manager, and Scherman, executive producer.

Another company, Malibu Productions, has changed its name to Malibu Ventures, according to Norman Winski, president.

Malibu has two acts on its record label, Mass Confusion, a rock group, and Eternal Life & Co., a folk duo. Malibu Records is distributed in Southern California by Aldo, and nationally by Service Records, an Aldo subsidiary.

WB-7 to Hold Distrib Meets

LOS ANGELES — Warner Bros.-Seven Arts Records will hold 22 individual distributor meetings to introduce its January LP product the week of Jan. 6. Executives from the W-7 and Reprise operations will conduct the five-hour gatherings on the premises of the individual distributorships. The company's three district sales managers, Ted Ponseti, Marty Hirsch and Lou Dennis, will also participate in the meetings.

Executives from Burbank scheduled to fan out across the country include Joe Smith, W-7 general manager; Mo Ostin, Reprise general manager; Joel Friedman, marketing vice-president, and Dick Sherman, national sales manager.

ROMEO & JULIET

The year's smash hit movie will be a smash hit album, too.



"DAZZLING!"

The most satisfactory film I've seen this year! Once you see it, you'll never again picture 'Romeo & Juliet' quite the way you did before. No literate man of 1968 should miss this film!"

— *Life*

"STUNNING!"

This 'Romeo & Juliet' is visually stunning and the novelty of seeing Shakespeare's star-crossed teenagers actually portrayed by actors in the proper age bracket lends an exciting dimension to the play!"

— *Saturday Review*

"BREATH-taking!"

It was Franco Zeffirelli's intention to create a 'Romeo & Juliet' for this generation of youth and he succeeded brilliantly!"

"IMPETUOUS!"

The entire film is a poem reeled off at so headstrong a pace that you may take Shakespeare's declamation of 'West Side Story' and irrepressively romantic passion!"

"TOUCHING!"

Incredibly beautiful film! Thanks to the actors and to Franco Zeffirelli's sensitive direction, a moment of this film seems dated. Every frame comes brilliantly alive.

— *Co-E*

"EXCITING!"

A fantastically creative and exciting work! The energy is due to the brilliantly executed movie production of director Franco Zeffirelli. He does not tell the story; he makes it rage with passion, beauty and understanding. By realistically casting teenagers, Zeffirelli made his key commitment to youth. This one is a visual knockout!"

— *William Wolf, Cue Magazine*

"PASSIONATE!"

Under Zeffirelli's direction, the pair are fresh, charming, passionate and very touching! This Romeo's body sends him such youthful delighted messages that he must run like a crazy boy and leap and swing from tree branches to express them. His Juliet laughs in the middle of love and mourns in great wild, childish cries of despair. It seemed a wonderful living picture of 'Romeo & Juliet'."

"SUCCESSION!"

This boy is absurdly handsome.

"BEAUTIFUL!"

A beautiful picture sparing no lavish or literal detail. Ablaze with personal passions, the actors all lend character to the richly figured tapestry Zeffirelli has woven in brilliant color!"

— *Judith Crist, New York Magazine*

"REFRESHING!"

A vigorous film version of 'Romeo & Juliet' with adolescents in the leading roles and gives the tragedy a light of the present generation."

— *Harper's Bazaar*

startling! Both brought into a condition, the go so immediate. A PICTURE TO BE LOVED

— *N.Y. Post*

Olivia Hussey are exquisitely believable! Under Zeffirelli's direction, the are earthy and emotional, every sequence is beautiful until the tragic ending. The playing players are excellent.

— *N.Y. Daily News*

"PICTURE OF THE MONTH!"

Superbly visualized film! The flashes of nudity in the course of the wedding-night sequence are handled with taste and reserve. It's a film to cherish!"

— *Seventeen Magazine*

— *Newsweek*

NEW YORK — PARIS THEATRE (568 SEATS) FIRST WEEK — **\$31,971!**

CHICAGO — CARNEGIE THEATRE (600 SEATS) FIRST SIX DAYS — **\$15,947!**

BOSTON — ABBEY CINEMA (471 SEATS) FIRST FIVE DAYS — **\$11,950!**



Conelco Bids to Buy N. American Philips

NEW YORK — Consolidated Electronics Industries Corp. has issued a letter of intent to purchase North American Philips Co. The transaction will take the form of a statutory merger, with North American Philips becoming the name of the conglomerate. The acquisition is subject to

both companies' stockholders.

Consolidated Electronics (Conelco) wholly owns Mercury Records and Dubbing Electronics, a tape cartridge duplicator, among others. Also included in the merger will be the music publishing firm, Chappell & Co., which was acquired by North American Philips (NAP) last July.

All of NAP capitol stock is owned by the U. S. Philips Trust, which also owns directly or indirectly 35 per cent of

(Continued on page 86)



FILLMORE EAST MAILING LIST
 20,000 Names
 (Addresses guaranteed correct)
 Ages 16-25—N.Y.C. 100 mile radius
 Cheshire Labels—Computer Source
 Information:
 Mr. Kip Cohen, Fillmore East,
 105 Second Avenue,
 New York, N.Y. 10003
 (212) 777-3910

Dunhill Cuts Off Advances

Continued from page 1

Lasker feels there is a movement developing among record companies to be more careful about advancing huge sums to untested groups. There's been so many burnt hands," he said. "The San Francisco acts are getting an inflated idea of what they're value is to a record company."

He calls the current situation on the "group syndrome," but acknowledges that he has to

(Continued on page 86)

Agents Seek 5% Fee Hike

Continued from page 1

At present, AGVA rules limit its franchised agents to charge 10 per cent commission. The Artists Representatives Association (ARA), which includes in it the William Morris office, General Artists Corp., Ashley Famous and virtually all the important smaller agents in New York and Chicago told an AGVA National Board sitting in

a three-day session in New York, that agents are now booking groups into college dates and concerts on AFM contracts because it permitted charging 15 and in some cases 20 per cent. "We can live on 10 per cent on such dates," said ARA's David Baumgarten

"You are losing your own people," said Howard Hausman, ARA, another spokesman who is part of the Morris organization. The biggest business today is in the college and concert fields. We would like to book our clients — your members — but not at 10 per cent."

(Continued on page 86)

Barclay Kicks Off Int'l Drive; U. S. Prime Target

Continued from page 1

not only record in English, but usually write the song in English to begin with. Milhaud produces the Los Bravos as well as the Pop Tops on Calla Records. He's currently producing a large orchestra especially for U. S. release. Belgium and French artists are also producing in English.

Rikki Stein, a Barclay producer, for example, has signed an artist, Vigon, whose product will be aimed almost totally at the U. S. market. The beauty of this type of thinking, said Fernandez, is that the "world of records" today is so small that there will definitely be a feedback abroad because many U. S. hits also become hits overseas.

Fernandez also feels there is a good market in the U. S. for hopes to boost imports of records pressed abroad. One of his major functions, besides the establishing of closer ties between Barclay and U. S. labels, is the

placing of masters here. In the month that his 1650 Broadway office has been open, he has signed contracts with U. S. labels for Ferre Grignard (Belgium), Pierre Grossez (France),

(Continued on page 86)

Cap. Industries Lists Net Hike

LOS ANGELES — Capitol Industries' net income increased to \$903,000 or 22 cents per share in the first quarter of the current fiscal year, compared with \$847,000 or 21 cents per share in the initial quarter last year.

Sales in the quarter ended September 30 increased to \$31,396,000 from \$26,094,000 in the same period a year earlier. Earnings per share are based on the average of 4,162,188 shares outstanding in the first quarter of fiscal 1968, and 4,061,321 last year.

Market Quotations

As of Closing Thursday, October 24, 1968

NAME	1968 High	1968 Low	Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
Admiral	25 1/8	16 1/2	263	20 1/2	19 3/4	20	Unchg.
American Broadcasting	74 3/4	43 3/4	381	71 7/8	68 3/4	70	Unchg.
Ampex	37 3/4	26 1/2	1228	37 3/4	34 1/2	36 1/8	- 3/8
Automatic Radio	25 3/8	15 3/4	366	18 3/4	17	17 1/4	-1 1/2
Automatic Retailer Assoc.	112 3/4	72 3/4	72	112 3/4	110	112	+ 2
Avnet	43 1/2	20 3/8	1504	31	28 3/4	29 3/8	+ 1/2
Canteen Corp.	33	20 1/2	1177	31 7/8	30 3/8	31 3/8	+2 1/4
Capitol Ind.	37 1/2	24	267	31 1/4	27 7/8	29 3/8	- 3/8
CBS	60 3/4	43 3/4	692	56 7/8	54 1/2	54 1/2	-1 1/2
Chic. Musical Inst.	38	24 1/4	142	35	32 3/8	34 1/4	+ 3/8
Columbia Pic.	44 7/8	23 1/2	735	44 1/4	42 1/8	42 1/2	+ 3/8
Commonwealth-United	22 3/8	6 3/4	3521	20 1/2	19 1/8	19 3/8	- 3/8
Consolidated Elec.	45 3/4	34	435	39 3/8	37 3/8	38 3/8	+2 1/2
Disney, Walt	82	41 7/8	140	80	77 1/4	78 1/2	+1 3/4
EMI	7 1/4	4 1/4	554	6 1/8	5 3/8	5 3/4	+ 1/8
General Electric	100	80 1/4	2217	98	94 3/8	95 1/2	+ 1/4
Gulf & Western	66 1/8	38 7/8	5027	52 7/8	48 1/8	52	+4 1/8
Handleman	36 1/4	21	377	36 1/4	34 3/8	35 3/4	Unchg.
Harvey Radio	33 1/2	15 3/4	107	25	22 1/4	22 1/4	-2 1/4
Kinney Services	89 3/4	53 3/4	118	78	76 1/4	77 3/8	+1 1/8
Macke Co.	29 3/8	16 3/8	192	29	28 1/4	28 1/2	+1 3/8
MCA	53 3/4	43	266	52 1/8	51	51 1/8	- 1/8
Metromedia	53 3/4	34 1/4	595	53 3/8	51 3/4	52	+2 3/8
MGM	55	35 3/4	1427	52 1/2	48 3/4	50	+ 3/8
3M	119 3/4	81	589	110	104 3/4	109 3/8	+4 5/8
Motorola	153 3/4	97	168	135	130 3/4	134 1/8	+3 1/8
RCA	55	44 1/4	2087	48 1/2	46 3/8	48 1/4	- 3/8
Seeburg	43 1/4	19 1/8	2130	43 1/2	39 3/4	40 3/8	+1 3/4
Servmat	59 1/2	35	135	55 1/2	54	55 3/8	+ 3
Trans Amer.	77 1/4	43 3/8	938	77 1/8	73 3/4	74 3/4	- 3/4
Transcontinental Invest.	23 3/8	13 3/4	1110	19 3/8	18 1/4	18 3/4	- 3/4
Triangle	46	35	55	38 1/4	37	37 1/2	+ 1
20th Century-Fox	40 3/8	24 1/2	1446	36 7/8	34 1/2	36 1/2	+1 1/8
Vendo	32 3/4	23 1/4	319	29 3/8	27 1/2	29 3/8	+ 2
Warner Bros.-7 Arts	48 3/8	26 1/8	348	47 3/4	47	47 1/4	+ 1/8
Wurlitzer	25 1/2	18 3/8	331	25 1/2	23 1/2	25	+ 3/8
Zenith	65 1/2	50 3/8	1456	58 1/4	54 3/4	56 3/4	- 1/8

As of Closing Thursday, October 24, 1968

OVER THE COUNTER*	Week's High	Week's Low	Week's Close
Data Packaging Corp.	40 1/2	37	38 1/2
GAC	14 1/2	12 1/8	13 1/2
General Recorded Tape	63 1/2	53	53
ITCC	9 3/4	9	9
Jubilee Ind.	36	34 1/2	35
Lear Jet	28	26	26 1/2
Merco Ent.	12 1/2	11	12 1/4
Mills Music	32 1/2	32	32 1/2
NMC	14	13 1/2	13 1/2
Omega Equity Corp.	16 1/4	15	16
Pickwick Int.	35 1/2	33	35 1/2
Telepro Ind.	3 3/8	2 7/8	3 1/4
Tenno Corp.	20 1/2	17	20

*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.

GRT Reports Surge In Sales, Earnings

LOS ANGELES — General Recorded Tape (GRT) has reported sales of \$2,292,730 and earnings of \$156,048 for the first quarter of fiscal 1969. The figures represent a sales gain of 108 per cent and an earnings gain of 97 per cent over the first quarter of fiscal '68 when sales were \$1,101,062 and earnings \$79,199.

9 Mos. Net Sales Up at Conelco

NEW YORK — Consolidated Electronics Industries Corp. reports that its net sales for the nine months ended Sept. 30 total \$261,832,000 (\$1.68 per share) on 4,496,000 average shares outstanding. The company has declared a 25-cent dividend per share, which will be paid Jan. 3 to stockholders of record as of December 19, 1968.

The earnings per share compares to \$2 for the comparable 1967 period readjusted to contain the pooling of interests from an acquisition made in February 1968. Restated, net sales for the 1967 period were \$242,974,000.

ITCC Up 4 Cents Per Share Profit

NEW YORK — International Tape Cartridge Corp. has declared a 16-cent per share net profit after taxes for the fiscal first-half year ended Sept. 30. This compares with 12 cents for the comparable 1967 period. Sales for the period were \$4,148,947 as compared to \$2,819,720 a year ago.

Included in the 16 cents is a 9-cent (\$72,066) settlement of a claim against a sole supplier. Last year's half-year earnings included a 23-cent (\$187,013) settlement against the same claim. Therefore, last year's earnings reflect an operating loss of 11 cents a share for the period.

A REAL WINNER THE MILLS BROS.

DOT 45-17162



NOTABLE MUSIC CO., INC.

161 WEST 54th ST. NEW YORK, N. Y. 10019

Billboard

The International Music-Record Newsweekly
 Now in its 74th year of industry service

Subscribe Now

Just mail request order today

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio 45214

Please enter my subscription to BILLBOARD for

1 YEAR \$20 3 YEARS \$45 New Renew

Payments enclosed 2 EXTRA issues for cash Bill me later

Above subscription rates for Continental U. S. & Canada.

Overseas rates on request.

Company _____

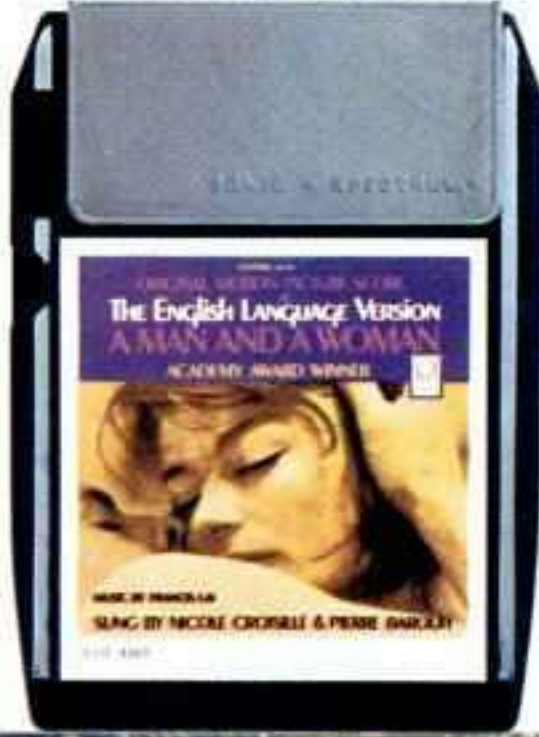
Name _____

Address _____

City _____ State & Zip _____

Type of Business _____ Title _____

SOUND TRACK U-6031/U-3031
(4T-4063/8T-3031)



U-4120/U-8120
(4T-4070/8T-1120)



U-4114/U-8114
(4T-4064/8T-1114)



U-4115/U-8115
(4T-4065/8T-1115)



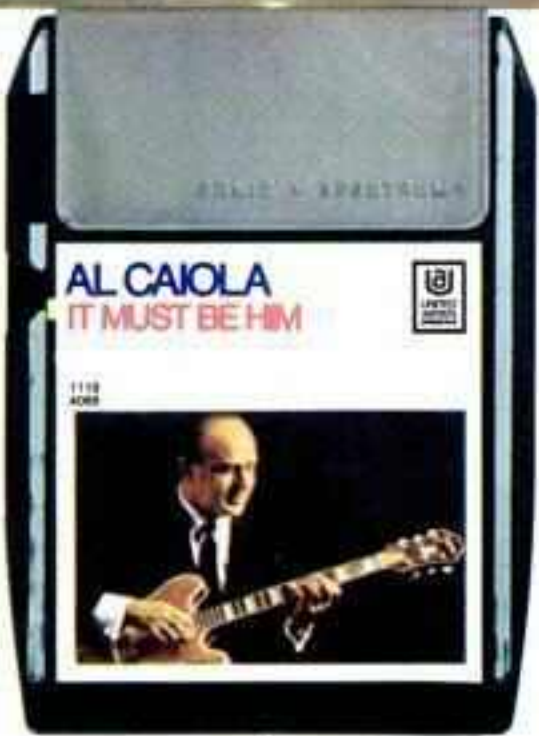
U-4119/U-8119
(4T-4069/8T-1119)



U-4116/U-8116
(4T-4066/8T-1116)



U-4117/U-8117
(4T-4067/8T-1117)



U-4118/U-8118
(4T-4068/8T-1118)



THE BEST SHAPE ENTERTAINMENT HAS EVER BEEN IN!

LIBERTY-UNITED ARTISTS STEREO TAPE, 6920 SUNSET BOULEVARD, LOS ANGELES, CALIFORNIA 90028

This Christmas, millions are going to be giving and albums than ever before.

Full-color roto spreads in 31 major-market newspapers

This is the backbone. Strengthened by on-target ads in national magazines and underground newspapers. All tied in to local dealer ads and radio spots.



Specially priced two-record gift sets.

The stars are right. The music's right. The timing is right. And the price is right.



GP 3



KGP 5



GP 2



GP 1



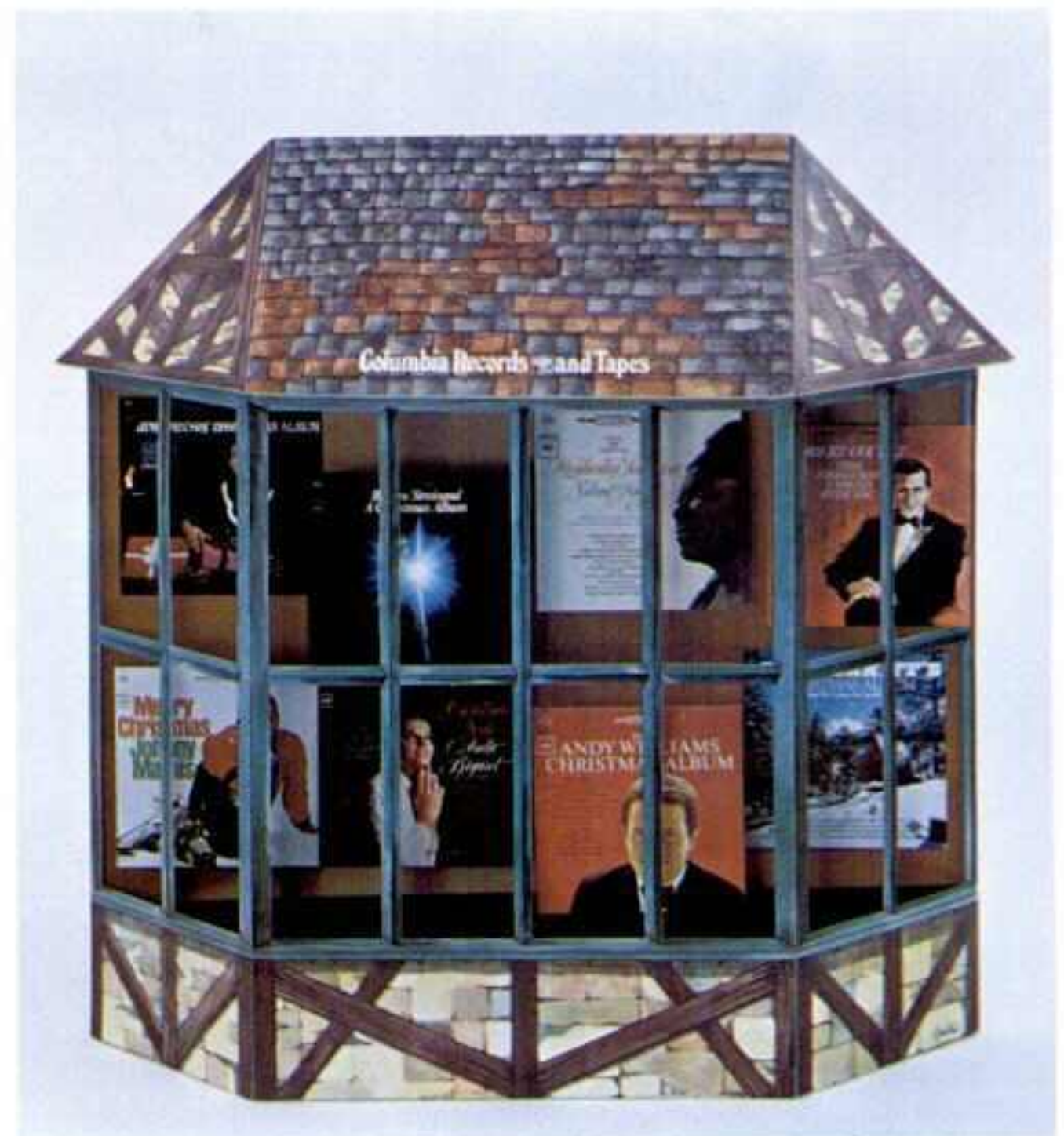
GP 4

Because we've put together the most thorough and persuasive Christmas merchandising campaign in the history of the industry. And we're backing it up with more advertising dollars—national consumer and local—than Columbia's ever spent before.

The theme: "These gifts are alive." We've taken it and translated it to fit every segment of the record-buying public. We've timed it perfectly with the big gift-buying season. And we're going to reach 120,000,000 people. Because we're going to build sales.

Here's the full scope of the program:

- Full-color roto spreads in 31 key major-market newspapers.
- Spreads in *Eye*, *Time*, *TV Guide*, *Go* magazine, *Crawdaddy*, *Flip Magazine*, *High Fidelity*, *HiFi Stereo Review*, *Downbeat*, *Jazz and Pop*, *Jet*, *Country Magazine*, *Music City News*, *Country Music Life*.
- Full pages in *Seventeen*, *Saturday Review*, *New York* magazine, *The New York Review of Books*, *R&B World*, *Soul*, *Ebony*.
- A major underground newspaper campaign that's tuned right in.
- A national spot radio campaign timed with the biggest explosion of local dealer tie-in ads you've ever seen.
- Brochures and department store statement stuffers.
- A major, lighted in-store Christmas display, a mobile, easels, streamers, slicks . . . the works.



Major Christmas display.

It's lighted. It's eye-catching. And it features hot-selling Christmas product.

of Americans getting more Columbia

And here's what you're going to be selling:

- What's now and moving—the hot product in rock, pop and country.
- Columbia's brand-new GP series—2-record gift sets featuring our biggest stars, at a special low price.
- An exciting array of brand-new Christmas albums—seven of them.
- And a great catalog of proven Christmas product. The ones that you've been selling year after year. And will keep on selling.

This Christmas there's really going to be something to celebrate about.

Here's what's new for Christmas.

Seven exciting new albums that are just right for the holiday season. Because there's something for every musical taste.

Inspirational. Orchestral. Sound Spectacular and Star Spectacular.



CS 9727



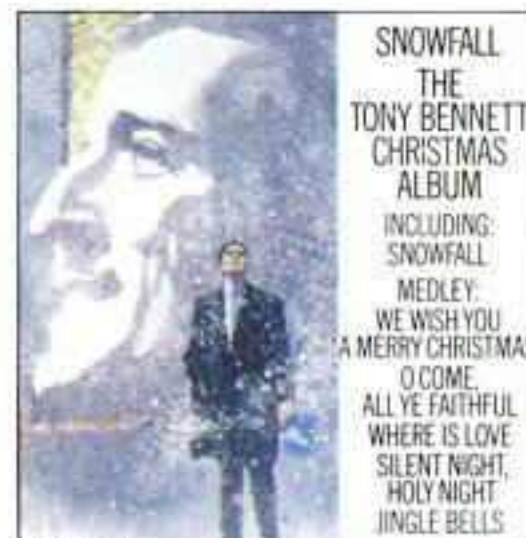
CS 9728



CS 9734



CS 9738



CS 9739



MS 7161/18 11 0084†/MQ 1022‡



MS 7164/MQ 1028‡

And here's the proven product.

The current best sellers that make Columbia the hottest label in the industry and the best-selling Christmas catalog of all.



Christmas is merrier on Columbia Records

†TC8
‡Reel-to-reel tape

"The Generations of Israel"

The creation of a nation, related by David Ben-Gurion, Levi Eshkol, Golda Meir, Moshe Dayan, Abba Eban...

"The Generations of Israel" is a monumental 216-page book and 2-record set which tells the human, perhaps superhuman, story of the people and events deeply involved in the once improbable creation of a modern Israel.

"This was my dream..." begins David Ben-Gurion. And the listener finds himself enveloped in the hopes, the despairs, the struggles and the achievements which forged and created a nation from a dream.

The chronicle of that miracle is documented in a unique and penetrating

manner. In words written and spoken. In pictures. In song.

The emphasis is on personal recollections. An early settler relates her family's flight from Rumania to the earliest Palestinian settlement. Golda Meir remembers a later Kibbutz and the battles with the sandflies as she worked in the fields. Other battles—with the British, the Arabs, Hitler, and the six-day war—are relived by veteran soldiers, in a dialogue between pioneers, by survivors of the Nazi holocaust, by leaders of the Israeli army.

Native songs are scattered between the narratives. Providing a musical backdrop which leaves the listener time to think yet sustains the wide range of emotions spoken and felt in this presentation.

"American Record Guide" calls "The Generations of Israel" "a powerful drama of inhuman testing, of almost superhuman endurance."

This set is truly a monumental chronicle of history. A story of faith that belongs in homes of all faiths.

The CBS Legacy Collection



32 B5 0012
(A book and 2-record set)

'Maggie Flynn' Is Muddled Musical

NEW YORK — "Maggie Flynn" is a muddled musical. It either flounders in a sea of tranquilizing tunes or is caught in a whirlpool of social confusion, notwithstanding.

A hint, perhaps, for its failure to stay afloat, comes from the overabundance of authors. The credits list: Book, music and lyrics by Hugo Peretti, Luigi Creatore (Hugo & Luigi) and George David Weiss. Book in collaboration with Morton Da Costa. Based on an idea by John Flaman. The overloading is so evident that the play, which opened Wednesday (23) at the ANTA Theater, almost suffers from split personality. Only the actors, working in the two acts with its heavy total of 17 scenes, fashion it together.

And whereas the slow-moving first act keeps within the plot's basic structure, the second loses control and shape; whereas the opening act's action is limited to the point of boredom, the second flares up with restrained rage, social message, a well-performed ballet (but out of place) and general chaos.

The plot itself is simple. A deserted wife, Maggie Flynn, played and sung well by Shirley Jones, takes over an orphanage in New York for Negro waifs during the Civil War. She and husband meet again. He tries to re-woo her, but she's promised to a Union Soldier. The husband wins her back. Around this familiar theme is woven the conflict of pacifism versus war. However, the pacifists in the play are bigots. They say "make hate, not war." Today's pacifists

Robert Stigwood, Fitzpatrick Moves

LOS ANGELES—Under a new agreement Robert Stigwood has taken over Casserole Music, and Robert Fitzpatrick has taken over the Stigwood-Fitzpatrick management firm here. Fitzpatrick will represent directly the Buckingham, Mitch Ryder, the McCoys, Buddy Miles Express, Max Frost and the Troopers. The firm will also service Stigwood management acts such as the Cream and the Bee Gees when they tour the U. S.

Feliciano Lights a Musical Fire in Cleveland Concert

CLEVELAND — They stood up for RCA artist Jose Feliciano before he sang a note Oct. 17 at his Public Music Hall appearance. And they kept standing when the song was over.

Feliciano opened with his soul version of "Star Spangled Banner," which had struck such a spark at the World Series game in Detroit Oct. 7.

The blind guitarist, who can set a fire with his fingertips, wowed the 2,500 audience with his wit as well as with his singing and playing. He did a hilarious spoof of Coca-Cola commercials, imitating Barry McGuire, Mrs. Miller, Tiny Tim, Walter Brennan and Bob Dylan.

There was the haunting

point of view is "make love, not war," and equality of race is their credo.

The bright moments come from Jack Cassidy, as the roguish husband and clown. His charm is irresistible and indestructible. The Negro children, too, are ingratiating. They supply a honey-flavored mood without being sticky. The jail scene in act two is the only sparkler, highlighted by all-around display of good voices, sung with spirit and delivered with intelligence. One tune stands out: "Why Can't I Walk Away?," sung with candor by Cassidy. Other roles performed and sung well were by Robert Kaye, Sibyl Bowan, William James, Peter Norman and Jennifer Darling. RCA has the original cast album.

An author's note in the program attests to the historical accuracy of the events, and adds that the characters are essentially fictional. The latter statement is all too correct.

ROBERT SOBEL



HENRY ALLEN, left, vice-president in charge of promotion at Atlantic Records, and Jerry Greenberg, seated left, executive assistant to Jerry Wexler at Atlantic, greet the Soul Survivors as they join the Atco label.

Cash Paints Country In Sparkling Colors

NEW YORK — Grey stone chapels, rivers two feet high and rising, American Indians, lumberjacks and railroad men; Jackson, Miss., and Folsom Pris-

on, long black veils, down and out and busted, Hank Williams and Bob Dylan folk group politics and old-time religion, walking the line.

In short, CBS artist Johnny Cash presenting as complete a picture of modern country music going around today. Cash, with his valid, honest singing, was more giant than star of his own Carnegie Hall show, Wednesday (23). He deserved the standing ovations and the rebel yells from the packed house.

And if Cash and his 25 songs aren't value for money there was Carl Perkins, leaning over to the r&b field with "Matchbox and the anthem of the rock era, "Blue Suede Shoes." The Carter Family's gentler sounds of country music were represented by Mother Maybelle Carter and three girls, June, Anita and Helen. The quartet ran through familiars such as "Jimmy Brown the Newsboy" and "Sweet Wildwood Flower" with a great deal of charm. Later, June stepped out of the

(Continued on page 20)

Rascals Take the Middle Road To Tell It Like It Is Socially

By ED OCHS

NEW YORK — Skeptics of rock 'n' roll's future on the American music scene have for 15 years eulogized like doomsday prophets its imminent collapse on grounds that rock spawned no Bing Crosby's and no veteran talent. But the success of the four Rascals, destined to become the pop patriarchs on some mod Mt. Rushmore have disproved that theory with their almost \$2 million a year sales figure, periodic gold records and frantic soul rhythms.

Since 1965, the Rascals have risen to a place of prominence as the senior rock firm of Cavaliere, Brigati, Danelli and Cornish. Their seven gold records and current "Time Peace" album on Atlantic are testimony to their grass roots popularity, while their "live" appeal to both white and black mixed audiences stands out from the rockpile like little utopias of working democracy. Now committed to open protest, the group has once again titled its rudder to stay in the mainstream. "We

don't believe in violence and we don't believe in utter passivity," said 25-year-old Cavaliere, the group's sparkplug on organ and vocals. "We want to point out a middle road to satisfy both extremes and solve the problems."

Had to Speak

"After King and Kennedy and what happened in Chicago," said Cavaliere, "we just had to say something." What the Rascals had to say was "People Got to Be Free," their latest million-seller, a subtle braid of "where it's at" lyrics and the Rascals' customary rhythm 'n' blues barrage of rapid drumfire, organ gushes and gruff tantrums of soul singing. The group's next single, "A Ray of Hope," written about Sen. Ted Kennedy, further marks the Rascals' switch to guruing for the above-ground sub-psychedelic set who looks to the four Rascals as crusaders and compatriots whenever they tour America with their jubilant, kinetic live show; their durability has given them a larger voice. Praising the youth movement and passing the profits, the Rascals have hit upon the right formula—tailoring to the times—the secret to a middle age in the music business.

Their scout's pledge to "spreading good vibes" and promoting social unity through music has not only promised the Rascals long life, but sustained the durability of rock music in general for a long time to come. Behind them lie "Groovin'" and "Good Lovin'," a 1966 stint at Fillmore West and the Young Rascals, while ahead lie the

Doors Will Begin Midwest Tour

LOS ANGELES—The Doors, Elektra artists, open a Midwest tour in the Milwaukee Auditorium-Arena Friday (1).

Other November dates include Franklin County Veteran's Memorial Music Hall, Columbus, Ohio (2); the Chicago Coliseum (30); Phoenix Veteran's Memorial Coliseum (7); Dane County Arena-Fairgrounds, Madison, Wis. (8); Kiel Municipal Auditorium, St. Louis (9), and the Minneapolis Municipal Auditorium (10).

Rascalization of Europe, a deeper role in democracy at home and a global plea for the participation of youth in the adult market. Musically, the Rascals will stick to their resilient body-conscious beat flecked with subliminally-quick social

(Continued on page 20)

Original **Vesuvio** RESTAURANT

YOUR HOST: **Tony**

163-65 W. 48th St.
New York, N. Y. 10036
245-6138

The Gourmet's Haven
for Italian Cuisine

THIS WEEK WE SALUTE
MARGARET WHITING
STAR OF
STAGE, SCREEN, NIGHT
CLUBS AND RECORDINGS

- Diners' Club
- American Express
- Carte Blanche

Unsurpassed in Quality at any Price

GLOSSY PHOTOS

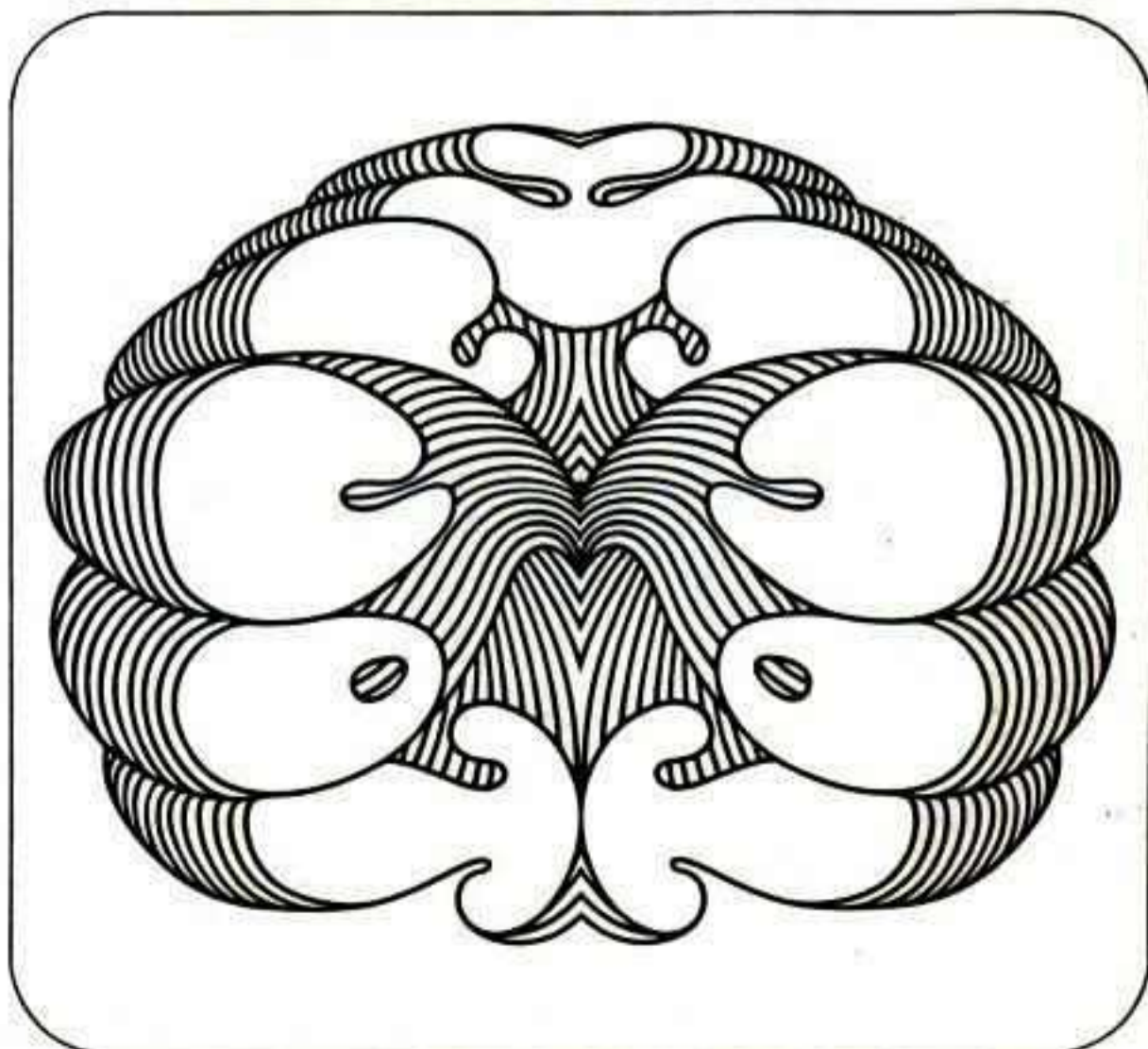
8 1/2¢ EACH IN 8x10

1000 LOTS
\$12.45 per 100
Post Cards
\$49 per 1000

1,000-
8x10 COLOR
\$175.00
3,000 Postcards
\$120.00
Special Color
Process

COPYART
Photographers

A Division of JAMES J. KRIEGSMANN
165 W. 46th St., N.Y. 36 PL 7-0233



Coming!



Rich benefits from
U.S. fastest growing
music publishing com-
pany. Pays top dollar for
good material. Looking specif-
ically for Top 40 . . . M.O.R.
. . . Ballads . . . Tearjerkers.

also
MUSIC PUBLISHING — B.M.I.

Send your heavy material to:
Chuck Collins, OLSO Music Publishing B.M.I.
Box 80, Highland Park, Illinois 60035

Talent

Beck, Buckley, King Pop It Out

NEW YORK—The Jeff Beck Group, increased to five members, were the strong headliners of a power-packed Fillmore East bill on Oct. 18 and 19. The program also included the thoughtful folk singing of Tim Buckley and the superb blues of Albert King.

King opened the second show on Oct. 18 with one fine number after another, including the title number and "Pretty Woman" from his "Born Under a Bad Sign" album on Stax. Clearly one of the outstanding traditional blues men, King's singing and guitar playing hit the mark consistently. His back-up musicians also were excellent.

Buckley, an Elektra artist, has a tendency to meander, but his lyrics pervaded the theater with strong effect. Buckley, towards the end of some of the as yet untitled selections, apologized for their length. However, Buckley cannot be confined by time when he has a message to get across. His set continued the over-all high level of the show. His backup men also were good.

The Jeff Beck Group, who dynamically scored at Fillmore East last spring when a supporting act, still had that dynamite as headliners. Beck, who has few peers as a pop guitarist, was in brilliant form in a program that included two instrumentals: "Mother's Old Rice Pudding" and "Beck's Bolero."

Lead singer Rod Stewart's bluesy wailing also was good as he included "Rock My Plimsol" and "Shape of Things," which are on the group's successful first album on Epic. Drummer

Mick Waller and bass guitarist Ron Wood also were in top form.

The big addition was Nicky Hopkins, one of England's top studio pianists. While some groups have lost by expanding their membership, this one has not. Hopkins' pianistic brilliance was a match for Beck's guitar.

"Bye Bye (Baby Goodby)" was the encore, with the large and enthusiastic audience joining in. **FRED KIRBY**



GENE PISTILLI, Terry Cashman and Tommy West play for servicemen at St. Albans Naval Hospital, L. I., at a special performance sponsored by the Red Cross.

Sandler & Young Click in Any Tongue and Cheek

NEW YORK—Tony Sandler and Ralph Young, opening at the Americana's Royal Box on Tuesday (15), presented a different approach to a nightclub act. Their multi-lingual singing is carried to an illogical conclusion—for instance, one sings "Dominique" in the original language while the other partner intones "Deep River" in English.

An interesting technique, it's repeated with "I Believe" and "Ave Maria," and also "Gonna Build a Mountain" and "Down by the Riverside" (this time both were sung in English). Sandler and Young gain much humor out of the situation that San-

dler (born in Belgium) is the language expert while Young remains proudly insular and American.

Actually, Young is no slouch in foreign tongue, he more than pulled his weight in the Capitol Records duo's version of "Malgvena."

Highlight of their act remains the numerous versions of "Bill Bailey" which they string together, ranging from a Nashville parody to an Italian opera take-off.

With all the languages flying around, the pair could play the United Nations building, but meanwhile the Royal Box suits very well. **IAN DOVE**

OPEN LETTER TO GENE PITNEY

Dear Gene:

I heard your record, "Billy You're My Friend." How could you say such terrible things about me. I'm your friend . . . you said so yourself. We grew up together. Remember?

Besides if you hadn't been there watching, you wouldn't have seen us.

Your former friend,

Billy

P.S.: Anyway it's a great record.
Musicor 1331

Campus Dates

Miriam Makeba, Reprise artist, will appear at UCLA's Pauley Pavilion Nov. 16.

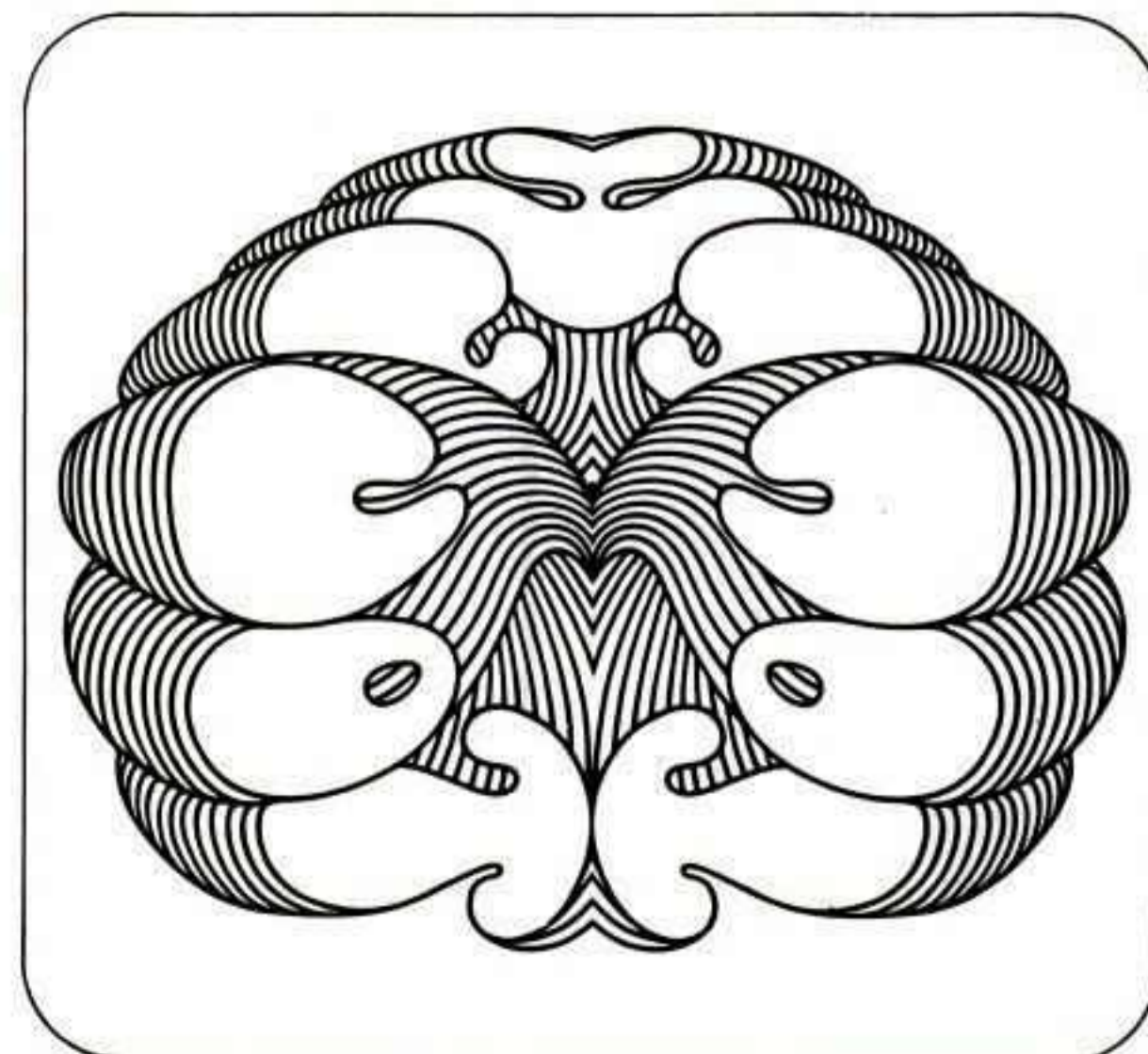
Buffy Sainte-Marie, Vanguard singer, will open UCLA's first annual folk concert series in Royce Hall Nov. 24. The series continues with Judy Collins, on Jan. 10, and Arlo Guthrie on Feb. 9.

Orpheus, MGM group, will appear at Bradford Jr. College, Haverhill, Mass., Saturday (2).

The Serendipity Singers, United Artists group, will appear at Western Carolina College, Cullowhee, N.C., Monday (4).

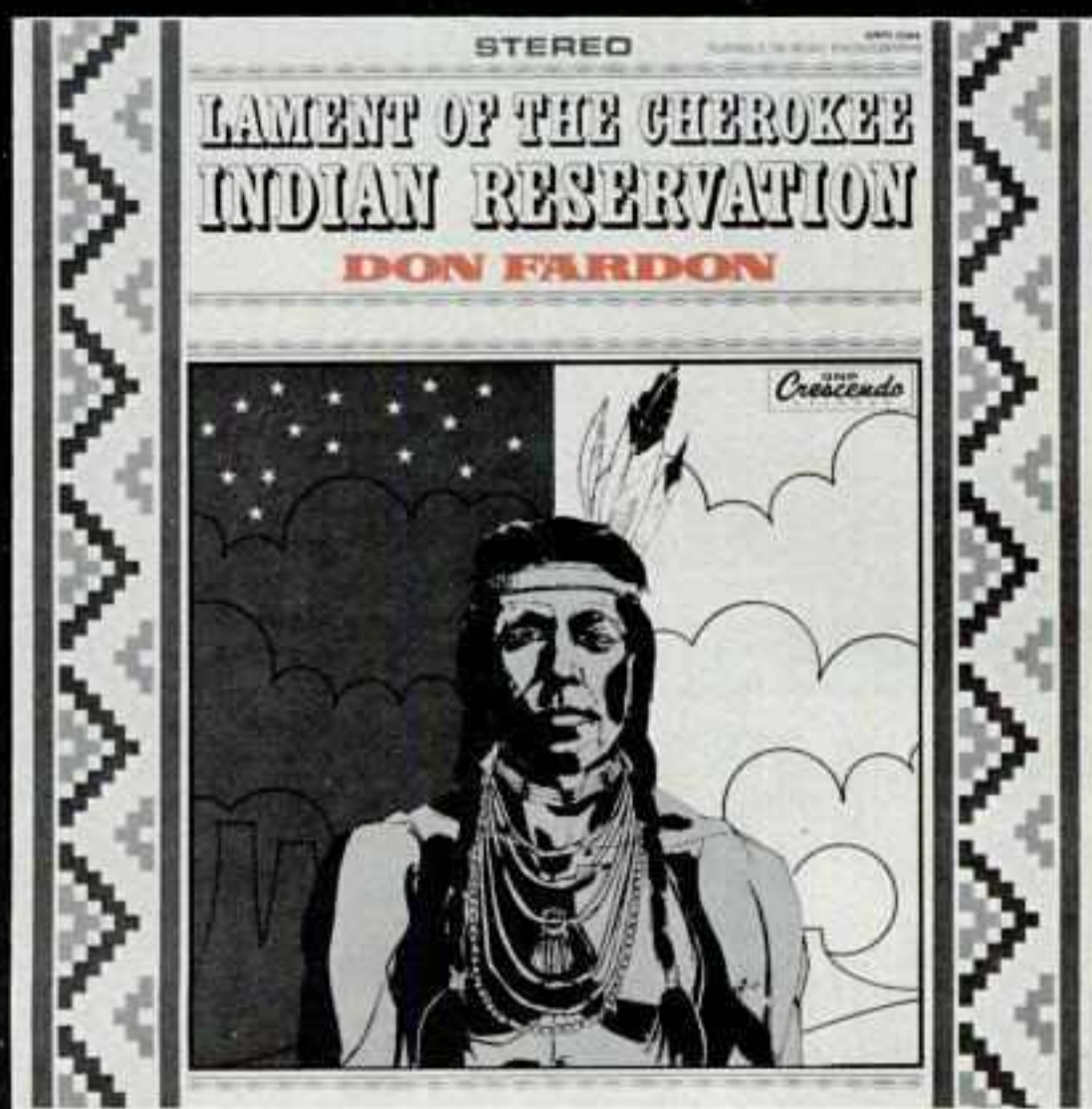
Brian Carney, of Fred Weintraub's Coffee House Circuit, makes his concert debut at Long Island's Adelphi University Wednesday (6).

The
charts
tell the story —
Billboard
has
THE CHARTS

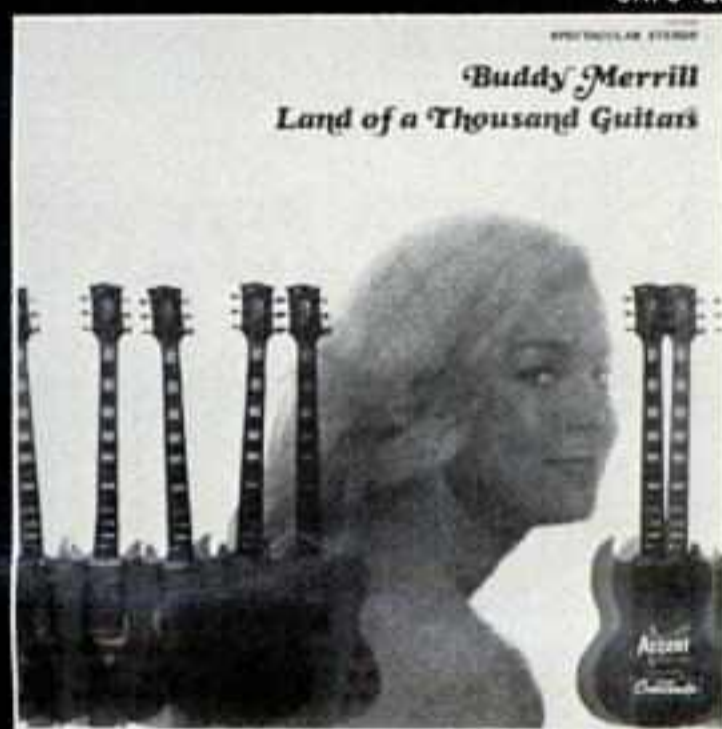


GNP Crescendo RECORDS

Chart Bound!



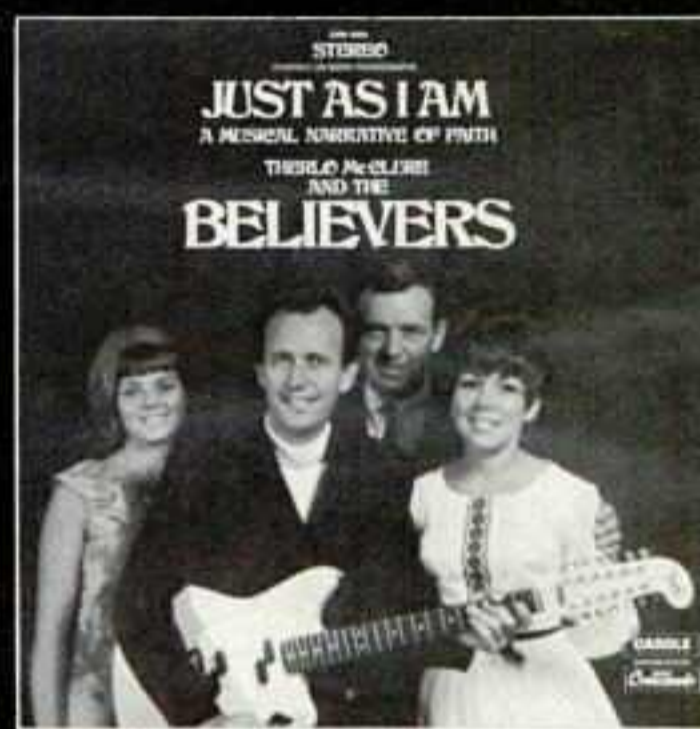
Indian Reservation—Don Fardon
GNPS-2044



Land of a Thousand Guitars
ACS-5026—Buddy Merrill



GNPS-2045—The Challengers
Light My Fire



Just as I Am
Cars-8005—The Believers

ACTION SINGLES

#408
**900 MILLION
PEOPLE DAILY**

THE SEEDS

#411
**IT'S WRITTEN
ALL OVER MY
FACE**

MARVA HOLIDAY

#410
**UGLIEST GIRL
IN TOWN**

PARIS SISTERS

#7255
**DO YOU KNOW
THE WAY TO
SAN JOSE!**

BUDDY MERRILL



9165 Sunset Blvd., Hollywood, Calif. 90069 Phone 275-1108, Cable: CRESREC

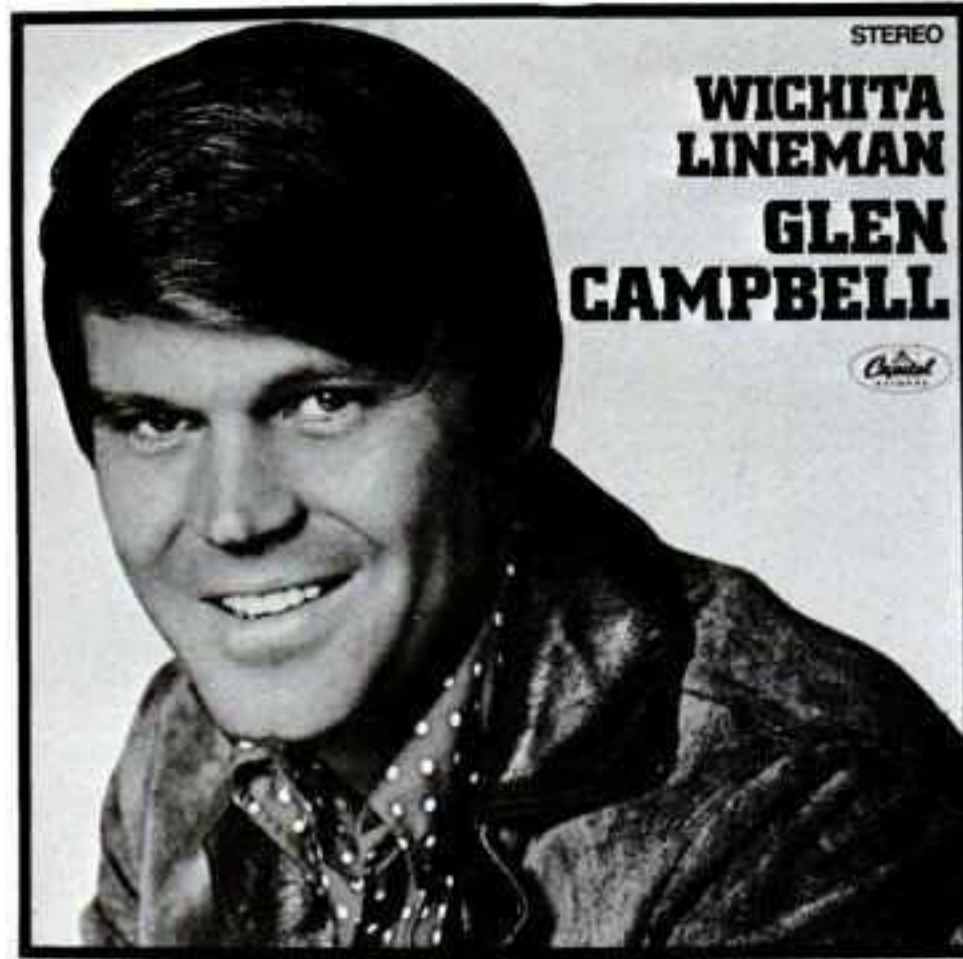
GENE NORMAN, President Est. 1954

GNP-CRESCENDO DISTRIBUTORS:

Atlanta — Southland
Boston — Bay State
Charlotte — Bib
Chicago — All State
Cincinnati — Mainline
Cleveland — Mainline
Dallas — Jay Kay
Denver — Pan American
Detroit — Arc
Hartford — Eastern
Honolulu — Eric
Los Angeles — Privilege
Madison — Tell
Memphis — Record Sales
Miami — Music Sales
Minneapolis — Heilicher
Nashville — Southern
Newark — Wendy
New Orleans — Delta
New York State — Alpha
Philadelphia — Chips
Phoenix — Endisco
Pittsburgh — Mainline
Salt Lake — Billinis
St. Louis — Roberts
San Francisco — Melody
Seattle — Huffine
Shreveport — Stan's
Washington — Schwartz Bros.
Wichita — Pioneer

FOREIGN DISTRIBUTORS:

Argentina — Dial
Australia — Festival
Brazil — Fermata
Canada — Compo
Central America — Disco S.A.
England & U.K. — London
France, Germany, Benelux,
Switzerland — Vogue
Holland — Bovema
Italy — CGD
Japan — King
Mexico — Tizoc
Peru — Distribuidora Peruana
Philippines — Mareco
Scandinavia — Sonet
Singapore — Isaac
South Africa — Teal
Venezuela — Palacio



BUSY NUMBER

GLEN CAMPBELL'S "WICHITA LINEMAN"

Busy. That's what you'll be. Busy ringing up sales. We planned it that way. With a great array of exciting material supporting the introduction of this beautiful new Glen Campbell album.

TREMENDOUS SCHEDULE OF COAST-TO-COAST RADIO. 37 MARKETS! / 78 STATIONS! / OVER 1400 SPOTS!

Plus a special guest appearance on National Television on **THE SMOTHERS BROTHERS SHOW – SUNDAY, NOVEMBER 3** when Glen will sing Jim Webb's new song, "Wichita Lineman" before an audience of **30 MILLION POTENTIAL CUSTOMERS!**



Poster



Easel display/Divider card

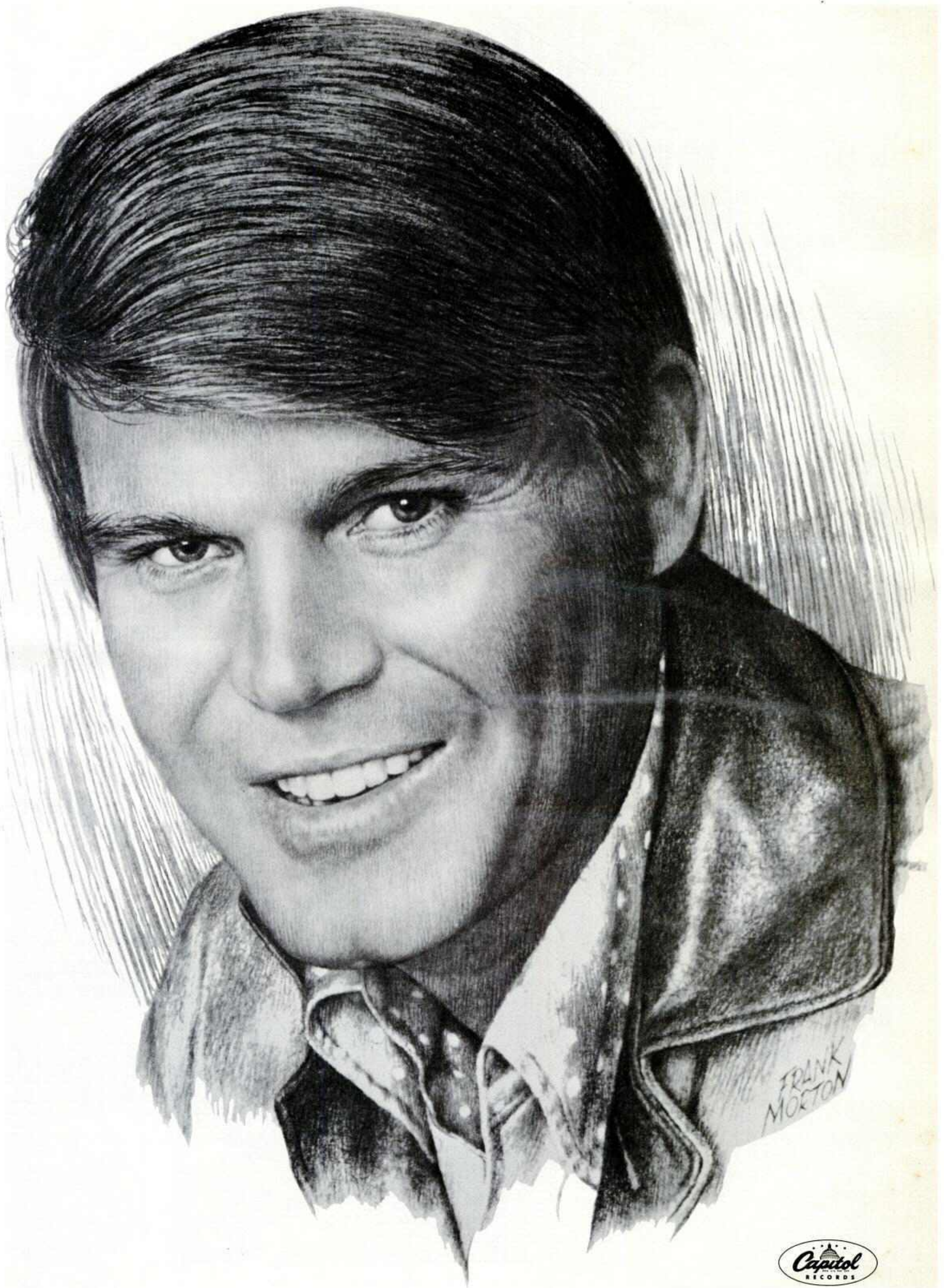


Ad mats



3-D Cartridge display

Call now. The number you want is Capitol ST-103



'Record-In' by Henry Gibson

By BRUCE WEBER

LOS ANGELES—Henry Gibson, a regular on NBC's "Laugh-In," has returned to the music business after a seven-year absence, with an album, "The Grass Menagerie," and a single, "Flowers," on Epic Records.

a contract, with her single being a Paul Anka-written tune, "Why Won't You Come Home?" Epic recently released a Dan Rowan - Dick Martin album, "Laugh-In."

Teams With Werner

Gibson, who produced his own album, teamed with Fred Werner on a follow-up album on the American Indian. The "Grass Menagerie" examines the hippie movement through poetry, songs and comedy, said Gibson, who spent a week in San Francisco's Haight-Asbury district gathering material.

"The album looks at hippies and the hippie movement with sympathetic humor," he said. "For the next album, on Indians, I'll

spend time gathering material on a reservation."

During spoken word segments of the "Grass Menagerie," Werner has arranged contemporary music for background support, with the album's five songs also in a contemporary vein.

Gibson spent 10 weeks touring with the Rowan and Martin cast, preparing and testing his album material before audiences at the Sahara Hotel, Lake Tahoe. "I had a seven-minute spot on the nightclub show," said Gibson, "and I'm hopeful I can get time on the TV show to do a few songs and recite some poetry."

Because of the show's tight shooting schedule, Gibson can only do promoting work on the album via the telephone. He plans a phone campaign to disk jockeys on underground and easy listening stations.

In 1961, Liberty Records discovered Gibson on the Jack Paar TV show and recorded an album, "The Alligator and Other Poems," with Gibson singing and reading poetry. "The album bombed in 1961," he said, "but Liberty reissued it this year to take advantage of the show's success."

Liberty is not the only record label to jump on the "Laugh-In" bandwagon. Reprise Records signed Jo Anne Worley to

Cash Paints Country In Sparkling Colors

• Continued from page 15

group to duet with Johnny, particularly effectively on "Jackson."

The four Statler Brothers kept up the standard with a balanced program that moved from Chuck Berry's "Memphis, Tennessee" to their big hit, "Flowers on the Wall."

On stage during the show was the Tennessee Three, Cash's long-time accompanying group,

with new guitarist, Bob Wooten, replacing the late Luther Perkins.

However, Cash was the magician of the evening, fusing all the different elements of country music together. People in Europe are predicting a revival of country music there—they could do no better than hitch themselves to Cash's long black coat and let him be the catalyst. He is about to start a short British tour. IAN DOVE

Rascals Take the Middle Road To Tell It Like It Is Socially

• Continued from page 15

brotherhood. "Physical" music, where sound has the edge on sense, will always be the Rascals' gold mining style. "We're not intellectuals," added Cavaliere, "or physical types like the Doors, though we do lean more toward the physical. We are entertainers first. We'd like to be known as the gentlemen of rock."

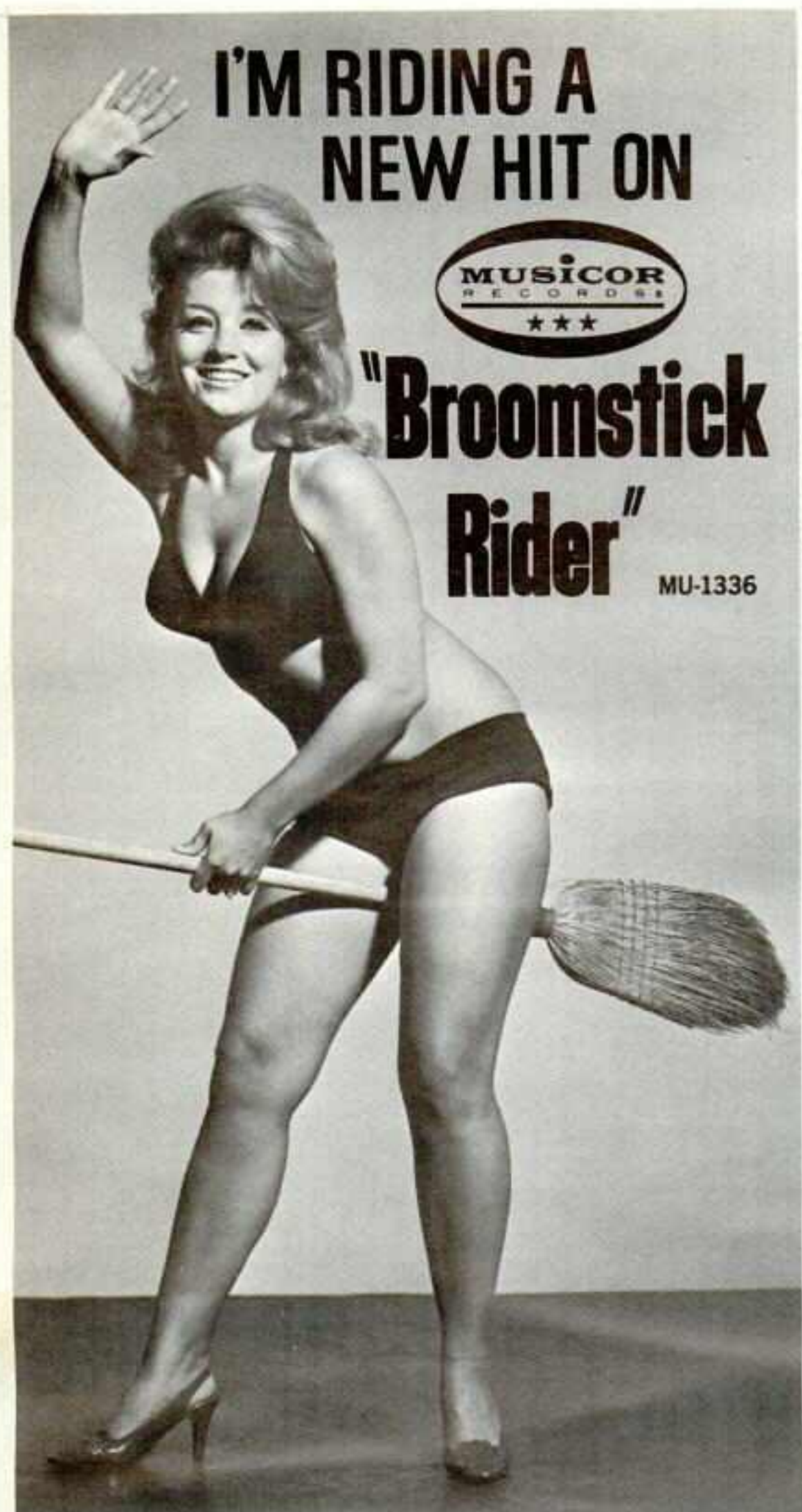
Clue to Direction

Clues on the group's eventual direction can be read from a recent date with the American Symphony Orchestra where "Groovin'," their biggest hit, was

beefed up with a half-serious classical air, and at a benefit for the RFK Memorial, Friday (19) at Indian Rivers, Minn., with Joe Tex, the Moody Blues and "hopefully, Ted Kennedy." Cavaliere is attending guru school with Satchid Ananda, a non-profit prophet who is helping the singer-songwriter by tranquilizing his lyrics. But it's the Rascals tenure as the top rock act, sandwiched solidly between the underground and the romper room, that will make the group's soul yell as good as gold. The Rascals are the first pop patriarchs of the rock generation.



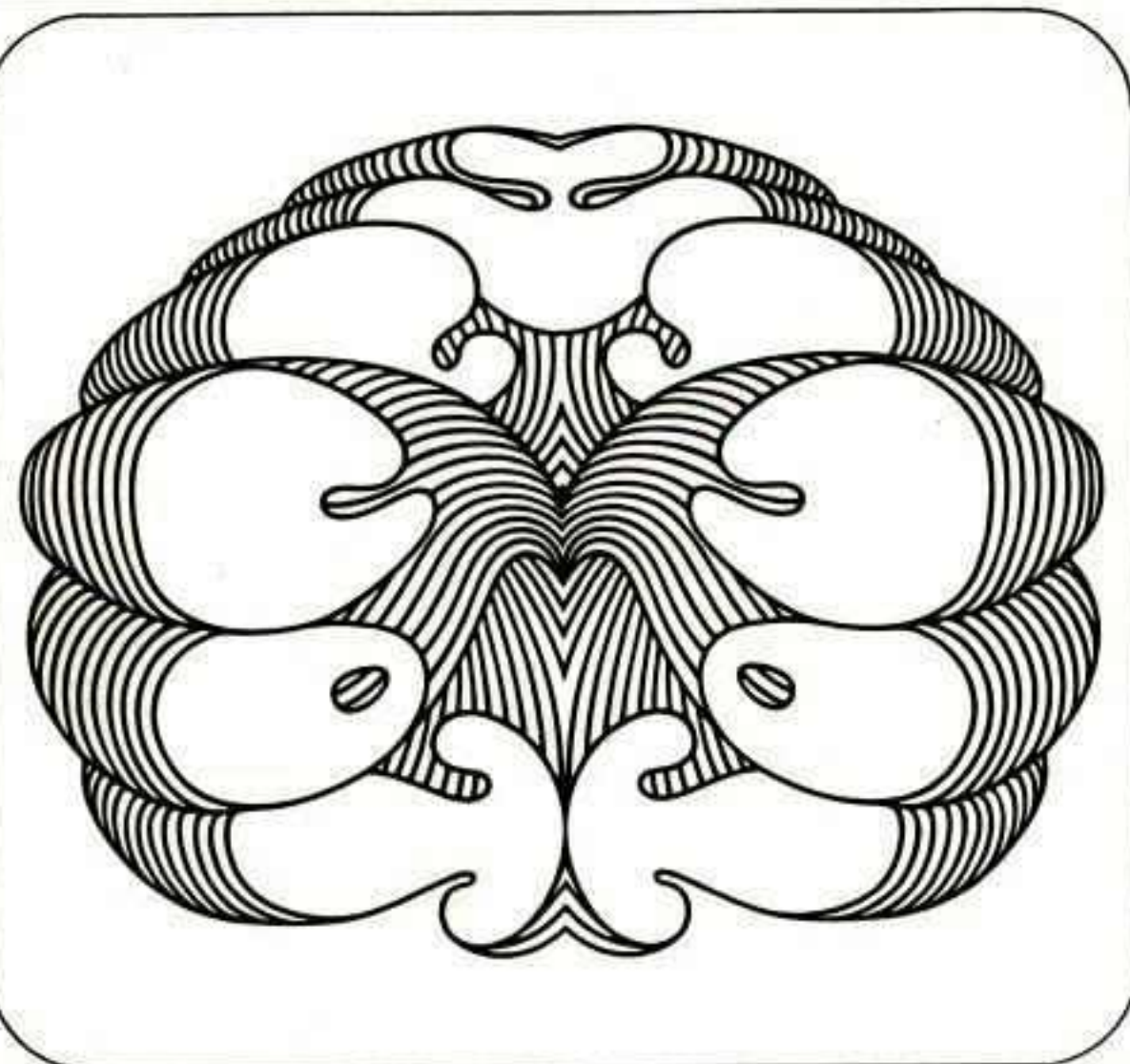
BOB CREWE, right, head of DynoVoice, and arranger Charlie Fox, left, go over the charts for a recording session with DynoVoice artist Bhen Lanzarone.



I'M RIDING A
NEW HIT ON



"Broomstick
Rider" MU-1336



OPEN LETTER TO GENE PITNEY

Dear Gene:

I heard your record, "Billy You're My Friend." How could you say such terrible things about me. I'm your friend . . . you said so yourself. We grew up together. Remember?

Besides if you hadn't been there watching, you wouldn't have seen us.

Your former friend,
Billy

P.S.: Anyway it's a great record.
Musicor 1331

CREAM'S DATE AT GARDEN SRO

NEW YORK—The Cream's concert at Madison Square Garden sold out two weeks in front of its scheduled date Saturday (2). The 21,000 seats were scaled at a \$6.50 top. The Cream is riding high with their Atco album, "Wheels of Fire."

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

- Professional Audio/Video Equipment
- Video Recorders
- Recording and Broadcast Components
- Recording Tape and Accessories
- Hi-Fi/Stereo Systems
- Ampex Audio and Video Recorders
- Sales - Installation - Rentals - Repairs

Write today for our new 1969 catalog.

SONOCRAFT
NEW YORK'S LEADING AUDIO/VIDEO SUPPLIER
115 WEST 45TH STREET, DEPT. 88
NEW YORK, N.Y. 10036 • JU 2-1750

8X10 PICTURES

LITHOGRAPHED ON HEAVY KROMEKOTE

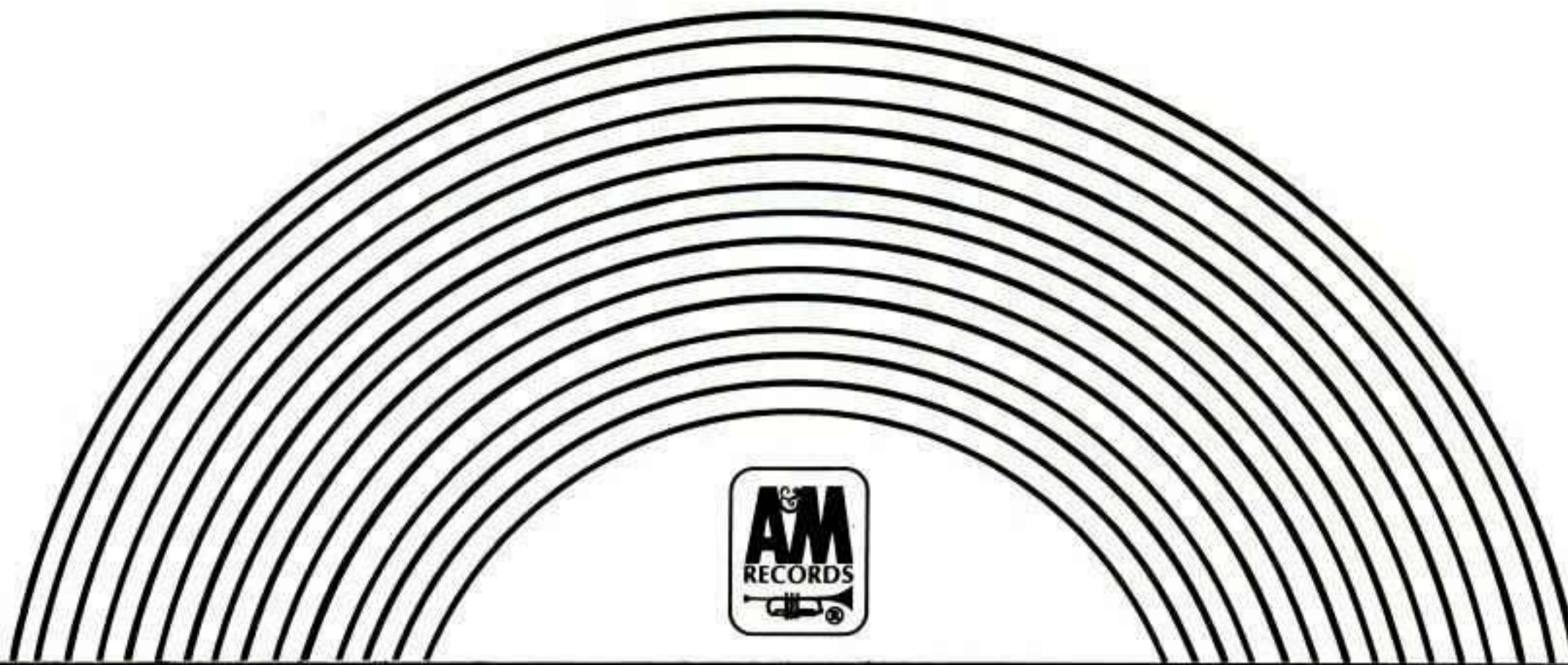
ORDER NOW—Send an original photograph (preferably 8x10) plus the wording you wish to appear below picture.

OR—Send for 8x10 sample print and order forms—plus prices for other size prints.

500	\$17.50
1000	27.75
2000	45.75
Additional 1000's (over 2000)	16.00

SHIPPED WITHIN TEN DAYS POSTAGE PAID (Payment Must Accompany Order)

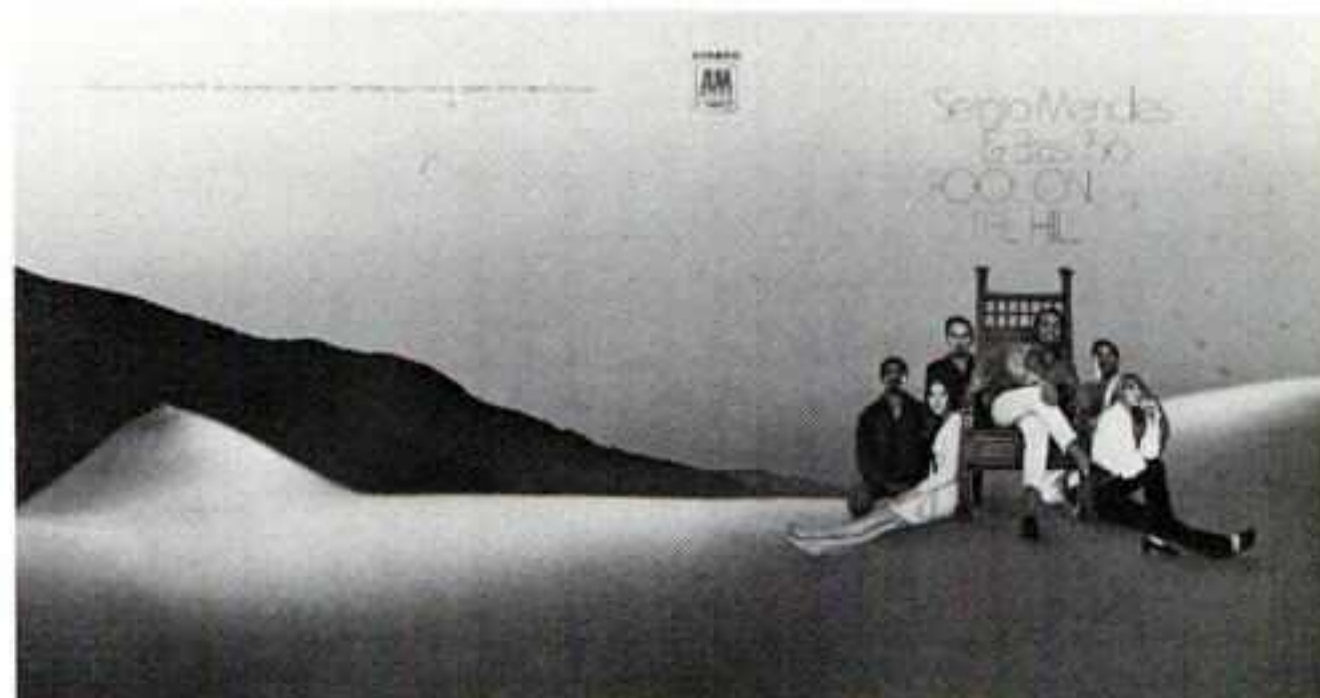
ABC PICTURES
317 N. ROBBERSON
SPRINGFIELD, MO. 65806



Sergio Mendes and Brasil '66
SCARBOROUGH FAIR
B/W CANTO TRISTE - A&M 986



smash!



Sergio Mendes Brasil '66 / "Fool on the Hill" / A&M SPX 4160

Tape CARtridge

Quixonic's New Stereo Speaker

By EARL PAIGE

PLYMOUTH, Mich.—A new line of stereo speakers that will minimize or eliminate auto playback equipment installation problems will be introduced here soon by Quixonic. The young, privately held firm is already marketing a line of tape equipment accessories and is furnishing duplicators with cartridges in all configurations.

Additionally, Quixonic has established Pana Marketing as a national sales division. Pana Marketing, located in Chicago, is also the distributor in three States for Panasonic auto products.

The first, and probably the most radically new of Quixonic's speakers, is one made of styrofoam. It is 4 inches by 8 inches and, except for a ceramic magnet and voice coil, has no metal parts.

(Continued on page 27)

Franchise, Tape Club Set by Sound of Music

By BRUCE WEBER

LOS ANGELES — Sound of Music Corp., exclusive distributor of Concertone home and auto cassette products in the U. S., plans to set up a nationwide franchise operation and tape club.

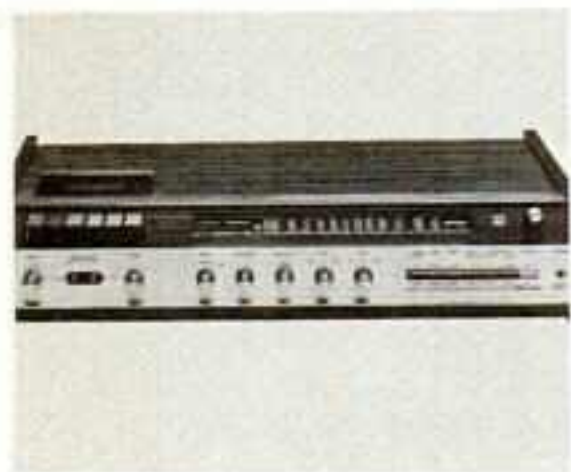
Robert Chapman, Sound of

Concert Season

CINCINNATI — Pogue's department store, which promotes its record sales with big name personalities, is again sponsoring the 1968-1969 Pop Concert season at Taft Auditorium. The concerts are presented in association with Bridges-Sharp Theater Productions.

Customer Clinic

COLUMBUS, Ohio — Jimmy Rea's West Broad Street center here held the first of a series of free customer clinics for the fall season Oct. 14-15. The clinic dealt with tape recorders, tape cartridges, tuners, speakers and amplifiers.



H. H. SCOTT, Inc., has introduced the 3600 Casseiver, a single component combining a 65-watt Scott FM stereo receiver and a professional stereo cassette recorder. With the Casseiver, the audio enthusiast can listen to FM, FM stereo or pre-recorded cassettes. He can also record onto cassettes from records, stereo microphones, a reel-to-reel tape recorder or directly from the Casseiver's own FM stereo tuner. The suggested list is \$399.95.

Motorola Unit's New Life

By HANK FOX

NEW YORK—Motorola, who developed the industry's first battery-operated 8-track tape CARtridge player last year, has discontinued that model and is bowing, instead, an improved unit with more than five times the life characteristics of the old unit. "The primary disadvantage of the old 'C' cell player," said Jim Gershman, president of Audio Brands Corp., Motorola's automotive products marketing arm, "was the high battery drain of its engineering design." Motorola's new "D" cell unit incorporates a revised design permitting larger current capacity while consuming about 50 per cent less power than the "C" cell portable.

A key improvement in the "D" cell unit is its larger capstan, which operates more efficiently while requiring a smaller amount of power. The new capstan mechanism also reduces wow and flutter to less than .3 per cent.

Coupled to the capstan operation is a redesigned amplification system which employs larger speakers. According to Gershman, the "D" cell amplifier is rated at less distortion than its predecessor.

In mechanical design, the unit contains a new channel switcher which also uses less power than the "C" cell model. Motorola's new portable, model 800, retails at \$39.95.

MGM, Wellington in Giant PT Radio Push

PHILADELPHIA—MGM, in a tie-in with seven Wellington automobile stereo centers here, has launched a saturation spot radio advertising campaign for its line of MGM-Playtape 2-track cartridge players and PlayTape cartridges. MGM is PlayTape Corporation's software distributor. The campaign, which is tailored exclusively to top 40 radio stations, will utilize 120 spots per week for six stations during the next three months. Stations included are WFIL, WIBG, WDAS, WHAT, WTTM and WMMR-FM. A similar campaign is about to break in New York. Other markets in which the promotion will be run are Dallas, Miami, Cleveland, San Diego and Washington.

Avsco Enlarging Of Plant Planned

EXCELSIOR SPRING, Mo.—Avsco, Inc., a subsidiary of Lear Jet Industries, Inc., will expand its plant here to more than 130,000 square feet by early 1969. The expansion plans will cost \$1,200,000. Avsco, acquired last May, produces Lear Jet stereo cartridge cases and a variety of custom plastic products.



KALOF'S SOPHISTICATED 8-track cartridge recorder/player features electronic cueing and electronic ejection. Model 802 R in the Starline series is designed, according to Kalof president Jack Cummings, to be "in the same class with high-end reel-to-reel recorders."

Kalof Makes Its First Fully Automatic 8-Track Home Unit

By ELIOT TIEGEL

LOS ANGELES — Kalof Electronics has begun manufacturing its first fully automatic 8-track home recorder/player, which goes on sale in January. The unit is the \$329 Starline 802R.

The Van Nuys-based company is initially building 400 of these units, said president Jack Cummings, per its philosophy of small production runs of high-priced equipment. Kalof's image, Cummings explains, is to be associated with high priced high fidelity 8-track equipment. Kalof expects to go into production of 400-500 units a month.

Kalof's two other 8-track home players in its Starline series reflect the manufacturer's emphasis on building cartridge machines "in the same class with high end reel-to-reel recorders." Kalof products are available to dealers through one-stop distribution.

The new unit includes Kalof's standard advanced features of electronic cueing and electronic injection. A sensing de-

vice is activated upon contact with a metal foil on the tape which pops the cartridge out after the programming source has been recorded. The owner can adjust sound levels from the music source—FM radio or phonograph—and check volumes on two VU meters.

The machine has matched duplicators running at 3 3/4 inches per second which purportedly match the frequency pickup of machines running at faster speeds. "The machine works on a one-to-one basis," Cummings notes. "There is no way on the input to increase the speed." Besides, the company has to be careful not to create a home machine which could be turned into a professional duplicating facility, Cummings adds.

In June, the company will bow five additional models, encompassing an overdub feature which will not erase sound already recorded. The executive claims FM stereo nationally has created an interest in taping music.



MOTOROLA'S new portable 8-track "D" cell player at \$39.95 consumes only half the amount of power needed for its discontinued "C" cell player. And with a redesigned electric and mechanical operation, the new unit operates on a set of batteries five times as long as on the "C" cell player.

Katz Co. Will Add to Plant

LOS ANGELES—A 47,000-square-foot addition to its plant to allow stepped-up production of cassettes has been announced by Irv Katz, Audio Magnetics president.

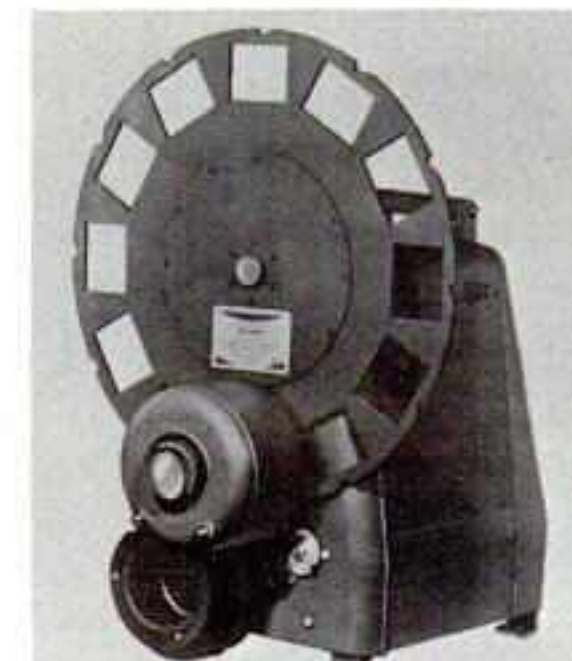
The new addition will give Audio Magnetics about 100,000 square feet of office and manufacturing space in addition to another 10,000 square feet storage space recently leased adjacent to the plant.

A new sales office, additional cassette assembly lines, tape coating and research development will be housed in the plant addition. "The new wing will enable the company to produce about a million cassette units a month by May, 1969," said Katz.

Rose-Wood Into Tape Carousels

LOS ANGELES — Rose-Wood of California, manufacturer of desk carousels for books, has begun to produce a carousel for 4 and 8-track and cassette tapes.

Aimed at the home market, the cartridge carousel (model 950) holds 40 tapes, and is 16 inches high. It lists for \$16.95. The product will be manufactured in the company's North Hollywood plant, according to Herbert M. Rose, president of Rose-Wood.



A NEW 2,000-WATT tungsten-halogen 3 1/4 by 4-inch slide projector, designed for instant, extra-bright ad "spots" at temporary as well as permanent locations, has been announced by Genarco, Inc. The unit, Model GR-2, plugs into a regular 20-ampere outlet.



**"THAT'S GOLD IN THEM THAR GROOVES!"
HEAVY, HEAVY SOUNDS FROM
THE AMERICAN BREED
"KEEP THE FAITH" ACTA 830**

FROM THE MAN WHO WROTE THE AMERICAN BREED'S
MILLION SELLING SINGLE "BEND ME, SHAPE ME": LARRY WEISS

CASH IN ON THE ACTION!



ACTA RECORDS,
A DIVISION OF DOT RECORDS,
A DIVISION OF
PARAMOUNT PICTURES CORPORATION



PRODUCED BY BILL TRAUT

New Tape CARtridge Releases



TelePac COMPACT CASSETTES

- Licensed by N.A.P. Made in U.S.A.
- Pre-Loaded with our own FIDELITAPE.
- 6 standard lengths.
- Packaged in mailer or clear plastic boxes.
- Pre-Leaded or unassembled for duplicators. Immediate delivery!
- Private labeling available. • Head Cleaners.

For Rep. in your area contact:

TELEPRO
INDUSTRIES INCORPORATED
makers of FIDELIPAC®

Cherry Hill Industrial Center
Cherry Hill, New Jersey 08034
Phone: (609) 424-1234

You can't buy a better tape at any price!

Complete line of cassettes, 4 and 8 track cartridge tape, reel-to-reel tape and 1/2 and 1 inch video tapes.

Write for complete details.

IRISH TAPE 458 Broadway, N.Y. 10013



JOE SOUTH (INTROSPECT)

YOU'LL FIND OUT NOV. 1st

LOWERY MUSIC CO. ATLANTA, GA.

MERCURY

Mercury

CHUCK BERRY—From St. Louis to Frisco; (8) MCB 61176, (C) MCR4 61176
DON COSTA'S Instrumental Versions of Simon & Garfunkel; (8) MCB 61177, (C) MCR4 61177
PAT PAULSEN for President; (8) MCB 61179, (C) MCR4 61179
LESLEY GORE—Golden Hits Vol. 2; (8) MCB 61185, (C) MCR4 61185
THE SMOTHERS Comedy Bros. Hour; (8) MCB 61193, (C) MCR4 61193

Philips

HELLO PEOPLE—Fusion; (8) PC8 600 276, (C) PCR4 600 276
MYSTIC MOODS ORCH.—Emotions; (8) PC8 600 277, (C) PCR4 600 277
BLUE CHEER—Outsideside; (8) PC8 600 278, (C) PCR4 600 278
PAUL MAURIAT—Prevailing Airs; (8) PC8 600 280, (C) PCR4 600 280

THE TRESPASSERS

New Release

"COME WITH ME"

is breaking in the Boston area watch it

Dist. by Mass. Dist. Co.
Fred Lewis Promotion

SILVER SEAL RECORDS
8406 Hall Road
Riviera Beach, Md.
21122

ADVERTISING SALESMAN

We have an immediate opening for a space salesman with knowledge of the music, record industry. Salary, commission and expenses. Our staff knows of this position. All replies in confidence. Send resume and salary requirements to:

**Box 17
Billboard
165 W. 46th St.
New York, New York 10036**

Smash

JAMES BROWN Sings Out of Sight; (8) SCB 67109, (C) SCR4 67109

MUNTZ

ABC

LOUIS ARMSTRONG — What a Wonderful World; (4) ABC A 650
FIRE; (4) ABC A 661
THE O'KAYSIONS—Girl Watcher; (4) ABC A 664

Capitol

THE SOUNDS OF OUR TIMES—Hey Jude; (4) 4CL 117

Dot

ROY CLARK—Do You Believe This Roy Clark; (4) DOT Y 25895
BILLY VAUGHN SINGERS—Alone With Today; (4) DOT Y 25897

Dunhill

THE GRASSROOTS—Golden Grass; (4) DNH A 50047
THREE DOG NIGHT; (4) DNH A 50048

End

VARIOUS ARTISTS — Alan Freed's Memory Lane; (4) END A 314

Gordy

BOBBY TAYLOR & THE VANCOUVERS; (4) GOR A 930
EDWIN STARR—Soul Master; (4) GOR A 931

Impulse

OLIVER NELSON & STEVE ALLEN—Soulful Brass; (4) IMP A 9168

Mercury

CHUCK BERRY—From St. Louis to Frisco; (4) MC4 61176
LINN COUNTY—Proud Flesh Soother; (4) MC4 61181

Motown

CHOKER CAMPBELL—Hits of the Sixties!; (4) MT A 620
VARIOUS ARTISTS—A Collection of 16 Original Big Hits Vol. 9; (4) MT A 668
FOUR TOPS—Yesterday's Dream; (4) MT A 669
DIANA ROSS & THE SUPREMES—Funny Girl; (4) MT A 672
DIANA ROSS & THE SUPREMES—Live at London's Talk of the Town; (4) MT A 676

Philips

HELLO PEOPLE—Fusion; (4) PC4 600 276
H. P. LOVECRAFT II; (4) PC4 600 279

RGE

TRIO CRISTAL—Os Mais Lindos Boleros; (4) RGE A 1029
OSVALDO GAONA—Harpas Maravilhosas; (4) RGE A 5051

Smash

SCOTT WALKER—Scott Vol. 2; (4) SC4 67106

Soul

SHORTY LONG—Here Comes the Judge; (4) SOU A 709

MGM, Wellington In PT Promotion

• Continued from page 22

ten cartridges per machine." PlayTape cartridges sell for \$1.59.

Using deejay Ed Michael's program on WFIL as the pilot, MGM, through Wellington, bought all advertising time during the 6-10 p.m. time slot Monday through Saturday. With advertisements continually interspersed with music, MGM and Wellington heighten the excitement with contest in which PlayTape machines were given away every 15 minutes.

MGM and Wellington will also promote its products through record hops and high school newspaper advertising. Wellington is using two walls in each of the seven stores for PlayTape products, one for the players, the other for music.

Tamla

MARVIN GAYE/TAMMI TERRELL—You're All I Need; (4) TAM A 284
MARVIN GAYE—In the Groove; (4) TAM A 285
THE MARVELETTES—Sophisticated; (4) TAM A 286
SMOKY ROBINSON & THE MIRACLES—Special Occasion; (4) TAM A 290

UNI

WHISTLER, CHAUCER, DETROIT, & GREENHILL—The Unwritten Works of Geoffrey, Etc.; (4) UNI Y 73034

Vanguard

ELIZABETH; (4) VAN A 6501

NAL

Bell

THE BOX TOPS' Super Hits; (8) BE 86025, (C) BE 66025

Crescendo

DON FARDON—Lament of the Cherokee Indian Reservation; (8) CR 82044

Gamble

THE INTRUDERS' Greatest Hits; (8) GB 85005, (C) 65005

Kapp

ROGER WILLIAMS—Only for Lovers; (8) KP 83565
HARRY SIMEONE CHORALE—Little Drummer Boy; (8) KP 83450
SHANI WALLIS—As Long As He Needs Me; (8) KP 83573

PLAYTAPE

Capitol

The Best of **LOU RAWLS**; (2-EP) 0930

Cadet

MUDDY WATERS—Electric Mud; (2-EP) 0938
ROTARY CONNECTION—Aladdin; (2-EP) 0937

Motown

DIANA ROSS & THE SUPREMES—Funny Girl; (2-EP) 0931

Reprise

JIMI HENDRIX—Electric Lady Land, Vol. 1; (2-EP) 0932
JIMI HENDRIX—Electric Lady Land Vol. 2; (2-EP) 0933

Scepter

DIONNE WARWICK'S Golden Hits Vol. 1; (2-EP) 0935
DIONNE WARWICK'S Golden Hits Vol. 2; (2-EP) 0936
DIONNE WARWICK—Valley of the Dolls; (2-EP) 0934

United Artists

BOBBY GOLDSBORO—Word Pictures; (2-EP) 0929

RCA VICTOR

RCA Camden

LIVING VOICES Sing the Music From the Broadway Musical George M; (8) CBS 1048
PETE FOUNTAIN & OTHER ALL-STAR DIXIE-LANDERS—Dixieland; (8) CBS 1050
LEO ADDEO & HIS ORCH.—A Sound Spectacular In Total Dynamics; (8) CBS 1054

RCA Red Seal

DONIZETTI: LUCREZIA BORGIA — Caballe, Verrett; (8) R85 1106
NERO: FANTASY & IMPROVISATIONS—Boston Pops (Fiedler); (8) R85 1109

RCA Victor

JOSE FELICIANO—Souled; (8) P85 1381
NINA SIMONE—'Nuff Said; (8) P85 1386
ED AMES Sings the Hits of Broadway & Hollywood; (8) P85 1387
THE EQUALS—Baby, Come Back; (8) P85 1388
ROD MCKUEN—The Single Man; (8) P85 1389
FLOYD CRAMER Plays "MacArthur Park"; (8) P85 1390
ARMANDO MANZANERO—Somos Novios... Siempre Novios; (8) P85 1392

ATTENTION, JOBBERS & DISTRIBUTORS

The newest and fastest selling Tape Cartridge Cases are available at **Le-Bo**

for the best in cassette accessories

Blank Loaded Tapes & Cassettes



TA-52 Deluxe Tape Cartridge Case Holds 15 cartridges



TA-54 Deluxe Tape Cartridge Case Holds 24 Cartridges



LC-60



LC-90



LC-120



Cassette Head Cleaner



Products Co., Inc.

71-08 51st AVE., Tel. (212) 458-7700
WOODSIDE, N.Y. 11377

Say You Saw It in the Billboard

NOVEMBER 2, 1968, BILLBOARD

Copyrighted material



**"CHÉR'S
GOLDEN GREATS"**

Worth its' weight in sales power!

DREAM BABY
SUNNY
COME AND STAY WITH ME
ELUSIVE BUTTERFLY
WHERE DO YOU GO
HEY JOE



LP 12406

YOU BETTER SIT DOWN KIDS
ALL I REALLY WANT TO DO
BANG BANG (MY BABY SHOT ME DOWN)
ALFIE
TAKE ME FOR A LITTLE WHILE
NEEDLES AND PINS

WHITE WHALE

HAS GOT IT
"LO MUCHO QUE
TE QUIERO"

♡♡♡ THE MORE I LOVE YOU ♡♡♡
BY RENE & RENE

80,000

RECORDS SOLD IN
TEXAS ALONE AND STILL GOING STRONG
EXCLUSIVELY ON
White Whale Record Co.



OLÉ

KITTYHAWK

also watch for the forthcoming René & René album soon to be released

Tape CARtridge



PHILCO-FORD is promoting its line of stereo cassette recorder/players by offering purchasers music from 10 LP's on five cassettes for \$4.95. The customer mails the money together with proof of purchase to Philco for the cassettes. Pictured is an in-store display offered to dealers in conjunction with the promotion.

3 CO.S JOIN IN DAY, DATE PACT

NEW YORK — PlayTape Corp. has acquired the music right for its cartridge system from Buddah and Scepter Records. The agreement with both companies calls for the simultaneous use of their singles with PlayTape's four-song EP cartridges.

PlayTape's initial release for Buddah will be two 1910 Fruitgum Co. cartridges — "Simon Says" and "1, 2, 3, Red Light," three Dionne Warwick cartridges comprise the Scepter release—"Golden Hits, Vol. 1, Vol. 2" and "Valley of the Dolls."

WANTED!

Two go-getting salesmen. One for New York area and Eastern territory. One for Detroit area covering Michigan, Ohio and Pennsylvania field. Prefer experienced record salesman converting to sheet music and music books. Great opportunity for the right man to earn big money.

Send qualifications to:

Box G14
Billboard
165 W. 46 St.
New York, N. Y. 10036



HERE'S A YOUNG BAND! Known as Duane and the Red Coats, the group is composed of boys all grade school age. The band is sponsored by their teacher and arranger, Harry Rempe, Harry Hempt Music House, Fort Madison, Iowa. Rempe, once an army band director and bassist with the Andre Kostelanetz Orchestra, is one of the leading record retailers and music instrument dealers in his State. The band includes Kevin Murphy, lead guitar; Timmy Mapes, rhythm guitar; Steve Cooper, bass; Duane Waider, drums, and Rempe's son, Bob, on organ. They have appeared on radio and TV and won in talent contests.

Quixonic Will Introduce A 'Problem Free' Speaker

• Continued from page 22

The speaker is one-half-inch thick and features self-adhesive mounting.

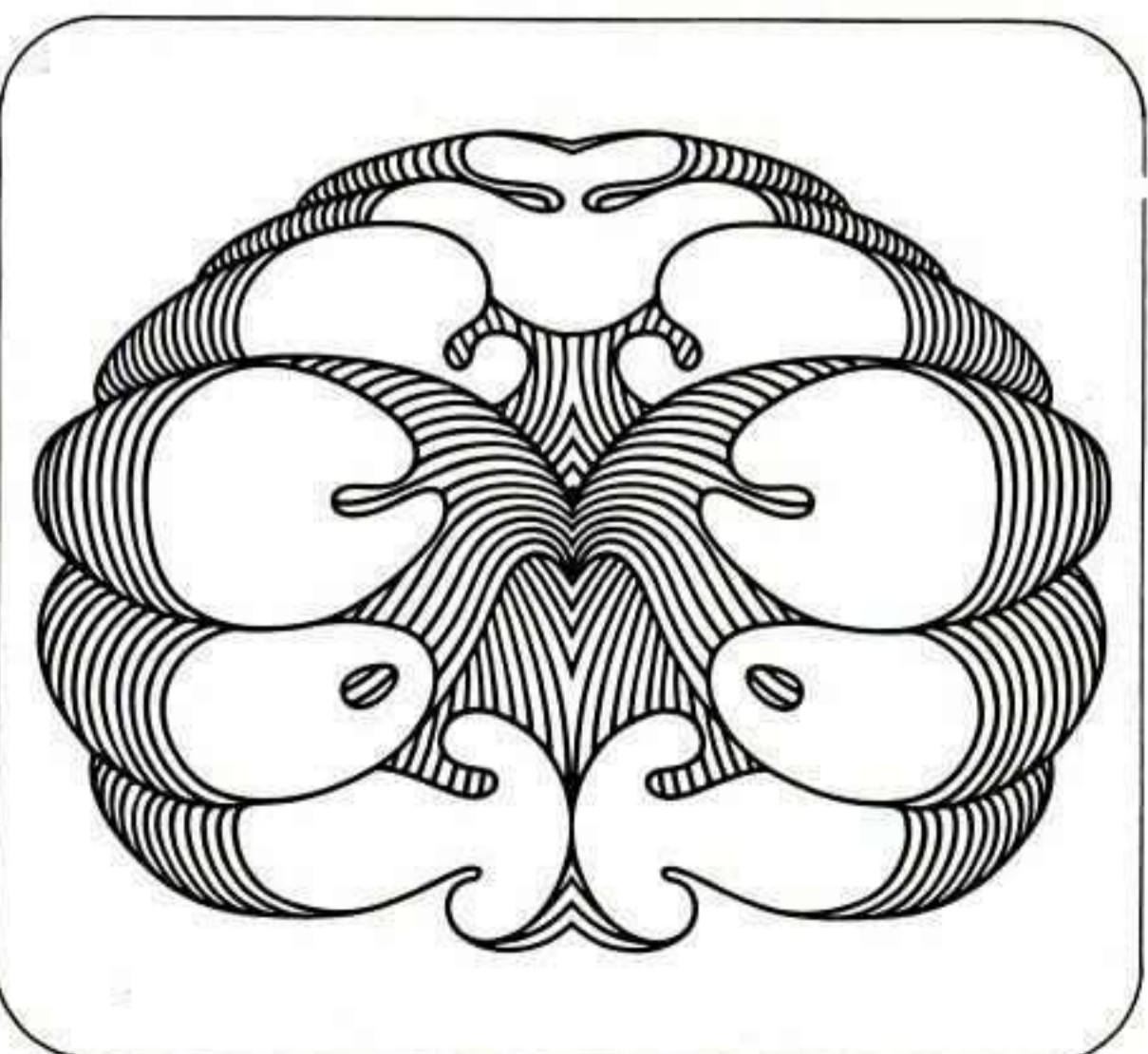
The styrofoam speaker, which can also be mounted with self-

locking screws or clamps, is not a new concept, according to Quixonic engineers Carl Fuhst and Andy Raftis. "But earlier attempts to use styrofoam never resulted in the kind of fidelity we have in this unit," Raftis said. "We can come below 100 cycles and produce an absolutely clean sound."

The flush-mounted speaker is being considered by one major automobile manufacturer for original installation in the arm rest of its 190 line, a Quixonic spokesman indicated. The unit will probably retail for \$14.95 a pair.

Another speaker in the Quixonic line is aimed at the "do-it-yourself" stereo customer. Called the "Snap-Fast" speaker, the unit pulls apart and attaches to the door, fire wall or at other places in the car. It is 3 inches by 5 inches, has a three-ounce magnet. It will also sell for \$14.95 a pair.

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



Please send more information on the new RD-7 Cassette Winders To:

NAME _____ TITLE _____

COMPANY _____

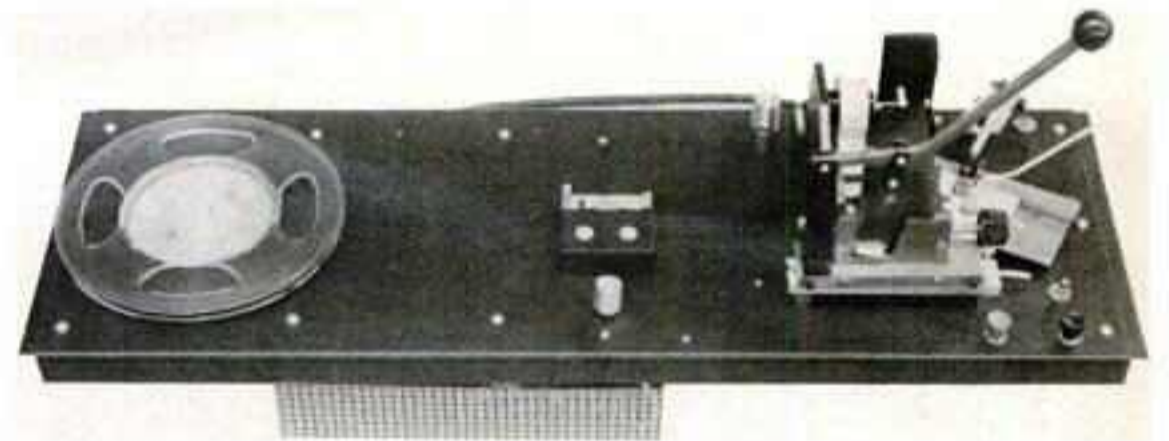
ADDRESS _____

CITY _____ STATE _____ ZIP CODE _____

Mail this coupon to: Liberty Tape Duplicating, 1201 Pacific Street, Omaha, Nebraska 68108.

MAIL THIS COUPON TODAY

HOW TO WIND 700 CASSETTES IN 8 HOURS



You'll discover how easy it is to increase your cassette output with the sensational new RD-7 Winder. Designed and developed by Liberty Tape Duplicating engineers, the new RD-7 Cassette Winders are equipped with a totally new tape splicer for maximum loading precision. RD-7 Cassette Winders are available in 3 versions:

RD-7B, for loading *blank* cassettes, priced at \$654.00.

RD-7R, for loading *recorded* cassettes, featuring electronics to stop tapes for cutting, splicing and to verify program ends—automatically! Priced at \$717.50.

RD-7BR, for loading *blank & recorded* cassettes with all of the above features, priced at \$935.00.

If you're looking for increased speed, improved accuracy and lower production costs, clip and mail the coupon today! We'll help you wind up a little faster.

LIBERTY TAPE DUPLICATING
A Subsidiary of Liberty Records, Inc. 

**A
STAXed
DECK**

AND HEADED FOR NUMBER 1
JOHNNIE TAYLOR "WHO'S MAKING LOVE" STAX 0009
EDDIE FLOYD "BRING IT ON HOME" STAX 0012

THE DECK IS STAXed,
SO BET YOUR MONEY ON A WINNER!



STAX RECORDS, A DIVISION OF PARAMOUNT PICTURES CORPORATION



K



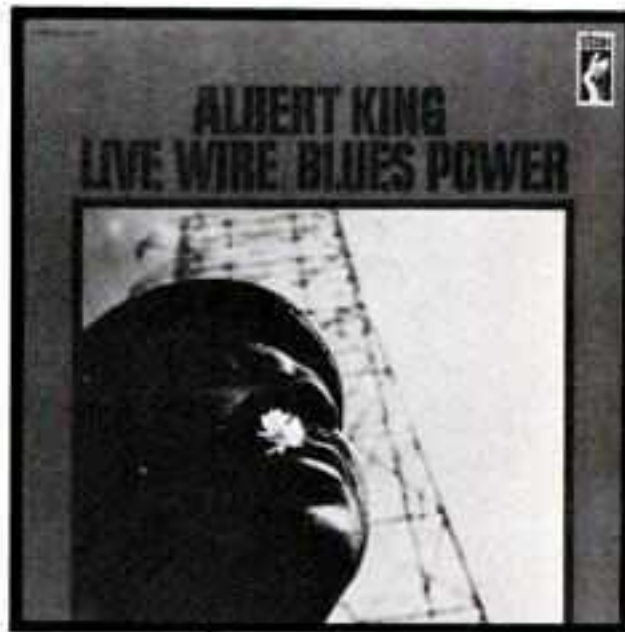
Copyrighted material



STS 2001



STS 2002



STS 2003

HOT ALBUMS:

Booker T. and the M.G.'s
"Soul Limbo" STS 2001

Eddie Floyd
"I Never Found A Girl" STS 2002

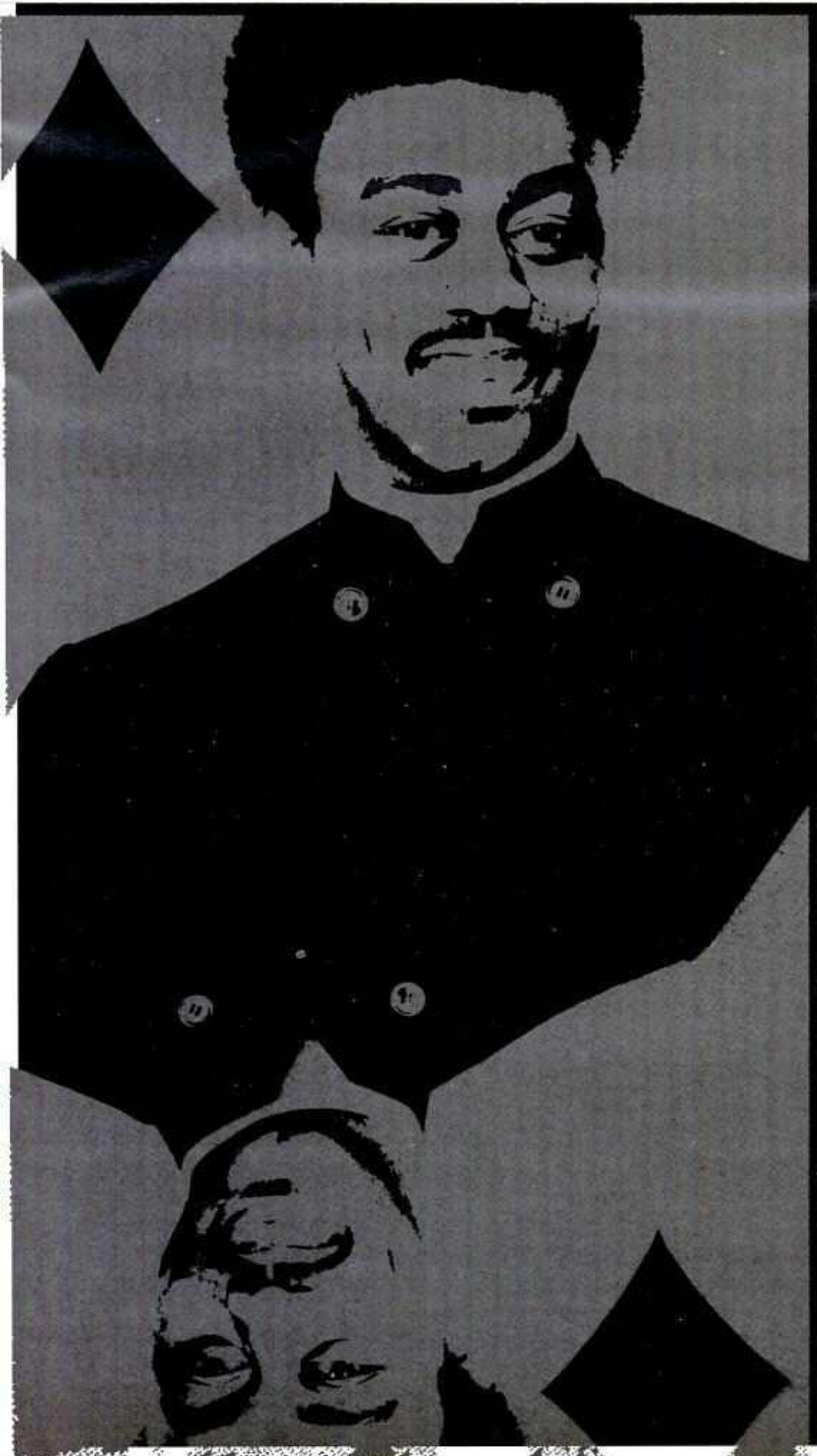
Albert King
"Live Wire Blues Power" STS 2003

ALBUMS SOON TO BE RELEASED:

The Staple Singers
"Soul Folk In Action" STS 2004

Johnnie Taylor
"Who's Making Love" STS 2005

JOHNNIE TAYLOR



Country Music

Total Pre-Registration For 'Opry' Fetes Mulled

By BILL WILLIAMS

NASHVILLE—WSM officials may resort to total pre-registration as an answer to crowd control at the anniversary celebration of the "Grand Ole Opry."

Company officials said this might be the answer after it had to turn away several hundred late applicants for registration at this year's record gathering, held through Oct. 16.

Six thousand received convention buttons and admission books after paying a \$10 contribution to the Opry Trust Fund.

They availed themselves of eight banquets, a dozen or so shows featuring more than 200 country artists, serious seminars, interviews, and hospitality rooms so abundant everyone lost count.

Despite the crowd, it was perhaps the most smoothly run convention of the previous 17. Officials, however, were convinced that 6,000 represented a maximum figure and said another concerted effort would be made next year (Oct. 16-18) to pre-register everyone, using a cut-off figure. The heavy pre-registration this year may account, in part at least, for the orderliness of the crowds. The vast majority of those present were actively involved in the music industry. Overall, the quality of the shows this year far surpassed that of previous years. They showed planning, production and experience.

Unquestionably a standout

was Johnny Cash, the Columbia artist, who received a gold record for his "Folsom Prison." He similarly received a gold record a year ago for a Don Law production. Bob Johnston did the honors this year. Cash was an overwhelming success as an artist and showman in his post-CMA awards banquet presentation. Repeating it the following day at the Columbia luncheon, he again received a standing ovation. Aside from the Cash show, however, the Columbia affair was much too long, and cut sharply into the time allocated Capitol Records. The fact that it was an excellent show did not diminish the fact that it was over-loaded, including a strong pop act, the Birds. Carl Smith was a standout.

Dot Luncheon

The Dot luncheon show came up with the greatest improvement over a year ago. Straight down the line the talent was exceptional, with special emphasis on Diana Trask, who came to Dot in the recent production agreement with Buddy Killen of Tree Publishing and Dial Records.

Capitol, too, had an outstanding party and show, as did other sponsors such as United Artists, RCA, Decca, and, of course, the "Opry" spectacular. Plantation presented the first show of the convention in conjunction with Minnie Pearl's Chicken.

The Country Music Association Awards show was, in the eyes of most critics, one of the tightest, best-produced shows of its kind anywhere. It displayed not only an empathy for the country feeling, but solid professionalism which should stand the awards in good stead in future years.

The hospitality suites were, for the most part, operated smoothly, and there was a minimum of overcrowding. The convention commemorating the birthday of the oldest continuous show in the history of American radio now is a recognized nine-day affair, beginning with the Music City Pro-Celebrity golf tournament. This, too, was a successful venture, realizing money for the charities

of sponsoring agencies for the first time, and treating the people of Nashville to topnotch entertainment as well as good golf. Frank Rogers, who directed the tournament, was cited with the presentation of a guitar by Amon Carter Evans, publisher of the Nashville Tennessean, for his topnotch work. Rogers, in turn praised WSM president Irving Waugh.

At the "Grand Ole Opry" on Oct. 19, a special citation was given to Vito Pelletierri, long-time stage manager, who has been with WSM for four decades. The busiest place throughout the gathering was the Acuff-Rose message center, installed for the second year to provide communication for those in convention. The ASCAP groundbreaking which took place about mid-convention time, was more than a gesture. By the time the conventioners had gone home, the old existing structures standing on the ASCAP land were well on the way to demolition.

PX's Untapped Sales Wealth: Melco's VP

NASHVILLE — A comprehensive view of country music in lands far from Music City U.S.A., was unveiled here Oct. 18 during the annual WSM birthday celebration at a special international seminar. Most industry leaders don't realize the vast potential of the military market for record sales, Martin L. Roemer, vice-president of marketing of Melco, said. Melco, which represents many record companies with the Army and Air Force Exchange Service (PX), pointed out that the total customer possibilities of PX's were more than 9 million and probably the largest single customer of the record industry. PX's in the U. S. and some 40 foreign countries all stock records. Many also have juke boxes. He said that during the 12 years when he'd been previously buyer for the PX's, he bought an estimated 75 million records for sale in PX's. He pointed out that Exchange & Commissary News recently commented that 40 per cent of all record sales in PX's are pop, with country music a close second.

John Mancini, who represents RCA Records in Denmark, told an enthusiastic crowd of country music business executives, that country music was very popular in his country in spite of language barriers. He said that country music records accounted for 9 per cent of record sales in Denmark and 8 per cent in Norway. He said that armed forces radio stations had played country music and forced native stations to play it. Like other speakers during the seminar, he felt that personal appearances by artists would help immensely to build local rapport and boost record sales; he pointed to a trip to Holland a few years ago by Jim Reeves and Bobby Bare, stating that their records still sold well there.

Dick Broderick of MCA Records brought out that a survey taken in Europe showed that Nashville was the city that Europeans knew best after New York and Los Angeles and that Nashville could point to country music as having estab-

(Continued on page 34)

Foreign Country Ties Lined Up By 'Opry' Birthday Celebration

NASHVILLE — Foreign organizations, particularly those from England, brought about strong country music ties in private business sessions during the "Opry" birthday celebration.

Among other things, they arranged for additional American talent to come to Europe, and opened avenues for greater exposure of British talent in the U. S.

One group, headed by BBC's Ian Grant, told of the planned opening of the Nashville Room, a club (or pub) owned by the Griffin Catering Co., of London. With a planned capacity of 700, it will feature country music seven nights a week, in West London. On Monday nights, BBC, with Grant producing, will broadcast 45 minutes of the show from the room, featuring the live talent and records, with disk jockeys handling the program. The broadcast will be on both Radio 1 and 2 of the BBC network, assuring it exposure not only through the British Isles but on the northern continent.

The show, which will run from 8 p.m. until 11, will be free. The broadcast portion will feature big names, both of U. S. artists and those of Britain, and will include interviews.

Stopping-off Place

Grant said he hoped to make the Nashville Room a stopping-off place for every American artist who comes to London. "They can use it for exposure," he said, "especially those who are playing to civilian audiences." And civilian audiences are what Grant and his associates, Ted Poulton and Charles Williams, are seeking. These two are involved in the Griffin Catering Company, which owns five "venues" in the West London area. Williams estimates that 20,000 country music fans visit these five locations weekly. He feels that further exposure to the

civilians there, as contrasted to the American military bases, would do wonders for selling records.

"Most of the artists who come over perform only for the soldiers," he said. "We want to give the British people an opportunity to hear and see them."

Grant currently is producing two country shows weekly on the BBC. One is an hour-long live show each Saturday with an audience and about six artists. Called "Country Meets Folks," the program is emceed by Wally Whyton, and features such groups as the Hillsiders, and the Lorne Gibson band. Whyton also is a leading performer. The other Grant-produced show is "Country Style," which is pre-recorded with live British artists, and done on a professional basis equal to that of the best American recordings so as to match their standards.

Country in U.K.

Grant said that distribution of country records in Britain is improving, and that new means will appear when the American

singers get the right exposure. Mervyn Conn is another of the British set who believes this will come about soon. Owner of Mervyn Conn Promotions, Ltd., M. C. Records, Mills Music, and Merwyn, Inc., he spent the good part of his time here lining up talent for grand tours of the British isles. He already has booked the Johnny Cash show in, and has it sold out in many areas. He also plans to stage an International Country Music Festival in April, and has met with several of the major labels seeking co-operation in bringing their acts across.

Conn, whose associate is former BBC disk jockey Murray Kash, met with Nashville booker Hubert Long and others, and plans to meet in London in the near future with Larry Moeller of the Moeller talent agency. Conn has retained Emily Bradshaw to handle his promotion, public relations and talent co-ordination in this country.

Still another British contin-

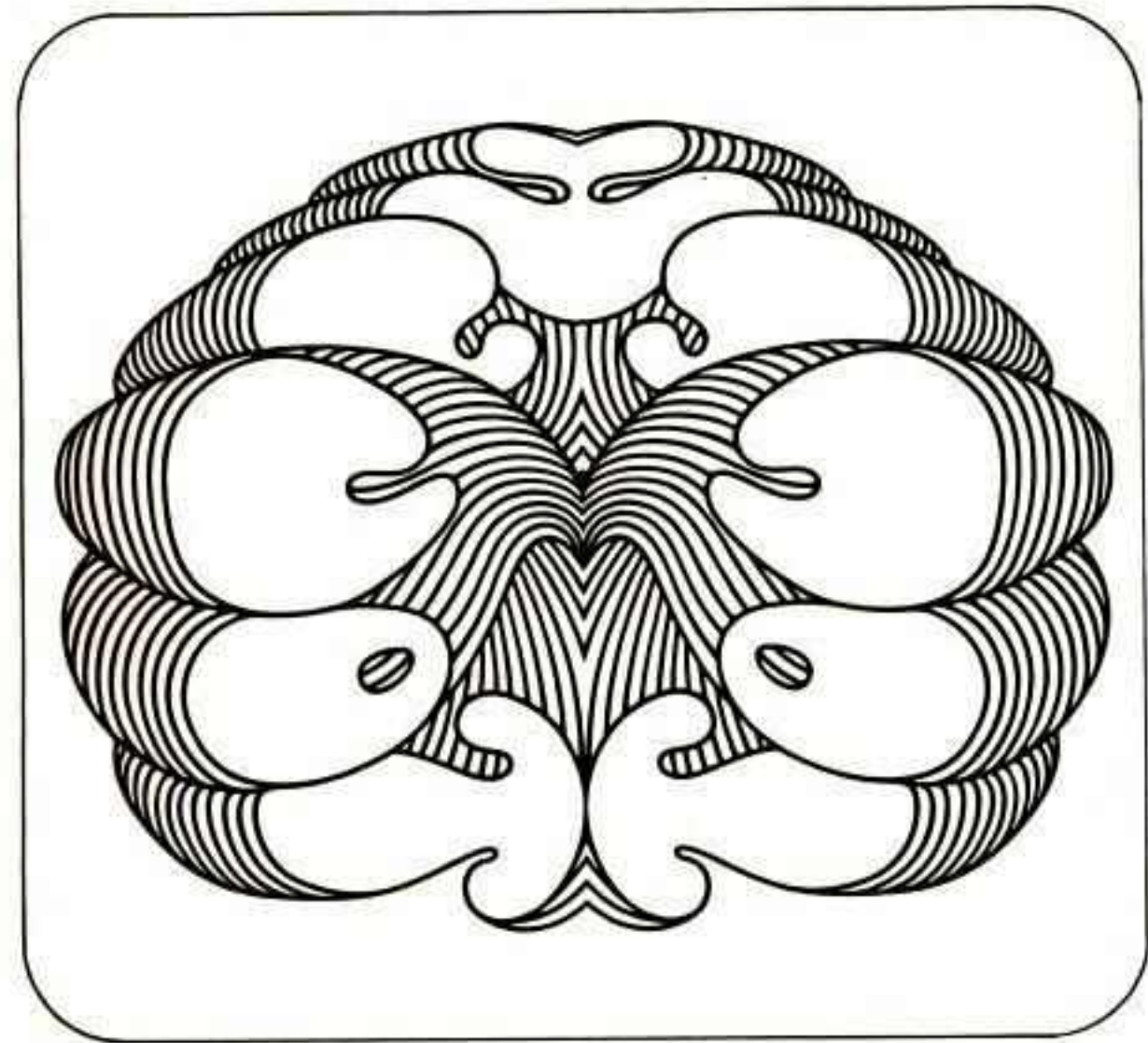
(Continued on page 34)

WHAT'S INSIDE JOE SOUTH ???

YOU'LL FIND OUT NEXT WEEK!

Capitol RECORDS

LOWERY MUSIC CO. ATLANTA, GA.



MERVYN CONN and Murray Cash of London are greeted at the airport on arrival for the disk jockey gathering in Nashville by twin flags on a limousine antenna. They came to line up country shows in Britain.

A proud salute to those BMI writers who won the Second Annual Country Music Association Awards.

Single of the Year:

"Harper Valley P.T.A."
by Tom Hall,
published by Newkeys Music, Inc.
and recorded by Jeannie C. Riley

Album of the Year:

Johnny Cash for
"Johnny Cash at Folsom Prison"

Instrumentalist of the Year:

Chet Atkins

**Entertainer of the Year and
Best Male Vocalist:**

Glen Campbell

Female Vocalist of the Year:

Tammy Wynette

Vocal Group of the Year:

Porter Wagoner and Dolly Parton

Instrumental Group of the Year:

Buck Owens Buckaroos



ALL THE WORLDS OF MUSIC

BMI
BROADCAST MUSIC, INC.

FOR ALL OF TODAY'S AUDIENCE



**“I
WOULDN'T
BE
ALONE”**

Mercury 72865

**Roy
Drusky**



BOOKINGS:



HUBERT LONG TALENT AGENCY
806 16th AVE. SO.
NASHVILLE, TENN. 37203
(615) 244-2424

Billboard Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 11/2/68

★ 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	2	NEXT IN LINE Conway Twitty, Decca 32361 (Tree, BMI)	12	39	47	PLASTIC SADDLE Nat Stuckey, RCA Victor 47-9631 (Acclaim, BMI)	4
	1	THEN YOU CAN TELL ME GOODBYE Eddy Arnold, RCA Victor 47-9606 (Acuff-Rose, BMI)	10	40	40	CRY, CRY, CRY Connie Smith, RCA Victor 47-9624 (Fingerlake, BMI)	6
	6	IT'S ALL OVER BUT THE CRYING Hank Williams Jr., MGM 4540 (Hastings, BMI)	10	41	42	BABY, AIN'T THAT LOVE Jack Barlow, Dot 17139 (Tree, BMI)	2
	4	HARPER VALLEY P.T.A. Jeannie C. Riley, Plantation 3 (Newkeys, BMI)	11	42	45	LEAVES ARE THE TEARS OF AUTUMN Bonnie Guitar, Dot 17150 (Pincus, ASCAP)	6
	5	LOOKING AT THE WORLD THROUGH A WINDSHIELD Del Reeves, United Artists 50332 (Passkey, BMI)	12	43	46	WHITE FENCES & EVERGREEN TREES Ferlin Husky & Hushpuppies, Capitol 2288 (Blue Crest, BMI)	3
	9	LET THE CHIPS FALL Charley Pride, RCA Victor 47-9622 (Jack, BMI)	5	44	25	LET THE WORLD KEEP ON A TURNIN' Buck Owens & Buddy Alan & the Buckaroos, Capitol 2237 (Blue Book, BMI)	15
	7	WHEN YOU ARE GONE Jim Reeves, RCA Victor 47-9614 (Tuckahoe, BMI)	7	45	41	THE SOUNDS OF GOODBYE George Morgan, Starday 850 (Noma/SPR, BMI)	10
	8	I JUST CAME TO GET MY BABY Faron Young, Mercury 72827 (Tree, BMI)	14	46	30	FROM HEAVEN TO HEARTACHE Bobby Lewis, United Artists 50327 (Singleton, BMI)	15
	12	I WALK ALONE Marty Robbins, Columbia 44633 (Adams-Vee & Abbott, BMI)	5	47	44	GENTLE ON MY MIND Glen Campbell, Capitol 5939 (Glaser, BMI)	15
	13	SHE WEARS MY RING Ray Price, Columbia 44628 (Acuff-Rose, BMI)	5	48	28	HEY DADDY Charlie Louvin, Capitol 2231 (Southtown, BMI)	12
	15	BORN TO BE WITH YOU Sonny James, Capitol 2271 (Mayfair, ASCAP)	4	49	—	BALLAD OF TWO BROTHERS Aurty Inman, Epic 10389 (Tree, BMI)	1
	12	UNDO THE RIGHT Johnny Bush, Stop 193 (Pamper, BMI)	14	50	51	I LIKE TRAINS Bob Luman, Epic 10381 (Gallico, BMI)	6
	13	SHE STILL COMES AROUND (To Love What's Left of Me) Jerry Lee Lewis, Smash 2186 (Gallico, BMI)	6	51	55	JEANNIE'S AFRAID OF THE DARK Porter Wagoner & Dolly Parton, RCA Victor 47-9577 (Owepar, BMI)	5
	14	HAPPY STATE OF MIND Bill Anderson, Decca 32360 (Stallion, BMI)	12	52	54	WE NEED A LOT MORE HAPPINESS Wilburn Brothers, Decca 32386 (Sure-Fire, BMI)	2
	18	WHERE LOVE USED TO LIVE David Houston, Epic 10394 (Gallico, BMI)	3	53	53	JACK & JILL Jim Ed Brown, RCA Victor 47-9616 (Woodshed, BMI)	6
	16	LOVE ME, LOVE ME Bobby Barnett, Columbia 44589 (Gallico, BMI)	13	54	57	SUNSHINE MAN Mac Curtis, Epic 10385 (Pamper, BMI)	3
	17	MAMA TRIED (The Ballad From Killer's Three) Merle Haggard, Capitol 2219 (Blue Book, BMI)	15	55	60	POWER OF YOUR SWEET LOVE Claude King, Columbia 44642 (Glo-Mac, BMI)	3
	18	STAND BY YOUR MAN Tammy Wynette, Epic 10398 (Gallico, BMI)	3	56	61	ALABAMA WILD MAN Jerry Reed, RCA Victor 47-9623 (Vector, BMI)	6
	19	ONLY DADDY THAT'LL WALK THE LINE Waylon Jennings, RCA Victor 47-9561 (Central Songs, BMI)	17	57	58	WARM & TENDER LOVE Archie Campbell & Lorene Mann, RCA Victor 47-9615 (Pronto/Bob-Dan/Quinvy, BMI)	6
	20	BORN TO LOVE YOU Jimmy Newman, Decca 32366 (Minute Men, BMI)	10	58	62	WALKIN' THROUGH THE MEMORIES OF MY MIND Billy Mize, Columbia 44621 (Tree, BMI)	6
	21	RENO Dottie West, RCA Victor 47-9607 (4 Star, BMI)	9	59	59	SON OF A SAWMILL MAN Osborne Brothers, Decca 32382 (Sure-Fire, BMI)	3
	22	SWEET CHILD OF SUNSHINE Jerry Wallace, Liberty 56059 (Attache, BMI)	8	60	72	THE TOWN THAT BROKE MY HEART Bobby Bare, RCA Victor 47-9643 (Newkeys, BMI)	2
	23	LITTLE ARROWS Leapy Lee, Decca 32380 (Duchess, BMI)	3	61	64	NORMALLY, NORMA LOVES YOU Red Sovine, Starday 852 (Cedarwood, BMI)	4
	24	I'VE GOT YOU ON MY MIND AGAIN Buck Owens & His Buckaroos, Capitol 2300 (Blue Book, BMI)	2	62	66	EVERYDAY'S A HAPPY DAY FOR FOOLS Jean Shepard, Capitol 2273 (Blue Crest, BMI)	5
	25	HARPER VALLEY P.T.A. (Later That Same Day) Ben Colder, MGM 13997 (Newkeys, ASCAP)	2	63	63	PHOENIX FLASH Stan Hitchcock, Epic 10388 (Green Grass, BMI)	3
	26	IN LOVE Wynn Stewart, Capitol 2240 (Freeway, BMI)	11	64	68	SATURDAY NIGHT Webb Pierce, Decca 32388 (Tuesday, BMI)	2
	27	MILWAUKEE HERE I COME George Jones & Brenda Carter, Musicor 1325 (Glad, BMI)	6	65	65	LIKE A ROLLING STONE Flatt & Scruggs, Columbia 44623 (Witmark, ASCAP)	8
	28	BIG GIRLS DON'T CRY Lynn Anderson, Chart 59-1042 (Yonah, BMI)	14	66	50	I'M GOIN' BACK HOME WHERE I BELONG Buck Owens' Buckaroos, Capitol 2264 (Blue Book, BMI)	7
	29	LOVE TAKES CARE OF ME Jack Greene, Decca 32352 (Husky, BMI)	16	67	67	TAKE MY HAND FOR AWHILE George Hamilton IV, RCA Victor 47-9637 (T.M./Gypsy Boy, BMI)	3
	30	JACKSON AIN'T A VERY BIG TOWN Johnny Duncan & June Stearns, Columbia 44656 (Acclaim, BMI)	3	68	71	THE STRAIGHT LIFE Bobby Goldsboro, United Artists 50461 (Viva, BMI)	2
	31	DESTROYED BY MAN Mel Tillis, Kapp 941 (Sawgrass, BMI)	5	69	69	THREE SIX PACKS, TWO ARMS AND A JUKE BOX Johnny Seay, Columbia 44634 (Tree, BMI)	3
	32	FLOWER OF LOVE Leon Ashley, Ashley 4000 (Gallico, BMI)	15	70	56	WONDERFUL DAY Ray Pillow, ABC 11114 (Contention, SESAC)	8
	33	YOUR SQUAW IS ON THE WARPATH Loretta Lynn, Decca 32392 (Sure-Fire, BMI)	2	71	74	THE AUCTIONEER Brenda Byers, MTA 160 (Randy Smith, ASCAP)	2
	34	ANGRY WORDS Stonewall Jackson, Columbia 44625 (Moss Rose, BMI)	6	72	73	NOW I CAN LIVE AGAIN Mickey Gilley, Paula 1200 (Jack, BMI)	3
	35	I AIN'T BUYING Johnny Darrell, United Artists 50442 (United Artists, ASCAP)	7	73	—	WICHITA LINEMAN Glen Campbell, Capitol 2302 (Canopy, ASCAP)	1
	36	SMOKEY THE BAR Hank Thompson, Dot 17163 (Brazos Valley, BMI)	2	74	—	LOVIN' YOU (The Way I Do) Hank Locklin, RCA Victor 47-9646 (Singleton, BMI)	1
	37	DRINKING CHAMPAGNE Cal Smith, Kapp 938 (Lesric/Wycliff, BMI)	5	75	—	AGE OF WORRY Billy Walker, Monument 1098 (Matamoros, BMI)	1
	38	PUNISH ME TOMORROW Carl & Pearl Butler, Columbia 44587 (Pamper, BMI)	12				

Country Music

Tree's Stapp Wins 'Metronome' Award

NASHVILLE — Jack Stapp, president of Tree Publishing, was named winner of the "Metronome" award at the conclusion of the convention here last week.

Mayor Beverly Briley in presenting the award cited Stapp as the individual who had contributed the most to the growth of music in Nashville during the preceding 12 months. Among other things, Stapp had been the person primarily responsible for bringing about network televising

of the CMA awards show. He also had expanded his own company in many areas and had worked with others in the overall promotion of the music scene.

The presentation, a surprise, was made on the stage of the "Opry." Stapp had been called there ostensibly to be a part of a group picture involving all past managers of the "Grand Ole Opry."

Monument's Davis Will Do Radio Series for Military

NASHVILLE — Tex Davis, promotion director for Monument's country product, will do a series of radio shows for the armed forces radio and TV service.

Fred Foster, Monument president, said the show will emanate from here, and will feature top stars of the music industry. Davis says the show will be aired on 350 stations in some 35 countries throughout the world. The show's listening au-

dience has been estimated at 500-million.

The "Tex Davis Show" will feature such artists as Ray Stevens, who will guest on the first show. Stevens, a Monument artist, currently has a new single, "The Great Escape," and an LP, "Even Stevens." Monument engineer Jim Malloy will work the board.

A former disk jockey, Davis joined Monument about a year ago.



THE NEW Country Music Association officers and board of directors; left to right, front row: Bill Williams, president; Jo Walker, executive director; Bill Gallagher, board chairman; second row: Connie B. Gay, Ben Rosner, Bill Denny, Hubert Long, Dick Frank, Tex Ritter, Johnny Bond; third row: Bob Austin, Marty Ostrow, Bill Lucas, Tom McDermott, Lee Arnold, Wade Pepper, Roy Horton, Mike Hoyer; back row: Bill Hudson, Lee Zhito, Jack Stapp, Larry Moeller, Jerry Glasser, Ferlin Husky, Frances Preston, Wesley Rose and Cliffie Stone.



OWEN BRADLEY, left, vice-president of Decca's country music a&r, receives the Country Music Association's Founding President's Award from Connie B. Gay.

when answering ads . . .

Say You Saw It in the Billboard

Nashville Scene

Kenny Price of Boone Records leaves Dec. 4 for a long trip through the Orient. It will be his first Christmas overseas, entertaining troops. . . . Ronnie Prophet, who is on no label, was chosen to lead the entertainment at a top country supper club here during convention week. . . . Bonnie Guitar has recorded Johnny Tillotson's "Keep Right on a Hurtin'" in her latest Dot LP, and "Going, Gone Gone," co-written by Paul Evans and Paul Parnes, as her latest single. It's published by Natson/Port. . . . Don Logan of Paula Records, Shreveport, was here for the Gene Wyatt session produced by Buddy Killen, then came back for a Cheryle Poole session. Again he returned for the convention, and now is coming in for a Mickey Gilley album. . . . Dick Shuey is on the Sunray label, not Starday. Doc Williams has a new single called "Hang Up the Phone." His wife, Chickie, has one called "Beyond the Sunset." Both are on the Wheeling label. . . . Rusty Adams new JED recording of "Will He Double Cross the Bridge" has strong initial action. It's a political satire. . . . Billy Free has just cut his first session on Dianne Records. Its title is "Dixie Dan." . . . Lee Russell has recorded the old Harry Fenster tune, "Mom, My Dear," written by World War Two. . . . Pete Drake has his first instrumental release in two years, and his own label, Stop. He previously was on Smash. The new Drake instrumental is called "Joggin," and is said to have another new Drake sound. . . . Ben Colder made a trip here to record a new comedy album, and was overwhelmed with his CMA award.

The Stonemans have changed the format of their syndicated TV show. Now the new shows will include major guest stars. Those taped in the new series have fea-

(Continued on page 35)

PX's Sales Wealth

Continued from page 30

lished a worldwide image for the city.

Murray Kash, British deejay, gave a detailed history of the development of country music popularity in England. He said that a Nashville Room nightclub seating more than 700 people is being planned in England, that a seven-pub chain featured country music seven days a week and entertains some 20,000 people at the seven clubs.

But there's a "crying need to get country artists to England," he said. A BBC survey showed that country music ranked third in popularity of music in England, and that his shows (he has two on BBC) are heard by 2 million each.

Foreign Country Ties Lined Up

Continued from page 30

gent was led by Gordon Smith, who first brought the Hillsiders to America a year ago and got them a contract with RCA, and a session with Bobby Bare. Now an independent producer, he heads an organization known as Country Music Enterprises, and has an Opry Publications, Ltd. He prints a monthly magazine titled "Opry" which deals with everything from biographies to discographies.

Smith brought with him British recording artist Phil Bradley and sought contractual arrangements similar to those obtained a year ago for his other group.



BILLY SHERILL holds one of five BMI writer awards presented him at the banquet in Nashville. Left to right, Frances Preston, Edward Cramer, Al Gallico, whose firm published all the Sherill hits, Glenn Sutton and Sherill.



RCA'S ARCHIE CAMPBELL and Monument's Billy Walker display the "Grand Ole Opry" 43rd birthday cake, as Mayor Beverly Briley looks on.



MAYOR BEVERLY BRILEY presents the city's "Metronome" award to Tree Publishing Co. president Jack Stapp for his contributions to the music industry. The "Opry's" Roy Acuff looks on.

Yesteryear's Country Hits

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

COUNTRY SINGLES—5 Years Ago November 2, 1963

1. Love's Gonna Live Here—Buck Owens (Capitol)
2. Talk Back Trembling Lips—Ernest Ashworth (Hickory)
3. 8 X 10—Bill Anderson (Decca)
4. Make the World Go Away—Ray Price (Columbia)
5. Abilene—George Hamilton IV (RCA Victor)
6. You Comb Her Hair—George Jones (United Artists)
7. Cowboy Boots—Dave Dudley (Golden Ring)
8. Mountain of Love—David Houston (Epic)
9. Faded Love—Patsy Cline (Decca)
10. Thanks a Lot—Ernest Tubb (Decca)

COUNTRY SINGLES—10 Years Ago November 3, 1958

1. City Lights—Ray Price (Columbia)
2. Squaws Along the Yukon—Hank Thompson (Capitol)
3. Alone With You—Faron Young (Capitol)
4. All Over Again—Johnny Cash (Columbia)
5. You're the Nearest Thing to Heaven—Johnny Cash (Sun)
6. Pick Me Up on Your Way Down—Charlie Walker (Columbia)
7. Blue Boy—Jim Reeves (RCA Victor)
8. Give Myself a Party—Don Gibson (RCA Victor)
9. Country Music Is Here to Stay—Simon Crum (Capitol)
10. Tupelo County Jail—Webb Pierce (Decca)

BE PART OF THE Billboard HORDE



BACKSTAGE at the Dot luncheon-show are Bill Compton, of the Compton Brothers, Diana Trask, Tom Compton, Jack Barlow and Harry Compton.



FORTY-SEVEN ACTS of the "Grand Ole Opry" crowd on stage for the finale of the WSM breakfast observing the birthday of the show.



ASCAP VETERAN Charlie Tobias accepts from president Stanley Adams a silver bowl inscribed with the society's appreciation for the contribution to music made by Tobias.



ERNEST TUBB performs with his Troubadors at the Decca party during the "Opry" celebration.



LATE REGISTRANTS line the walk in front of Nashville's Municipal Auditorium for the 43rd anniversary celebration of the "Opry" and the CMA convention.

Billboard Hot Country LP's

Billboard SPECIAL SURVEY
For Week Ending 11/2/68

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
2		HARPER VALLEY P.T.A. Jeannie C. Riley, Plantation PLP 1 (S)	5
2	1	BOBBIE GENTRY & GLEN CAMPBELL Capitol ST 2928 (S)	4
3	3	GENTLE ON MY MIND Glen Campbell, Capitol T 2809 (M); ST 2809 (S)	57
4	4	JOHNNY CASH AT FOLSOM PRISON Columbia (No Mono); CS 9639 (S)	21
5	9	MAMA TRIED Merle Haggard, Capitol ST 2972 (S)	6
6	7	SONG OF PRIDE . . . CHARLEY, THAT IS Charley Pride, RCA Victor LPM 4041 (M); LSP 4041 (S)	7
7	13	HEY LITTLE ONE Glen Campbell, Capitol T 2878 (M); ST 2878 (S)	32
8	6	BY THE TIME I GET TO PHOENIX Glen Campbell, Capitol T 2851 (M); ST 2851 (S)	45
9	7	ANOTHER TIME, ANOTHER PLACE Jerry Lee Lewis, Smash (No Mono); SRS 67104 (S)	21
10	11	D-I-V-O-R-C-E Tammy Wynette, Epic (No Mono); BN 26392 (S)	14
11	15	JUST THE TWO OF US Porter Wagoner & Dolly Parton, RCA Victor LPM 4039 (M); LSP 4039 (S)	5
12	12	LORETTA LYNN'S GREATEST HITS Decca (No Mono); DL 75000 (S)	18
13	14	BLUE RIBBON COUNTRY Various Artists, Capitol STBB 2969 (S)	5
14	5	A NEW PLACE IN THE SUN Glen Campbell, Capitol (No Mono); ST 2907 (S)	25
15	10	THE ROMANTIC WORLD OF EDDY ARNOLD RCA Victor LPM 4009 (M); LSP 4009 (S)	22
16	17	BIG GIRLS DON'T CRY Lynn Anderson, Chart CHM 1008 (M); CHS 1008 (S)	13
17	18	THE BEST OF MERLE HAGGARD Capitol (No Mono); SKAD 2951 (S)	10
18	19	THE GEORGE JONES STORY Musicor M25 3159 (S)	5
19	16	SWEET ROSIE JONES Buck Owens & His Buckaroos, Capitol (No Mono); ST 2962 (S)	15
20	23	ALREADY IT'S HEAVEN David Houston, Epic (No Mono); BN 26391 (S)	13
21	26	NEXT IN LINE Conway Twitty, Decca DL 75062 (S)	3
22	24	UNDO THE RIGHT Johnny Bush, Step LPS 0005 (S)	4
23	20	MAKE MINE COUNTRY Charley Pride, RCA Victor LPM 3952 (M); LSP 3952 (S)	24
24	21	HONEY Bobby Goldsboro, United Artists UAL 3642 (M); UAS 6642 (S)	26
25	25	CREAM OF THE CROP Wanda Jackson, Capitol ST 2976 (S)	3
26	22	A TENDER LOOK AT LOVE Roger Miller, Smash (No Mono); SRS 67103 (S)	14
27	27	JODY & THE KID Roy Drusky, Mercury SR 61173 (S)	3
28	29	BEST OF EDDY ARNOLD RCA Victor LPM 3565 (M); LSP 3565 (S)	80
29	34	WALKIN' IN LOVELAND Eddy Arnold, RCA Victor LSP 4089 (S)	2
30	30	HAPPY STATE OF MIND Bill Anderson, Decca DL 75056 (S)	3
31	32	A TIME TO SING Hank Williams Jr., MGM (No Mono); SE 4540 (S)	8
32	—	A REAL GOOD WOMAN Jean Shepard, Capitol ST 2966 (S)	1
33	31	ONLY THE GREATEST Waylon Jennings, RCA Victor LPM 4023 (M); LSP 4023 (S)	15
34	36	MEANWHILE BACK AT THE RANCH Buck Owens' Buckaroos, Capitol ST 2973 (S)	2
35	38	TALES OF THE YUKON Hank Snow, RCA Victor 4032 (S)	4
36	37	WHAT CAN I SAY Arlene Harden, Columbia (No Mono); CS 9674 (S)	9
37	—	MORE COUNTRY SOUL Don Gibson, RCA Victor LSP 4053 (S)	1
38	—	THE GREAT OLD SONGS Stonewall Jackson, Columbia CS 9705 (S)	1
39	44	I LOVE FLATT & SCRUGGS Skeeter Davis, RCA Victor LSP 4055 (S)	2
40	40	MY LOVE SONG FOR YOU Hank Locklin, RCA Victor LSP 4030 (S)	4
41	41	TOUCH OF SADNESS Jim Reeves, RCA Victor LPM 3987 (M); LSP 3987 (S)	26
42	43	HANK WILLIAMS GREATEST HITS MGM E 3918 (M); SE 3918 (S)	2
43	—	ALABAMA WILD MAN Jerry Reed, RCA Victor LSP 4069 (S)	1
44	42	PROMISES, PROMISES Lynn Anderson, Chart CHM 1004 (M); CHS 1004 (S)	41
45	—	SOUNDS OF GOODBYE Gosdin Brothers, Capitol ST 2852 (S)	1

NOVEMBER 2, 1968, BILLBOARD

Country Music

Nashville Scene

• Continued from page 34

tured George Hamilton IV, Tom T. Hall, Chet Atkins, Murv Shiner and Bobby Bare. . . . Wilma Lee and Stoney Cooper have joined the Wil-Helm Agency. . . . Rita Faye is recovering from automobile injuries. . . . WWVA's Gerry Henry announced at the convention that she will wed Earl Owens, manager of Charlie Louvin. . . . WPLG's Johnny K, who emceed part of the Capitol show at the convention, interviewed Jack Greene and Randy Boone for the "Jerry Wallace Show." More than 6,000 saw the annual Masters Festival of Music at the Municipal Auditorium here preceding the convention. Headlining the show was Chet Atkins, and appearing with him were Boots Randolph, Floyd Cramer, Jerry Reed, Homer and Jethro and Pete Fountain with his Quintet.




WSM PRESIDENT Irving Waugh announces a feasibility study leading toward new "Opry" house and a complex including an amusement center to be known as "Opryland."



TAMMY WYNETTE and Glen Campbell, female and male "Vocalist of the Year" at CMA Awards show.

JOE SOUTH
(INTROSPECT)

YOU'LL FIND OUT
NOV. 1st



LOWERY MUSIC CO.
ATLANTA, GA.

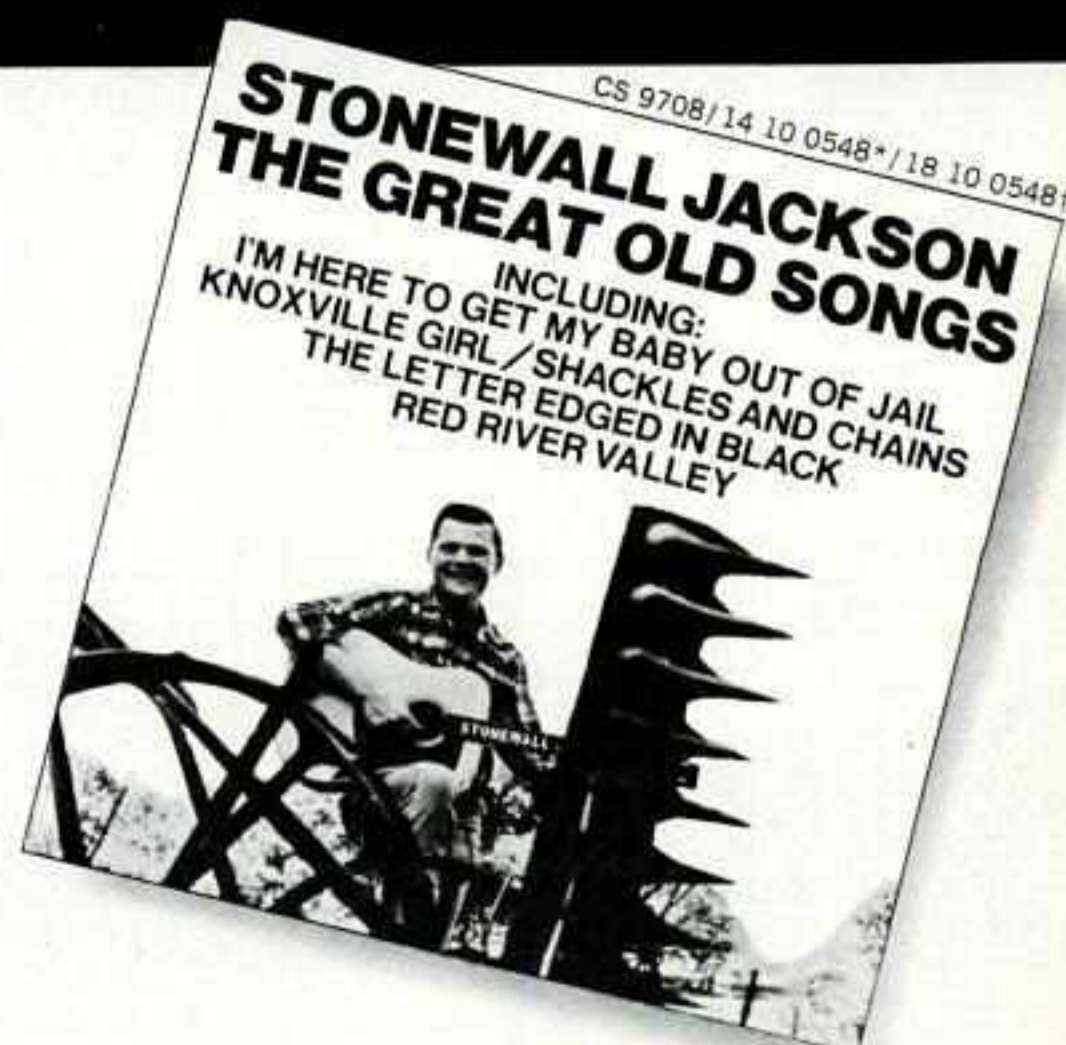
THE GREAT... STONEWALL JACKSON

Today Stonewall Jackson is more popular than ever. And great country songs are just great.

This album combines both. And it's a combination that's bound to remain constant—right on the charts.

Stonewall Jackson. *The Great Old Songs.* And he's got a lasting single in "Angry Words" (4-44625).

On Columbia Records



*TC4 †TC8

©COLUMBIA MARCAS REG. PRINTED IN U.S.A.

Copyrighted material

Personality Song Books

Sheet Music Info

Music of Today—Brimhall

by: **Jude Porter**

A special salute from this column to North American Leisure Enterprises representing the finest in "leisure time" music. A collector's choice of "sound" . . . for playing, for listening, for enjoying . . . leisurely! Hats off to Larry Finley and his network of contemporaries.

Synonymous with leisure time is Today's Top Tunes. This week's contributory music info comes from Grossman Music Corporation, Cleveland, Ohio. Per Al Diamond, the best selling sheets are . . . ALFIE, BORN FREE, EXODUS, FOOL ON THE HILL, GENTLE ON MY MIND, HARPER VALLEY P.T.A., HEY JUDE, IMPOSSIBLE DREAM (Vocal), LITTLE GREEN APPLES, MORE, MY SPECIAL ANGEL; ONE, TWO, THREE RED LIGHT; REVOLUTION, SOMEWHERE MY LOVE and WINDY. Best selling books are . . . BACHARACH-DAVID SONG BOOK, JOAN BAEZ SONG BOOK, BEST OF FOLK MUSIC BOOK 1 (OWL 4A), GLEN CAMPBELL DELUXE, BOB DYLAN (The Original), THE 4 TOPS, JIMMY HENDRIX EXPERIENCE (Axis) BOOK 2, MEET THE TURTLES; PETER, PAUL & MARY DELUXE SONG BOOK; DIANA ROSS & THE SUPREMES, SIMON & GARFUNKEL BOOKENDS, SONGS BY PAUL SIMON, THE TEMPTATIONS, THE STAR—(Vocal Selections) and WE ARE THE DOORS. He also reports . . . the fastest moving NEW educational books . . . BRIMHALL—BOOKS 1, 2 and 3.

TOP TIP TO THE TRADE: Announcing a super sales-getter . . . GLEN CAMPBELL DELUXE ALBUM—TV SONGS & PICTURES. (TOF-82) \$2.95! "Color" it spectacular . . . from the exceptional cover and on through its captivating contents. It's Glen at his delightful best . . . featuring memorable music from his summer TV specials and up-coming shows. (Ed. Note:) Capitalize on CAMPBELL for Christmas!

SHEET MUSIC . . . ON TOP & SIZZLIN': Topping the "Hot Pop" list this week are . . . GIRL WATCHER, WHITE ROOM, MAGIC CARPET RIDE, SWEET BLINDNESS and SHAPE OF THINGS TO COME. "Peace" is the musical message expressed in PEACE OF MIND and PEACE BROTHER PEACE. Making their debut . . . AND first bid for the big-time . . . 1432 FRANKLIN PIKE CIRCLE HERO and BRING IT ON HOME TO ME. Jim Webb's magical touch and the unique styling of Richard Harris combine forces in . . . THE YARD WENT ON FOREVER! It's all about women and it will be a BIG SELLER. Watch for it! Hold onto your tongue-twisters for this one . . . QUICK JOEY SMALL (Run Joey Run) by the Kasenetz-Katz Singing Orchestral Circus!! Simply super!

BEST BET BOOKS: This week, we have a GREAT GOODIE! JOHN HARTFORD—HOUSING PROJECT AND OTHER DEVELOPMENTS . . . (Piano/Vocal / Organ / Guitar) \$2.50!! A grand Christmas item!

EXCITING EDUCATIONAL MATERIAL: BAND MUSIC OF TODAY—NO. 2 . . . (Assorted Parts) 75¢ each . . . and BAND MUSIC OF TODAY—NO. 2 (Conductor Score).

THE MAGIC COMBO: 99¢!! It can't miss! Heading this money-making category . . . PLAYTHINGS FOR THE PIANO, MUSICAL STEPPING STONES—VOL. 1 and 3, IT'S TIME FOR FOLK MUSIC and IT'S TIME FOR WALTZES!

ED. NOTE TO DEALERS: Don't forget to tear off the special mailing piece on the Hansen ad in this issue. It's a sure-fire sales-stimulator FOR YOU!!!

PUBLIC RELATIONS

New York—Beverly Hills—London

Musical Instruments

Instruments Hold Key For Electronic Music

By **RON SCHLACHTER**

CHICAGO — Although electronic music has been on the scene for some 15 years, it is now on a threshold.

This is the evaluation of Robin McBride, product manager of Limelight Records. The avant-garde label of the Mercury Record Corp. is noted for its product in this area.

"The next six months will see some surprising developments in records," said McBride, "and the next two years will see broad use of electronic music and hopefully commercially available instruments for this music.

"I do believe strongly that as electronic instruments are developed, they will be heavily used in the pop field. Right now, a lot of the instruments

smack of scotch tape and bailing wire. Many of the musicians can't afford the money to have a company put the instruments together.

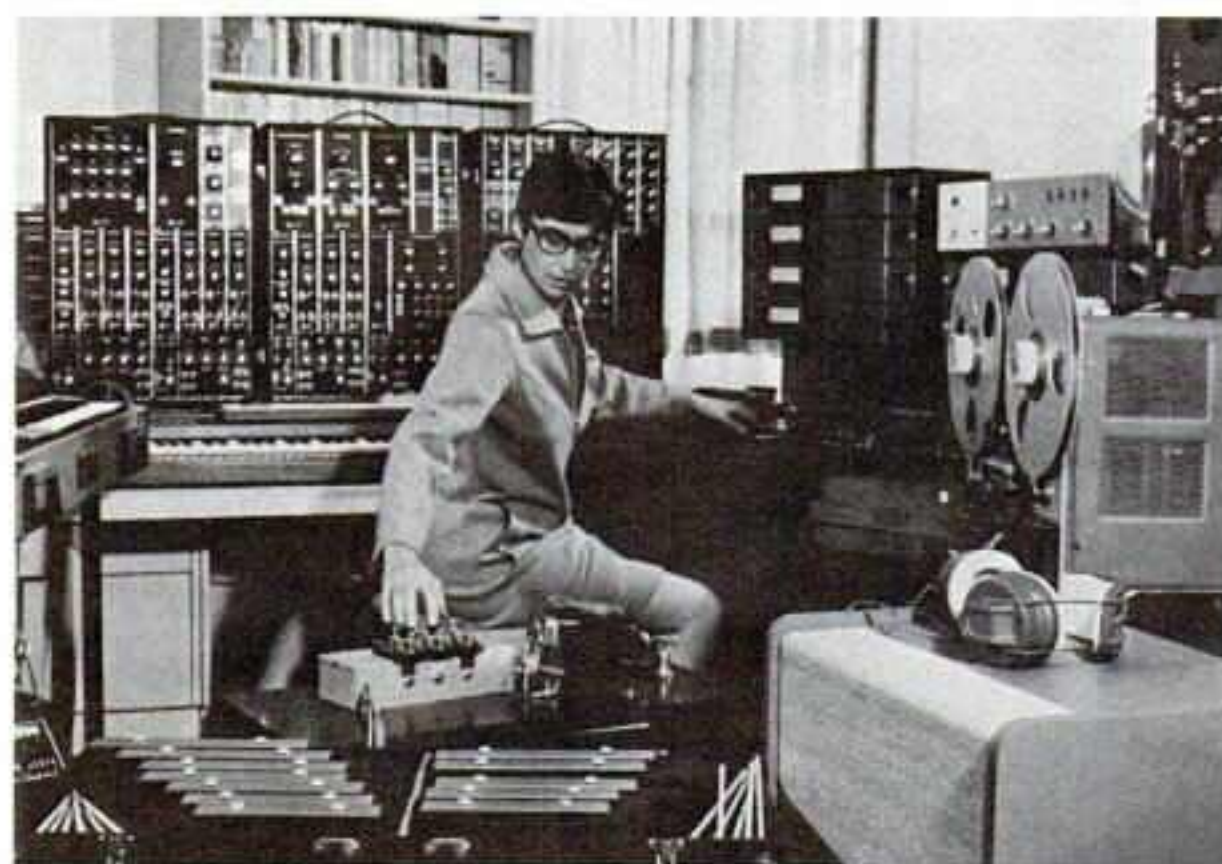
"There now seems to be a dichotomy. People with the needed technical knowledge are creating art and classical music. However, I foresee the group in pop music gaining the technical knowledge."

Limelight recently signed a group out of San Francisco called the "500 Foot Hose." The group's leader, Cork Marcheshi, experimented with transistors and found he could make tone generators. He has installed one in the group's lead guitar. Among his other homemade creations, Marcheshi has produced a touch sensitive percussion sound.

Ruth White, an artist-composer on the West Coast, will soon have her first album, "Seven Trumps from the Tarot Cards." It is released on Lime-

Ruth has told me that it's quite a challenge working with existing equipment," said McBride. "Her ear tells her a lot of the electronic music is sounding the same.

"At this point, I would say that most electronic music is studio music. I see it coming as performance music. I also think there will be studio creations of



RUTH WHITE, an artist-composer of the West Coast, is shown here creating her own brand of electronic music. Miss White, whose first album on Limelight Records will soon be released, believes much of today's electronic music is sounding the same.

electronic music that will be popular.

"The computer stigma is really a false stigma. Like any other music, electronic music can be as interesting or boring as the performer cares to make it. The talent is still in the composer-arranger.

"We are not even close to where a machine will take over a valid arrangement. The mind is still superior. With electronic music, it's just that we've come up with a new type of instrument."

While portable electronic instruments are greatly needed for live performances, one very basic instrument in this field has been on the market for some time. This is the combo organ.

Gaetz Restaurant

COLUMBUS—Lloyd Gaetz, who has operated the Gaetz Music House here for many years, has ventured into a second business, the new Leipzig Haus on East Livingstown Avenue. The restaurant's motif features violins and mandolins, a reminder of the owner's first love in business.

H & H Managers

HOUSTON — Norman Cunningham has been appointed manager of the H & H Music Store here in Northwest Shopping Center. Meanwhile Fred Camp has been named manager of the store's Alameda-Genoa Shopping Center outlet.



PILFER-PROOF guitar string merchandising rack. The unit, now available from Guild Musical Instruments, measures 19½-inches wide, 19½-inches high and 4½-inches deep and holds eight dozen sets of strings in a pre-packed assortment of best-selling items. The rack can be hung on pegboard or displayed on a counter or shelf. Access to the rack is only possible from the counter side. The rack is finished in a gold, blue and black color combination.

off the record... here's your

Best

needle buy on record.

We don't just supply quality phonograph needles—we supply everything you need for greater sales and profits. Our MAKE IT EASY merchandising program makes Fidelitone the profit line. Join the many leading department and music stores already practicing what we preach. Fidelitone offers you:

- Quality products
- Top notch service
- Sales training
- Easy-to-use replacement guide—the most complete in the industry
- FULL LINE of replacement phonograph needles
- Foolproof inventory management program
- Plus sales aids and P.O.P. materials

Contact your local authorized Fidelitone distributor for complete details on his "Magic Touch" merchandising program.

Fast!
Fool-proof!
Easy-to-use!
Most complete replacement needle guide in the industry!



Fidelitone®

THE TOUCH OF MAGIC
Dept. I-Ka

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

Accordion Event Picks New York

NEW YORK — The 1969 World Accordion Championship, the 22nd annual "Coupe Mondiale" of the International Confederation of Accordionists, will take place here under the sponsorship of the American Accordionists' Association and its State member organizations. The event, which is scheduled for Aug. 6-9, will have its headquarters at the Hotel Commodore.

BEST SELLING

Billboard Folios

BEST SELLING ALL ORGAN FOLIOS

TITLE (Publisher)

ANYTHING GOES IN HONKY TONK—

(Warner Bros.-Seven Arts)

AWARD WINNING SONGS—(Big 3)

BEST OF THE ALL-TIME HIT PARADERS

(All Organ Editions) (Hansen)

BEST OF BRIMHALL #1 (Hansen)

BIG BIG HITS (Big 3)

FLAIR STYLINGS OF DAYS OF WINE AND ROSES

(Warner Bros.-Seven Arts)

50 POPULAR BIG NOTE ORGAN PIECES

(Hansen)

GOLDEN WINNERS (Hansen)

GREAT GREAT HITS (Big 3)

GROOVY HITS AND GREAT STANDARDS (Big 3)

JOY OF ORGAN MUSIC (Music Sales)

126 POPULAR HITS (Hansen)

'68 BLOCKBUSTERS (Hansen)

SOUND OF MUSIC (Chappell)

30 YEARS 30 HITS (Big 3)

WITH MY LOVE (Big 3)

WONDERFUL WORLD OF RICHARD RODGERS

(Chappell)

BEST SELLING PORTABLE CHORD ORGANS

TITLE (Publisher)

BIG BIT HITS FOR PORTABLE CHORD (Big 3)

40 POPULAR ALL-TIME HIT PARADERS (Hansen)

GREAT GREAT HITS FOR ALL PORTABLE CHORD

ORGANS (Big 3)

HITS OF TODAY #1-3 (MCA)

MUSIC FOR PORTABLE CHORD ORGANS BKS.

1-6 (Treasure Chest)

126 POPULAR HITS FOR CHORD ORGANS

(Hansen)

ROBBINS C&G PORTABLE CHORD ORGAN

SERIES #1-6 (Robbins)

SOUND OF MUSIC (Chappell)

'68 BLOCKBUSTERS (Hansen)

WITH MY LOVE (Big 3)

Gospel Music

Heartwarming Saturates Country DJ's in Drive on Gospel Singles

NASHVILLE — Heartwarming Records is making inroads into the country disk jockey field, hoping to broaden gospel markets in the single record field. Bob McKenzie said Heartwarming has mailed to 2,000 country disk jockeys three singles pulled from albums by gospel groups.

"These are singles which are of extraordinary interest to country people," McKenzie pointed out. "The sale of singles is relatively rare in the gospel field, so we have hopes of selling them country."

The record company executive said that the albums themselves have been mailed to gospel disk jockeys, while the singles pulled from the albums have gone to the country stations. The first of these is from an album of the Singing Rambos titled "An Evening With the Singing Rambos." The "A" side of the single is a tune written by Dottie Rambos, "Where Did All the Good Folks Go." The tune is backgrounded with solid country sounds. The "B" side of the record, also written by Dottie Rambo, is "If I Were My Brother."

The second single involving a man long active in both the country and gospel fields, Buddy Starcher. Taken from his (HWS 1954) LP, "Country Soul Inspiration," the singles are "What Will We Tell Our Sons?" a powerful recitation

with country background, and "Old Uncle Andy (They Tore the Church Down)."

The third single, by the Sego Brothers and Naomi, is from their album, "This World Has

Turned Me Down." The plug side album title is "Good Morning Neighbor," a tune which has long been utilized by many country stations as a sign-on or theme song.

Panther Hall May Get Menu Of Gospel Music & Chicken

FORT WORTH — Panther Hall, long famous for its country music on Saturday night, may combine gospel music and chicken on Sunday.

J. D. Kuykendall, operator of the hall, said he is negotiating plans which may take him one of two directions. The first calls for the appearance of a strong gospel group on a Sunday afternoon at the 2,500-seat hall, replete with a chicken franchise to feed the people their post-church meal.

"We would get the people between church in the morning and the evening services," he said, "and would not conflict in any way with any gospel groups performing on Saturday night."

The second alternative would be to take the star of the Saturday night country show at Panther Hall and keep him over to perform nothing but religious music on Sunday afternoon, thus getting a double-date.

"All of the country artists know a lot of religious music

"and if we can't get the gospel groups to come in we'll go that route."

Kuykendall said he planned to negotiate with one of the chicken franchise owners to have the chicken dinners catered and brought in, and have something similar to an all-day sing with dinner on the grounds, except that it would be inside the hall.

There would be no conflict with the current booking by W. B. Rowlin, who brings in gospel acts on an irregular basis on Saturday nights, Kuykendall said. "I've talked with Mr. Rowlin about this, and he understands what I'm trying to do," he added.

"I can give them the advantage of 52 weeks a year," said Kuykendall. "In addition, I have an hour-long television show each Saturday afternoon which I can use for promotional purposes. And, on Saturday night, I can promote the show the next day."

Shaped Notes

Wendy Bagwell and the Sun-Lighters have signed a new contract with RCA. Darrell Rice is to produce the sessions. The group will continue to live in Atlanta, and to record in Nashville. . . . The Nov. 1 Anniversary Sing at the War Memorial Auditorium in Nashville will be the 21st consecutive show in the city. On the following night, it will be the same situation in Atlanta: 21 consecutive years of the sellout show. . . . Mr. and Mrs. Les Beasley are parents of a new son. . . . The Stamps Quartet now have eight men, four singers and four instru-

mentalists. On the drum now is Billy Blackwood, son of all-time great James Blackwood, while Tim Gaty is playing guitar. Tim, a teen-ager, was hired directly from the Stamps Conservatory where he showed outstanding promise, who since has borne fruit. . . . Dates for the 1969 Gospel Quartet Convention in Memphis have been set for Oct. 8-12, and reservations are being accepted already for next year. The convention recently concluded was the greatest gathering of singers and fans in the history of the 13-year-old convention.

MEMO:

To: All Rack Jobbers, Distributors, Retailers, etc.
From: Joe Light, National Sales Manager, Heart Warming Records

PEOPLE ALL OVER THE COUNTRY WANT TO SPEND AN EVENING WITH BUCK, DOTTIE REBA & KEN . . . THE SINGING RAMBOS

STEREO AN EVENING WITH the singing rambos



WHY NOT GIVE THEM THE CHANCE

WRITE: Heart Warming/Impact
136 4th Avenue N.
Nashville, Tenn. 37219

P.S. Watch for their new single (Heart Warming/HW 5087) "Where Did All The Good Folks Go?" b/w If I Were My Brother

A BIG NEW ONE FROM THE

"BIGGEST" IN GOSPEL MUSIC

HAPPY GOODMAN FAMILY
Portrait of Excitement
featuring: HAD IT NOT BEEN
CA-4655 Hi Fi

CAS-9655 Stereo

Canaan RECORDS Strikes Again!!!

ORDER FROM YOUR DISTRIBUTOR OR WORD, INCORPORATED

U. S. A.: WORD, INCORPORATED P. O. Box 1790 Waco, Texas 76703	London: WORD (UK) LTD. N. Watford, Herts., England	Canada: WORD RECORDS OF CANADA Box 6900 Vancouver 14, B. C.	Australia: SACRED PRODUCTIONS 211 Latrobe St. Melbourne, Australia
---	---	---	--

Angel to Release 'Dutchman'—Guitarist Parkening in Debut

HOLLYWOOD—Angel Records is issuing a new recording of Wagner's "Der Fliegend Hollaender" next week. Angel also will introduce guitarist Christopher Parkening with two albums

and the new Orchestre de Paris with three LP's.

Featured in "The Flying Dutchman" are Anja Silja, Theo Adam, Gerhard Unger, Ernst Kozub, Annelies Burmeister

First Recording of Rorem's 'Trio' Out on Westminster

NEW YORK—A first recording of Ned Rorem's "Trio for Flute, Cello and Piano" is being issued by Westminster Records this fall in a Tipton Trio album, which also features trios for those three instruments by Martinu and Damase.

Tenor Barry Morell, who has been with the Metropolitan Opera for 10 years, has his first album: an Italian operatic recital. Argeo Quadri conducts the Vienna Volksoper Orchestra

and Vienna Akademie Chorus. Soprano Beverly Sills sings Bellini and Donizetti in a pressing with Jussi Jalas conducting the same chorus and orchestra.

Victor Rettenbacher handles the violin solo in a Mozart serenade disk with Brian Priestman and the Vienna Radio Orchestra. Another Mozart set features the Allegri String Quartet.

Westminster also is releasing an album acquired from King

(Continued on page 39)

and Martti Talvela. Otto Klemperer conducts the BBC Chorus and New Philharmonia Orchestra in the three-record set. Adam and Talvela are making their Metropolitan debuts this season.

Seraphim also has an operatic set: a monaural-only reissue of Maria Callas' first recording of Donizetti's "Lucia di Lammermoor." The two-record package also features Giuseppe di Stefano and Tito Gobbi. Tulio Serafin conducts the orchestra and chorus of the 1953 Florence May Festival.

Sir Thomas Leads

Sir Thomas Beecham conducts the other two Seraphim titles, both in stereo. He leads the Royal Philharmonic in Brahms, and the Royal Philharmonic and Orchestre National de la Radiodiffusion Francaise in a program of lighter French music.

The three Angel albums of the Orchestre de Paris are being issued in conjunction with the orchestra's first U. S. tour, which began at New York's Carnegie Hall on Saturday (26). Charles Munch conducted the opening program, which included Berlioz's "Symphonie Fantastique," which he also leads on one of the new albums. Jean Martinon conducted the orchestra at Carnegie Hall on Sunday (27).

Georges Pretre continues his Poulenc series on Angel as he conducts L'Orchestre de Paris in an album of first recordings: "Sinfonietta," "Suite Francaise," "Two Marches and an Intermezzo," and music for "Les Maries de la Tour Eiffel." The third set by the new ensemble has Jean-Pierre Jacquillat conducting a program of French showpieces.

Barenboim Series

Pianist Daniel Barenboim continues his Mozart concerto

CONCERT REVIEW

Bavarian Symphony Makes An Impressive U. S. Debut

NEW YORK—The Bavarian Radio Symphony made an impressive U. S. debut at Carnegie Hall on Oct. 17 as Rafael Kubelik conducted his large unit in Janacek's "Sinfonietta" and Bruckner's "Symphony No. 4 (Romantic)."

The former, which is in Deutsche Grammophon's recording plans for the orchestra, gave ample opportunity for the 110-piece orchestra's excellent brass section to excel as it calls for 12 trumpets. The varying moods of the five-movement work were admirably realized under Kubelik's expert baton.

The Bruckner symphony, that composer's most-popular work, was a stunning performance.

series with "Concerto No. 25" with the New Philharmonia Orchestra under Klemperer. Klemperer conducts the orchestra's wind ensemble in a Mozart serenade to complete the disk.

Parkening's collection includes works of Bach, Weiss and Tansman, and a collection of Spanish guitar music, including works of Albeniz, Ponce, Villa-Lobos, Sor, Tarrega, Torroba, Lauro and Guerau.

Birgit Nilsson, Franco Corelli and Renata Scotto are featured in highlights from Angel's complete recording of Puccini's "Turandot," conducted by Francesco Molinari-Pradelli. Completing the Angel titles is a new pressing of Mahler's "Des Knaben Wunderhorn," with Elisabeth Schwarzkopf, Dietrich Fischer-Dieskau and the London Symphony under George Szell.

The only Melodiya-Angel set has Gennady Rozhdestvensky and the Moscow Radio Symphony in Janacek and Prokofiev. Capitol Classics has an international march collection by the band of H. M. Royal Marines, and an LP by Reginald Kilbey and His Strings.

Changing tempos afforded no difficulty for the orchestra. The orchestra has waxed the work under Eugen Jochum, who recorded the complete Bruckner numbered symphonies for DGG.

The concert kicked off Carnegie Hall's International Festival of Visiting Orchestras, which also includes performances by L'Orchestre de Paris, Detroit Symphony, St. Louis Symphony, Boston Symphony, Hague Philharmonic, Cleveland Orchestra, Indianapolis Symphony, Minneapolis Symphony, Toronto Symphony, Houston Symphony and Buffalo Philharmonic.

On Oct. 18, Kubelik conducted the orchestra in the overture to Weber's "Der Freischuetz," Hindmith's "Symphonic Metamorphoses on Themes by Carl Maria von Weber," and Mahler's "Symphony No. 1 (Titan)." DGG is issuing the world premiere album of Hartmann's "Symphonies Nos. 4 and 8" by the orchestra under Kubelik to coincide with their U. S. appearances. **FRED KIRBY**

All ABC SALES DIVISIONS TO BACK SILLS' NEW LP

NEW YORK—All of ABC Records' sales divisions, not just Westminster, will work on Westminster's new album of Donizetti and Bellini arias by soprano Beverly Sills, according to Larry Newton, president of ABC Records.

Newton explained that the fine reception Miss Sills has received for Lincoln Center and other performances, her recent debuts in Chile and Argentina, and a recent 17-page feature in the New York Times Magazine contributed to the unprecedented decision, since Westminster and Music Guild product usually is plugged by Westminster alone.

The new album was included as part of the ABC, Impulse and Command sales package at ABC's meeting here. Streamers for dealer windows and a special sales kit containing promotional material, photographs, biography, etc. also are part of the campaign on the LP.

Also being pushed generally is a Music Guild album of classical themes being used in "Elvira Madigan," "2001," "Rosemary's Baby" and "Interlude."

Classical Notes

Soprano Arlene Saunders will be the soloist with Franz-Paul Decker and the Montreal Symphony in a Richard Strauss program in Montreal on Tuesday (29) and Wednesday (30). . . . Violinist Walter Brewus gives a Carnegie Hall recital on Thursday (31) accompanied by pianist Edwin Hymovitz. . . . Pianist Van Cliburn is the soloist with Eugene Ormandy and the Philadelphia Orchestra at Philharmonic Hall on Tuesday (29). . . . Frank E. Joseph has been elected chairman of the board and Alfred M. Rankin, president of Cleveland Musical Arts Association. Also elected were Walter K. Bailey and Peter Reed, vice-presidents; Dorothy Humel, secretary, and Burton A. Miller, treasurer.

Conductor Colin Davis debuts with the New York Philharmonic in a Berlioz program on Thursday (31), Friday (1), Saturday (2) and Monday (4) in observance of the 100th anniversary of the composer's death. Mezzo-soprano Beverly Wolff will be the soloist. . . . Istvan Kertesz will conduct Mahler's "Symphony No. 2" in (Continued on page 39)

RCA to Issue 1st Pairing Of Weber's Clarinet Works

NEW YORK—The first pairing of Weber's two clarinet concertos is being issued by RCA in November with Benny Goodman as soloist with Jean Martinon and the Chicago Symphony.

Igor Buketoff conducts the New Philharmonia Orchestra, Cathedral Choir and Children's Choir of St. Ambrose directed by John McCarthy, and the Central Band of the Royal Air Force directed by J. R. Wallace in a first listing for Rachmaninoff's "Three Russian Folk Songs, Op. 41" and "Spring Cantata, Op. 20," which are teamed with Tchaikovsky's warhorse, "1812 Overture."

John Ogden performs an only listing of Rachmaninoff's "Piano Sonatas Nos. 1 and 2." Van Cliburn, in his first recording in more than two years, performs Chopin piano sonatas. Rounding out the Red Seal release is a Schoenberg pressing with pianist Peter Serkin, violinist Arnold Steinhardt, and the Chicago Symphony under Seiji Ozawa.

The low price Victrola line offers a first listing for Villa-Lobos' "Rudepoema" performed

by pianist David Bean. Busoni elegies complete the pressing. Also on Victrola are a lute recital by Walter Gerwig, and the Collegium Aureum in a first budget listing of C. P. E. Bach's "Magnificat."

CONCERT REVIEW

Leinsdorf Turns on Power

NEW YORK—Although the program began with Haydn's "Symphony No. 90," the main interest in the Oct. 18 program of Erich Leinsdorf and the Boston Symphony at Philharmonic Hall was in two celebrated 20th century pieces, and Berg's "Violin Concerto" featuring a superb performance by soloist Arthur Grumiaux and Stravinsky's "Le sacre du printemps (The Rite of Spring)" both received strong readings.

Leinsdorf and the Boston who have recorded Haydn for RCA, showed they were at home with this classical period piece, which is not as well known as many of Haydn's other

later symphonies. Grumiaux, whose Philips recording credits include the Berg piece with Amsterdam's Concertgebouw Orchestra, was flawless in the concealed virtuosity demanded by the concerto. Orchestral balance was splendid throughout with the Chorale almost breathtaking.

"Le sacre du printemps" is a powerful work, whose impact is shattering when well performed. Under Leinsdorf's skilled direction, it was well performed. The Boston Symphony, one of America's great orchestras, used its full resources in putting the masterpiece across before a full house. **FRED KIRBY**



OF HUNGARY

New Releases on Qualiton

Liszt: Piano Pieces II.
Preludio funebre — R.W. — Venezia — Unstern — Csardas No. 1
Csardas obstine — Csardas macabre — Nuages gris — En reve

Schaflos: Frage und Antwort — Mehpisto Waltz. Nos. 3, 4 —
Abschied — Erno Szegedi, piano LPX 11340 SLPX 11340

Schubert: Piano Quintet in A major op. 111 / Forellen Quintett /
Die Forelle op. 32

Erika Sziklay, soprano — Malcom Frager, piano — Peter Komlos,
violin — Geza Nemeth, viola — Karoly Botvay, cello — Zoltan
Tibay, bass LPX 11342 SLPX 11342

Couperin: Pieces pour Clavecin, Ordre I. II.
Jozsef Gat, harpsichord PX 11316 SLPX 11316

Palestrina: Missa Sine Nomine / Missa Matovana /
Liber secundus motectorum ad quatuor voces aruales
/ Second Mottet Book /

Female Choir of the Music High School, Gyor — Miklos Szabo,
cond. LPX 11328 SLPX 11328

BARTOK, KODALY, LISZT and Contemporary Hungarian Music,
First Recordings on

QUALITON RECORDS

Distributor: Qualiton Records Ltd.
39-38 58th Street, WOODSIDE, N.Y. 11377

ANGEL INTO THE CLASSICAL SINGLE FIELD

HOLLYWOOD—Angel Records has joined the classical singles field with a disk designed to sell on its own and also promote the new Melodiya/Angel recording of the "Carmen" ballet suite, adapted by Rodian Shchedrin from Bizet's opera.

The single was the "Toreador Song" in a setting for strings and percussion backed by "The Changing of the Guard," with Gennady Rozhdestvensky conducting the Bolshoi Theater Orchestra. Covers of both the single and the album feature a color photo of Ballerina Maya Plisetskaya, star of the Bolshoi Ballet production and Shchedrin's wife.

Hannikainen Is Dead at Age 72

HELSINKI — Tauno Hannikainen, Finland's most widely known conductor, died here on Oct. 11. He was 72. Hannikainen conducted in Vienna, Milan, Paris and Berlin from 1924-1930. He was a director of the Finnish Opera from 1922-1927 and the Turku City Orchestra from 1927-1940.

He toured the U. S. in 1940 and later was conductor of symphony orchestras in Boston, Chicago and Duluth. He was appointed director of the Helsinki City Orchestra in 1951, a post he held for 12 years. Known as a Sibelius expert, Hannikainen appears with the London Symphony in an Everest disk of that composer.

Moravec Plays With Brilliance

NEW YORK—Pianist Ivan Moravec gave a brilliant virtuoso recital at Philharmonic Hall on Sunday (20). Included were Chopin's "24 Preludes, Op. 28," which is among his Connoisseur Society recording credits.

Beethoven's "Sonata No. 23 (Appassionata)" was performed at a faster pace than is usual, but with flawless technique and overpowering effect. The program opened fittingly with a Czech selection: Janacek's "Sonata, October 1, 1905," a moving piece, delicately played.

Moravec, until recently a resident of Prague, replaced Russian pianist Bella Davidovich in the opening concert of the Sunday International Festival of Pianists. His three encores ended with a glowing "Clair de Lune." **FRED KIRBY**

'SINFONIA' CUT BY COLUMBIA

NEW YORK — Columbia Records recorded Luciano Berio's "Sinfonia" Oct. 12 with the Swingle Singers and the New York Philharmonic under Berio. The same forces premiered the 28-minute work at Philharmonic Hall Oct. 10. Thomas Z. Shepard was a&r producer for the five-hour recording session. The album's second side probably will be electronic music of Berio, also a first recording.

BEST SELLING Classical LP's

Billboard SPECIAL SURVEY For Week Ending 11/2/68

Billboard Award	This Week			Last Week			Weeks on Chart	This Week			Last Week			Weeks on Chart
	Rank	Title, Artist, Label & Number	Label	Rank	Title, Artist, Label & Number	Label		Rank	Title, Artist, Label & Number	Label	Rank	Title, Artist, Label & Number	Label	
Billboard Award	4	MOZART: CONCERTOS NOS. 17 & 21 (ELVIRA MADIGAN)	39	21	26	SATIE: PIANO MUSIC, VOL. 1	22	21	26	SATIE: PIANO MUSIC, VOL. 1	22	Aldo Ciccolini, Angel (No Mono), S 36482 (S)	22	
		Anda/Camerata Academica of the Salzburg Mozarteum (Anda), DGG (No Mono); 138/783 (S)												
	2	ROYAL FAMILY OF OPERA (3 LP's)	6	22	32	MAHLER: SYMPHONY NO. 6	5	22	32	MAHLER: SYMPHONY NO. 6	5	New Philharmonic Orch. (Barbirolli), Angel SB 3725 (S)	22	
		Various Artists, London (No Mono); RFO-S-1 (S)												
	3	HOROWITZ ON TELEVISION	7	23	30	VERDI: RIGOLETTO (3 LP's)	4	23	30	VERDI: RIGOLETTO (3 LP's)	4	MacNeil/Grist/Gedda/Various Artists/Rome Opera (Molinari-Radelli), Angel SCL 3718 (S)	23	
		Vladimir Horowitz, Columbia (No Mono); MS 7106 (S)												
	4	SOUNDTRACK: 2001: A SPACE ODYSSEY	12	24	15	IVES: THE FOUR SYMPHONIES (3 LP's)	5	24	15	IVES: THE FOUR SYMPHONIES (3 LP's)	5	Philadelphia Orch. (Ormandy)/New York Philharmonic (Bernstein)/The American Symphony (Stokowski), Columbia D3S 783 (S)	24	
		MGM (No Mono); SIE 13 ST (S)												
	5	SELECTIONS FROM 2001: A SPACE ODYSSEY	12	25	16	BERNSTEIN'S GREATEST HITS	72	25	16	BERNSTEIN'S GREATEST HITS	72	New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	25	
		Philadelphia Orch. (Ormandy)/New York Philharmonic (Bernstein), Columbia (No Mono); MS 7176 (S)												
	6	DONIZETTI: LA FILLE DU REGIMEN (2 LP's)	8	26	35	BACH ORGAN FAVORITES, VOL. 3	18	26	35	BACH ORGAN FAVORITES, VOL. 3	18	E. Power Biggs, Columbia (No Mono); MS 7108 (S)	26	
		Sutherland/Pavarotti/Various Artists/Royal Opera House Orch. (Bonyng), London (No Mono); OSA 1273 (S)												
	7	UP, UP AND AWAY	8	27	17	GLORY OF GABRIELLI	34	27	17	GLORY OF GABRIELLI	34	E. Power Biggs/Various Artists/Columbia (No Mono); MS 7071 (S)	27	
		Boston Pops (Fiedler), RCA Victor (No Mono); LSC 3041 (S)												
	8	MY FAVORITE CHOPIN	135	28	21	ORFF: CARMINA BURANA	4	28	21	ORFF: CARMINA BURANA	4	Janowitz/Fischer-Dieskau/Stolze/Schoenberg Children's Chorus/Orch. & Chorus of German Opera Berlin (Jochum), DGG (No Mono); 139 362 (S)	28	
		Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)												
	9	R. STRAUSS: ALSO SPRACH ZARATHUSTRA	15	29	38	BERLIOZ: REQUIEM (2 LP's)	5	29	38	BERLIOZ: REQUIEM (2 LP's)	5	Schrier/Bavarian Radio Orch. & Chorus (Munch), DGG 139 264/65 (S)	29	
		Chicago Symphony (Reiner), RCA Victor LM 2609 (M); LSC 2609 (S)												
	10	MOZART: CONCERTOS NOS. 21 & 24	16	30	—	VAUGHN WILLIAMS: SYMPHONY NO. 3 "PASTORAL"	1	30	—	VAUGHN WILLIAMS: SYMPHONY NO. 3 "PASTORAL"	1	New Philharmonia Orch. (Boult), Angel S 36532 (S)	30	
		Robert Casadesu/Cleveland Orch. (Szell), Columbia (No Mono); MS 6695 (S)												
11	WAGNER: DES RHEINGOLD (3 LP's)	3	31	25	BACH ORGAN FAVORITES, VOL. 1	20	31	25	BACH ORGAN FAVORITES, VOL. 1	20	E. Power Biggs, Columbia ML 5661 (M); MS 6261 (S)	31		
	Various Artists/Berlin Philharmonic (Karajan), DGG 139 226/28 (S)													
12	R. STRAUSS: ALSO SPRACH ZARATHUSTRA	14	32	23	ART OF LAWRENCE TIBBETT	9	32	23	ART OF LAWRENCE TIBBETT	9	RCA Victrola, VIC 1340 (M); VICS 1340 (S)	32		
	Philadelphia Orch. (Ormandy), Columbia ML 5947 (M); MS 6547 (S)													
13	SHOSTAKOVITCH: SYMPHONIES NOS. 2 & 3	9	33	29	GOLDEN AGE OF OPERETTA (2 LP's)	32	33	29	GOLDEN AGE OF OPERETTA (2 LP's)	32	Joan Sutherland/New Philharmonic Orch. (Bonyng), London (No Mono); OSA 1268 (S)	33		
	Royal Philharmonic (Gould), RCA Victor (No Mono); LSC 3044 (S)													
14	TCHAIKOVSKY: CONCERTO NO. 1	117	34	24	ART OF ALEXANDER KIPNIS	10	34	24	ART OF ALEXANDER KIPNIS	10	Seraphim 60076 (M); (No Stereo)	34		
	Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)													
15	WEST MEETS EAST, VOL. 2	15	35	31	LEONTYNE PRICE—PRIMA DONNA, VOL. 2	57	35	31	LEONTYNE PRICE—PRIMA DONNA, VOL. 2	57	RCA Victor LM 2968 (M); LSC 2968 (S)	35		
	Yehudi Menuhin & Ravi Shankar, Angel (No Mono); S 36026 (S)													
16	SONGS OF ANDALUSIA—VICTORIA DE LOS ANGELES	4	36	36	GRANADAS: GOYESCAS (Complete) (2 LP's)	3	36	36	GRANADAS: GOYESCAS (Complete) (2 LP's)	3	Alicia De Larrocha, Epic (No Mono); B2C 165 (S)	36		
	Angel SFSL 36468 (S)													
17	WEST MEETS EAST	69	37	37	R. STRAUSS: ALSO SPRACH ZARATHUSTRA	2	37	37	R. STRAUSS: ALSO SPRACH ZARATHUSTRA	2	Berlin Philharmonic (Bohm); DGG 136001 (S)	37		
	Yehudi Menuhin & Ravi Shankar, Angel 36148 (M); S 36148 (S)													
18	NONESUCH GUIDE TO ELECTRONIC MUSIC (2 LP's)	14	38	—	MOZART: ELVIRA MADIGAN CONCERTOS 17-19	1	38	—	MOZART: ELVIRA MADIGAN CONCERTOS 17-19	1	Angerer Vienna Orch. (Brendel), Turnabout TV 34080 (S)	38		
	Paul Beaver/Bernard Krause, Nonesuch (No Mono); HC 73018 (S)													
19	J. STRAUSS: BLUE DANUBE	21	39	—	SUBOTNICK: WILD BULL	1	39	—	SUBOTNICK: WILD BULL	1	Nonesuch H 71208 (S)	39		
	Berlin Philharmonic (Karajan), DGG (No Mono); 139 014 (S)													
20	CHOPIN NOCTURNES (2 LP's)	46	40	—	VERDI: LA TRAVIATA (3 LP's)	1	40	—	VERDI: LA TRAVIATA (3 LP's)	1	Cabelle/Bergonzi/Milnes/RCA Italiano Opera Orch. & Chorus (Prete), RCA Victor LSC 6180 (S)	40		
	Artur Rubinstein, RCA Victor LM 7050 (M); LSC 7050 (S)													

Classical Notes

• Continued from page 38

his Cleveland Orchestra debut on Thursday (31), Saturday (2) and Sunday (3). The soloists will be soprano Simone Mangelsdorff and contralto Birgit Finnila. . . . Violinist Michael Rabin gave a Philharmonic Hall concert Friday (25).

Leopold Stokowski and the American Symphony present the world premiere of Weigl's "Symphony No. 5 (Apocalyptic)" at Carnegie Hall on Sunday (27). The program will be repeated on Monday (28). . . . Herbert von Karajan has set up a \$26,000 fund for the study of connections

Baldwin Sale

HOUSTON—Baldwin Lively Piano and Organ Center has opened its doors here at 2601 Main. A grand opening sale, featuring Baldwin pianos and organs was concluded Oct. 15.

between music and science. . . . Tenor Jan Peerce will be the soloist in the opening concert of the Queens (N. Y.) Symphony under David Katz on Sunday (10). . . . Henry Mazer and the Pittsburgh Symphony give a free county concert at Quaker Valley High School in Leetsdale, Pa., on Tuesday (29). Concertmaster Fritz Siegal will be the soloist. . . . Pianist Rudolf Firkusny gave a Carnegie Hall recital on Tuesday (22).

FRED KIRBY

Film's 'Zarathustra' Is Out on London

NEW YORK—London Records is reissuing the version of Richard Strauss' "Also Spach Zarathustra" used at the beginning of the film "2001: A Space Odyssey." The version with Herbert von Karajan and the Vienna Philharmonic will appear on low price London Stereo Treasury Series. The other classical music in the film is from Deutsche Grammophon.

'Tosca' Comes Up Rose

NEW YORK—Lusty singing by soprano Birgit Nilsson and tenor Franco Corelli highlighted a spirited performance of Puccini's "Tosca" at the Metropolitan Opera on Monday (21).

Baritone Gabriel Bacquier, an experienced artist, who has appeared on Deutsche Grammophon, gave a first-rate portrayal of Scarpia in the well-staged, excellent new production. Miss Nilsson and Corelli have recorded their roles with baritone Dietrich Fischer-Dieskau and conductor Lorin Maazel for London, as was noted in a program ad by that company.

Francesco Molinari-Pradelli led the surprisingly tight performance, which also included fine work by bass Fernando Corena, baritone Clifford Harvuot and tenor Andrea Velis. Molinari-Pradelli, Miss Nilsson and Corelli were boosted by an Angel ad. The three artists are featured in an Angel highlights album of Puccini's "Turandot" due next week. Miss Nilsson also has recorded for RCA and DGG, while Corelli also appears on RCA and Molinari-Pradelli

has recorded for London and RCA.

On Monday, Miss Nilsson's "Vissi d'arte" was stunning and her second and third act high notes boomed resonantly. Corelli's tendency to hold high notes didn't dim the excellent effect of his performance as Cavardossi continues to be one of his best roles. The sellouts this production have drawn clearly are deserved. **FRED KIRBY**

Westminster 'Trio'

• Continued from page 38

Records of Japan of the Obernkirchen Children's Choir in the program of their recent Japanese tour.

Collection of classical themes from recent films is being offered on the low price Music Guild line. Featured are pianists Joerg Demus and Regis Benoit, violinist Julian Olevsky, the Vienna State Opera Orchestra, London Philharmonic and conductors Hermann Scherchen, Milan Horvat, Julius Rudel, Artur Rodzinski and Laszlo Somogyi.

Audio Retailing

Motorola Promotes 'Fenwick' For Christmas Spectacular

CHICAGO — Motorola, Inc., announced here last week that it will sponsor the premiere telecast of a new Christmas story entitled "Fenwick," in several major cities, including Chicago.

Area viewers will be able to watch the spectacular which tells the story of the power of

love and faith, Dec. 1 on WBBM-TV from 6-6:30 p.m., with hopes the "Fenwick" will become a seasonal classic. Motorola is considering a national television schedule for the show next holiday season.

"Fenwick" will star veteran actor Walter Slezak as narrator and Santa Claus, songstress Anita Bryant in an inspirational finale, Michael Tink of "Julia" in the title role and Johnnie Whitaker of "Family Affair" as Snap, the foreman of Santa's elves.

The writer of "Fenwick" is Joseph Schrank, who scripted Rodgers and Hammerstein's "Cinderella," "Smokey the Bear" and Shirley Temple's "Beauty and the Beast." The producer is Peabody Award winner Henry Jaffe.

In association with the premiere telecast, a de luxe book and record edition of "Fenwick" will be available to Motorola dealers. The record, a 12-inch stereo LP, is produced by Fenwick Industries and includes "Fenwick," "Santa's Workshop," "What a Land Santa Land," "Reprise of Fenwick" and Miss Bryant's inspirational finale, "Keep Thy Faith Children."

Motorola is planning a community service program in connection with the premiere telecast.

Urge Small Businesses To Utilize Computers

ST. LOUIS — More than half of the 40,000 computers in the U. S. are small scale and by 1980 it is estimated that 60,000 of the then 85,000 computers will be small models. This is the estimation of G. de Sabata, manager, small computer marketing, General Electric, who thinks more small businesses should investigate the use of computers.

By "small," de Sabata said he means a computer that ranges in terms of monthly rental from \$1,000 to \$3,000. Many small computers, he said, can do work previously only possible on larger machines. He lists such chores as inventory control, payroll figuring, billing and accounts receivable tabulating.

Many record retailers are already utilizing some form of inventory tagging. A number of distributors and rack jobbers

have gone heavily into merchandise ticketing programs.

As one guideline in considering the rental of a computer, de Sabata, who addressed a group of accountants here recently, said, "A small computer is justified from a cost standpoint whenever cost of the equipment utilized to handle routine office jobs within the company is in the neighborhood of \$500 to \$700 per month."

He said that stock control was probably the single most important aspect in considering a computer. A distributor recently increased his stock turnover from 15 to 17 per cent after renting a computer, de Sabata said.

The computer expert advises businessmen to study computer applications in companies comparable in size to their own and to look for computers which have sufficient flexibility to al-

Hi-Fi Show

LOS ANGELES—The High Fidelity Music Show opens here Wednesday (30) at the Civic Auditorium under the auspices of the Institute of High Fidelity.

About 50 exhibitors will display and demonstrate their hi-fi and stereo component lines during the show, which ends Sunday (3). A series of seminars explaining equipment, uses and techniques is planned.

As a consumer incentive gimmick, show visitors will receive a bonus saving certificate which will allow them a saving on component purchases of at least \$200. The certificate excludes fair traded merchandise or products by special franchise limitations.

low for different "peripheral units."

Such peripheral units would include card readers, card punchers, printers, paper tape readers, magnetic tape handlers and disc drives.

Ampex Brochure

REDWOOD CITY, Calif.—a six-page brochure describing Ampex theater sound system components is now available from Ampex Corp. The two-color brochure lists facts and specifications for the entire line of Ampex solid-state theater sound components, including power amplifiers, pre-amplifier modules, pre-amps trays and power supplies.

New Philco Displays

PHILADELPHIA — Self-contained floor displays for Hip Pocket Records have been introduced by Philco-Ford Corp. for the pre-Christmas selling season. Two types of displays are offered: one for best-selling songs for the teeny-bopper and young adult market and the other for Philco-Ford's new Hip Pocket series for children.

Radiation Safety Act Spells Out More Time for Record Keeping

By MILDRED HALL

WASHINGTON — Retail dealers and distributors of color TV's and other electronic products will have some new record keeping to do, now that

Congress has passed the Radiation Safety Act, enabling the Health, Education and Welfare Department (HEW) to set standards for safe levels of radiation, to protect consumers.

Dealers and distributors will have to keep records of purchaser's name and product identity for all products costing \$50 or more, on which HEW sets safety standards for radiation emission.

The retailer does not have to forward the information automatically to the manufacturer (dealers fought this during hearings). He may elect to hold onto his records unless he is called on to report to the manufacturer and—or HEW in cases where sets that violate the new standards must be called in. He must notify the manufacturer and HEW that he is electing to keep his records until they are required. If he does want to place the records with the manufacturer, the latter must keep them confidential.

Everyone will have ample time to comply with standards, since the law makes the effective date two years from the setting of the safety standards. The standards will be evolved by HEW working with a 15-member advisory commission made up equally of government, manufacturer and consumer representatives.

Some senators were dissatisfied with the price limit of \$50

and up, which was set to save dealers the job of record keeping on various small-ticket items. Congress will give this \$50 price floor a periodical review to make sure it has not been fixed too high to protect consumers from any possibility of "significant" radiation injury (which includes genetic injury) in cheaper sets and electronic gadgets.

The bill makes manufacturers responsible for repair, replacement or refunding of money on any color TV set or other item that is in violation of standards or is feared to be a possible source of injury to the buyer. The bill eases the bite by providing that even if a color set is technically in violation of a standard in some minor way, but can be proved non-harmful to HEW's satisfaction, the manufacturer does not have to notify the dealers or recall the sets.

The manufacturers must certify any product that comes under established safety standards for radiation emission, and provide a certificate for the item. The manufacturers can set up their own kinds of testing programs, as long as HEW is satisfied that they safeguard the consumer and bring the product into conformity with the established standards. HEW is to make a continuing review of the test programs.

(Continued on page 41)

Case of the Portable Profits by AMFILE

Two Clues to Profits . . . Portability and Compact Storage!

There's no mystery to selling record cases when you stock Amfile. Whatever a customer's case preference, you can match it profitably with a smart and sturdy Platter-pak Record Case or a Wild OP-ART design.

All are bound in genuine Kivar, a plastic-coated, moisture-resistant material used in covering luggage. They're available in a variety of sizes, designs and colors to satisfy any record collector.

For the latest in Record Carrying Cases drop us a line and tell us your needs. Or, if you want to solve this case in a hurry, call us at area code 815-933-3351. In the Chicago area use our direct line 644-9225. You'll be pleased with Amfile Products and Profits!

Amfile
AMBERG FILE AND INDEX CO.

1625 Duane Boulevard — Kankakee, Illinois 60901

**PFANSTIEHL'S
FIRST
AND FASTER**

PFANSTIEHL'S FIRST with all the latest domestic and foreign needle designs . . . even the "odd" types! So—stop looking for your needle in a haystack . . . get Pfanstiehl's Needle Guide and take the work out of needle hunting while putting the Big Profits in! Write today for Factory-to-You sales plan information.



Pfanstiehl CHEMICAL CORPORATION
3300 WASHINGTON ST. • BOX 498 • WAUKEGAN, ILLINOIS 60085
WEST COAST: 14757 1/2 OXNARD STREET • VAN NUYS, CALIFORNIA 91409

TO ALL MUSIC PUBLISHERS

Lou Levy Music Co. Inc. announces that it has, under exclusive contract, the songwriter / producer Julian Gill; also known as David Goldstein. All compositions by this composer are our exclusive property.

WHAT'S INSIDE JOE SOUTH !!!

YOU'LL FIND OUT NEXT WEEK!



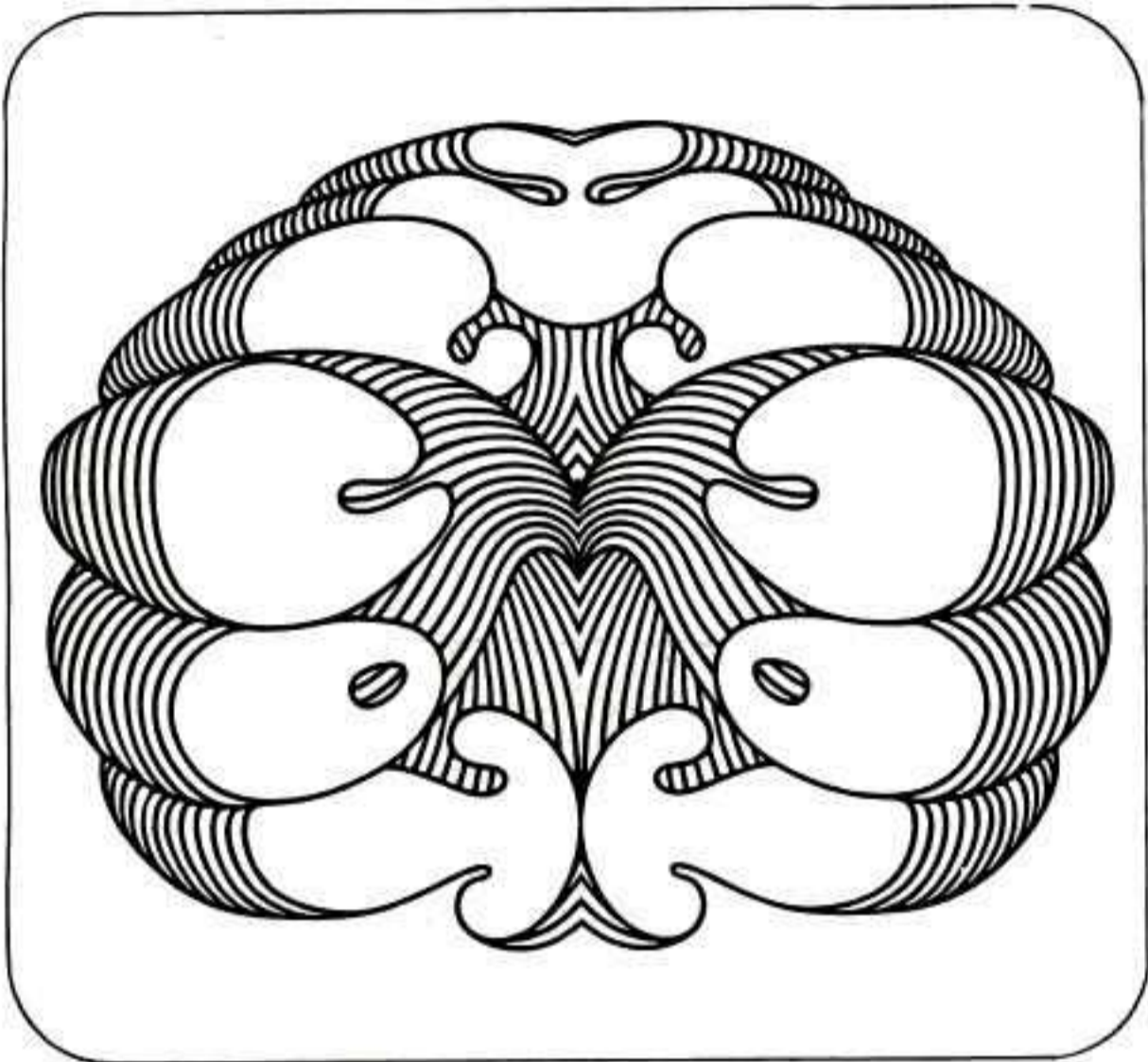
LOWERY MUSIC CO. ATLANTA, GA.

Genarco Bulletin

COLLEGE POINT, N. Y.— A new bulletin published by Genarco, Inc., describes an instant-slide presentation system that requires less than 5 minutes from the taking of picture to projecting it on a screen. The system combines the Polaroid MP-3 Industrial View, Land camera and Genarco's 3,000-watt 3¼-inch by 4-inch professional slide projectors, which may be used for either front or rear projection.



Tony Mottola enjoyed a great deal of popularity with his recent single "This Guy's In Love With You." This track is now included in Mottola's latest album entitled "Warm, Wild and Wonderful" (Project 5025SD). This album presents Tony Mottola at his very best with a series of extremely enjoyable instrumental versions of recent hit songs that are familiar to everyone. Tracks include "Do You Know the Way to San Jose," "Goin' Out of My Head" and "Dream a Little Dream of Me." Tony Mottola requires a guitar that will match his versatile and expressive styling and he chooses a Gibson—the choice of professional musicians. (Advertisement)



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

DISTRIBUTORS WANTED

Telex Encore Stereophones Made in America Unbelievably easy sale at \$9.95

(Clever, these Americans)

The sound of profit is yours with the new Telex Encore. Customer-pleasing sound. 50 to 18,000 Hz. usable response. Light weight. Molded tough Cyclocac plastic. Foam filled removable vinyl cushions. Full color impact packaging. Call or write Telex.

PRODUCTS OF SOUND RESEARCH
TELEX
COMMUNICATIONS DIVISION

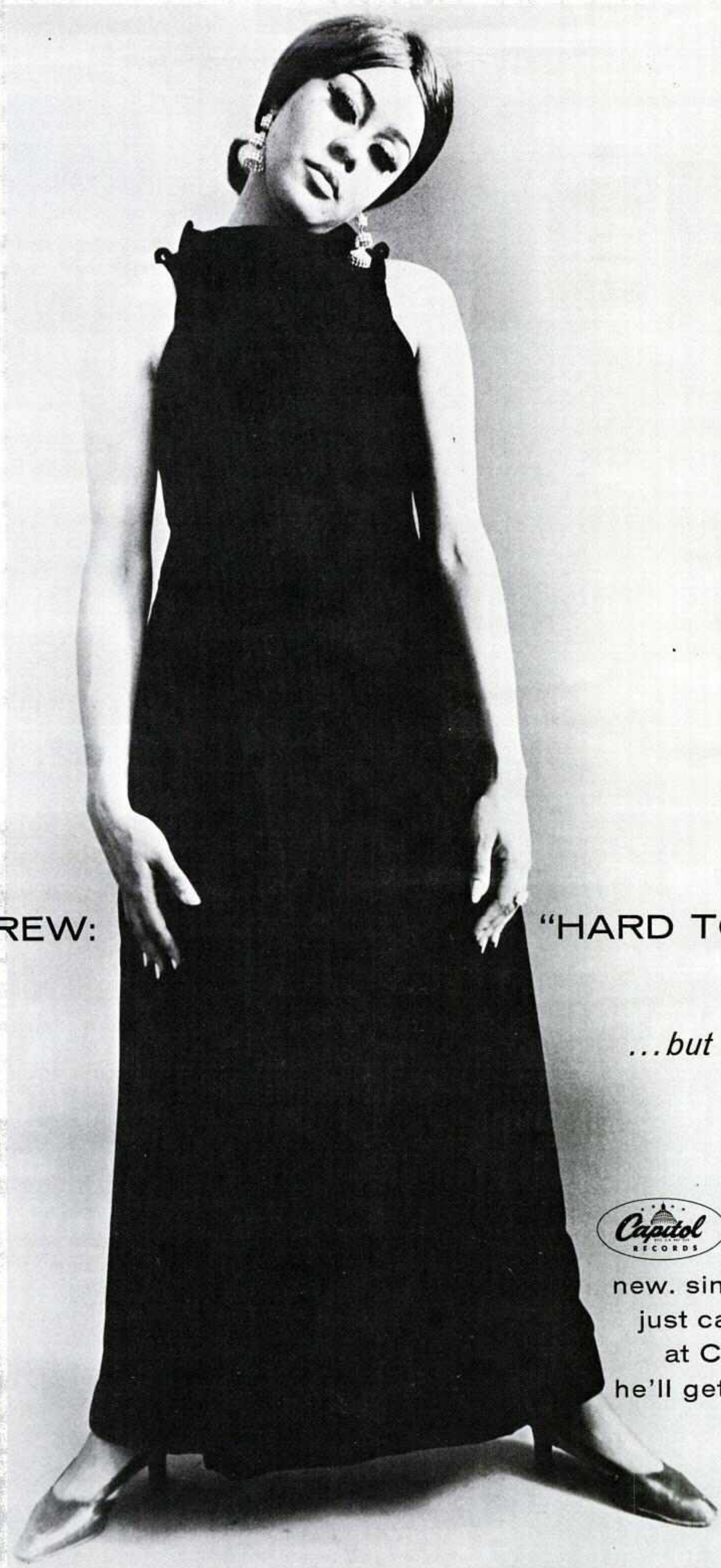
9600 Aldrich Avenue South
Minneapolis, Minnesota 55420

Contact Russ Molloy, Telex Communications Division, 9600 Aldrich Avenue South, Minneapolis, Minnesota 55420 Phone (612) 884-4051

Billboard 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	2	3	11	THOSE WERE THE DAYS Mary Hopkin, Apple 1801 (T.R.O., BMI)	5
2	1	1	2	MY SPECIAL ANGEL Vogues, Reprise 0766 (Viva, BMI)	9
3	3	4	5	OVER YOU Gary Puckett & the Union Gap, Columbia 44644 (Viva, BMI)	7
4	4	5	7	LITTLE GREEN APPLES O. C. Smith, Columbia 44616 (Russell-Cason, ASCAP)	5
5	7	14	—	LES BICYCLETES DE BELSIZE Engelbert Humperdinck, Parrot 40032 (W-7, ASCAP)	3
6	9	38	—	CYCLES Frank Sinatra, Reprise 0764 (Irving, BMI)	3
7	5	2	1	THE FOOL ON THE HILL Sergio Mendes & Brasil '66, A&M 961 (Comet, ASCAP)	13
8	14	30	39	GENTLE ON MY MIND Glen Campbell, Capitol 5939 (Glaser, BMI)	4
9	6	8	8	THEN YOU CAN TELL ME GOODBYE Eddy Arnold, RCA Victor 47-9606 (Acuff-Rose, BMI)	11
10	8	6	3	HELP YOURSELF Tom Jones, Parrot 40029 (Famous, ASCAP)	11
11	25	25	34	ALFIE Eivets Rednow, Gordy 7076 (Famous, ASCAP)	5
12	29	—	—	THE STRAIGHT LIFE Bobby Goldsboro, United Artists 50461 (Viva, BMI)	2
13	40	—	—	1432 FRANKLIN PIKE CIRCLE HERO Bobby Russell, Elf 90020 (Russell-Cason, ASCAP)	2
14	10	7	4	WHO'S GONNA LOVE ME Dionne Warwick, Scepter 12226 (Blue Seas/Jac, ASCAP)	11
15	26	26	31	LOOK HOMEWARD ANGEL Ray Conniff Singers, Columbia 44645 (Vibar, ASCAP)	6
16	23	23	23	BAROQUE-A-NOVA Mason Williams, Warner Bros.-Seven Arts 7235 (Irving, BMI)	5
17	16	16	18	POOR BABY Cowsills, MGM 13981 (Pocket Full of Tunes/Akbestal, BMI)	5
18	21	39	—	THE OL' RACE TRACK Mills Brothers, Dot 17162 (Notable, ASCAP)	3
19	19	20	24	I'D RATHER BE BLUE OVER YOU THAN HAPPY WITH SOMEBODY ELSE Barbra Streisand, Columbia 44622 (Fisher/Bourne, ASCAP)	8
20	22	40	—	HOLD ME TIGHT Johnny Nash, Jad 207 (Nash, ASCAP)	3
21	12	10	6	HARPER VALLEY P.T.A. Jeannie C. Riley, Plantation 3 (Newkeys, BMI)	10
22	33	—	—	WAKE UP TO ME GENTLE Al Martino, Capitol 2285 (Beechwood, BMI)	2
23	38	—	—	BATTLE HYMN OF THE REPUBLIC Andy Williams, Columbia 44650 (Public Domain)	2
24	30	31	36	MALAGUENA SALEROSA Trini Lopez, Reprise 0770 (Tridon, BMI)	4
25	20	17	20	THIRTY DAYS HATH SEPTEMBER Robert Goulet, Columbia 44617 (Bourne, ASCAP)	9
26	28	28	33	DO YOUR OWN THING Brook Benton, Cotillion 44007 (Trio, BMI)	4
27	13	11	12	CAN'T GET YOU OUT OF MY MIND Margaret Whiting, London 124 (Spanka, BMI)	8
28	—	—	—	NOT ENOUGH INDIANS Dean Martin, Reprise 0780 (Pomona, BMI)	1
29	24	21	21	WHY CAN'T I WALK AWAY Vic Damone, RCA Victor 47-9626 (Valando/HLG, ASCAP)	8
30	39	—	—	STAND BY YOUR MAN Patti Page, Columbia 44666 (Gallico, BMI)	2
31	11	9	9	MY WAY OF LIFE Frank Sinatra, Reprise 0764 (Roosevelt, BMI)	11
32	32	34	35	TODAY Jimmie Rodgers, A&M 976 (Miller, ASCAP)	4
33	35	36	40	THE WAY THAT I LIVE Jack Jones, RCA Victor 47-9639 (Famous, ASCAP)	4
34	34	33	37	SEPTEMBER BLUE Pat Boone, Dot 17156 (Damian, ASCAP)	5
35	31	22	17	(You Are) MY WAY OF LIFE Bert Kaempfert & His Ork, Decca 32379 (Roosevelt, BMI)	5
36	—	—	—	PEACE OF MIND Nancy Wilson, Capitol 2283 (Almo, ASCAP)	1
37	—	—	—	I LOVE HOW YOU LOVE ME Bobby Vinton, Epic 10397 (Screen Gems-Columbia, BMI)	1
38	—	—	—	WICHITA LINEMAN Glen Campbell, Capitol 2302 (Canopy, ASCAP)	1
39	—	—	—	LITTLE ARROWS Leapy Lee, Decca 32380 (Duchess, BMI)	1
40	—	—	—	HEY MISTER Four Jacks & a Jill, RCA Victor 47-9655 (Leatrec, ASCAP)	1



PATTI DREW:

"HARD TO HANDLE"

...but so easy to sell.



2339

new. single. available.
just call your man
at Capitol.
he'll get you all you want.

recoton® TAPE CARTRIDGE AND CASSETTE ACCESSORIES



76TC Hornblower Burglar Alarm.
"A must for every car stereo owner."



#68TC & 69TC Beeper Cleaner Head
Cleaning Cartridges on Blister Pack
Card.



Cassettes on Blister Cards or
Dispenser Boxes.



Loaded Blank Cartridges for both
4 and 8 track.



#82TC

HOLDS 48 CARTRIDGES
WALNUT GRAIN FINISH
REVOLVING FOR EASY ACCESSABILITY
STEREO 48er

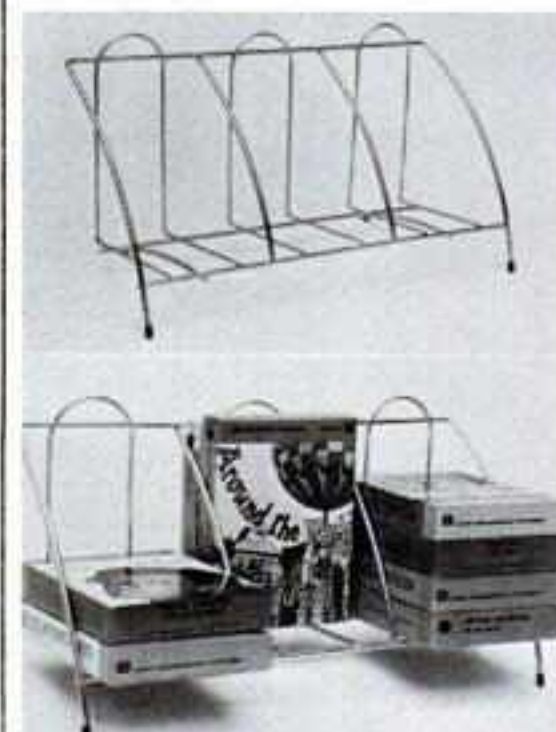
HOME CARTRIDGE TAPE CABINET



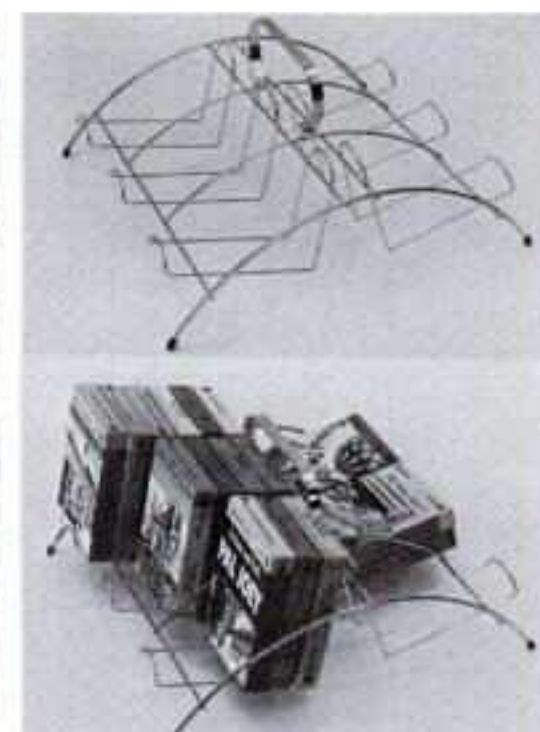
#79TC 4 and 8 TRACK CARRY
CASE HOLDS UP TO 10 CAR-
TRIDGES



#78TC CASSETTE TAPE CASE
HOLDS UP TO 18 PRERECORDED
TAPES



#80TC CARTRIDGE RACK HOLDS
18 TAPES



#81TC CARTRIDGE RACK HOLDS
36 TAPES

FOR FULL INFORMATION, CALL OR WRITE:

recoton® CORPORATION
46-23 Crane Street, Long Island City, N. Y. 11101 (212) 392-6442

*Billboard Congratulates
the following winners of the*

FIRST ANNUAL ASCAP-DEEMS TAYLOR AWARDS

FIRST PRIZE-BOOK DIVISION

GEORGE T. SIMON

author of

*"The Big Bands"

and a contributor to
Billboard

SECOND PRIZE-BOOK DIVISION

**SIDNEY SHEMEL and
M. WILLIAM KRASILOVSKY**

author of

*"More About This Business of Music"

a Billboard Publication

SECOND PRIZE-MAGAZINE ARTICLES DIVISION

ARNOLD SHAW

authors of

CAVALIER MAGAZINE ARTICLES

and a contributor to Billboard

*Sold through the Billboard Bookshelf
165 West 46th St., New York, New York



NAL

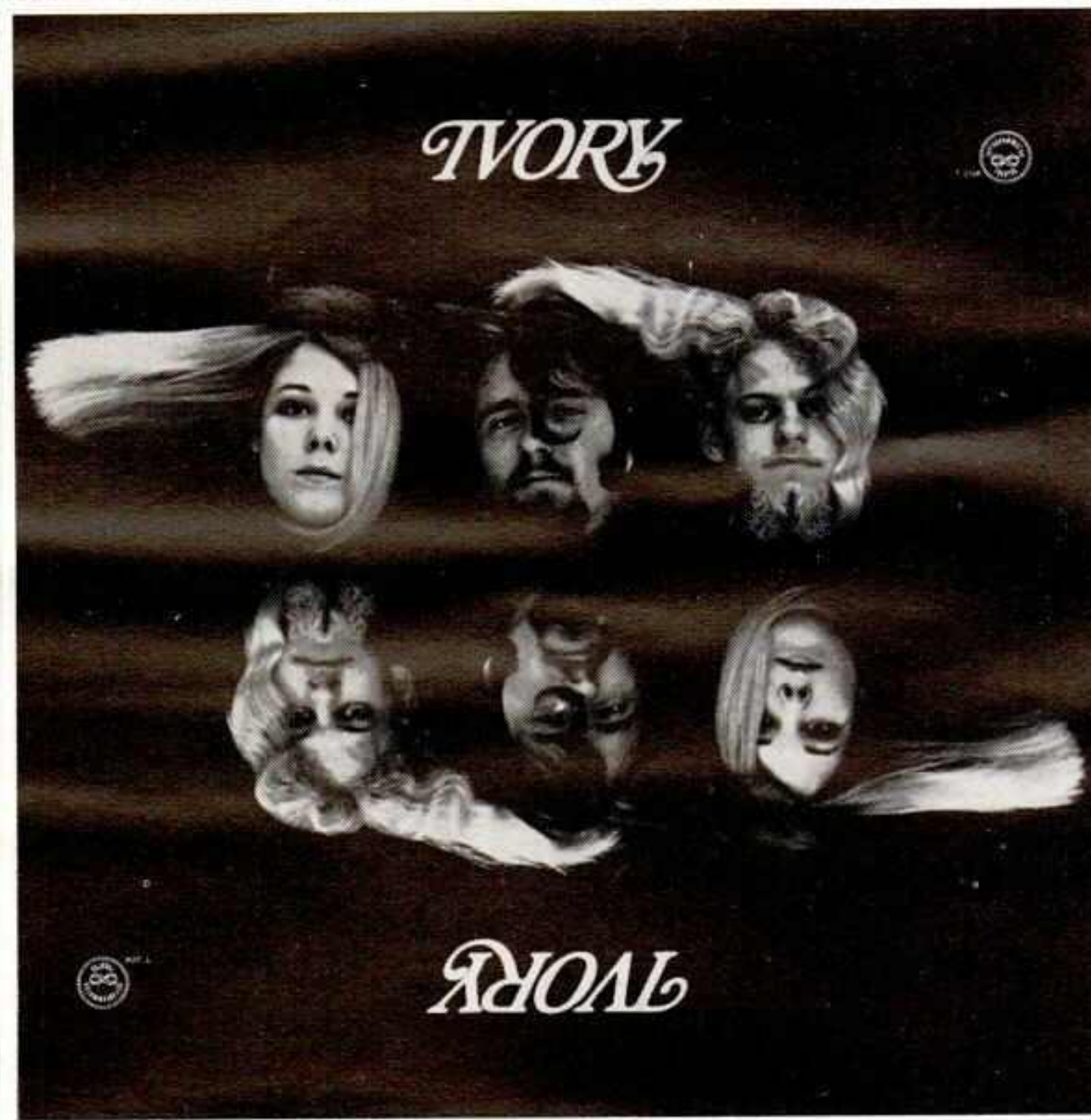
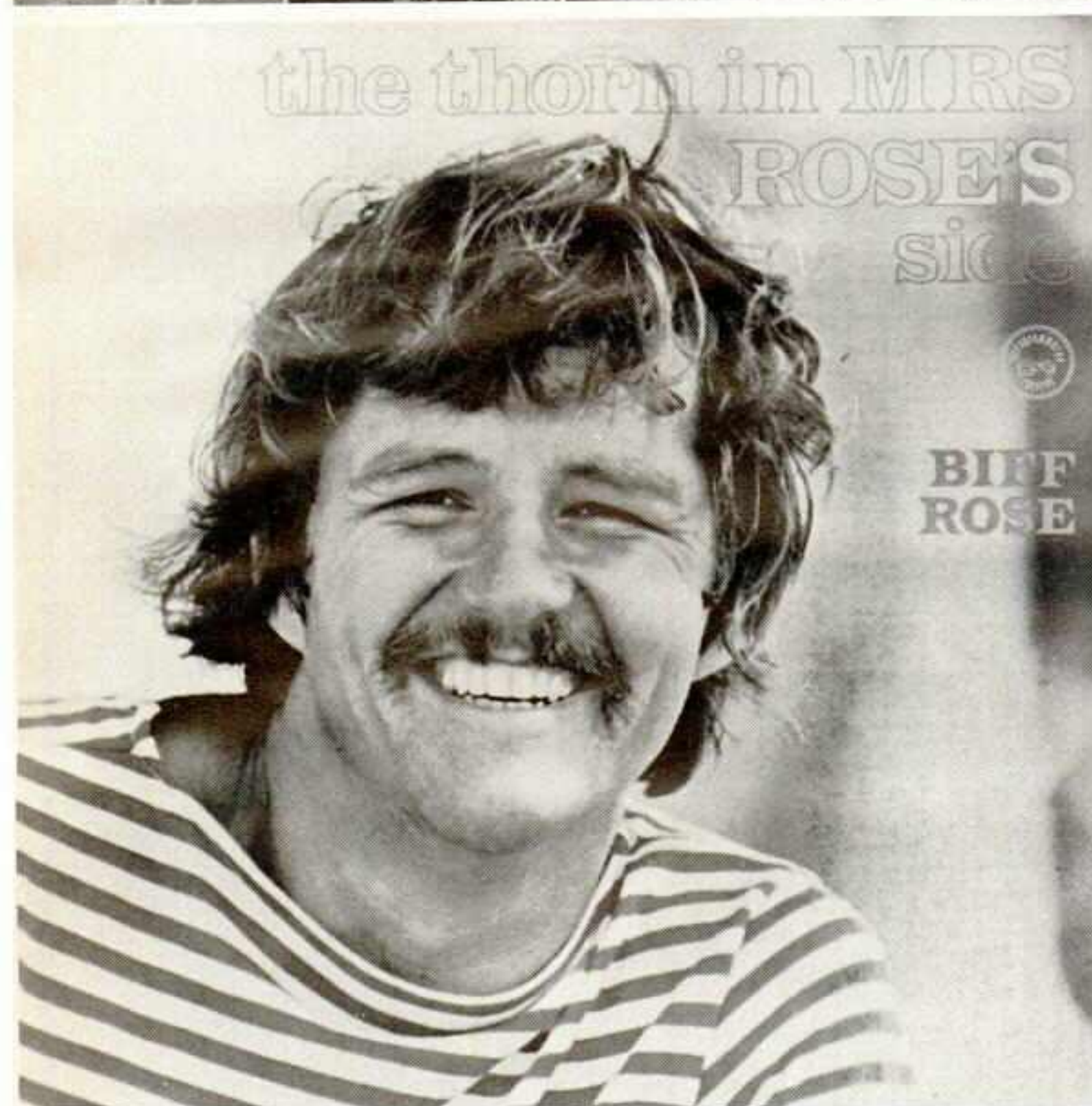
the core of the leisure explosion

Special Market Profile Sponsored by
North American Leisure Corporation
A Subsidiary of Omega Equities Corporation



You can't beat people up and have them say **I LOVE YOU**

Murray Roman



Dear Larry,
The association is a pleasure,
Congratulations

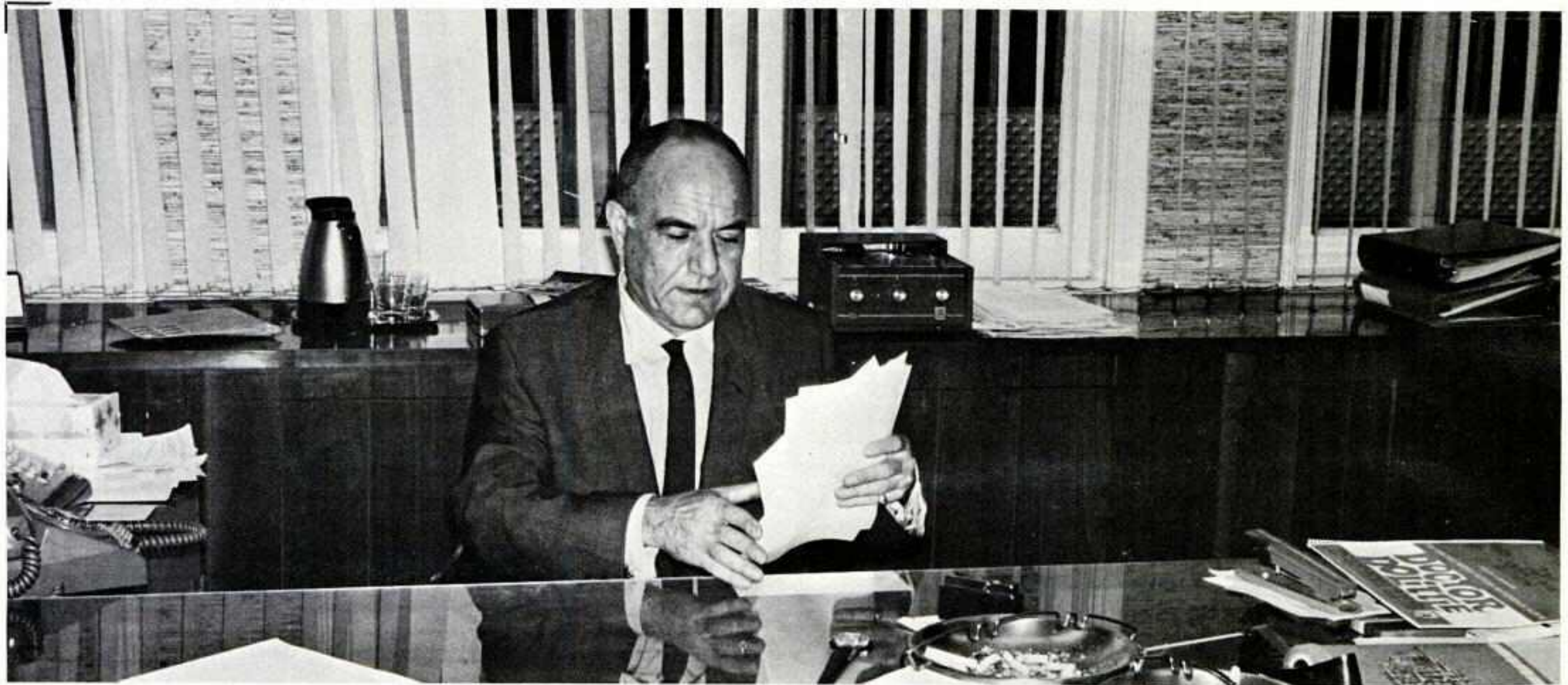


tetragrammaton® records

359 NORTH CAÑON DRIVE, BEVERLY HILLS, CALIFORNIA 90210 (213) CRESTVIEW 8-7680

A SUBSIDIARY OF

The Campbell, Silver, Cosby Corporation



LARRY FINLEY: Barnum and Shakespeare All in One

For most men, being a pioneer in the tape industry and successfully bringing an infant company—International Tape Cartridge Corporation—to a position of leadership in the field would be the achievement of a lifetime. For Larry Finley it was a wildly successful two and half years . . . but just another step forward in an outstanding career filled with a myriad of *career* achievements.

In his two years as President of ITCC, Finley saw his company bring in a gross income of some \$15 million. He saw that company grow from a small one office operation to one of the three most influential firms in the industry. ITCC made it because Larry Finley has the four fundamental business virtues: vision, knowledge, energy and enthusiasm. When he sold his interest in ITCC, Finley did it with a feeling of supreme accomplishment. His feeling is justified because ITCC's growth over a short two year period is a reflection of the growth of the entire tape industry in the same time period—a growth to which he made a significant contribution.

As a prime mover in every area of tape configuration, Finley has to be credited with a pioneer's share in the fantastic explosion in four and eight track cartridge systems. After RCA, ITCC took the big step into eight-track stereo, at a time when four track was the key to success. Time has proven him a master prophet. His dynamic approach to selling tape broke open new marketing areas and accelerated the growth pattern of the whole tape industry.

In July of this year Larry Finley turned his back on the outstanding success he had created at ITCC and moved again to another beginning. With Jerry Tenney and Harry Bank of Omega Equities, he formed a new firm, North American Leisure Corp. Finley left ITCC because he had no equity in that company. He is a forty-five percent owner of NAL, however. As a subsidiary of Omega Equities, NAL will concentrate initially on tape products, but the entire entertainment spectrum is within the scope of NAL plans for the future. Omega has already acquired the Roulette and Starday record labels, and Finley has hinted at NAL activities spreading into television, radio, the audio-visual market, motion pictures and the worlds of the performing arts, theater, night club, etc.

Such diversified activities might seem beyond the talents of a man who has been an administrator and promoter of tape products, but Larry Finley is a man with a 40 year background in business, ninety percent of it in the entertainment trade.

In his 55 years, the president of the new NAL firm has done such diverse things as: having his own enormously popular radio and TV shows; founding his own radio network which grew 500 stations strong; producing his own motion pictures, owning and operating Finley's Credit Jewelers; owning and operating his own Hollywood restaurant; owning his own radio transcription business and owning and operating three major California ballrooms. At one point the undefatigable Finley was involved in the ownership of an amusement park, a radio station, his transcription business, three ballrooms, a jewelry store and a stuffed fruit business, all at the same time. Larry Finley was also among the first to form his own television production company and offer shows for syndication.

His background in the record business has been formidable too. Finley has served in executive capacities with three labels, Tops, Dot and MGM. He was one of the first in the industry to see the highly profitable possibilities in the premium record. At MGM he developed and exploited the label's extensive catalog by interesting national product advertisers in the idea of using a self-liquidating phonograph album, or specially prepared 45 r.p.m. single, as a promotional tool. Through his efforts a special John F. Kennedy memorial set offered through the Longines Synphonette Society made \$250,000 for the J. F. K. library. At MGM he used the company's catalog to create special disk packages for a wide group of clients ranging from Alemite CD-2 petroleum products to a highly successful Montgomery Ward campaign.

All of this experience is bound to stand Larry Finley in exceptionally good stead in his new capacity as President, founder and power source for North American Leisure. And once again, although he has been a pioneer in the tape field, a moulder of the industry's structure and image as it appears today, Larry Finley is still at work developing those ideas that will broaden and improve the tape market. He has an acute awareness of the present marketing and production problems that beset the business and has determined that NAL is the company to solve them. At the head of his NAL list are product and delivery. The company is specifically geared to zero in on two of the major causes of distributor and retailer anguish, hit product and the speed with which it is delivered.

To combat these twin evils, Finley has searched out excellent chart product on the Amy-Mala-Bell, Roulette, Project 3, White Whale, Tetragrammaton, Kapp and Plantation labels among others, and then has

concentrated on getting the product into the hands of his distributors in less than 48 hours. Unlike any other company in the business, NAL guarantees a 100 percent fill of order within 48 hours. Jeannie Riley's "Harper Valley PTA" smash on Plantation is a perfect example. While the record was first breaking on Top 40 radio stations around the country, NAL's production facilities were already pouring out cartridge product on the hit. Less than 48 hours from the time product was manufactured, it was in the hands of distributors around the country.

Solving the production and delivery problems is one facet to the Finley plan for success, but the larger and more important part can be summed up in two words; create and promote. By far, these two aspects of his business sense are closest to his heart. Larry Finley is by nature a showman. He loves excitement, the thrill of sensing audience reaction and the feeling of accomplishment that comes with pleasing large masses of people. Throughout his career he has always concentrated on what he felt were the good things in the entertainment world and then promoted the "hell out of them." He is aware that nothing sells itself. "People do not buy what they do not know, have not heard and cannot see," he says. "Product awareness is essential on every marketing level. The ultimate consumer has to hear, see, read of and then talk about your product to friends and acquaintances. To accomplish this a product must be brought to his conscious mind in every way possible, by every means available. It must be displayed, advertised, publicized and verbalized in any and all combinations of printed and spoken words; with and without pictures."

In something less than three months with NAL, Finley has already begun to roll his promotion-exploitation steam roller. This special trade newspaper section is a typical example. Typical too are the deals he has cut to have his product exposed on television on "The Dating Game," twice a month, and once a week on "The Newlywed Game" (see separate story). Unusual and promotion minded too, is his idea for the creation of a hospitality suite for distributors, buyers and retailers (see separate story).

In every way possible, Larry Finley is moving to make his company, North American Leisure Corp., the hottest property to hit the entertainment scene since the stone age. Knowing his past record of accomplishment it is a safe guess to assume that NAL will come across to the trade and the American public like Shakespeare and P. T. Barnum all rolled into one.

Acquisitions Trigger Omega Growth

As a subsidiary of Omega Equities Corp., North American Leisure Corporation is a member of one of the most dynamic and sophisticated financial organizations in the country. Eight years old, Omega is publicly owned, originally a real estate company but now geared to diversification and growth, and under the leadership of its President, Jerry M. Tenney, the company has made significant strides in both directions.

Sound investment, solid acquisitions with forceable growth potential and aggressive management seem to be the keys to Omega's successful holdings which range through a number of industries.

Omega Equities Corp. has a 55 per cent interest in North American Leisure Corp., while NAL's President, Larry Finley, retains 45 per cent. In addition to NAL in the entertainment field, Omega has contracted to acquire Roulette Records and its associated Big Seven Music Publishing Companies. Omega has previously acquired three other New York City music publishers and their affiliated companies. The companies acquired by Omega are Robert Mellin Music, Inc., Stasny Music, Inc., Vicki Music, Inc., and their affiliates. The companies have been consolidated into the Robert Mellin, Inc., group of companies under the administration of Robert Mellin.

Other Acquisitions

Besides its acquisitions in the entertainment industry, Omega has acquired all the assets of National Technology, Inc., and Western Technology, Inc., both of Santa Ana, Calif. National is a manufacturer of sophisticated multilayer printed circuit boards, and Western Technology is a producer of precision chemical milling and etching machines and other equipment used in printed circuitry.

NAL Story: Leisure Time Is Where It's At . . .

The North American Leisure Corporation is a subsidiary of Omega Equities Corporation. The company was created by Larry Finley because he sees the leisure time market as one of the most volatile areas of business in the coming years.

Finley formed NAL in July of this past summer, and by August 1 the company was a functioning corporation. North American Leisure's initial entry into the entertainment market has been made through a field in which Larry Finley is a pioneer. The pre-recorded tape industry.

Finley formed NAL because of the specific needs within the industry that needed tending to. He has addressed the powers of his organization to those needs and is already establishing his company into a pre-eminent place in the music industry. Larry Finley also formed NAL because he sees the enormous room for growth that the entertainment and its allied industries will have in the near future. The growing affluence and shorter work time of the average man in the years to come make leisure time activities an especially attractive field.

So far, Larry Finley has directed his activities and his creative energies to developing a service and product organization. He has instituted new policies meant to solve basic distribution problems: getting the distributor and the retailer what he needs as quickly as he needs it, without cumbersome inventory buildups. Stories in

. . . An Infant With a Giant's Appetite

Although North American Leisure Corp. is barely two months old, the company is already shaping up as one of the most aggressive firms in the tape industry in the acquisition of new product.

The company has moved most adroitly into specific areas of the market by nailing down licensing agreements with some of the top product producers in the industry.

On the Bell label, for instance, NAL has tape merchandise available by these Hot 100 chart toppers: The Box Tops, Gladys Knight and the Pips, James and Bobby Purify and the O'Jays.

On Bravo, so far, NAL distributes the Midnight Voices with more repertoire to come in the near future.

Also in the technological world Omega President Tenney announced last month that the company had exercised its option to purchase an underwater oceanographic robot developed by the Hughes Aircraft Company, subject to certification from either the U. S. Navy or an independent organization attesting to the further satisfactory performance of the robot. The robot, named UNUMO, for Universal Underwater Mobot, is described as this country's only known unmanned, remote controlled device designed for deepwater work.

In the clothing industry, Omega Equities has made major acquisitions on both the East and the West coasts. In September, Omega President Tenney announced that the company had acquired all the stock of Raleigh Manufacturers, Inc., of New York City and Baltimore. Raleigh Manufacturers is described as a manufacturer of quality suits, sports coats and slacks for men and the second largest manufacturer of men's formal wear in the United States. The company makes the Raleigh, Wall Street and Domino brands.

Omega has also acquired Nob Hill Knitting Mills, Inc., also known in the trade as Ram Knitting Mills of Los Angeles, in September. The company is a manufacturer of men's and boys' knitwear.

In one of its most recent announcements Omega Equities announced that it had reached agreement in principle to acquire Rajac Industries, Inc., a diversified Tucson, Arizona-based holding company. Publicly owned since 1961, Rajac is engaged in agricultural land development, mineral operations and low cost foreign housing and construction.

The company, through its director of Acquisitions, Harry W. Bank, is constantly on the lookout for new properties with solid growth potential.

other portions of this edition outline the details of these plans much more clearly, but in a nutshell what NAL is doing is to create a rapid pipeline for product that will accelerate the movement of cartridge tape, cassette and reel-to-reel.

He is using conventional tools to accomplish this, but in a most unique way. An incoming WATS line is one example. Any dealer or distributor may phone NAL's main office for information (in the case of a dealer) or place an order (in the case of a distributor) free of charge on the companies incoming WATS line. NAL guarantees 48-hour service. If the distributor does not have 90 per cent of his order filled within 48 hours, NAL will give 5 per cent of the dollar value of distributor's order free. There is also a 30-day warranty printed on every cartridge that informs the consumer to mail (with 50 cents for postage and handling) any defective cartridge directly back to the company for replacement, thereby relieving the dealer and distributor of the time-consuming and tedious task of replacement. These are only a few of the Finley innovations, but they indicate how NAL is directing itself to today's problems.

To the future; Larry Finley is taking an active interest in records, television, the audio/visual market, and whatever else might be construed as being the leisure market. "Leisure industries are the key to tomorrow's business," Finley says, "and NAL is at the core of tomorrow's leisure."

Very strong representation can be found in the NAL catalog for the Crescendo label. The Seeds, Les Baxter, Billy Strange, Arthur Lyman, Machito, and Joe and Eddie are just a few of the chart-type artists who are represented.

NAL has 8-track and cassette versions of the Dynovoice original hit by the Bob Crewe Generation, *Music to Watch Girls By*. The Gamble label is represented by the Intruders.

On Kapp there is 8-track product by Jack Jones. Roger Williams, Louis Armstrong's *Hello Dolly*, the Do-Re-Mi children's chorus, *Man From La Mancha* original cast recording, Bert Bachrach playing his own

(Continued on NAL-49)



LAWRENCE MIRKEN

Vice-President

North American Leisure Corporation Vice-President Lawrence Mirken has been attorney for, and business associate of, Larry Finley since 1932. Together they come to NAL from ITCC where Mirken was Finley's right-hand man, vice-president and secretary-treasurer.

Mirken's specialty is the music field as well as legal and financial areas of corporate development. At ITCC he was responsible for setting up all of the licensing agreements with recording companies. Many of these agreements were precedent setting in that few previous guidelines existed prior to ITCC's entering the tape cartridge field. These agreements exist today and have set the pattern for the industry as it evolved over the past three years. "They're still evolving," Mirken says, "as the industry changes and becomes more complex."

Mirken is a graduate of Syracuse University and the Syracuse University College of Law. He is a 30-year veteran in the entertainment industry, serving with the music and motion picture industries.

In his role as house counsel, Mirken is responsible for all copyright and contract negotiations at NAL. He also turns the wheels for NAL, acting as administrative head of the firm. He is an invaluable aide to Finley in the projected growth and expansion the NAL president plans for the future.

TV Medium to Carry NAL Message

North American Leisure Corp. president Larry Finley has taken some very decisive promotional steps to put his new NAL company and its Super Stereo 8 tape cartridge and cassette product firmly before the American public in the quickest way possible. Through the co-operation of Breese, Smith Associates of Hollywood, NAL product will be featured on two network television shows, ABC's "The Dating Game" and "The Newlywed Game," beginning Oct. 30.

The schedule calls for NAL tapes to be promoted on "The Dating Game" twice a month on the evening show. Weekday afternoon exposure for NAL cartridges and cassettes will occur on "The Newlywed Game" every week. Arrangements have been completed for this exposure to continue through Christmas, with saturation through the peak gift-buying season.

The two shows are seen in full color on over 160 stations Coast to Coast, covering nearly 90 per cent of the United States.

NAL advertising and promotional efforts have been harnessed in support of this exposure in all markets where the shows are carried. Special in-store display material, streamers and flyers have been created and will be displayed by retailers carrying NAL product.

NOVEMBER 2, 1968, BILLBOARD

Congratulations to
LARRY FINLEY.

We're proud that
you've chosen
"Scotch" Brand
Magnetic Tapes
exclusively
to give you that
NAL "Super Stereo 8"
Sound.

Magnetic Products Division 

SCOTCH AND THE PLAID DESIGN ARE REGISTERED TRADEMARKS OF 3M CO.

**GAMBLE RECORDS SALUTES LARRY FINLEY
AND**

NORTH AMERICAN LEISURE CORP.

INTRUDERS • DEE DEE SHARP

BOBBY MARCHAN • THE JAGGERS

BILLY PAUL • BABY DOLLS

WATCH FOR THE INTRUDERS' NEW SMASH LP

THE INTRUDERS GREATEST HITS

GAMBLE 5005

WHICH INCLUDES THEIR SMASH SINGLE

SLOW DRAG

GAMBLE 221

CURRENTLY BREAKING NATIONWIDE

DEE DEE SHARP

“WHAT KIND OF LADY”

GAMBLE 219



GAMBLE RECORDS PROUDLY INTRODUCES
HUFF-PUFF RECORDS

FEATURING: **RUTH McFADDEN**

CURRENTLY RIDING HIGH WITH
ROVER ROVER

HP-1002

AND:

THE LANDSLIDES

GOING TO THE TOP WITH

**“WE DON'T NEED
NO MUSIC”**

HP-1001

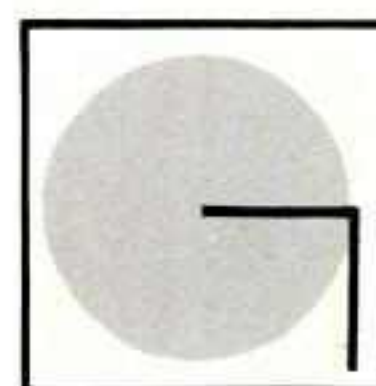
WATCH FOR

CINDY SCOTT

THE NEXT BIG STAR ON HUFF-PUFF

and

BUNNY SIGLER - THE PRODUCERS



GAMBLE RECORDS, INC.
1650 BROADWAY
NEW YORK, N. Y. 10019
(212) 757-2750

Diversification Keys Company's Goal

The North American Leisure Corporation was created by Larry Finley because he believes that the future of the American entertainment industry will be found in companies that control and co-ordinate a multiplicity of different media. "NAL may be starting out in the tape field," the president of the firm said, "but that doesn't mean that tape is our only interest."

Finley believes that the entertainment scene is so diversified and yet so interdependent that any company that attempts to make a success of any phase of the worlds of music, motion pictures, television, etc. today must become involved in many other phases of the entertainment complex.

"Thanks to Omega Equities Corporation which has made it all possible, NAL is out front in the diversification process." In his statement Finley was making reference to the very astute and aggressive action Omega Equities Corp., NAL's parent company, has taken in the formation of the music complex so far. "In the few short weeks that we have been operating," Finley said, NAL has been formed and has established a foothold in the tape market. At the same time, Omega has been scouting out other properties in the entertainment industry that would complement the NAL operation. As a result the company has contracted to purchase Roulette, and its Tico, Allegre, Latin Soul, and other associated labels. Omega has also acquired some of the foremost music publishing firms including Robert Mellin Music, Vicki Music and to acquire the Big Seven and other prominent music publishers.

Finley continued, "But I believe that these first few Omega acquisitions will be considered child's play when the true scope of Omega influence is realized, especially when we announce the acquisition of other prominent recording artists, songwriters and producers, all of which will greatly aid NAL."



ALLEN ROSEN

Assistant to the President

In Allen Rosen, Larry Finley has an assistant to the president who is eminently qualified to provide the kind of first-hand, on-the-spot advice on sales matters that leads to significant marketing moves. Rosen is a music and tape sales veteran with a wealth of knowledge on the distributor and manufacturer levels.

He cut his eye teeth in the industry working for distributors in the New York and New Jersey areas and then moved on to national sales manager post with Fiesta Records. Rosen entered the tape field and soon rose to the position of national sales manager for ITCC in 1967. He joined Finley in September of 1968 when the NAL president formed his new company.

Rosen views today's tape market with an astuteness that is of invaluable help in today's highly competitive scene. Finley calls him, "My strong right hand. The kind of executive with the kind of general and special knowledge in sales matters that will help us direct NAL's tape cartridge and cassette drives to leadership within the industry."

Finley believes that as far as NAL is concerned, the company is starting to move into other show business areas in less than a year. "Entertainment is the backbone of leisure time, and NAL is the backbone of entertainment." He said that future Omega acquisitions would be seen over the next few months which would shake the music and allied industries to their very foundations.

"I believe that the Omega-NAL setup is the most ambitious and most solid in business today. Emerging out of it will be a complex of inter-related entertainment companies that will make NAL a high-powered and efficient communications web with Omega at the center. Our plan of activities will reach into every facet of the entertainment industry: television, the audio/visual market, records, tape, motion pictures, instrument manufacture, TV production, equipment, record pressing and many, many more communications fields," he said.

"I know that we can guarantee," Finley concluded, "Excitement, profits for our distributors and dealers and a huge stake in the future to all those people who have the faith in us today. North American Leisure is at the core of the leisure time explosion, and the fallout will carry it into every phase of leisure activity."

NAL Sets Premium Position for Super 8

The creation of special and premium albums in the record industry is of significant importance to almost all major labels in the business today. Almost any company with access to a catalog of depth has ventured into the business of producing specialty and promotion LP's for advertising agencies and nationally advertised manufacturers.

To date, however, little if anything has been done in the premium area when it comes to prerecorded tape, despite the fact that tape has all of the advantages disk music has, plus a few—like mobility and ease of handling—that disk recordings do not have. North American Leisure Corp., under the direction of Larry Finley, president, plans to make a concentrated effort in the premium field using the firm's Super Stereo 8 and cassette configurations as the main weapons of attack.

The premium field should be a natural for Finley to enter because he has a long and successful history in that specialty area. While with MGM-Verve Records, Finley headed the company's premium department and was responsible for a number of significant industry breakthroughs. One of the most successful of his endeavors was a special John F. Kennedy Memorial package—a multiple album set—that he assembled. This package was offered through the Longines Symphonettes Society and the sale of the package realized over a quarter of a million dollars which were donated to the John F. Kennedy Memorial Library.

In addition, Finley was instrumental in doing packages for the Alemite CD-2 petroleum products company. Besides devising and producing an album for the company out of the MGM and Verve catalogs, he also recorded a special jingle for the company which proved especially successful. Other clients included Montgomery Ward, White & McKay Scotch and various other nationally known products.

Finley sees the prerecorded tape market as a potentially significant and lucrative area for NAL. "With the flexibility of cartridge and cassette configurations and its quality of sound, the possibilities are limitless. Just on the trade level alone, the cassette and the cartridge give you the opportunity to reach distributors, their sales and promotion people and high level executive personnel with your message while they visit their accounts or travel to and from work."

The cassette and the cartridge as a selling tool are unique in that special instructions to salesmen promotion and sales plans and any other message can be prerecorded onto a handy cartridge which the salesman listens to and then plays for his accounts. Onto the same trade tape a sales manager or president of a company can explain the firm's policies and programs himself. "Music," Finley said, "is only one of 178 applications for the cassette."

"In the consumer market," Finley continued, "the



WILLIAM C. BISHOP

Vice-President, Production

One of the key positions with any manufacturer is the highly sensitive one of new product planning and development. Another is production supervision. The duties of William C. Bishop, North American Leisure Corporation's Vice-President in charge of Production, encompass both of these areas.

From the time a contract is signed to produce tapes for a licensor, Bishop is totally involved in every aspect of bringing the product to market. His responsibilities range from repertoire selection, to new concepts in packaging, to the final production of merchandise in time to meet the fast shipping deadlines which are a vital element in NAL's service to its customers.

None of Bill Bishop's responsibilities are new to him. He has a solid background in both production and marketing. Joining Ampex Corporation in 1965 as Tape Sales Promotion Manager, he soon advanced to the position of Special Markets and Repertoire Manager for Ampex Stereo Tapes. His liaison with licensors, and selection of albums to be produced, made him a key factor in the growth of the Ampex catalog from open reel tapes only, to a product line including cartridges and cassettes.

Bishop's career history also includes international marketing management positions with Brunswick Corporation and A. B. Dick Company, and account executive experience with a Chicago advertising agency. He is a graduate of Miami University of Ohio, and a member of the National Academy of Recording Arts and Sciences. He will headquarter in NAL's New York City office, and now resides with his wife and three children in Harrison, New York.

possibilities are likewise limitless. This same kind of personal quality can be brought forward to create an image of warmth between manufacturer and customer. Between specifically programmed pieces of music or spoken word product, a national product can be sold—almost subliminally. In the same way, a specific artist—singer, actor or other celebrity—can be brought to sell a nationally recognized product, thus providing continuity for television and radio campaigns that also feature the celebrity."

Still another feature of the tape premium album is a combination of blank and pre-recorded tape, whereby consumers are invited to participate in contests, games and other traffic building promotions. And then too, existing music catalogs can be put aside. Original shows, commercials and other material and be recorded on cartridge and cassette which again carry the continuity of sales programs in a highly entertaining fashion, according to Finley.

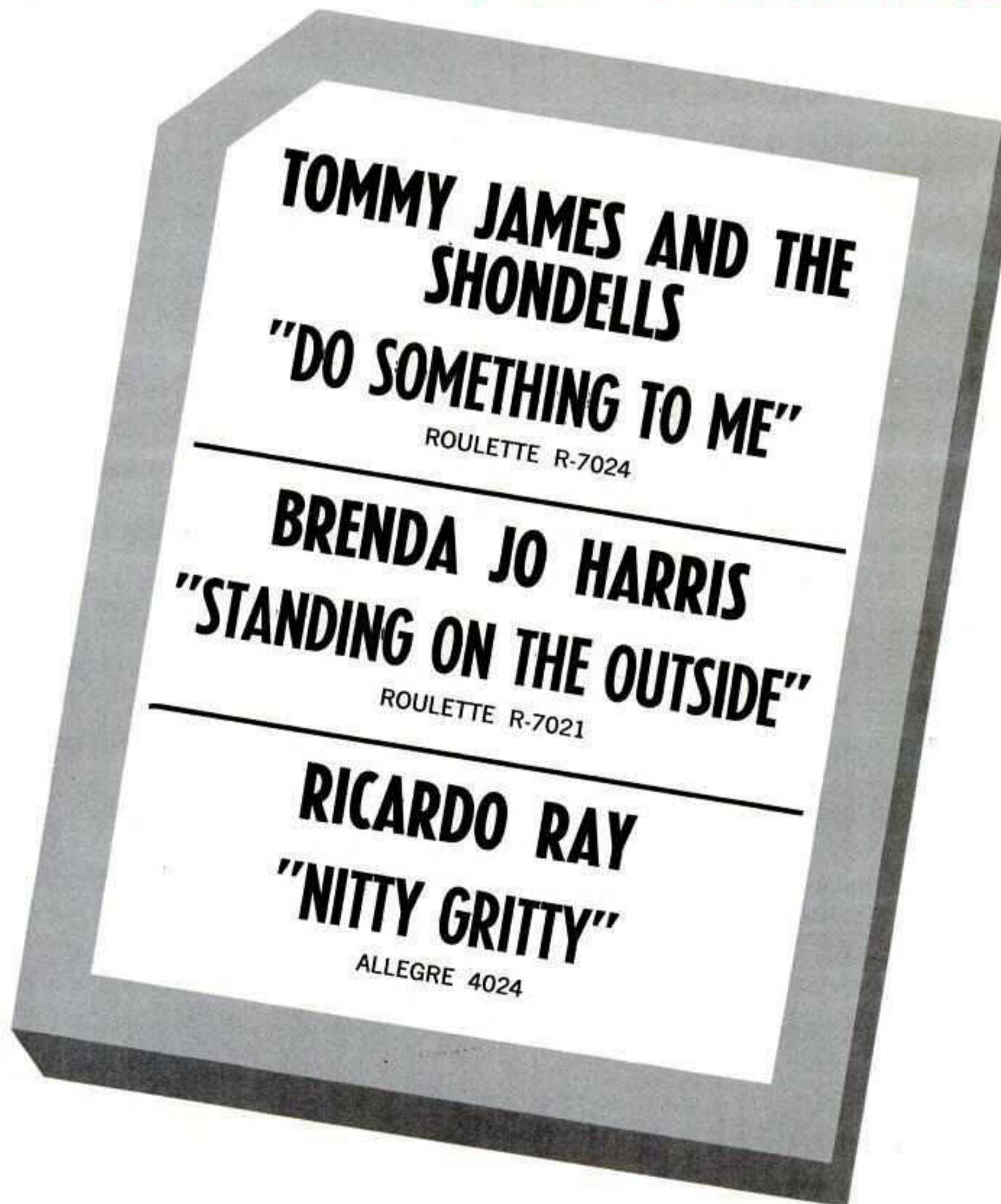
"You can be sure," the NAL president concluded, "that NAL is going to be first and the biggest in the field. Tape is the next and best medium for premium purposes, and NAL's tapes are going to be the best creatively and technically."

A **ROULETTE** SALUTE

to **LARRY FINLEY** and



**FROM OUR FAMILY OF LABELS
CURRENTLY GOING STRONG WITH:**



ROULETTE RECORDS 17 WEST 60th STREET, NYC (212) PL 7-9880



JACK LEWIS

Co-Ordinator of Sales

Jack Lewis, co-ordinator of Sales for North American Leisure Corporation, is a young man with a wide background in the tape, music, recording and publishing fields. He brings his special talents to the NAL sales division from ITCC, where he was Director of Special Services. Lewis performed in every aspect of ITCC's development. He supervised music production, compiled and produced the company's catalog, worked in accounting, credit and the sales department.

All of this experience will stand him in good stead as he performs the unique functions of his new post at NAL. He will be in charge of communication and co-ordination in the sensitive areas of marketing promotion, merchandising and sales.

Lewis has a BBA in Business Management from the Baruch School of Business division of the City College of New York.

WATS New— "Call Us Free"

An unusual feature of North American Leisure Corp. electronic age selling is the installation of the company's own incoming WATS line. By phoning the number 800—221-7270, any distributor can place an order for the company's product, and that phone call is not charged to the distributor. Dealers can utilize the incoming WATS line to get the name of their nearest NAL Super Stereo 8 distributor. He makes the call free. The incoming WATS line is relatively new to the music business and there are not too many lines in operation around the country as yet.

JOSEPH S. SOKODICH

Special Financial Consultant

One of Larry Finley's key advisers through his years at ITCC and now at North American Leisure Corp. is Joseph S. Sokodich. Mr. Sokodich is not an officer with the new company, but is retained as a Special Financial Consultant. He has his own management consulting firm in Florida where he resides.

Sokodich has an extensive and impressive history in the financial world which eminently qualifies him in his consultation practice. Sokodich most recently was Executive Vice-President of the Dextra Corp. for seven years and a Vice-President of ITCC for three. He has resigned from those posts to pursue his own consultation business. Prior to that Sokodich was an officer with the Western Petrochemical Corp.; before that he was Treasurer of the Waitt & Bond, Inc.

Sokodich is a certified public accountant of New York and Florida and is a member of the American Institute of CPA's, the National Association of Accountants, and the New York State Society of CPA's.

NAL Spins Country Sound on Tape

Special programming is one of the many important factors in the tape cartridge and cassette field. The ideal package, studded with hits, makes for tape product with high sales appeal. North American Leisure Corp. has created a specialty series in its Super Stereo 8, cassette and open reel lines that looks like it has that something extra that spells success. It's a special country music line called "The Tennessee Sound Series."

"The Tennessee Sound Series" contains 20 top hits in the country and western field. It is a twin-pak, which means that it is a double-length, 8-track cartridge, cassette or open reel that sells for the same suggested list price as the normal configuration, but has twice the amount of music with twice the number of hits. In this case the Super Stereo 8 unit sells for \$6.95, the cassette for \$5.95.

The selections that fill the 12 different volumes in this series are drawn from the rich catalogs of a number of the leading labels in the country and western field. And the imposing roster of singers and instrumentalists on each of the cartridges reads like a country and western hit chart listing. One immediate example is the inclusion of Red Sovine who has had a string of solid country items over the past two years or so, including "Gidyap-Go" which can be found on volume 1. Then too there's Minnie Pearl, one of the most original comedy stars of the country circuit. She has also shown recently that she has a way with a song that is distinctly unique.

The country and western super-star George Jones is included in the "Tennessee Sound Series" of Twin Paks as are Flatt and Scruggs. These two artists have been almost as hot on the pop charts as they have in the country field. Just about every TV viewer and movie goer knows that they created the music for the "Beverly Hillbillies," "The Ballad of Jed Clampett" and their "Foggy Mountain Breakdown" was used as the theme for "Bonnie and Clyde." This tune is featured on volume 6 of the series.

Of equal stature with these country acts in the super-star class is Johnny Cash, who is also presented in the "Tennessee Sound Series." Cash has been an important country and western star for more than 10 years now and some of his most famous performances are included in the packages in this series. In addition to these artists a great many other very solid country stars are presented.

The series is also studded with some of the other great contemporary names in country music. Buck Owens is represented, as is Sonny James, with "I Wish This Night Would Never End," among other tunes. Patsy Cline is to be found in the series with a string of fine selections, among them "Just Out of Reach." Some of the other top-flight artists are the Willis Brothers, Moon Mullican, the Stonemans, Johnny Bond, Roy Drusky, Faron Young, David Houston and Dave Dudley. Another special hit feature is the inclusion of product by Frankie Miller, especially "Black Land Farmer."

The great traditional names as well as the finest in contemporary country artists can be found in the "Tennessee Sound Series." The Stanley Brothers, Justin Tubb, Hawkshaw Hawkins, Charlie Monroe, Webb Pierce and the great Cowboy Copas all star. Included in volume 6 is his "Alabam," one of the great country hits of all time.

The NAL "Tennessee Sound Series" figures to be one of the most important tape contributions to the world of country music. The individual selections on 8-track and cassette and open reel-to-reel are being merchandised singly and in a Twin-Pak, pre-pak. Distributors and retailers can buy the full set of 12 volumes prepackaged in a colorful self-merchandising carton which functions as an impulse display piece and counter top merchandiser.



SID SCHAFFER

Director of Marketing

Director of marketing for the new North American Leisure Corporation is Sid Schaffer, a 20-year record industry veteran executive and one of the key sales personalities with a number of the leading labels.

Schaffer comes to NAL from Kapp Records where he was vice-president of sales. He administered the advertising, promotion, product and sales divisions of the highly regarded independent.

Prior to his tenure with Kapp, Schaffer simultaneously served as Eastern and Midwestern district sales manager for Warner Bros.-Reprise. Prior to this post he was New York Branch manager for Mercury Records and before that a salesman with the New Jersey branch of Capitol Records.

In commenting on the addition of Schaffer to the NAL staff Larry Finley said: "Sid Schaffer is one of the strongest and most productive sales executives in the record business. His addition to NAL gives us a fully rounded director of marketing. Someone who knows advertising, promotion and merchandising. He is just the kind of first-class executive to control and direct our marketing co-ordination."

Warranty Rx Relieves Dealer, Distrib Headaches

In an effort to cut down on distributor and dealer inconvenience and speed up customer service and satisfaction, North American Leisure Corp. has devised a unique warranty on all of its Super Stereo 8 cartridge and cassette product. The warranty stipulates that any defective merchandise should be returned directly to NAL rather than to retailer or distributor.

In an easily readable legend carried on all of its NAL packages, the company backs up its product by stating that the cartridge is guaranteed to be free from defects in material and workmanship for 30 days from date of purchase, under normal use. If the customer finds that it should be defective in that time period it should be returned for replacement with 50 cents for handling to the NAL offices, 1776 Broadway, New York City, N. Y.

In setting this policy, president Larry Finley of NAL, stated that it was an attempt on the company's part to provide a more direct service to the consumer. "Any purchaser of NAL cartridges," he said, "who has trouble with our product will find a replacement in the mail to him in a matter of days. The idea, of course, is to have a more satisfied clientele and to alleviate the replacement burden for the retailer and the distributor.

"It's also quite obvious," he continued, "that the inclusion of such a warranty on our product shows that we are really not expecting our customers will have trouble. We've taken the pains on the manufacturing side to make a superior cartridge product. And we expect that replacement of defective cartridges will be minimal, especially with the special techniques used for NAL's Super Stereo 8."



**BIG
SEVEN
MUSIC
CORPORATION**

**PLANETARY MUSIC PUBL. CORP.
NOM MUSIC, INC.
BRANSTON MUSIC, INC.
FROST MUSIC CORP.
PATRICIA MUSIC PUBL. CORP.
JOHN D. MAC ARTHUR MUSIC PUBL. CO.**

AND ITS INTERNATIONAL FAMILY

PLANETARY NOM SARL

NEUILLY-SUR-SEINE, FRANCE

PLANETARY NOM LONDON, LTD.

LONDON, ENGLAND

PLANETARY NOM AFRICA PTY., LTD.

JOHANNESBURG, SOUTH AFRICA

MUSIKVERLAG PLANETARY GMBH

HAMBURG, GERMANY

PLANETARY NOM AUSTRALIA PTY., LTD.

SYDNEY, AUSTRALIA

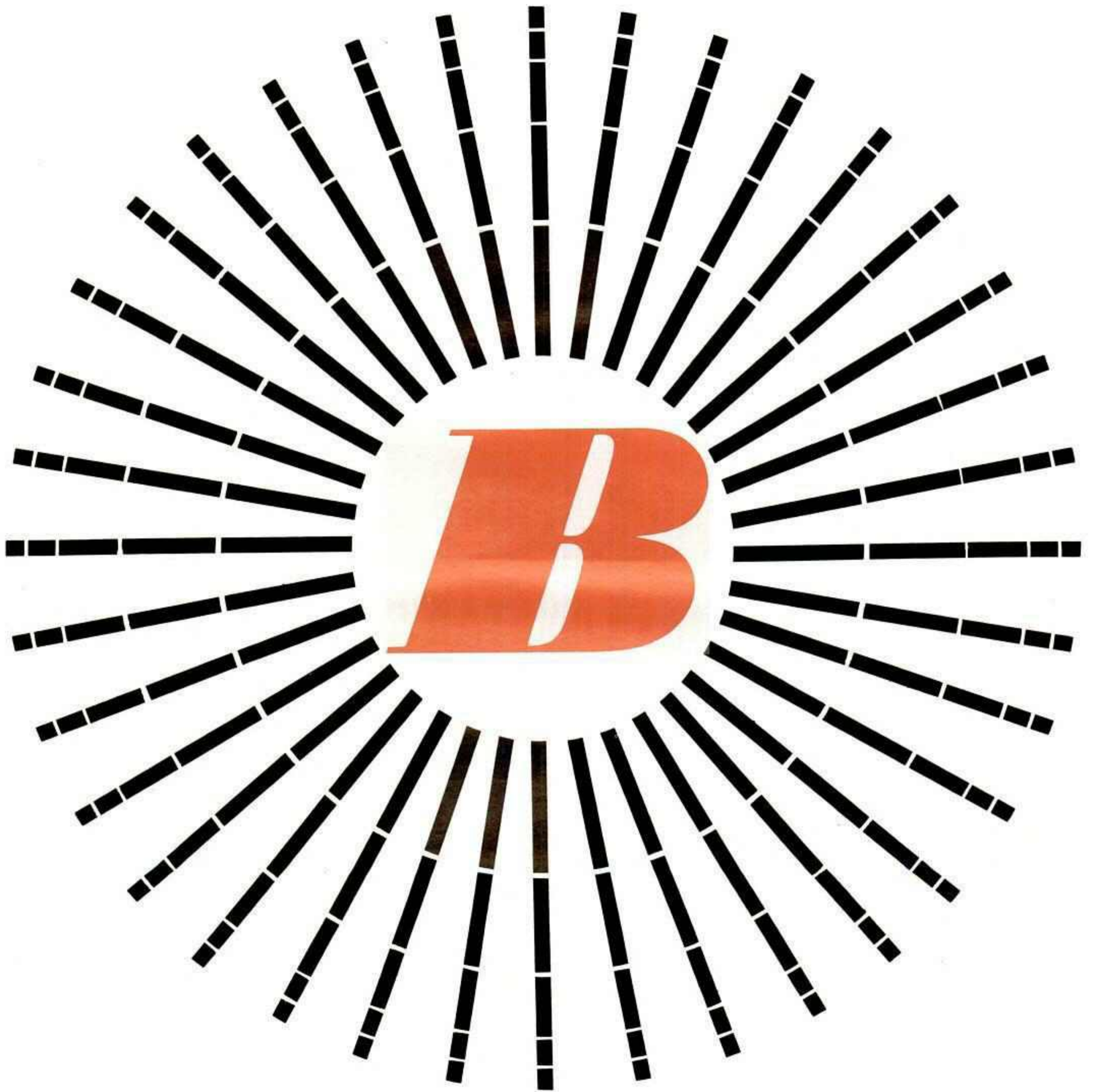
PLANETARY NOM DE MEXICO, S.A.

JUAREZ, MEXICO

**WELCOMES
LARRY FINLEY
AND NORTH AMERICAN LEISURE CORP.
TO THE
WONDERFUL WORLD OF MUSIC**

BIG SEVEN MUSIC CORPORATION

17 WEST 60th STREET, NEW YORK, NEW YORK 10023 (212) 582-4267



BELL Sound Studios, Inc.
and its subsidiaries

A & B Duplicators, Ltd.
Electro Sound, Inc.

are proud to convey their

Congratulations
and Best Wishes to

LARRY FINLEY and
NORTH AMERICAN
LEISURE CORP.

Bell Sound Studios is proud to announce its association with North American Leisure Corp. Bell Sound has based its reputation on service within this community of music reproduction. A & B, one of the largest and most complete duplicating facilities in the world, is capable of duplicating, packaging, and drop shipping your product with the utmost in quality, care, and efficiency. Our equipment is marketed under the name of Electro Sound, Inc. This is a prime vendor and manufacturer of professional audio equipment including high speed duplicating machinery and accessories.

BELL Sound Studios Inc./ 237 West 54th Street / New York, N.Y. 10019

Guess who they came to.



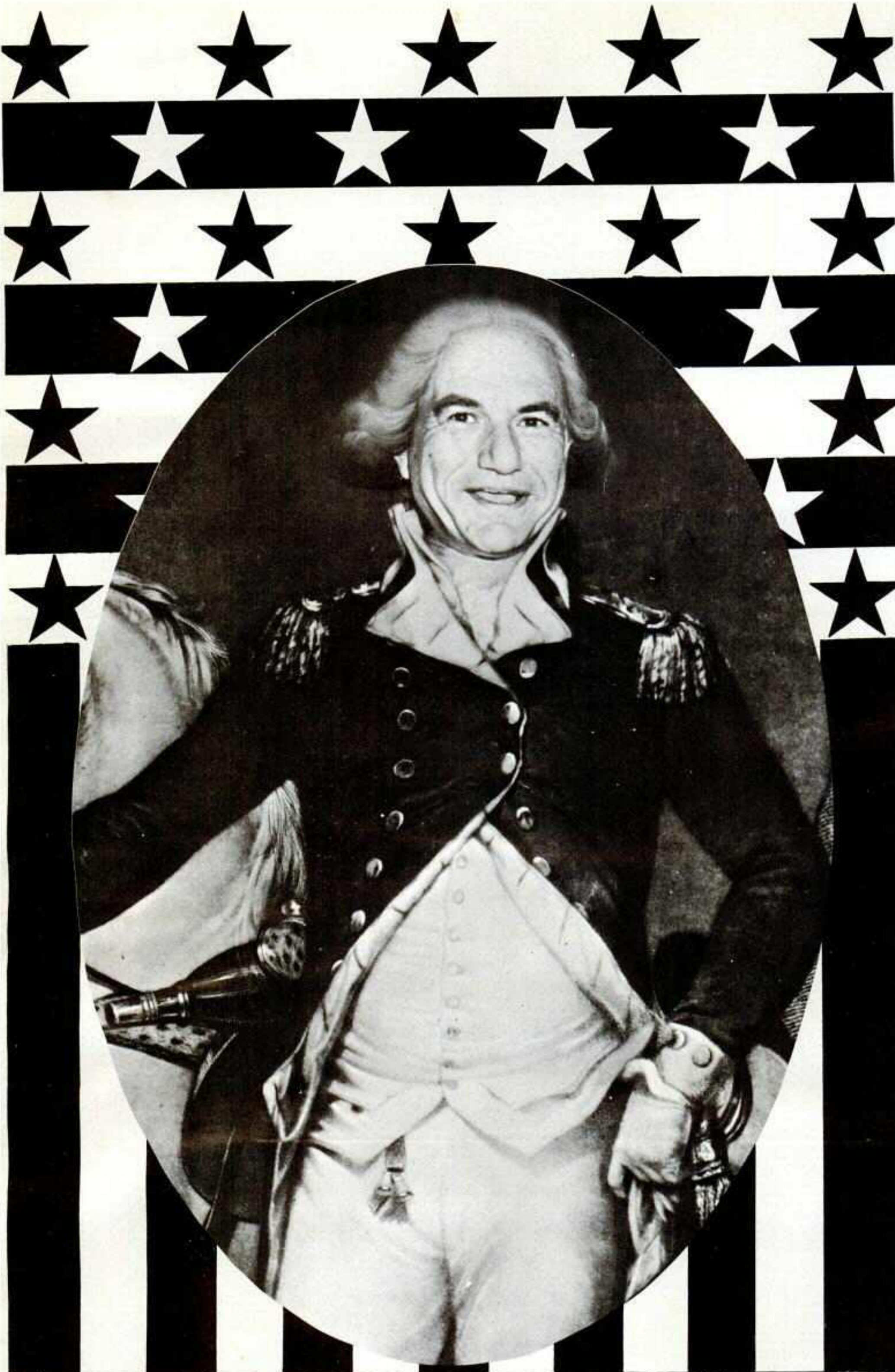
October 1, 1968: North American Leisure introduces the Super Stereo 8 and Super Quality Stereo, new dimensions in taped entertainment. For their tape packages, NAL found the best: cartridges and cassettes from Data Packaging Corporation.

Data Packaging Corporation
205 Broadway, Cambridge, Massachusetts
Tel. (617) 868-6200 TWX 710-320-0840
Manufacturers of precision-molded 4- and 8-track cartridges, EP and standard compact cassettes, and reels and cases for the computer industry.



U.S. & Foreign Patents applied for.

Copyrighted material



VOTE WITH CONFIDENCE

for

THE ALL (NORTH) AMERICAN (LEISURE) PRESIDENT!

GEORGE WASHINGTON FINLEY

"FIRST IN 8, FIRST IN 4,

FIRST IN THE CASSETTES OF HIS COUNTRYMEN."

FROM THE VOLUNTEERS FOR FINLEY COMMITTEE AT

CHANNEL MARKETING INC.

Manufacturers and Innovators of tape cartridge accessories

342 MADISON AVENUE • NEW YORK, N.Y. 10017 • (212) 682-2848

This column appeared in Billboard on July 24, 1965. It marked Larry Finley's launch into the Tape Cartridge industry . . . we thought you might enjoy reading it again . . . The rest, of course, is history.

TAPE CARTRIDGE TIPS

by *Larry Finley*

We'll be in from time to time with this column to keep you informed on the fast growing continuous loop cartridge tape business.

We're going to be covering all phases of the industry. Today's column is slanted directly toward you who are in the record business. We are in a position to bring you additional revenues at no initial cash outlay on your part for your catalogues.

* * * *

It's been a long time since "Mad Man" Muntz started producing automobile stereo sets, and a lot has happened since Earl's start.

Now, there are many other manufacturers and importers who are trying to fill the constant growing need for the automobile stereo units as well as the home and marine units.

Some very substantial firms are in the business today: Craig, Orrtronic, SJB, Automatic-Radio, Telepro, Auto-stereo, plus many others.

Motorola and Philco have announced production plans, and almost every major manufacturer of appliances will soon have sets on the market.

* * * *

Many in the industry felt that Bill Lear "muddied" the waters when he announced his eight-track principle. This did cause a great deal of confusion, but out of the confusion came something that is a tremendous lift for the industry . . . Ford's announcement that the Lear Cartridge Unit would be available as optional equipment in their 1966 line.

* * * *

We are not in the business of manufacturing or importing units. Our business is confined solely to the production of completed tape cartridges.

We admire and respect our competition, but we honestly feel our knowledge and experience enables us to offer a superior tape cartridge, beautifully packaged in a record company's own distinct four-color cover.

* * * *

If you would like to hear more about our new method of mastering (that makes each cartridge sound like an original master), about our packaging, merchandising and custom plan which enables you to supply your distributors, as well as have us handle sales in the automotive and electronic field, we would like to hear from you.

NAL CATALOG

Artist, Title	8-Track	Cassette	Open Reel	Artist, Title	8-Track	Cassette	Open Reel
BELL				Artist, Title			
The Box Tops—Nonstop	BE-86023	BE-66023		Eddie Palmieri—Champagne	LS-81165		
Merilee Rush—That Kind of Woman/ Angel of the Morning	BE-86020	BE-66020		Joe Cuba Presents the Velvet Voice of Jimmy Sabater	LS-81152		
The Box Tops—Cry Like a Baby	BE-86017	BE-66017		Eddie Palmieri—Azucar Pa' Ti	LS-81122		
The O'Jays—Back on Top	BE-86014	BE-66014		Joe Cuba Sextet—Vagabundeando!	LS-81112		
Glady Knight & the Pips—Tasties Hits	BE-86013	BE-66013		Johnny Colon—Move Over	LS-81014		
The Box Tops—The Letter/Neon Rainbow	BE-86011	BE-66011		Joey Pastrana—Joey	LS-81012		
James and Bobby Purify—The Pure Sound of the Purifys (including "I'm Your Puppet")	BE-86010	BE-66010		The TNT Band—TNT Dynamite	LS-81011		
More For Your Money	BE-86009	BE-66009		Lebron Brothers—Psychedelic Goes Latin	LS-81008		
James Carr—A Man Needs a Woman	BE-83002	BE-63002		Johnny Colon—Boogaloo '67	LS-81007		
BRAVO				Johnny Colon—Boogaloo Blues	LS-81004		
The Midnight Voices—This Guy's in Love With You	BV-85500	BV-65500	BV-35500	Joe Bataan—Riot	LS-80354		
CRESCENDO				Ray Barreto—Acid	LS-80346		
The Seeds—In Concert	CR-82043	CR-62043		Joe Battan—Subway Joe	LS-80345		
Les Baxter—Love Is Blue	CR-82042	CR-62042		Johnny Pacheco—Sabor Tipico	LS-80339		
Billy Strange—Railroad Man	CR-82041	CR-62041		Willie Colon—El Malo	LS-80337		
The Seeds—A Full Spoon of Seedy Blues	CR-82040	CR-62040		Orchestra Harlow—Gettin' Off-Bajandote	LS-80334		
The Seeds—Future	CR-82038	CR-62038		King Nando—Shing-A-Ling With King Nando	LS-80153		
The Best of Billy Strange	CR-82037	CR-62037		NEW VOICE			
The Seeds—A Web of Sound	CR-82033	CR-62033		Mitch Ryder Sings the Hits	NV-82005	NV-62005	
The Best of Joe & Eddie	CR-82032	CR-62032		All Mitch Ryder Hits	NV-82004	NV-62004	
The Seeds	CR-82023	CR-62023		PHILLY GROOVE			
The Many Splendored Guitars of Buddy Merrill	CR-85022	CR-65022		The Delfonics—La La Means I Love You	PG-81150	PG-61150	
Arthur Lyman—Cast Your Fate to the Wind	CR-80607	CR-60607		PLANTATION			
Arthur Lyman—Pearly Shells	CR-80606	CR-60606		Jeannie C. Riley—Harper Valley P.T.A.	PL-80001	PL-60001	PL-30001
Machito—The World's Greatest Latin Band	CR-80972			PROJECT 3			
DYNOVOICE				21 Trombones—Rock/Blues/Jazz		PJ-65024	PJ-35024
Bob Crewe Generation— Music to Watch Girls By	DV-89003	DV-69003		Enoch Light—The Best of Hollywood		PJ-35027	PJ-65027
FOUR CORNERS				Pearl Bailey—The Real Pearl		PJ-65022	
Raymond Lefevre—Soul Coaxing	FC-84244			The Enoch Light Singers—12 Smash Hits		PJ-65021	
Gunter Kallmann—Wish Me a Rainbow	FC-84235			Tony Mottola—Lush, Latin & Lovely		PJ-65020	
GAMBLE				Enoch Light—Film Fame		PJ-65013	PJ-35013
The Intruders—Cowboys to Girls	GB-85004	GB-65004	GB-35004	Bobby Hackett—That Midnight Touch		PJ-65006	
The Intruders Are Together	GB-85001	GB-65001		Enoch Light—Spanish Strings		PJ-65000	
KAPP				ROULETTE			
Introducing Pat Rolle	KP-83579			Sarah Vaughn—You're Mine, You			RL-32019
Howard Roberts—				Basie—Vaughn	RL-82018		RL-32018
Dream a Little Dream of Me	KP-83578			Basie—Eckstine, Inc.	RL-82017		RL-32017
Bert Bacharach Plays His Hits	KP-83577			Joe Williams—A Man Ain't Supposed to Cry	RL-82016		RL-32016
The Best of the Bloopers	KP-83576			Count Basie—The Kid From Redbank	RL-82015		RL-32015
The Hesitations—Solid Gold	KP-83574			Dinah Washington	RL-82014		RL-32014
Leroy Van Dyke—Lonesome Is	KP-83571			Lalo Schifrin—Laloe	RL-82013		RL-32013
Bob Wills—Time Changes Everything	KP-83569			Tommy James and the Shondells— Mony, Mony	RL-82012	RL-62012	RL-32012
Freddie Hart—Born a Fool	KP-83568			Count Basie—Fantail	RL-82009	RL-62009	RL-32009
Jack Jones—Curtain Time	KP-83566			Little Anthony and the Imperials— Forever Yours	RL-82007	RL-62007	
Silver Apples	KP-83562			The Best of Tommy James and the Shondells—Something Special!	RL-82005	RL-62005	
The Hesitations—Where We're At!	KP-83561			The Big Three featuring "Mama Cass" Elliot	RL-82000	RL-62000	
Jack Jones' Greatest Hits	KP-83559			SPEED			
Jack Jones—What the World Needs Now Is Love	KP-83551			The Moon People/Land of Love	SP-80103		
Roger Williams—More Than a Miracle	KP-83550			TENNESSEE SOUND			
Roger Williams—Amor	KP-83549			DP-20 Hits by Stars of Country Music, Volume 1	TS2-80101	TS2-60101	
Mel Tillis—Let Me talk to You	KP-83543			DP-20 Hits by Stars of Country Music, Volume 2	TS2-80102	TS2-60102	
Bob Wills—Here's That Man Again	KP-83542			DP-20 Hits by Stars of Country Music, Volume 3	TS2-80103	TS2-60103	
Jack Jones—Our Song	KP-83531			DP-20 Hits by Stars of Country Music, Volume 4	TS2-80104	TS2-60104	
Roger Williams—Great Golden Hits	KP-83530			DP-20 Hits by Stars of Country Music, Volume 5	TS2-80105	TS2-60105	
Roger Williams—Roger!	KP-83512			DP-20 Hits by Stars of Country Music, Volume 6	TS2-80106	TC2-60106	
Roger Williams—Born Free	KP-83501			DP-20 Hits by Stars of Country Music, Volume 7	TS2-80107	TS2-60107	
Jack Jones—The Impossible Dream	KP-83486			DP-20 Hits by Stars of Country Music, Volume 8	TS2-80108	TS2-60108	
Roger Williams—Academy Award Winners, Volume Two	KP-83483			DP-20 Hits by Stars of Country Music, Volume 9	TS2-80109	TS2-60109	
Roger Williams—Somewhere, My Love	KP-83470			DP-20 Hits by Stars of Country Music, Volume 10	TS2-80110	TS2-60110	
24 Fabulous Hits (Various Artists)	KP-83464			DP-20 Hits by Stars of Country Music, Volume 11	TS2-80111	TS2-60111	
Roger Williams—Academy Award Winners, Volume 1	KP-83406			DP-20 Hits by Stars of Country Music, Volume 12	TS2-80112	TS2-60112	
Music for French Horn and Orch.— James Stagliano	KP-83388			TETRAGRAMMATON			
Music for Recorder—Bernard Krainis Recorder Ensemble	KP-83385			Shades of Deep Purple	TG-80102	TG-60102	
Music for Trumpet and Orch.— Roger Voisin	KP-83380			Biff Rose—A Thorn in Mrs. Rose's Side Ivory	TG-80103 TG-80104		
Louis Armstrong—Hello, Dolly!	KP-83364			WHITE WHALE			
The Do-Re-Mi-Children's Chorus— On Top of Spaghetti	KP-83331			The Turtles Present— The Battle of the Bands	WW-87118	WW-67118	WW-37118
Freddy Martin—27 Great Waltzes	KP-83261			J.K. & Co.—Suddenly One Summer	WW-87117	WW-67117	WW-37117
Roger Williams' Greatest Hits	KP-83260			The Turtles' Golden Hits	WW-87115	WW-67115	
Man of La Mancha (Original Cast Recording)	KP-85505						
LATIN SOUL							
Ricardo Ray and Bobby Cruz— Los Durisimos	LS-88700						
La Lupe—La Lupe's Era	LS-81179						
Tito Puente—The King	LS-81172						

Special Label Sheds Light on NAL CARtridges

In order to provide product that is more identifiable, easier to handle and more attractive to the eye, North American Leisure Corp. has devised a number of unique packaging features for its product in both the NAL Super Stereo 8 cartridge, cassette and open reel lines.

The NAL cartridge is made of the most durable materials modern technology can provide. The unit is not boxed, but rather is shrink-wrapped so that original art, corresponding to the hit album, and all of the songs in the package can be viewed with ease.

A special feature is the special day-glo end tab. This is of special significance to both dealers and customers. The customer can easily read the title of the album while it is playing in his car unit, even at night, since the title strip on the end tab facing him is printed in luminous day-glo ink which can be read as easily in the darkened interior of the car as it can in broad daylight.

When the Super Stereo 8 cartridge is not in use, the tape is protected by a special sure-grip dust cap that keeps the recorded material from damage. This cap is specially fitted so that so that it will not work loose by itself.



NAL President Larry Finley and Project 3 topper Enoch Light are pictured reviewing the new Project 3 product being issued on NAL cassette and open reel configurations. Among the Project 3 product being issued by NAL are 21 Trombones, Pearl Bailey, Tony Mattola, Bobby Hackett and Enoch Light's performances.

"Better Mousetrap" Cues NAL Rise

At the core of the formation of North American Leisure Corp. was the explicit need for quicker and more efficient service to distributors of new tape product. For that reason, Larry Finley, president of NAL, has built the company's initial operation around the best service in the industry to distributors.

In creating the "better service" idea, the company's sales and production departments have come up with a number of rather unique features offered by no other tape supplier in the business.

First and of paramount importance is the company's policy of filling at least 90 per cent of any distributor's order within 48 hours. This means that within two days time, the distributor in the field can expect his badly needed order to come rolling into his warehouse. Not only is NAL making this statement, but the firm is backing up its policy with a guarantee. The company is willing to give 5 per cent of the dollar order free to any distributor who does not receive at least 90 per cent of his order shipped within 48 hours from receipt of the order at the NAL offices in New York City.

Another unusual feature of the North American "better service" plan is the installation of an incoming WATS line. This means that a distributor, at no charge to himself, get instant communication with the NAL sales department by just picking up the phone and dialing 800-221-7270. Incoming WATS is something brand new that the Bell system has been installing around the country and the North American installation is one of the first to be operational in New York area.

The company has also instituted a policy of prepaid shipments to any location 950 truck miles from New York City. Shipments outside this area will be sent by prepaid deferred air freight if the order is 100 pounds or more.

Still another portion of the better service plan is the creation of a permanent hospitality suite where distributors can not only rest their weary bones, but get all kinds of personal services on a 24-hour basis. At the "Leisure Suite," as it is known, a staff is on hand where distributors can phone in advance to secure hotel rooms, theater tickets and even baby sitters for themselves and for their dealers. The idea is to be as helpful as possible while the distributor is visiting New York.

Acceptance of NAL's initial better service plan has been enthusiastically greeted by distributors around the country, and it is believed that further steps in the implementation of more rapid sales communication will be instituted as quickly as equipment can be found.

EDP Speeds NAL Service

With electronic data processing playing a more and more significant role in the merchandising of albums and tape product in the music industry, North American Leisure Corp. vice president in charge of production Bill Bishop, has created a 10-character alpha-numeric coding system that may be of help to distributors and retailers in their inventory control and sales logging chores.

The 10-position system works in such a way that NAL product is coded according to licensor, number of LP's in the original package, price, configuration and original catalog number used by the record company.

In explaining the system, Bishop took as an example the new NAL/Super Stereo 8 cartridge PL006-80001, Plantation's "Harper Valley P.T.A.," by Jeannie C. Riley. The first two characters PL refer to the name of the licensing label. The third character, 0 in this case,

refers to the number of LP's in the package. Zero in this case applies to a standard package, equal to one LP. Two would indicate a double play, equal in time to the contents of two LP's, and three would indicate three LP's, etc. The fourth and fifth characters—in this case 06—indicate the suggested retail price \$6.95. The five characters on the right hand side of the dash begin with the configuration of the album. In this case 8 for Super Stereo 8 track, the digit 4 would indicate a four-track; numeral 6 indicates cassette; 3 means 3 3/4 i.p.s., open reel and 7 indicates 7 1/2 i.p.s., open reel.

The final four digits are picked up from the corresponding stereo LP number. In this case Plantations' catalog number 0001.

This combination of letter and digit coding will be applied to all current and future NAL releases with modifications where needed.



North American Leisure Corp. has special cassette racks for counter display and merchandising. The racks come in two types: a 20-cassette rack unit and another that holds 30 tapes. These two cassette displays come pre-packed with product geared to sell in specific areas of the country.

The cassette pre-paks have been conveniently pre-packaged and pre-programmed to sell in given markets. Individual pre-paks are available for six different regions of the



country, the Southeast, the South Central, Northeast, Northwest and West Coast areas.

The individual pre-paks are filled with music specifically designed to please regional audiences with their favorite artists and their favorite kind of music. "Tennessee Sound Series" for instance would strategically be distributed throughout the Southeast, South Central and Southwest, but actually would sell in almost any market that has an affinity for the country music sound.

Blank CARtridges Planned

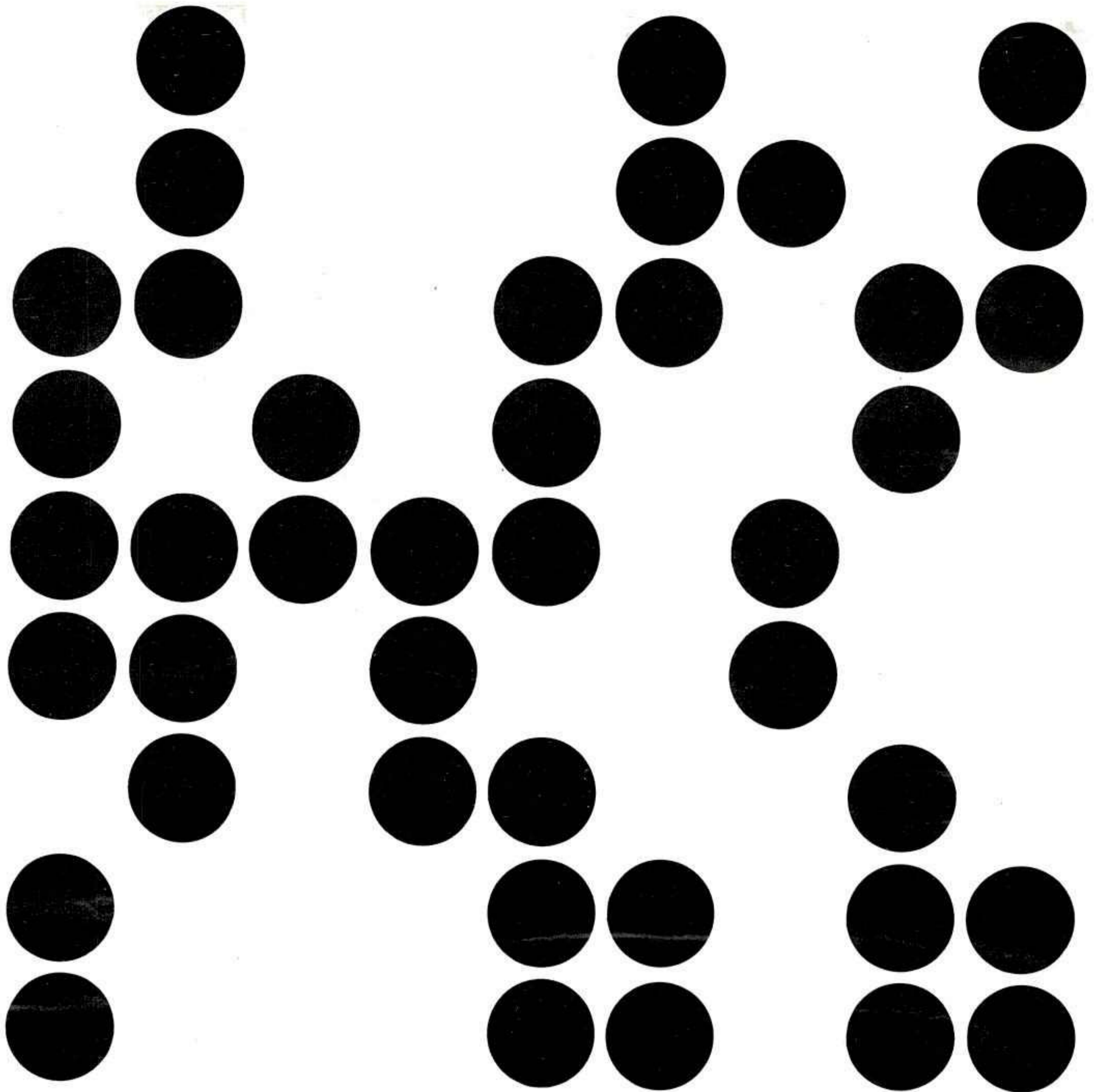
In addition to its growing line of hit pre-recorded tape product on its Super Stereo 8 cartridge, cassette and open reel lines, North American Leisure will soon introduce blank tape cassettes on which the consumer may record his own voice, his favorite records or other spoken word items.

The addition of blank tape cassettes to the NAL product line reflects the growing importance cassette equipment with recording as well as playback facilities is having upon the market.

NAL blank cassette tape products will be of the finest quality with faultless operation and maximum recording time features.

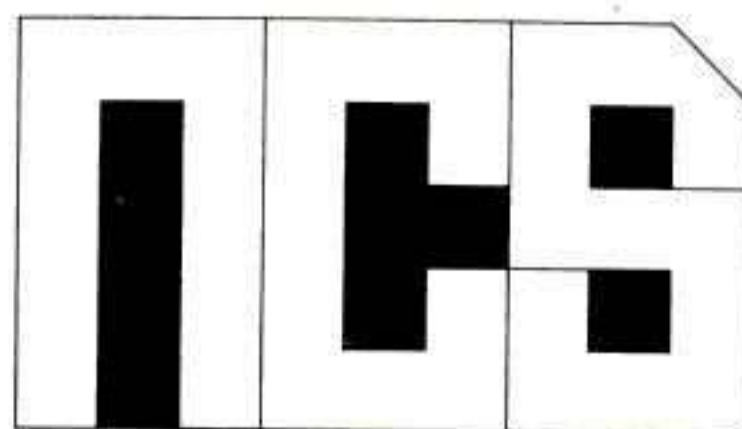
90 in 48—Or Else

In order to underline the importance North American Leisure Corporation places on speedily and efficiently filling orders, the company has instituted a policy of filling 90 per cent of any distributor request for merchandise within 48 hours of the receipt of the order. And the company is willing to back this policy up by offering to give 5 per cent of the dollar order free if an order is not filled within the 48-hour time period.



National Computer Services Corp.

**Complete
Data Processing
Services.**



**440 Park Avenue South
New York, N.Y. 10016
(212) 889-5010**

*We're all going to enjoy
more "leisure time" . . .
thanks to Larry*



**Good luck to
North American Leisure
from Tape Distributors
of America**



Tda

1509 S. Michigan Ave.
Chicago 60605



DISTRIBUTING COMPANY

Call (717) 761-2805 Collect for Service



DISTRIBUTES—NAL

AUTO & HOME CARTRIDGE PLAYERS . . .

Lear Jet • Borg Warner • RCA Victor

**MOST COMPLETE SELECTION OF
TAPES IN THE AREA**

D & H Distributing Company can completely merchandise your tape department. We will supply the tape racks and merchandising displays . . . pre-price all the merchandise . . . prepare the advertising displays . . . supply all the fixtures . . . give you 100% EXCHANGE PRIVILEGES . . . in short, we will take the inconvenience out of your tape department and let **you** make more profits.

IF YOU ARE LOCATED IN ANY OF THESE AREAS CALL US NOW . . .

**PENNSYLVANIA • MARYLAND • VIRGINIA
W. VIRGINIA • DELAWARE**

HIT RECORDS



**We
rack
only**

HOT

**Sellers
So You
can't get
Burnt**

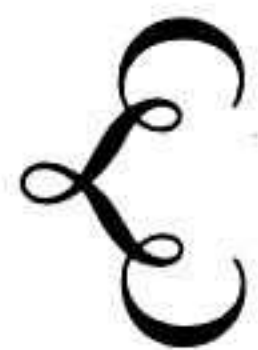
Revolving inventory kept current with weekly service from our fleet of trucks. And now, we add NAL Tapes to your profit picture.

HIT RECORDS, INC.

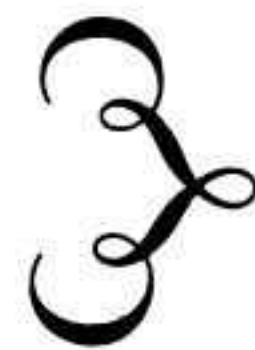
10614 S. Mackinaw
Chicago, Ill. 60617
(312) 734-2244

SELECTED

TAPE & RECORD CO.



*congratulations
to our good friend*



LARRY FINLEY

Complete Tape Cartridge and Record Programs for National Chains

for complete details please call us collect, our
WATS line and national sales organization is
always at your service.

SELECTED TAPE & RECORD CO.

Main Office: 120 King St.

Elk Grove Village, Ill. 60007

(312) 439-9200

**Bernie Block & Mel Albert
and the entire staff of
Empire State Record Sales
wish Larry Finley and NAL
"Congratulations
and Continued Success"**

EMPIRE STATE RECORD SALES CORP.

10-29 46th Road, Long Island City, N.Y. (212) EMpire 1-2700

Empire State has a better idea



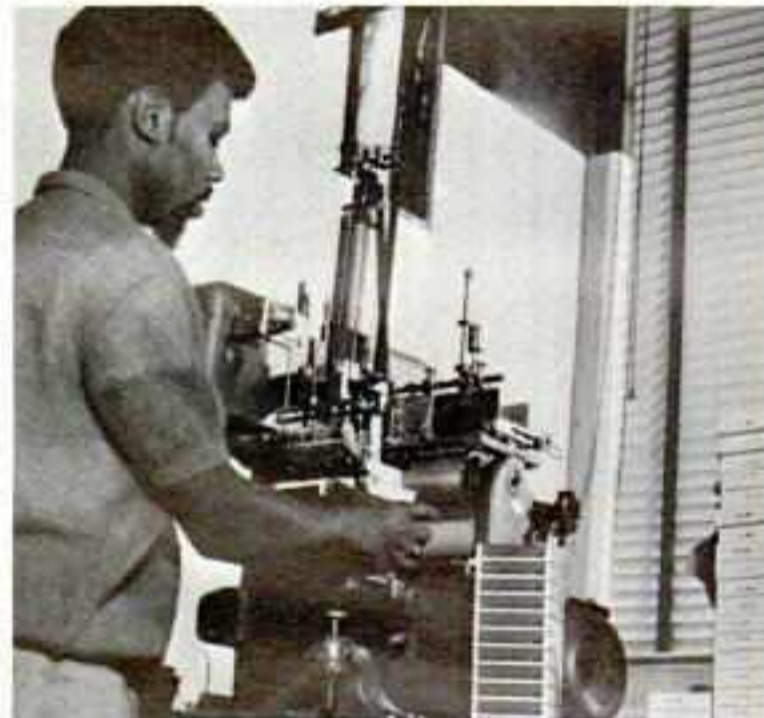
A&B Duplicators master playback rolls tape for duplication on 10 slave units. A continuous loop master unit is utilized regardless of configuration.



Pictured above is a closeup of the winding process as it is done on A&B's automatic unit.



Quality control checks for defects on all tapes produced by A&B Duplicators, Ltd.



One of four machines, this automatic labeler has a capacity of 6,000 labels per shift.

A&B Exclusive NAL Duplicators

Exclusive duplicators for North American Leisure product at the present time is A&B Duplicators, Ltd. of New York City. Under the direction of Al Weintraub, president of Bell Sound, and Matty Polakoff, general manager of A&B Duplicators, Ltd., the company is currently turning out all of the product being released under the NAL ensign.

NAL Super Stereo 8 track cartridge, cassette and reel-to-reel tape merchandise is produced under the most stringent quality control at the A&B plant. This plant is a 17,000 square-foot complex with a capacity of 18,000 8-track cartridges per eight-hour shift and 9,000 for 4-track and cassette.

A&B employs a minimum of 60 workers on various shifts. The company has a facility that is composed of two separate duplicating facilities. Each facility consists of one master and ten slaves which function throughout the day.

Stereo Dept. Handles Equipment

By EARL PAIGE

Tape CARtridge and phonograph playback equipment are becoming so important that large mass merchandisers such as Zayre's and K-Mart are setting up complete stereo departments. Such departments, according to Morton Ohren, will end the confusion of whether CARtridges should be handled in the record department, the audio section, "or out where they sell tires."

In viewing this newest merchandising development, Ohren, who heads Tape Distributors of America, indicated that tape CARtridges will remain with automotive equipment in these stereo centers. Such centers will not carry records, which are usually racked in a separate area by a different rack jobber.

Ohren said the automotive account probably does 50 per cent of the total tape business right now—of this, 80 per cent is 8-track. "But there is such a proliferation of accounts that it is becoming difficult to break out areas of merchandising into types of stores."

"There's a novelty store at the

corner of Randolph and State in Chicago doing a terrific job in 4, 8-track and cassettes. This store sells all types of novelties. How would you classify this kind of account?"

Categories

Ohren breaks down the market into four basic categories: automotive, installation centers, electronic stores and record stores or departments.

He is servicing two types of automotive stores. Installation centers such as Tape City, the type of outlet that handles nothing but tapes, account for 20 per cent. Electronic stores account for 10 per cent and record stores account for 20 per cent, according to Ohren.

Ohren's view of the possibilities of the automotive end of the business is summed up in the word "infinite," since he guesses that only 10 per cent of these outlets are now carrying tape. In Illinois, for example, Ohren has 150 different accounts.

Ohren said Tape Distributors of America got into the automo-

tive field "by mistake." Prior to our entry into automotive accounts last year, I was on a soapbox trying to get record dealers into tape CARtridges. Finally I went after the automotive business.

Describing two basic types of automotive accounts, Ohren said, "One is the mass merchandiser, the 100,000-square-foot outlet like Zayre's or K-Mart. The other is the Western Tire type of outlet, strictly automotive."

"When we went into automotive accounts we made one mistake and so did our accounts—we approached them like a one-stop. If one of the clerks liked Johnny Horton, for example, the stock became top-heavy with Johnny Horton. We had problems."

"Finally we decided these accounts had to be racked. This is the way we do it, we have a carte blanche. We put in from 120 to 500 tapes, running right across every music category. The pieces are ticketed and color coded by month. We issue a re-

call list once a month and know exactly where we're at all the time.

Ohren said all his automotive accounts handle the physical aspects of the inventory. "We rack from here in Chicago. We have five WATS lines and ship the product into the store."

Tape Distributors of America have a number of national representatives covering the country, Ohren said, "But these are account openers, they do not service the accounts once they're established. Basically, these are manufacturer reps who work with chain store buyers."

Ohren said pilferage was no particular problem in automotive type accounts because most merchandise is "under glass. Pilferage," he said, "depends on the type of outlet. If you're talking about a small store with close supervision, you can have tapes out in the open. The mass merchandiser must use cases."

Display is another problem, he said. "Too often, product is displayed helter skelter. The best

way is to maintain displays according to music category.

Ohren said automotive accounts are moving 80 per cent 8-track and 20 per cent 4-track. "There is no cassette business in the automotive field yet and there won't be until the cassette hardware is out there," he said.

"As far as 4-track, it depends on the area. St. Louis is a strong 4-track market. So is the Southeast, the Southwest, Oklahoma and Texas. But up in Michigan they don't even know about 4-track."

Stores now setting up complete stereo sections," he said, will probably double their present inventory of tapes. "These stereo departments will consist of car radios, tape playback equipment, car record players, phonographs for the home and tapes."

"One typical store that just set up its stereo department recently had been carrying 250 tapes. They increased this by another 250 pieces."

Congratulations Larry Finley!

NAL

is sure to be a Leader



Pearl Bailey and Enoch Light listen to her new Project 3 cassette.

Project ³ Total Sound Stereo repertoire is available on **NAL cassettes and reel-to-reel tape.**

Listen to Project 3 Total Sound...you may never again be satisfied with any other recorded sound

Racks Faced With Triple-Pronged Dilemma

Choosing the proper department, type of display and depth of stock are the three areas where tape CAR-tridge rack jobbers face agonizing dilemmas. This is the view of Pete Stocke, Taylor Electric here, a firm that entered tape cartridges at the very onset.

The three dilemmas:

- Merchandising tape cartridges in the auto accessory section as against handling them in the record department. (Stocke said where he has a choice, the record department is the answer.)

- Displaying tape cartridges in locked as against unlocked cases (Stocke said Taylor Electric still favors the "under glass" display).

- Servicing departments with a full inventory, which usually means including marginal sellers, as against leaving empty spaces and stocking cream, chart items. (Stocke leans toward handling the hotter items and is currently experimenting with a Billboard Top-Seller inventory list.)

4 Types of Outlets

Through its subsidiary firm, Record City, Taylor Electric is racking four types of outlets: the mass merchandiser Zayres type of store; the department store, such as Gimbels-Schusters; the "Tape City" type of outlet; and record shops.

Stocke, and his right-hand man, Don Bergmann, who is responsible for tape playback sales as well as pre-recorded tapes, indicated that the exclusive Tape City outlet ranks at the top. Next is the record shop and running third and fourth are the mass merchandisers and department stores.

"The free standing rack in a store is not the answer," Stocke said, "There are a lot of multiple sales when you have competent clerks with a knowledge of music handling the customers on a personal basis. This is why the Tape City accounts and the record stores are doing the job.

Stocke said the problem with the mass merchandiser usually hinges on merchandising philosophy. "So many stores still feel tape cartridges belong with the auto accessories. This is wrong," he said. "Because we're talking about recorded music, even though it is on an endless loop cartridge.

The problem in department stores, according to Stocke, centers on allocation of inventory. "Getting a department store to allocate \$4,000 for tape cartridges is like an act of Congress. This type of account is still pussyfooting.

800 Pieces

Stocke said the normal inventory in a Zayres type of store will run 800 pieces; in the department store he usually stocks between 250 and 300 pieces. "The department store in a good shopping center will often increase this rapidly if they're getting action," he said.

In percentage of configuration sales, Stocke said 8-track is running 90 per cent, cassettes, 2.5 per cent; 4-track, 2.2 and the balance will be reel-to-reel.

Taylor Electric is shipping its tapes in to the stores, using a tagging method and following this up with a man using what Stocke calls "the eyeball technique." He said, "Our men who service the accounts aren't delivery men or truck drivers, they're salesmen. Their job is to follow up the shipping and analyze what the store needs to do.

"The biggest problem is whether to keep the cases full or only go with 200 of the top-selling titles. With deliveries from duplicators running less than 50 per cent, this is a real challenge. If we get static from buyers because the cases are empty, we have to fill with marginal seller.

In terms of display, Stocke favors running inventories by music category. "We are experimenting with another system, though, using an approach centered on Billboard's Hot 100."

"All this is evolving because the real job in tape cartridges is going to be done by record-minded people. I've yet to find many playback unit salesmen getting excited about helping a customer find a tape cartridge.

"There is no question but that where you have a choice between handling tape in a record department as against the auto accessory section, the record department wins out.

Display Case Design

Taylor has just completed the design of its third generation display case. "Our first one was really comical. When you think back to that time," Stocke said.

"It held 150 pieces and had a grill on the front that locked at the bottom.

"Our second case featured sliding glass doors and individual slots for each tape. This proved very expensive.

"We're now selling a case that can be adapted for hanging on the wall, free standing or used on a counter. It holds 260 full-size tape cartridges. One section can be converted for cassettes, using a spring attachment. There are two tiers at the bottom that will accommodate reel-to-reel tape packages.

"The bottom row is at such a height conducive to merchandising. Too many cases have been designed to go all the way to the floor. People just won't browse below a waist-level height."

Stocke said Taylor Electric handles Lear, Borge-Warner, RCA and some Tenna playback equipment. "We're also handling Norelco cassette players.

"We went into cassettes last fall and it has been growing."

Reel Market

Stocke said Taylor Electric hasn't been big in reel-to-reel but that this part of the tape market had picked up. "I think there will always be a market for reel-to-reel but that it will never be a mass-merchandising product."

With exclusive Tape City types of accounts and record shops doing the best job with tape cartridges, Stocke said that mass merchandisers and department stores will pick up fast "when they realize tape cartridges have to be merchandised like records.

"The ideal plan is to have the bulk of the tape cartridge stock with the records and just show a limited number of cartridges with the playback equipment.

"We have one store that does this. In the playback equipment department they have a Herb Alpert pre-pack, or maybe a \$4.95 Camden assortment. Then they refer customers to the record section for a more complete selection."

Through its Record City subsidiary, which was formed in 1958, Taylor Electric has established several Tape City types of stores and is servicing a great number of record shops.

NAL Is Cornerstone of Omega Equities' Broad Move Into the Leisure-Time Entertainment Market

By JERRY TENNEY
President, Omega Equities Corp.

Omega Equities is a company that is first and most importantly considering the future in building its holdings of participating companies. Future and diversification stand as the two key words to success in industry today, and Omega is seeing to it that both these economic virtues are placed as paramount considerations in making acquisitions.

So far, Omega has acquired companies in the men's clothing, knitted sports wear, technological fields, oceanography, and the company has also acquired real estate. In addition, Omega Equities Corporation has begun a series of moves in the entertainment and leisure-time fields. The cornerstone on which the Omega Equities Corporation will build its entertainment and leisure-time complex is Larry Finley's North American Leisure Corp.

Music, of course, is the backbone of today's—and even more importantly, tomorrow's—entertainment business. More contemporary super stars are made through the music and phonograph record avenue than in any other way.

In NAL I believe Omega Equities Corporation has not only a solid and aggressive subsidiary in the tape cartridge, cassette and reel-to-reel field, but the cornerstone for an entire complex of companies encompassing all forms of media for the future. Under the able leadership of Larry Finley, I believe NAL will move into a commanding position in its own tape and associated fields, and then branch out surprisingly into a wide variety of endeavors never considered by most record-tape businessmen.

Tape is really the perfect departure point for Omega's entertainment wing, for tape and products associated with tape are the music reproduction industry of the future. The phonograph record will always be its unique self and it will always hold an important position in the music industry, but tape is the volatile and rewarding technology of tomorrow's music and entertainment business.

But technological developments and hardware are only part of the story. Human resources and creative output are of prime importance. It was with this in mind the Omega Equities Corporation set about acquiring record labels and music publishing houses. These two areas are all essential to feed a first class entertainment complex. So far we have contracted to acquire the Roulette label, with its Big Seven publishing subsidiary and we have acquired Robert Mellin Music, Inc., and its associated firms. And we are negotiating for still more record and music publishing operations of worth. We realize that it is through these types of acquisitions that we will begin to build the necessary catalogues of material and performances that will provide the raw material for our ventures in the entertainment business.

In the months and years to come, North America Leisure is going to be considered one of the most influential entertainment producers in the country. With the knowledge and dynamic strength of Larry Finley leading NAL, we at Omega are sure that leisure time will prove a most profitable time for Omega Equities Corp.

Tape Keys Bigelow's \$6-Mil. Sales

A close-knit family operation, built on a philosophy of service, has produced handsome dividends for Bigelow sales, located in Burnsville, a suburb of Minneapolis.

The company, headed by president Don Bigelow, started in August 1964 as a record business. Its only facility was a garage. Six months later, the rack job operation moved to a 1,000-square-foot building, which was enlarged to 2,000 square feet within another six months.

"Four months later in January of 1966, we bought a second warehouse," said Bigelow. "At that time, we did \$1 million a year in sales and then added tape. Our company was one of the first to enter the tape field.

"We moved to our current address of 22,000 square feet this past July. Last year at this time, we served 17 States and now we are serving 36. Our projected 1968 sales total \$6 million."

Other officers of the company are Bigelow's wife and two sons. Bob Bigelow serves as vice-president and sales manager; Niles Bigelow, secretary and purchasing agent, and Mildred Bigelow, treasurer and head of the accounting department. The company employs 27 persons.

"Our business was primarily built on service," said Bigelow, "and we're trying to keep it that way. We have a ticket system which has our customers tear off one half of the ticket and send it back to us. This way we can effectively keep the inventory up to date.

"Every four to five weeks, one of our route salesmen goes into a location to straighten racks and replace old merchandise. We are very fussy about getting the newest releases to the stores. This not only bolsters sales but establishes good will."

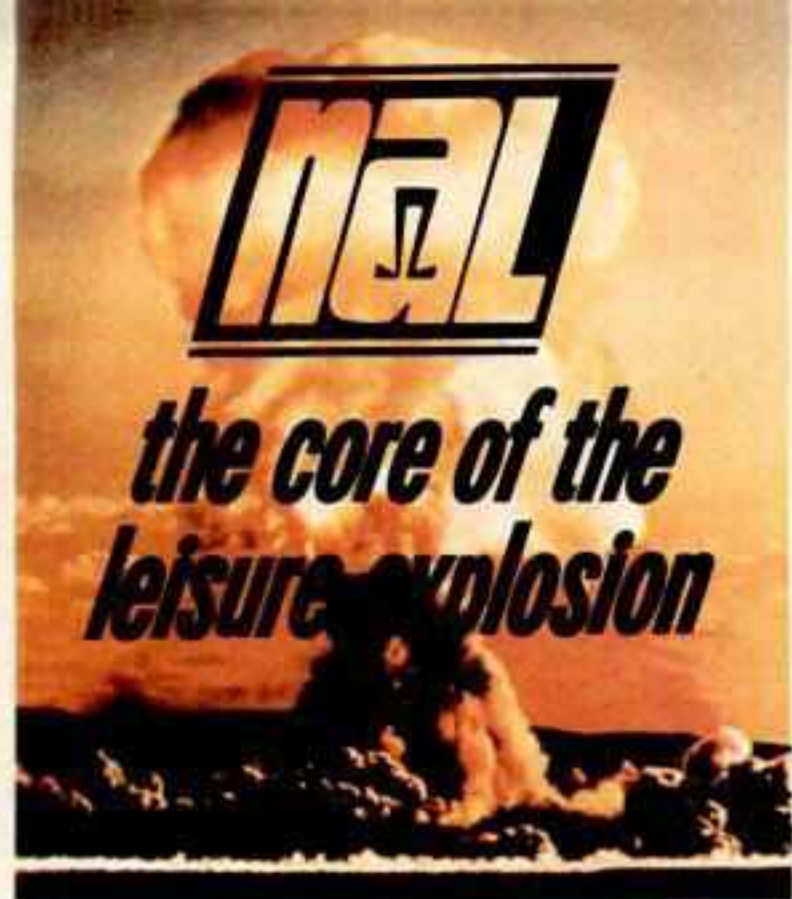


NAL

the core of the leisure explosion

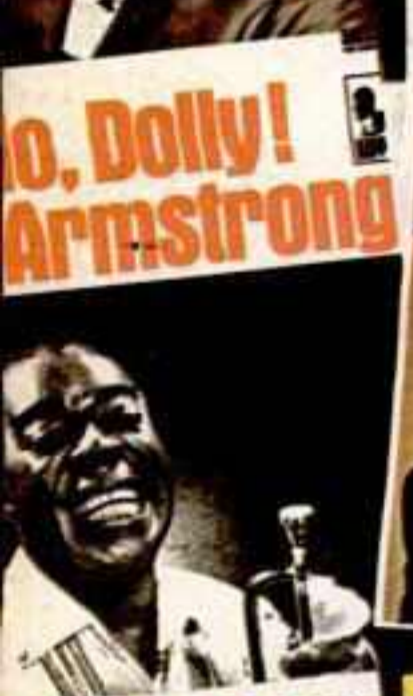
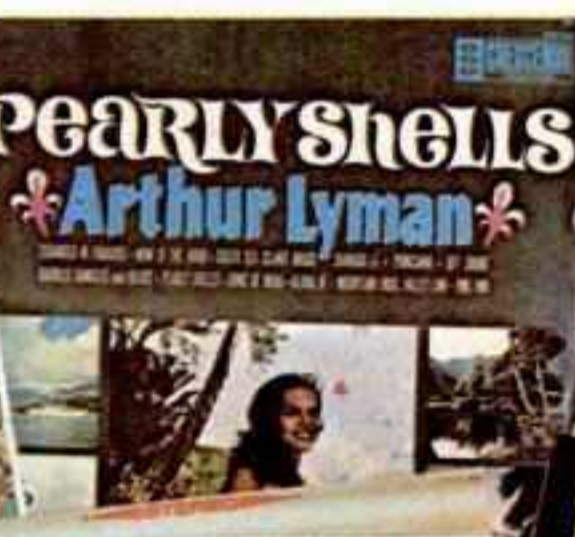
- HIT LABELS
- HIT ARTISTS
- FINEST SOUND ON TAPE
- 30-DAY CONSUMER WARRANTY
- MOST DURABLE PACKAGING
- GUARANTEED 48-HOUR DELIVERY
- ORDERS PLACED ON INCOMING WATS...FREE!
- EXCLUSIVE TWIN-PAK GIVES TWICE THE MUSIC AT SINGLE CARTRIDGE PRICE

the tape division of
North American Leisure Corporation
a subsidiary of Omega Equities Corporation



TAPE: THE F THAT WILL ROCK TH

SUPER STEREO 8-CAS



North American Leisure Corporation was formed by Larry Finley as the beginning of a total entertainment complex. With the financial support of the Omega Equities Corporation of which NAL is a subsidiary, Finley is building a company with branches that will soon dip into all phases of leisure time activity: tape, records, television, radio, motion pictures, the audio/visual crafts, the educational field, background music, video tape, and all types of audio and video reproduction equipment.



FIRST STAGE IN A CHAIN REACTION THE ENTERTAINMENT INDUSTRY! SETTLES-REEL TO REEL

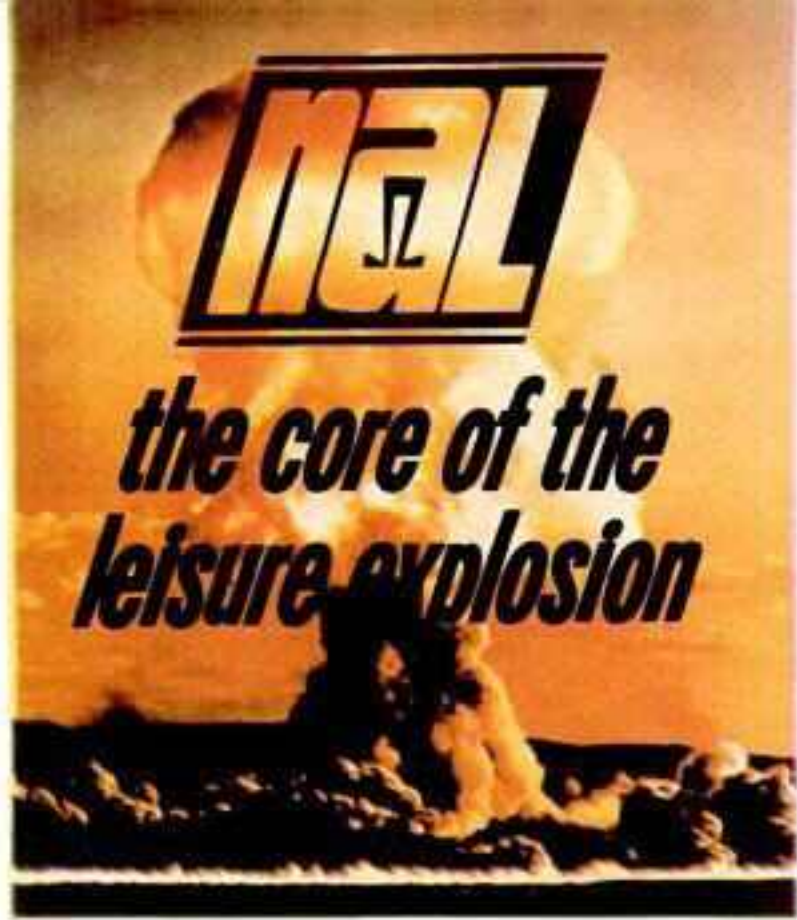


SUPER STEREO 8

NAL explodes on the leisure time market with a complete line of 8-track, cartridge, cassette and reel-to-reel products. Leading the line is the NAL Super Stereo 8 tape cartridge that is acknowledged to be the finest quality cartridge in the industry today.

...and as Larry says: "we're selling tons of tape!"





SECOND STAG

THAT WILL REVOLUTIO

SUPER STEREO 8

TWIN-PAK

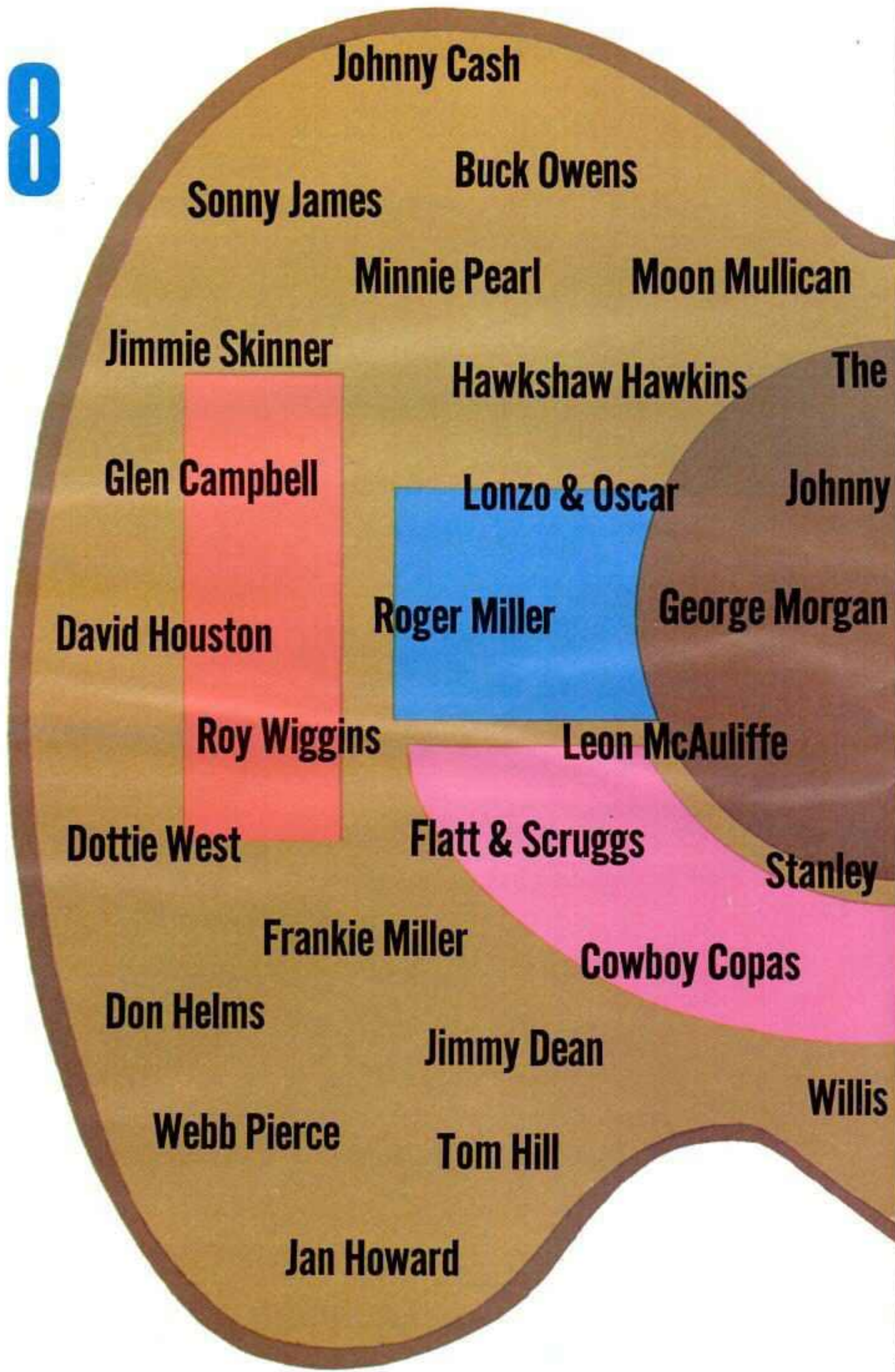
AT THE PRICE OF THE SINGLE CARTRIDGE

Featuring the



THE WORLD'S GREATEST

COUNTRY & WESTERN ARTISTS





A BURST OF INNOVATIONS

NIZE MODERN MARKETING

Pee Wee King

Dave Dudley **George Jones**

Stonemans **Red Sovine**

Bond **Roy Drusky** **Faron Young**

Patsy Cline **Justin Tubb**

George Riddle **Joe Maphis**

Brothers **Kenny Roberts**

Charlie Walker **Reno & Smiley**

Brothers **T. Texas Tyler**

Archie Campbell

THE TENNESSEE SOUND SERIES

Great current & immortal country & western all stars in their most famous hit performances...

Boots Randolph with Jimmy Henderson

Benny Martin **Wayne Raney**

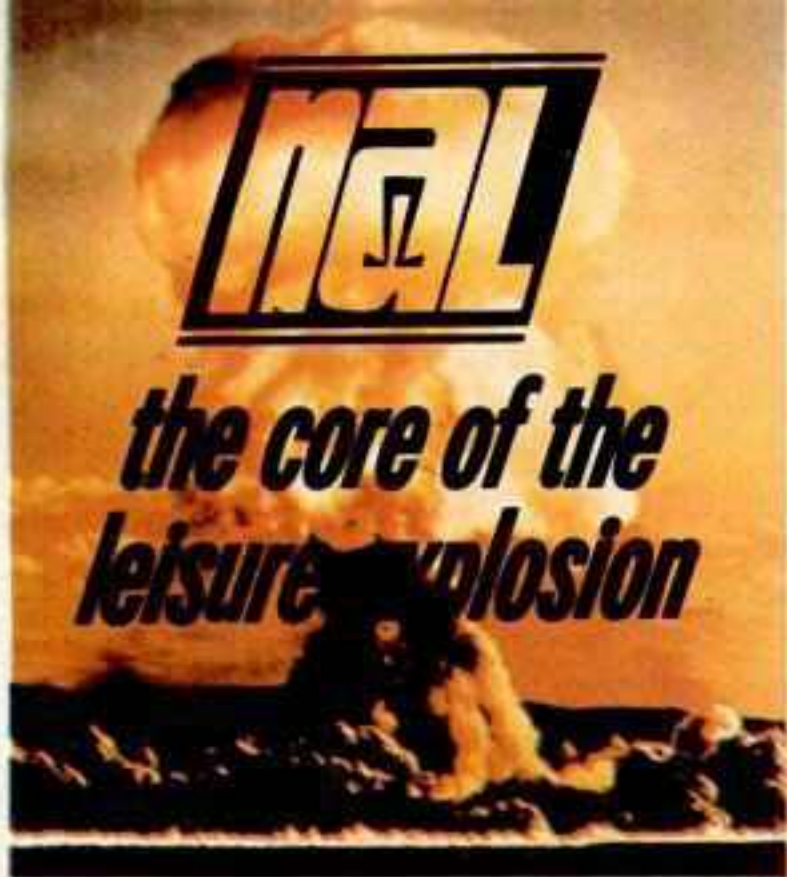
Arthur Smith
and dozens more...

Charlie Walker



ONLY FROM NAL!

Twelve volumes sold as single cartridges or in the "Tennessee Sound" Series Pre-Pak. A colorful self merchandiser perfect for counter locations.



THIRD STAGE: AN EXPLOSION OF MERCHANDISING AIDS



THE KIND OF MERCHANDISING DISPLAYS AND SERVICES THAT HELP YOU SELL THESE HIT LABELS



These two great cassette displays with regional pre-pak product geared and guaranteed to sell in your area... regional hits specially selected to score in six areas: Southeast... South Central... Southwest... Northeast... Northwest and West Coast.



... AND THE KIND OF COMMUNICATION SERVICES THAT SPEED YOUR ORDERS TO US... OUR HIT PRODUCT TO YOU!

- ★ Incoming Wats just Dial 800-221-7270, FREE OF CHARGE!... and place your order. Dealers: phone us and we'll give you the name of the distributor nearest your store who can give you the NAL merchandise you need when you want it!
- ★ 48-hour delivery guaranteed to distributors.



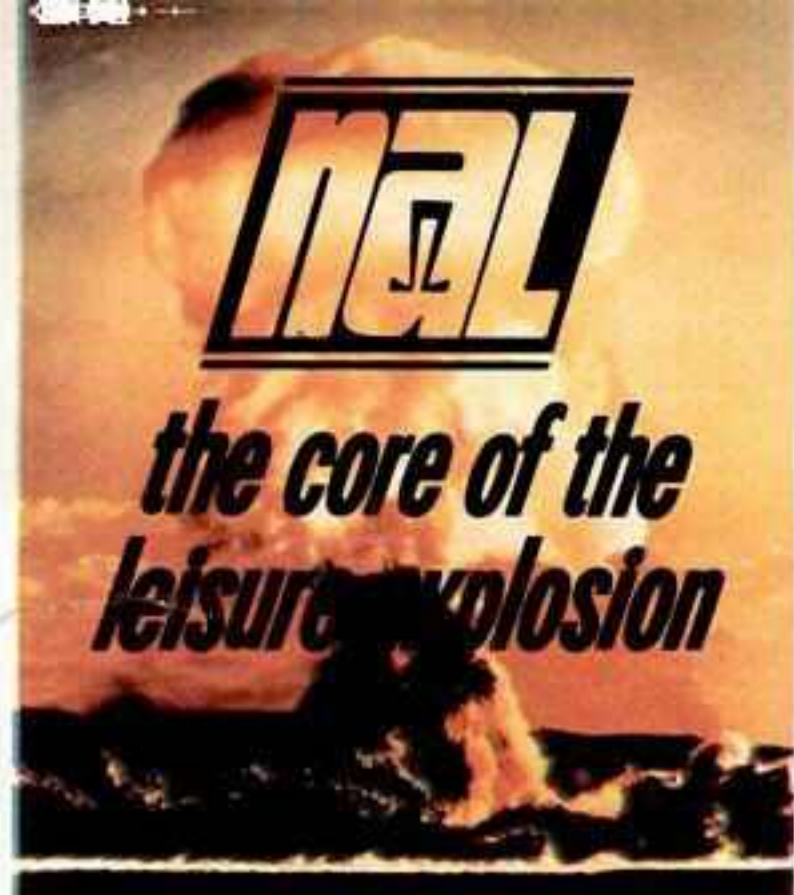
TAPE CARTRIDGE & CASSETTE HEAD CLEANER

a great self-merchandising display unit that contains individually packaged head cleaners for cartridge and cassettes which protect valuable tapes insures best reproduction. Adds many years of life to cartridges and cassettes.



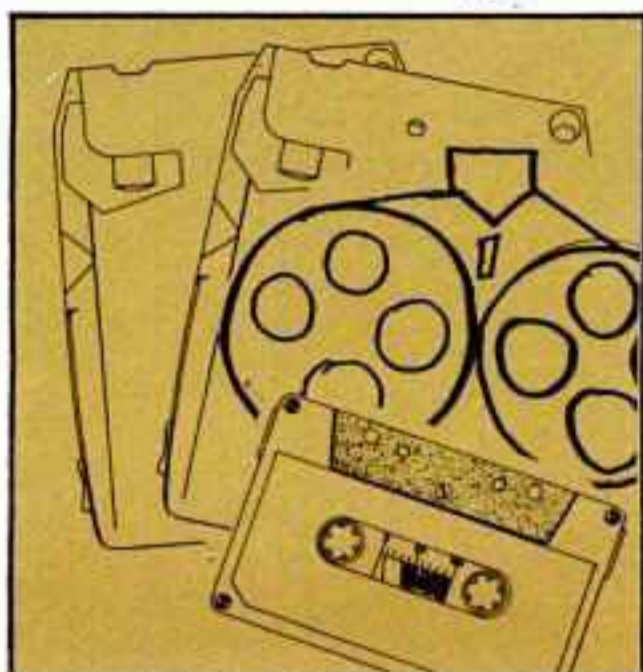
A KAPP RECORD





THE FINAL LINK ^{IN} THE CHAIN REACTION IS THE FUTURE... TOTAL ENTERTAINMENT

Here are just a few of the exciting things NAL has on the drawing board...



TAPE:

The finest in product and services which will continue to expand into broader representation of Super Stereo 8 — cassettes — reel-to-reel.



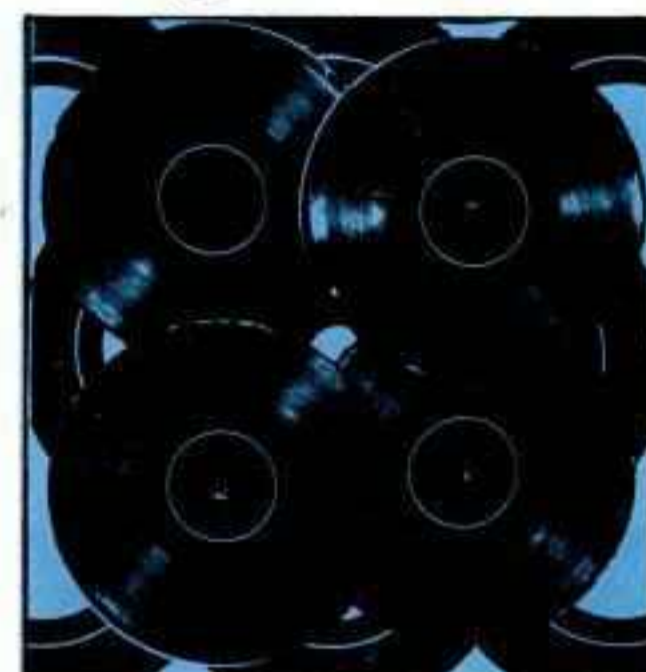
TV-RADIO:

Syndication of shows and television programming that will revolutionize these two media.



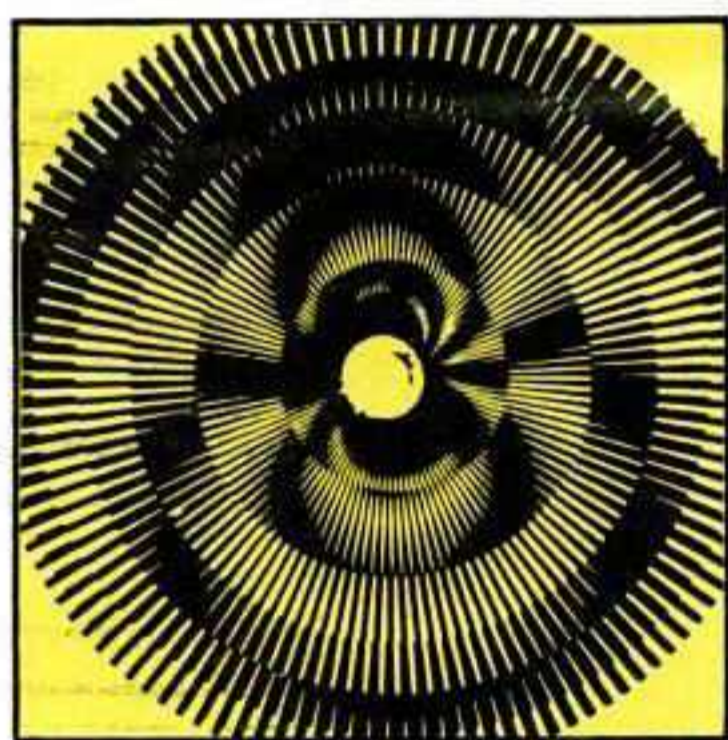
MOTION PICTURES BROADWAY:

Independent production of feature films and specialty films and Broadway and off-Broadway plays. As well as growth into the great audio/visual market, including industrial shows and product presentations.



RECORDS:

Top artists, top performances for the premium field with startling developments to come in the near future.



AND THE GREAT NEW ELECTRONIC MEDIA OF THE FUTURE:

NAL will be in the heart of tomorrow's leisure entertainment such as video tape, picture discs, background music, special products for the educational field, and all types of audio and video reproduction equipment. North American Leisure is the name that means total entertainment today ...and tomorrow!

Distributors! Make the most of your share of the total tape market by mailing the coupon below, or utilizing our FREE incoming WATS phone service, by dialing TOLL FREE

800-221-7270

or call our NY City number: collect

212-265-3340



NORTH AMERICAN LEISURE CORP.
1776 B'way, New York, N.Y. 10019

- Please send me the name of my nearest NAL distributor.
- As an established distributor I am interested in details concerning NAL Super Stereo 8 8-track, cassette and reel-to-reel stereo tape.

Date _____

- DEALER
- DISTRIBUTOR
- Check Industry
- RECORD
- AUTOMOTIVE
- OTHER

Name _____
Address _____
State _____

Congratulations



*Welcome
to the
Family*

OMEGA EQUITIES CORPORATION

18 EAST 41st. ST. N.Y.C.

OMEGA EQUITIES CORPORATION 18 EAST 41ST ST. N.Y.C.

Congratulations

RAL

*Welcome
to the
Family*

RALEIGH MANUFACTURING, INC.

Arthur Jarwood, Pres.

1290 Avenue of the Americas

New York City

Baltimore, Maryland

Manufacturers of Men's Clothing

A subsidiary of Omega Equities Corporation

OMEGA EQUITIES CORPORATION 18 EAST 41ST ST. N.Y.C.

Congratulations

NAL

*Welcome
to the
Family*

**NATIONAL TECHNOLOGY, INC.
WESTERN TECHNOLOGY, INC.**

220 West Central Avenue, Santa Ana, California

Manufacturers of Sophisticated Printed Circuitry Boards

A subsidiary of Omega Equities Corporation

OMEGA EQUITIES CORPORATION 18 EAST 41ST ST. N.Y.C.

Congratulations

NAL

*Welcome
to the
Family*

NOB HILL KNITTING MILLS

1111 East 16th Street, Los Angeles, California

Manufacturers of Boys' and Men's Knitwear

A subsidiary of Omega Equities Corporation

OMEGA EQUITIES CORPORATION 18 EAST 41ST ST. N.Y.C.

Congratulations

NAL

*Welcome
to the
Family*

**ROBERT MELLIN
MUSIC
CORP.**

**SHERWIN
MUSIC,
INC.**

**VICKI
MUSIC,
INC.**

**FOREMOST
MUSIC
PUBLISHERS**

STASNY MUSIC, INC. 1650 Broadway N.Y.C.

A subsidiary of Omega Equities Corporation

OMEGA EQUITIES CORPORATION 18 EAST 41ST ST. N.Y.C.

Congratulations



*Welcome
to the
Family*

OMEGA OCEANOGRAPHICS, INC.

Manhattan Beach, California

A subsidiary of Omega Equities Corporation

OMEGA EQUITIES CORPORATION 18 EAST 41ST ST. N.Y.C.

Congratulations

U&L

*Welcome
to the
Family*

UNITED GAUGE COMPANY

7316 Fulton Avenue, North Hollywood, California

Manufacturers of Precision Gauges.

A subsidiary of Omega Equities Corporation

Omega Equities Acquisitions Provide NAL with Needed Proprietorship

By LARRY FINLEY

President, North American Leisure Corp.

There is an old Armenian saying that, when freely translated, goes: "The fruits of the marketplace come most fully to those who own the sheep from which their rugs are made." Now I'm no old Armenian, but I do know that the message in this old saw is as true today as when it was originally coined.

To me, this old saying translated into today's terms means that the only way to fully develop a tape operation in today's market is for the tape producer to have more than transitory control over his creative sources of product. What this means, of course, is that a tape manufacturer, interested in continued growth in the cartridge, cassette, and reel-to-reel fields, must somehow control the raw creative product that is ultimately found on his tape configurations.

In the past six months the tape industry has seen a growing number of labels go into tape operations for themselves. Capitol and A&M are only two of the most recent examples of record companies that have gone into the tape business.

When a record company moves into the tape market its own recordings then become an exclusive catalog of material for that label's tape wing. This means that the

independent tape producer/distributor is denied product produced on that label for its line. As the number of labels producing their own tape product grows, it becomes more and more imperative that the independent tape producer must somehow protect his sources of product. In other words, he must acquire a proprietorship in the catalog that will be produced on his various configurations.

Thanks to current and future acquisitions by Omega Equities Corp., NAL will be in a position to do both as a subsidiary of Omega Equities Corp. In the past three months Omega Equities Corp. has agreed to acquire the Roulette label and the Big Seven Music complex associated with that disk firm. Omega Equities Corp. has acquired the Robert Mellin publishing operation and its subsidiary companies. It is planned that many other music and record interests will be acquired by Omega Equities so that NAL will be able to build a firm base for its expansive moves into the many phases of today's entertainment industry.

For the tape industry as it is traditionally constituted it is a matter of survival. For NAL it is a matter of greater expansion.

LARRY SIKORA

Director of Special Sales

As NAL continues its expansion and diversification, its director of special sales will be paving new and untrodden sales avenues.

In his short tenure in the record industry, NAL's director of special sales, Larry Sikora, has shown that he has the ability to not only pave new avenues, but to build superhighways for NAL.

Some 5½ years ago, Sikora joined Premier albums after graduating from New York University. Beginning as a sales trainee, Sikora was named within one year as Eastern regional manager. The following year, he was promoted to assistant national sales manager.

Sikora left Premier to assume a similar post at Cameo-Parkway's Wyncote label, the company's budget line. After Sikora was appointed national sales manager, Wyncote sales were said to have tripled. Sikora then was named national sales manager for all of Cameo-Parkway, including Wyncote.

Before taking on his present duties at NAL, Sikora was Eastern regional sales manager for Liberty Records' Sunset division.

Substantial Catalog & Growth Potential Key to Acquisition Decisions

By HARRY BANK

Member of the Board of Directors
Chairman of the Executive Committee and Special
Consultant on Acquisitions to Omega Equities Corp.

One of the prime considerations in the acquisition of one corporation by another is the current worth of that company, its inventory of goods and its growth potential. In the music industry these usual rules of thumb don't always hold up. Because of the fickle nation of the American public—a sudden change in music fashion—the most important portion of any record company's inventory, its catalog, may become virtually worthless. Today, any recorded music is only as valuable as the popularity of the artist who performs it, and the songs he sings.

For this reason, anyone involved in the acquisition of music publishing and record companies must have a

good working knowledge of the current market and its value to the purchaser.

The acquisitions Omega Equities has made so far in the music and record fields have been with the thought in mind that these companies are being acquired not only for their immediate worth and ability to make money, but for their over-all worth in an entertainment complex.

At the present time Omega Equities Corp. controls 55% of NAL, its subsidiary, and has contracted to acquire Roulette Records and Big Seven Music Publishers and has also acquired Robert Mellin Music, Inc. But this is a mere beginning as far as we are concerned. We

will use all of these firms to control and supply material for the tape division of NAL.

Realizing that the possible source of material for tape product continues to shrink, Omega Equities Corp. is currently on a search for properties in the music production and recording fields that will provide the necessary raw product to make NAL the potent force in the business . . . the only way this can be done is with an exclusive source of recorded hit product and substantial catalog to draw upon.

Through its current series of acquisitions, Omega Equities Corp. is attempting to build just an extensive supply for the various members of its entertainment complex.

Car Tapes: Total Involvement a Must

Car Tapes, Inc., which recently entered the tape playback marketing field, is taking a total approach to the automotive sound field, according to Edwin Swire, marketing vice-president. Although Swire is enthused about the acceptance of Car Tapes' cassette automotive player, he cautions those who try to promote any one segment of the field.

"We have 4-track, 8-track, cassette and radio equipment. People are only kidding themselves when they talk of one type of equipment dominating the automotive field. All we can do is to analyze trends, look at reasons and then reach a conclusion."

Since its founding by Jim LeVitus in 1966, Car Tapes, Inc., has been a supplier of soft ware. But the firm also is marketing 10 playback units under its own label and featuring point-of-purchase display packaging.

"We're in the middle of a very successful program, and as a trend, we're very enthusiastic about the acceptance of our CT9000 cassette unit. With two features, slot loading and record/playback, we think this kind of unit marks a new direction in the field. We have the only cassette auto unit with slot load that is ready for delivery."

This direction is based on two aspects, Swire said. First, from the standpoint that the packaging (the unit's

package cover carries a sales story) compounds display possibilities, increasing the exposure for the product. Secondly, from the standpoint that cassettes are continually interesting more consumers.

"Cassette brings the listener to the point of greatest selectivity with its fast forward and fast rewind capability. This is only speculative logic, but it seems that selectivity will be the final determining factor in what system gains the widest acceptance.

Swire, formerly executive vice-president, automotive division, Allen Electric, explained that Car Tapes packaging concept has a dual function. "For one thing, stores that are not in the playback equipment field now can get in easily. The package sells itself. Secondly, where stores now handle playback units in one section, this new packaging concept broadens the area of exposure."

Car Tapes, which has two warehouse shipping points each stocking 2,500 cartridge and cassette titles, is marketing:

A cassette car unit, a 4-track car unit, an 8-track auto unit, a home 8-track unit, a 4- and 8-track combination unit, a cassette AM tuner, an auto cassette unit without record feature, a reverberator unit, AM/FM tuner and the multiplex tuner.

NAL Rolls in Canada

With the Canadian market showing all indications of evolving into one of the world's major tape CARtridge markets in the next 12 months, North American Leisure has set up a Canadian distribution operation.

Modern Tape Cartridge Co. Ltd. has been formed specifically to distribute NAL products throughout Canada, according to marketing manager Gary Salter.

Salter said the company has hired five salesmen to cover all of Canada, with three located in Toronto, one on the East Coast and one in Alberta. Modern Tape is headquartered in Toronto.

In addition to the NAL line, Modern Tape will also distribute several other cartridge lines and it will handle some lines of players.

Currently, the company is importing finished cartridges from NAL, but, Salter said, the company is planning to go into cartridge duplication and packaging during the beginning of 1969. Its current NAL inventory of 8-track cartridges is above 20,000. Modern Tape will move into the cassette field at a later date.

According to Salter, Modern Tape will follow all of NAL's customer service policies. However, because of slower shipping services, the company guarantees 90 per cent delivery within 96 hours, rather than the 48 hour service guaranteed in the U. S.

8-TRACK MARKET BOOMS

By OSCAR P. KUSISTO
Vice-President & General Manager
Motorola Automotive Products Division

The tape cartridge industry is emerging as the fastest growing consumer electronics market in the United States, exceeding color television. The 8-track segment of this booming market is by far the largest.

Most of us in the 8-track business have consistently underestimated the phenomenal growth rate and potential of the entire tape cartridge market. Extensive manufacturer and retailer surveys indicate a potential \$500 million in sales at retail in the U.S. in 1968. This figure includes \$350 million in systems and \$150 million pre-recorded tapes. By 1971-72, this industry could well approach a billion dollars. Sales figures for the last three years have shown a yearly growth rate of nearly 100 per cent.

The 8-track system is well established as the standard for the automotive and home entertainment markets. The entire U. S. auto industry offers factory or dealer-installed 8-track systems only. Many truck and foreign car manufacturers, and many major auto accessory firms are selling 8-track systems.

Motorola, the world's largest supplier of 8-track systems, recently received a three-year extension of its 8-track player contract with Ford. This new Ford-Motorola contract is an important reaffirmation of Ford's faith in the 8-track cartridge system.

Additionally, Ford, RCA, and Motorola are jointly staging a giant in-store car dealer promotion to obtain broad consumer market exposure to the 8-track concept. Special car showroom display packages are currently available to Ford dealers. The top 2,000 Ford dealers are expected to participate in this special promotion which will continue through November.

The growing popularity of 8-track systems for cars is helping generate demand for home units. The 8-track system has important features such as simple operation, compact size, long playing time (up to 80 minutes), superior sound quality, reliability, and most importantly

home and auto compatibility. Often complementary home and auto units are the only justification for a sizable tape library. All major home entertainment manufacturers included the 8-track system in their 1968 lines.

Music of every major record label is available on 8-track tapes. RCA, one of the three largest, is using 8-track exclusively. They feel "... the 8-track stereo tape system offers significant advantages to the consumer and to the industry compared to any other cartridge playback system." In 1967, with 8-track accounting for over 50 per cent, recorded tape sales considerably exceeded \$100 million dollars. This represented a 150 per cent increase in 8-track sales over 1966 and the 1968 trend indicates another substantial increase.

As the product matures, prices will decline. Probably some 8-track players will be produced in less sophisticated form, minus automatic features, to close the price gap between 4- and 8-track. Conversely, as the market demands, new features will be introduced in the 8-track system. Some features appearing now or slated to appear in the near future are: track identification, fast forward, preselection of track and musical selection: jukebox concept, recording capability, and an automatic cartridge changer.

The future of 8-track in the international market is very bright. In 1967 Motorola established a joint venture company, Alps-Motorola, in Japan to produce units for world-wide distribution. This company has a co-operative marketing program with our domestic firm. Our associate in Mexico is producing units in volume. Other programs are under way to establish licensees and partners in the European Common Market, United Kingdom, Latin America and Australia.

With increased advertising, promotions, and demonstrations to the consumer the 8-track market will continue to set phenomenal sales gains.

New Package Needed: Record Rack

A new package is needed for the tape cartridge, one which will allow the public to once again hold, feel, and touch the product—while not stealing the merchants blind. This new package, asserts Ed Mason of Record Rack Service, is really the "old Capitol donut we all screamed about when it first came out."

The industry needs something that doesn't have to be placed under lock and key, Mason emphasized in his Los Angeles office. "The key to the success of the record industry is the accessibility of its product." Mason contends that by keeping cartridges away from curious hands a certain amount of sales are lost.

"The donut may not be the answer, but manufacturers understand the problem and are investigating the situation."

Mason said he could not ascertain the amount of business lost to inaccessibility of merchandise behind locked cases or in rear storage areas. He said that it's an impossible factor to determine.

All of his 600 cartridge accounts have some form of theft protection. For the past two seasons, the rack and United Tape and Instrument distributor have been

operated as one company, Mason explained. "The entire organization is involved in the music business" is the way he explained the present operation.

Mason said that in talking to accounts he came away with the impression that retailers want a new, larger cartridge housing because they have serious misgivings about thefts.

Campaign Under Way

The company has been finding new tape outlets on an experimental basis. These include furniture stores who were handling phonographs and moved into the player and prerecorded music areas. He estimates serving as many as 70 of these furniture stores. Some of these outlets use cartridges as giveaways. "Those that advertise and promote do business." There are some auto accessory and dealer accounts for music. Photo stores seem to lean toward the cassette concept. "They've always been reel-to-reel accounts," Mason said.

Record Racks has been selling 4 and 8-track cartridges for two years. Players are offered from Muntz, Automatic Radio, Norelco and Belair, the company's own private label 8-track portable line, manufactured in Japan.

Shift Swinging L&F's Sales Into High Gear

The shift from selling of tape CARtridges sales from automobile accessories and electronic parts dealers to regular record departments in variety stores has resulted in a surge of business for Jack Geldbart's L&F Record Service in Atlanta, Ga.

"Tape cartridge sales have become an important factor in the music business here during the past six months," Geldbart said. "In regular record outlets," he continued, "sales personnel are trained to sell music. And tape is another format for music."

Prior to a half year ago, L&F sold a large percentage of its tape product to the automobile and electronics parts retailers and to new car dealers. As more record stores become involved in tape cartridges, Geldbart

said, "these nonmusic stores are shifting away from tape. At first, there were only a few outlets which carried cartridges so automotive and accessories stores had to stock tape in order to sell players. But now," Geldbart explained, "they're happy to send a buyer of a tape player to a neighborhood music shop."

Geldbart believes that this trend will be extremely beneficial to the tape cartridge business. "Tape is now coming under the control of those who know the music business the best."

L&F, who racks many of the variety stores in Georgia, such as W. T. Grant, Sears and the Woolworth chain, supplies 8-track tape cartridges and cassettes.

ALAN LANDAU

West Coast Regional Manager

NAL's rapid growth within its first few months of operation has necessitated Larry Finley to establish a West Coast control center. Heading up this facet of NAL's sales force will be Alan Landau.

Landau, who will be based in Los Angeles, will oversee NAL's entire West Coast dealings. His area will be all the Western States and he will be working with the company's distributors on a day-by-day basis.

A graduate of Pennsylvania State University, Landau comes to NAL with heavy sales and public relations experience in other fields.

Sell All Configurations: National Tape

Sales personnel at the consumer level in the tape business should think in terms of all configurations, according to Marlie Waak, sales manager, National Tape Distributors, here. "Sales people should ask the consumer what his needs are and not help perpetuate the myth that this industry will someday be married to one configuration," Waak declared.

Waak, who sees the development of stereo tape centers in chain department stores as the ultimate type of outlet, lists product availability, sales training and "management bureaucracy" as the three major problems for tape suppliers today.

National tape, now involved in setting up a third warehouse facility in Linden, N. J., is still experiencing difficulty with delivery, said Waak. "It's our major problem. Too many duplicators just did not plan for the fantastic growth of tape cartridges." The tape industry is now on a comparable level with the record industry. Firms such as RCA and Columbia have planned ahead and have adequate facilities for delivering product. Too many other duplicators have not kept pace.

Waak said he thinks more near-major labels will start doing their own duplicating or turn to other duplicators and that the availability problem will cure itself. Right now we're under a strain because our customers are not concerned with our delivery problem. They blame us. Although 8-track is growing "by leaps and bounds," while 4-track has "leveled off," Waak is very adamant in his belief that there will always be a place for all configurations. "This is an affluent society." People have a variety of needs and there are many income levels.

Waak thinks that more chain stores are realizing that the ultimate marketplace for tape products will be the complete stereo center. Typical of a new center just set up is one in which 2,200 titles are stocked. This is near Milwaukee. Twenty per cent is 4-track, 10 per cent cassette and the remainder 8-track. "This is the direction it has to go." These stereo centers will be staff with tape people, just as the record departments have been staffed.

Waak said the main problem is working with huge chains is the variety of conditions affecting buyers. "Some have tremendous freedom. Others are restricted by company policy or the limitations of their own aggressiveness and imagination," he said.

National Tape Distributors now has one branch in Sparks, Nev., and the home office here.

90 in 48—Or Else

In order to underline the importance North American Leisure Corporation places on speedily and efficiently filling orders, the company has instituted a policy of filling 90 per cent of any distributor request for merchandise within 48 hours of the receipt of the order. And the company is willing to back this policy up by offering to give 5 per cent of the dollar order free if an order is not filled within the 48-hour time period.

Nairobi, Johannesburg, and Bouzouki.

Where do you go after you've seen Europe?

More and more seasoned travelers are heading for Africa. So starting November 1, Olympic Airways heads for Nairobi and Johannesburg twice a week. Direct flights via Athens. With our bouncing bouzouki music all the way.* (But please no dancing in the aisles.)

Nairobi is a natural for travelers who want to combine the convenience and comfort of a large city with the excitement of exploring the big-game country and untouched natural beauty of Africa.

Johannesburg is much more cosmopolitan. Many Europeans have found a new Riviera in South Africa, with its magnificent beaches, golf courses, ultra-modern hotels, and gourmet restaurants.

So whether you're going to Europe, the Middle East, or Africa, you'll be able to get there on Olympic.

Just don't get carried away on the way.

OLYMPIC
AIRWAYS

*At nominal charge per IATA Regulations.



When NAL and "Show-Biz" travel to Europe, Middle East or Africa,
they fly Larry Finley's favorite airline, "Olympic."

THE ORIGINAL
CAPSTAN MARVEL

CAPSTAN CLEANER
AND
HEAD CLEANER
ECONOMICAL!
FAST!
ANTI-STATIC
TREATED!

The new Capstan Marvel cartridge is the first big improvement in head and capstan cleaning in many years ... and it's an item you'll re-stock in short order. This one cartridge cleans and polishes the playback tape head and capstan all in one simple operation. Maintains true, clear sound -- removes dust, dirt, oxide in seconds!

HELP YOURSELF TO NEW PROFITS
WITH CAPSTAN MARVEL!

Available in 4 or 8 track cartridge.

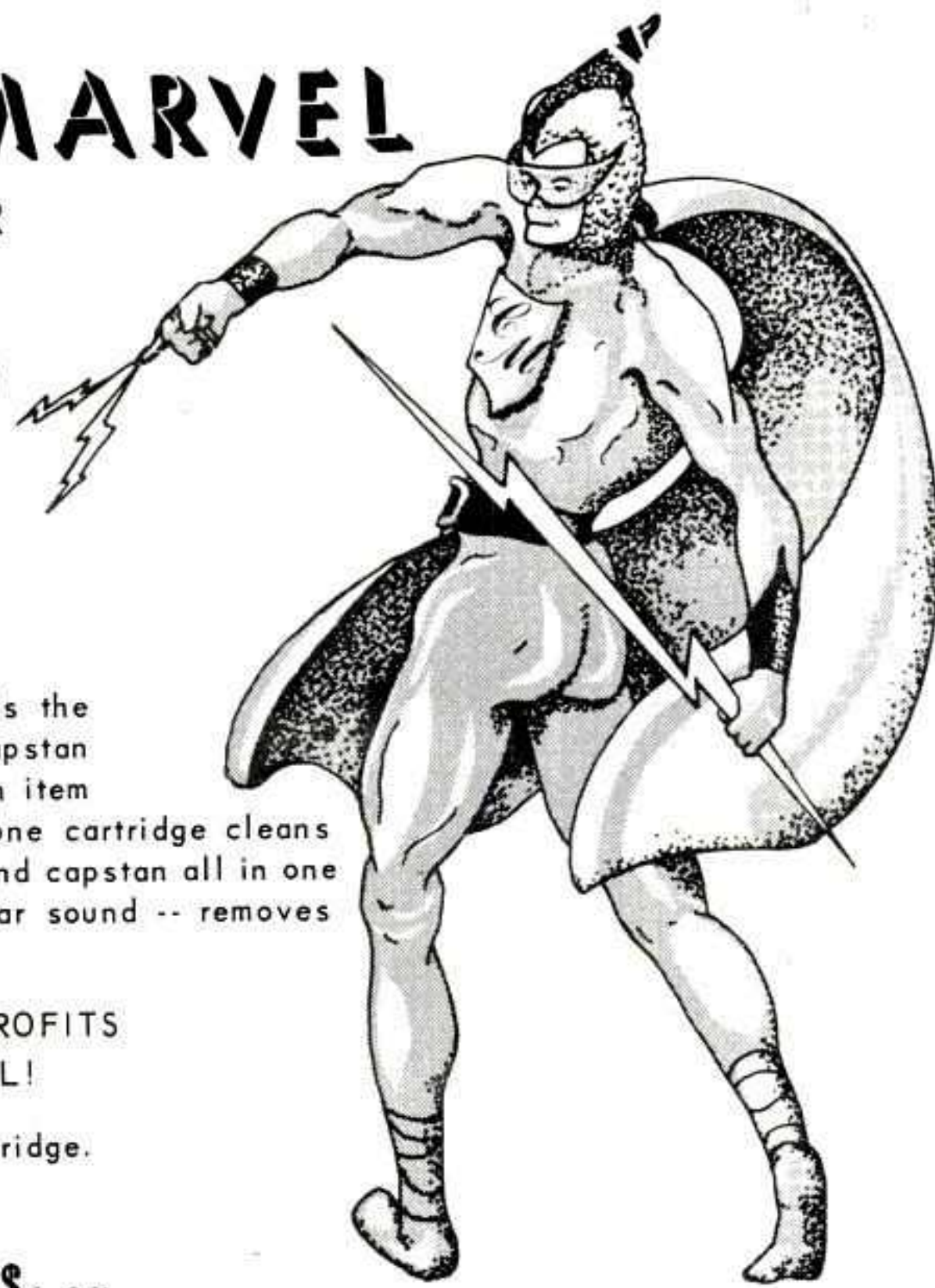
New Low

Suggested Retail Price \$1.95

Stock up NOW with this hot, new item!

There's nothing else on the market like it!

Another product of advanced research from



Larry,

You're so right
Tape is Great
on Super
Stereo 8

We're with



all the way.

Grady Brown

Congratulations From

CRAIG

"Artistry In Sound"

to

Larry Finley

BROWN
SALES COMPANY

1423 Ellerbe Street
Columbia, South Carolina 29204

... An Infant With a Giant's Appetite

(Continued from NAL-4)

hits and a string of fine country artists including Leroy Van Dyke, Mel Tillis, Bob Wills and Freddie Hart.

The greats of the Latin American music market sparkle in the Latin Soul catalog as it is represented in the NAL product lists. La Lupe, Tito Puente, Joe Cuba, Johnny Colon, Eddie Palmieri, Joe Bataan and Ray Barreto are just a few of the first class Latin music makers on hand.

Still more pop market hits are represented by the chart-making Mitch Ryder singing on New Voice. And then on Philly Groove, the Delphonics do their chart buster, *La La Means I Love You*. On Plantation, NAL has *Harper Valley, P.T.A.* by Jeannie Riley.

Shifting to the highly and yet entirely different Project 3 label of Enoch Light, NAL has a solid core of great material from that fine catalog. Pearl Bailey, Tony Mattola, Bobby Hackett and the 21 Trombones led by Urbie Green are all on tape.

From Roulette NAL is distributing cartridge and cassette and open reel material on Sarah Vaughan, Count Basie, Joe Williams, Dinah Washington, Lalo Schiffrin; fine representatives of the pop and jazz markets. On the rock side are hit makers Tommy James and the Shondells, Little Anthony and the Imperials and the Big Three featuring Mama Cass.

The Moon People from the Speed label have an 8-track Super Stereo 8 cartridge that NAL has released on their product, while North American has its own highly provocative series of 12 volumes of country stars called the Tennessee Sound series. This series is released on 8-track and cassette and is being marketed in a twin-pak which gives the consumer 20 selections (or twice the playing time of the usual cartridge on 8-track) at the same retail price, \$6.95. The artists are of the very best country caliber and the series is studded with hits (see separate story).

The currently very hot Tetragrammaton label is on hand with the chart topping Deep Purple on both 8-track and cassette. The label also shows Biff Rose and Ivory on 8-track.

Also hot is the White Whale product available on NAL cartridge, cassette and reel-to-reel. New items feature the Turtles and J. K. and Co.

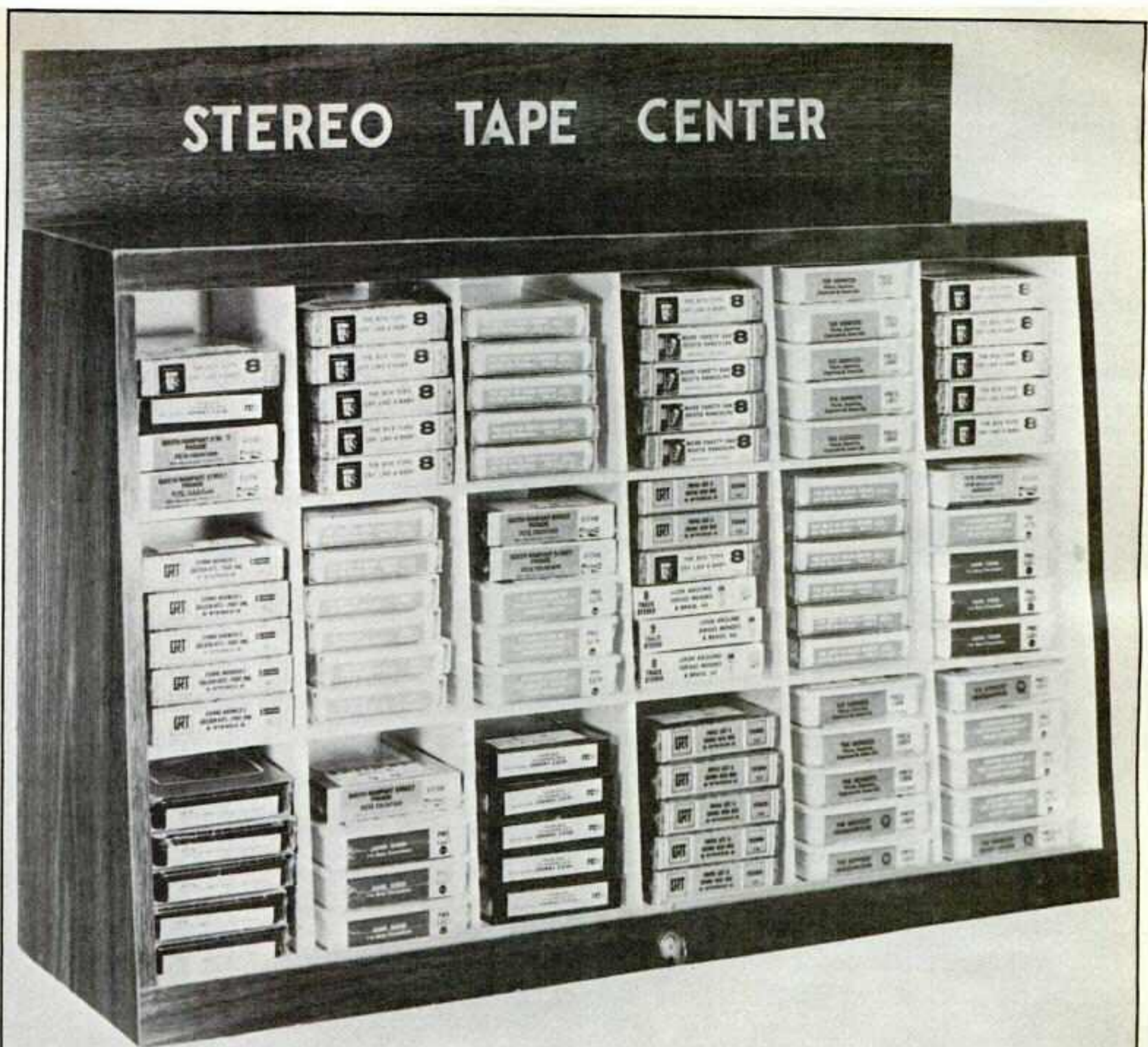
In all, the product represented on the North American Leisure cartridge, cassette and reel-to-reel configurations would seem to have something for everyone. It's a well-rounded catalog that should become even more impressive as it widens and deepens.



FINLEY'S CREDIT JEWELERS BUILT STORE TRAFFIC and served national defense all at the same time during World War II by staging metal drives.



DURING THE EARLY '50's Larry Finley's M.O.P. (My Own Place), adjoining Mocambo, was among the favorite late-hour hangouts of Hollywood's celebrities where restaurateur-disk jockey Finley interviewed the show business personalities on Station KFWB.



GIVE US 3 SQ. FT. AND WE'LL ADD \$3,000 TO YOUR STORE'S INCOME

Skeptical?

Will our track record
of a standing start
with 2,000 Sq. Ft. to over 22,000
in just 2 years
change your mind?

Will anticipated '68 sales of \$6,000,000.00?

People in 36 states already know us and now we add
Larry Finley to our line-up.

BIGELOW SALES CO., 11950 12th AVE. S., BURNSVILLE, MINN.



\$\$\$\$ THE BEST AND FINEST LATIN LABELS FOR \$\$\$\$



PRIMEROS EN ARTISTAS
PRIMEROS EN CALIDAD

Discuba

STEREO TAPE

FOR MORE PROFITS \$\$\$\$
WRITE OR CALL US

4 Track - 8 Track - Cassettes



Musical Tapes, Inc.
FIRST WITH LATIN STEREO CARTRIDGES & CASSETTES
790 W. 27th STREET, HIALEAH, FLA. 33010
PHONE: (305) 887-2638

DO WE HAVE TAPES????

150,000

**STEREO TAPE
CARTRIDGES**

IN INVENTORY AT ALL TIMES

4 & 8 TRACK

ITCC • DECCA • MERCURY
COLUMBIA • CAPITOL
RCA • MOTOWN • MUNTZ
GRT • AMPEX • PLAYTAPE

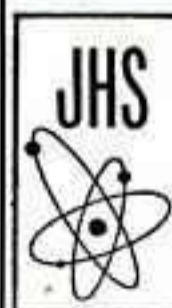
**Congratulations
Larry Finley
and**



- Complete Line of Lear Jet 8-Track Products
- Symphonic Radio & Electronic Corp.
- Motorola Auto Radio Products
- AIWA Home Electronic Products
- Estey Chord Organs

21 Years of Experience and Top Sales in Home Entertainment Products and Custom Auto Radio Stereo Cartridge Tape Players

Offices, Display Rooms + Warehouse. With Complete Installation Facilities, Factory Trained Personnel



Jack H. Samuels and Company

5117 Baum Boulevard
Pittsburgh, Pennsylvania 15224
(Area Code 412) 683-8800

Stereo Installation Centers

Tape City
4002 William Penn H'way
Monroeville, Penn.

Tape City
4917 Baum Blvd.
Pittsburgh, Penn.

**Happy Days . . . to Larry Finley
and the gang at**

We're with you in Oklahoma

Stan White

OKLAHOMA NEWS COMPANY

TULSA, OKLAHOMA

We Fight Poverty!

... THE ONLY WAY
WE KNOW HOW!

BY
MAKING MONEY
FOR OUR CUSTOMERS

Complete Merchandising Service
**ON ALL BRANDS OF RECORDS
AND TAPES—CARTRIDGE, REEL
AND CASSETTE ...**

*Plus Complete Selection of Tape Players,
Recorders and Accessories*

TAYLOR
ELECTRIC CO.

4080 N. PORT WASHINGTON RD.
MILWAUKEE, WIS. 53212
PHONE 414-964-4321
TWX 910-262-3414

RECORD
CITY

P.O. BOX 2359
MILWAUKEE, WIS. 53212
PHONE 414-241-3970

CALL OR WIRE COLLECT

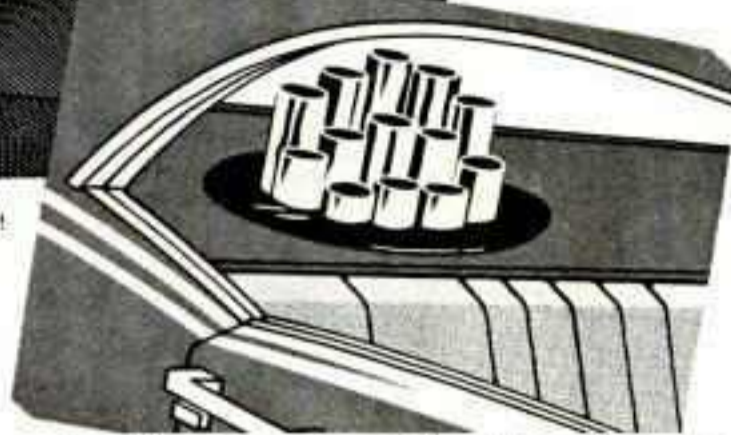
JUDGE CRATER, CALL LARRY FINLEY AT NORTH AMERICAN LEISURE!

Our Sincere
best wishes
to a fine
company . . .
may you live
forever



OFFERS
The Newest
Discovery In
Auto
Stereo
Sound!

Looks sharp! Surrounds you with sound!
Especially designed to reproduce tones
not normally heard. Tomorrow's look
for today's cars!



FULL FREQUENCY AUDIO MODULATORS

The Ultimate In Stereo Sound Within Your Car

Enjoy new, exciting sound as you've never heard it before. Brings out all the full, rich tonal quality as recorded on your stereo tapes--offering tremendous response and amazing clarity! In addition to their marvelous tone, Full Frequency Audio Modulators are designed to enhance the beauty of your car's interior--and are extremely simple to install. Every kit comes to you with easy instructions, mounting plate and all necessary hardware. Your car stereo is not complete until you've installed Full Frequency Modulators!

SPECIFICATIONS:

Dimensions: 6 1/4" deep, 8 3/8" wide, 10" high Voice Coil: 8 ohms
Weight: Approx. 2 lbs. Power Capacity: 10 watts

Another offering of advanced research from:



WELCOME TO CANADA LARRY FINLEY and NORTH AMERICAN LEISURE CORP.

We're proud to be the Exclusive Major
Distributor in Canada of NAL product
Licensed for sale in Canada



Come and get 'em--Canada . . .

Modern Tape Cartridge Ltd.

1179 Finch Ave. West
Downsview, Ontario
(416) 630-8494

We guarantee a 96-hour Delivery with a 90% fill or 5% of your order is free.

Harry Shuler
PRESIDENT

We are a complete source for 4 & 8 Track and
Cassette Stereo Tape Cartridges. We have racks
and racking service available to qualified
dealers. Quick service, guaranteed exchange
service, full quality guarantee on all cartridges.
Let our knowledge be your dollar profit guarantee.



SHULER DISTRIBUTORS, INC.

5400 E. 96th St., Cleveland, Ohio 44125
PHONE (216) 475-2600

LEISURE TIME TIPS...

by: Larry Finley



This column usually appears in the weekly Tape Cartridge section of BILLBOARD. Instead of being a one-page format as it is now, it is a one-column insertion that keeps BILLBOARD readers informed of the stereo tape cartridge industry, as well as other leisure time activities.

The column originated back in July 24, 1965, and was originally called "Tape Cartridge Tips." It has been written from many places, very often from midway between New York and Los Angeles on board one of the TWA flights, from the middle of the Atlantic on Olympic airway flights, from London, from Milan, from Paris, from Rome, from Geneva, from Zurich, from Athens, from California, from Nashville, from Texas, from Detroit, from Chicago, and from our office in New York City. It has been written from wherever news in the tape cartridge industry has been made, as it has been our aim to factually report the "goings on" in the industry and to expose our thoughts and divulge information that could be of value to our readers.

This column has been accredited with many "scoops" in the cartridge business, and hundreds of letters and calls from our readers tell us that we are read regularly so that they may keep abreast of the happenings in the industry. On many occasions we have made predictions concerning the future of the stereo tape field. At the time some of these were made we received letters and calls from distributors and leaders in the record business telling us of "how wrong" we were. One record company president told us, in no uncertain terms just three years ago, that we were ten years ahead of our time. This same executive apologized just over a year ago, telling us that not only were we right in what we had written, but the way this business was mushrooming, that he now felt that every one of our predictions were most conservative, and that we were not "behind," but ahead of what we had predicted.

One of our predictions was the acceptance of the 8-track versus the 4-track concept, as well as the status of the pre-recorded cassette. This writer was the second in the industry to accept the 8-track principle, being the first one to follow in the footsteps of RCA. At that time the entire industry was leaning toward the 4-track concept, and it was after our entry that the battle of the configurations really started.

At the inception, the 4-track led the field and it was approximately two years ago that 8-track began to overtake the 4-track. At this time the percentage increase in 8-track is so overwhelming, that NORTH AMERICAN LEISURE CORPORATION has decided not to enter the 4-track field. All of NAL's production is centered on 8-track, the pre-recorded cassette, and

open-reel tapes. One of the most significant reasons for the great surge in the 8-track is the backing given the system by the giants of the automotive industry. In the September 21, 1968, issue of BILLBOARD magazine, the lead article on the front page was the fact that the Ford Motor Company had extended its stereo-8 player contract with Motorola's Automotive Products Division for another three years. This action of Ford, plus the action of General Motors, Chrysler, and American Motors in endorsing the 8-track configuration has been a most deciding factor in the industry. Then, too, we can add that our prediction that people who purchase an automobile with an 8-track unit, or people who purchase an after-market 8-track unit for their automobile, would want to get double use out of their stereo tape cartridges so they would take advantage of the wonderful fidelity offered by home stereo tape players. This, too, has been proven as sales of home decks are increasing at a most tremendous rate.

Insofar as sales of pre-recorded cassettes are concerned, this has been most disappointing to those in the business. Despite the tremendous amount of monies backed by some of the cassette player manufacturers, the majority of distributors and dealers are reporting that the pre-recorded cassettes are a very small portion of their over-all tape sales. This is brought about mainly by the fact that a cassette player owner can buy a blank cassette and record their own music. NAL urges its distributors to be conservative in their purchases of pre-recorded cassettes, even though the NAL catalog offers a great variety of these items. The cassette player market will grow in great bounds, but the primary use will be for record and playback.

As far as the future is concerned top management of NAL are "putting their money on the STEREO 8 concept." The NAL SUPER STEREO 8 CARTRIDGE offers the utmost in quality and performance and the modern merchandising innovations offered by NAL will prove a great boon to this giant exploding industry.

In addition to NAL's duplicating facilities in the East, plans are now being made for similar duplicating facilities in the Mid-West and on the West Coast. Under the able guidance of Al Weintraub, head of A&B Sound, NAL will have three of the most modern and up-to-date duplicating facilities in the world. NAL is also planning to open duplicating facilities in Canada and will also enter the worldwide market this coming year.

As for the future of the industry, there are many things on the drawing board at NORTH AMERICAN LEISURE CORPORATION. Less than two weeks ago

we took a good "hard" look at a plan for a video camera which is approximately the same size as the present "Super 8" movie cameras, where instead of inserting film in the camera, all one does is insert a blank STEREO 8 audio cartridge in the camera. One then takes their own home movies, and at the end of up to 20 minutes of use, removes the SUPER STEREO 8 cartridge from the camera, and then to view the pictures they have taken, all they do is take the same cartridge and place it in a very small unit which will be located on top of their present television set. This unit, which is even smaller in size than the present 8-track audio playback units, will be connected to the antenna posts of the television set. There can be an immediate playback of the tape which was just taken in the audio camera, with the SUPER STEREO 8 video cartridge offering audio as well as video. The price of the cartridge itself, which will offer 20 minutes of both audio and visual entertainment will be at a cost lower than the cost of 20 minutes of film.

It is our prediction that these units will be on the market sometime during 1970. The price of the camera will be comparable to the price of a good movie camera, and the price of the playback unit will be comparable to today's present 8-track playback unit.

There are many other revolutionary items on the drawing board at NAL. Spearheading our present activity is the "SUPER STEREO 8" cartridge, as well as pre-recorded cassettes, open-reel tapes, plus a complete line of 8-track headcleaners and cassette headcleaners. The headcleaners are packaged in a most attractive counter display and are proven to be a "plus" item for tape cartridge dealers. In addition, NAL has introduced a "twin-pak" country and western series featuring the nation's top C & W stars. This "twin-pak" (which is advertised elsewhere in this section) is a genuine \$9.95 value, but the suggested retail list price is only \$6.95, with the distributor and dealer paying the same prices as they normally would for a \$6.95 cartridge.

The NAL "Research and Development" Department is constantly striving to set new standards of quality for the entire industry. In addition, new forms of merchandising are being developed which will give even greater impetus, not only to the tape cartridge industry, but to all phases of the leisure time industry.


Readers of our column are invited to phone us—toll free—by dialing directly on our incoming WATS line at: 800-221-7270 with any suggestions or ideas to help further the stereo tape cartridge industry which we believe to be the most explosive factor in the entertainment business since the advent of color television.


1942	Mission Beach Amusement Park San Diego, Calif.	Casino Gardens Santa Monica, California	1945	Finley Transcriptions (Transcribed Radio Shows)
Finley Productions (Television Production Complex)	1948	1949	Progressive Broadcasting System (Coast-to-Coast Radio Network)	Motion Picture Production Company
Popular Radio & Television Personality for more than ten years	1953	1954	1955	1956
1957	1958	1959	1960	1961
1962	1963	1964	International Tape Cartridge Company	1966
1967	North American Leisure Corporation			

When a man tells you of the great things he will do tomorrow...ask him what he did yesterday!

Congratulations Larry Finley

Bresee, Smith & Associates, exclusive television merchandising representatives, pledge to continually provide Larry Finley with television's most valuable nationwide exposures.


Frank Bresee


Gary Smith

Bresee, Smith & Associates, Inc.

TELEPHONE: (AREA 213) 466-9141
1741 NORTH IVAR AVENUE • HOLLYWOOD, CALIFORNIA 90028

Cassettes to Play Key Role In Music Instruction

By JOHN BRIMHALL
Editor-in-Chief, Hansen Publications

The future holds great promise for music in the home. New instruments and techniques will remove much of the labor from the study of music while making it more interesting. An innovation of the future will be the use of tape cassettes fed directly into the sound system of the home electronic organ or electronic piano. These cassettes will contain complete methods of instruction, instrumental or combo accompaniments or demonstrations as part of a course of instruction.

Music lessons are no longer the exclusive province of the very young, and the sight of a graying head among the students in the college classroom is not unusual today. With more and more leisure time made available through earlier retirement and shorter working hours, many thousands of adults are turning to some phase of music as a leisure-time activity.

Even larger than the resurgence of music as a listener's art is the growth of music as a medium for amateur participation. Adults are taking lessons on piano, organ and guitar in larger and larger numbers. In addition to those taking private instruction, many are enrolled in group piano classes in adult education

facilities and junior colleges throughout the country. Class piano is "in" and here to stay, thanks to some recent technological innovations which allow a drastic re-evaluation of teaching techniques.

Traditionally, class piano teaching was of necessity a barely adequate substitute for private instruction. The advent of the *Electronic Piano*, however, has changed all of that and allowed the teacher to teach creatively by a variety of tested methods. The electronic class piano has some unusual characteristics: It can be played through its own high fidelity speaker, or through headphones, so that only the player can hear, and he can take his lessons home on a cassette attached conveniently.

The typical classroom installation of electronic pianos consists of eight to 24 instruments, all connected to the teacher's console. The teacher can listen to them individually or by groups, converse with them or demonstrate on his own instrument. There is a switchboard facility, so that groups within the class can be joined together by ability levels, into smaller ensembles. The sound of any one piano or group of

pianos may be switched into the master speakers of the classroom, so that all might hear. The possibilities for excellent instruction are unlimited for the imaginative teacher. A real plus feature of an electronic piano class is that the room need not be soundproofed or isolated. Properly run, it is probably the quietest room on the campus.

There have also been great changes in the method of teaching private piano students. In addition to adults beginning the instrument, there are many who are anxious to re-learn long-forgotten skills—many who took piano lessons as children and who haven't played since. Now, with increased leisure time, they want to begin again.

A great many teachers are teaching these adults in the same new way that they are teaching their younger students—by using popular music as an interest builder. They are using popular and standard songs and techniques as a supplement to the traditional classical curriculum, presenting the full spectrum of music, not just a portion of it.

What You Should Know About A MAJOR IN IOWA

It seems a few years ago there was a very enterprising private record company that had just been sent out on its own by its parents, Mid-State Distributing Co., of electronics fame.

The youngster was something of a prodigy in the record industry's boot camp but that was quite natural since his training was being given by the team of drill sergeant Bob Pockrandt and Commanding Officer Jack M. Silverman. Upon completion of basic training the youngster entered advanced training in the tape industry.

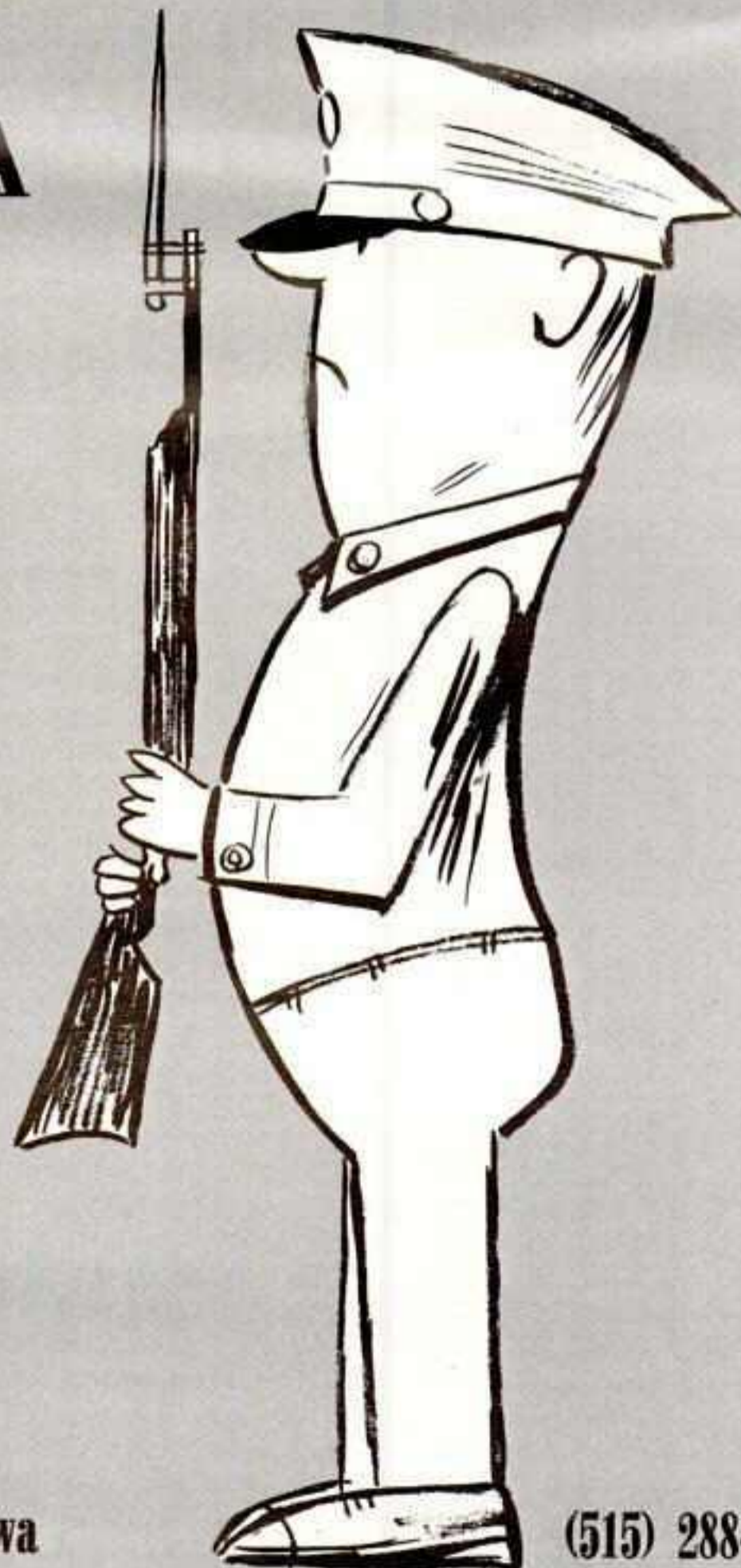
Before long, the recruit had outgrown his barracks and took up residence at a brand new fortress with more than 24,000 Sq. Ft.

Fairly precocious as youngsters are, an outpost was added at 2901 Grand Ave. in Kansas City, Mo. Then, as a further assertion of his independence, he took over the locations of R&R Record Distributors at 7059 W. Addison St. in Chicago and 313 Franklin in Peoria. This is what's known as making rank.

Now you know what Larry Finley knows, the tale of how the Major in Iowa made it in just 3 years. What we'd really like to tell you however, is what we can do for you. And believe us,

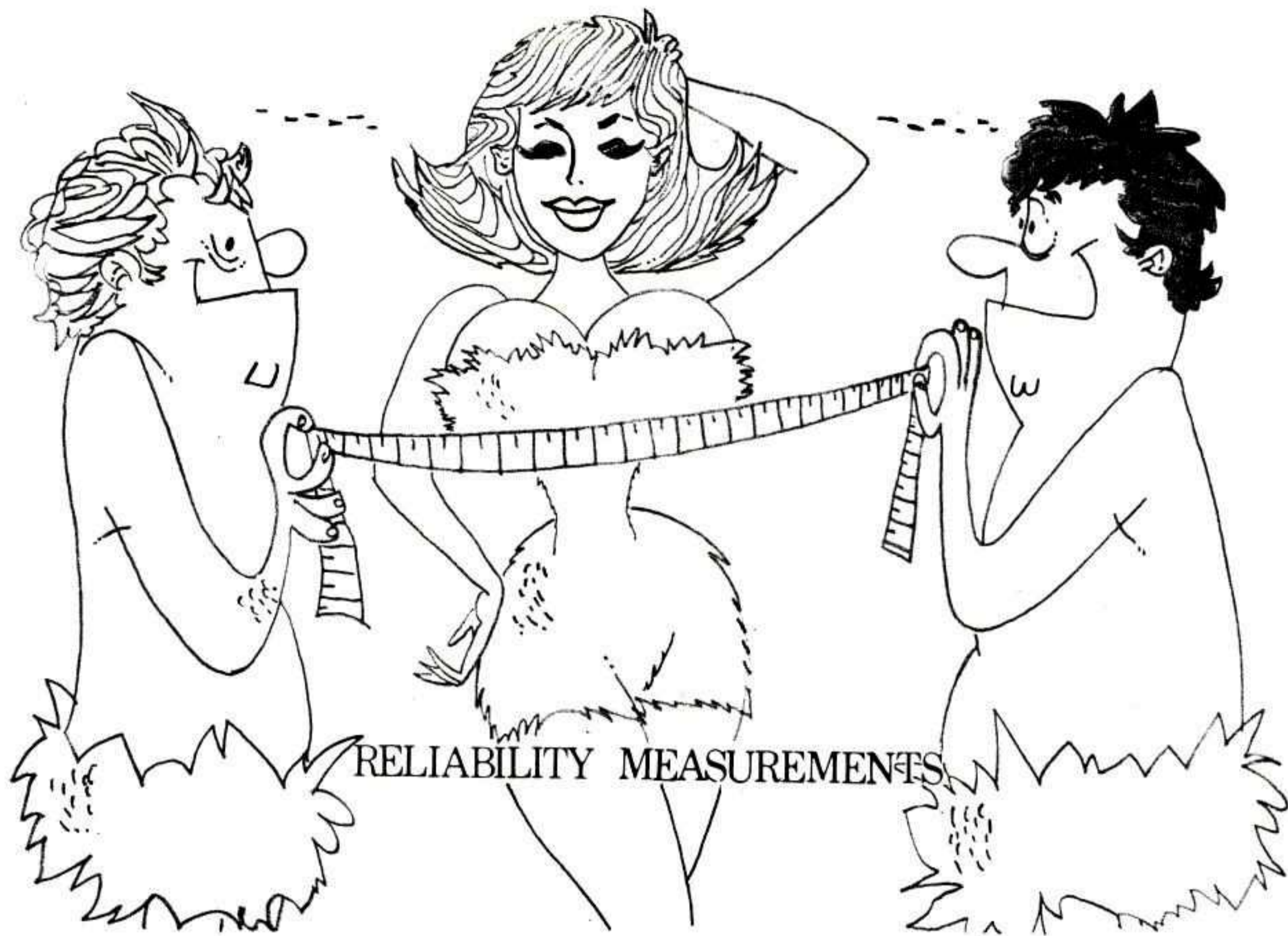
THE MAJOR WANTS YOU.

MAJOR RECORD CORP. 1520 Walnut, Des Moines, Iowa



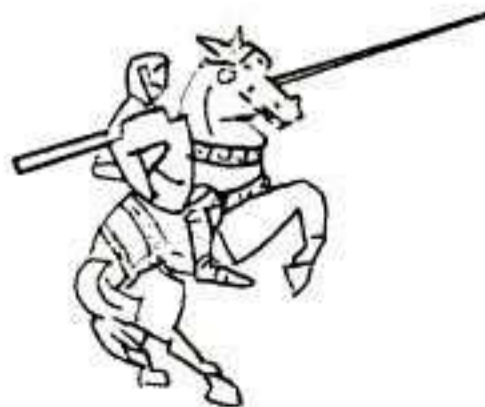
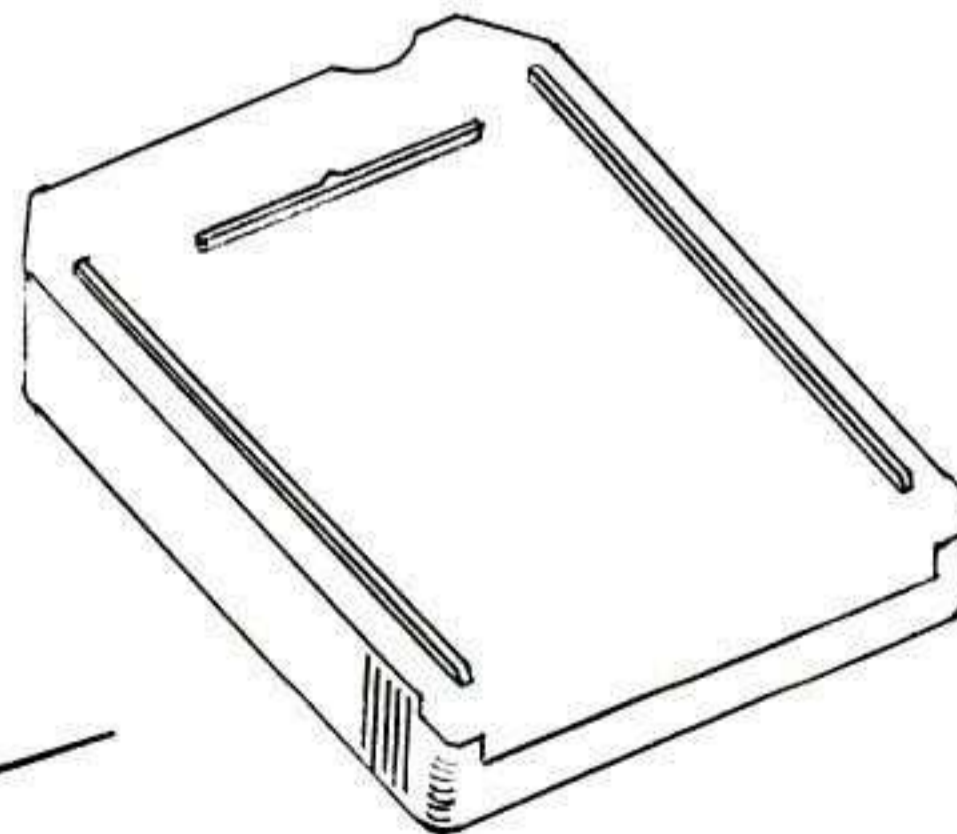
(515) 288-7001

• CONCERNING RELIABILITY...

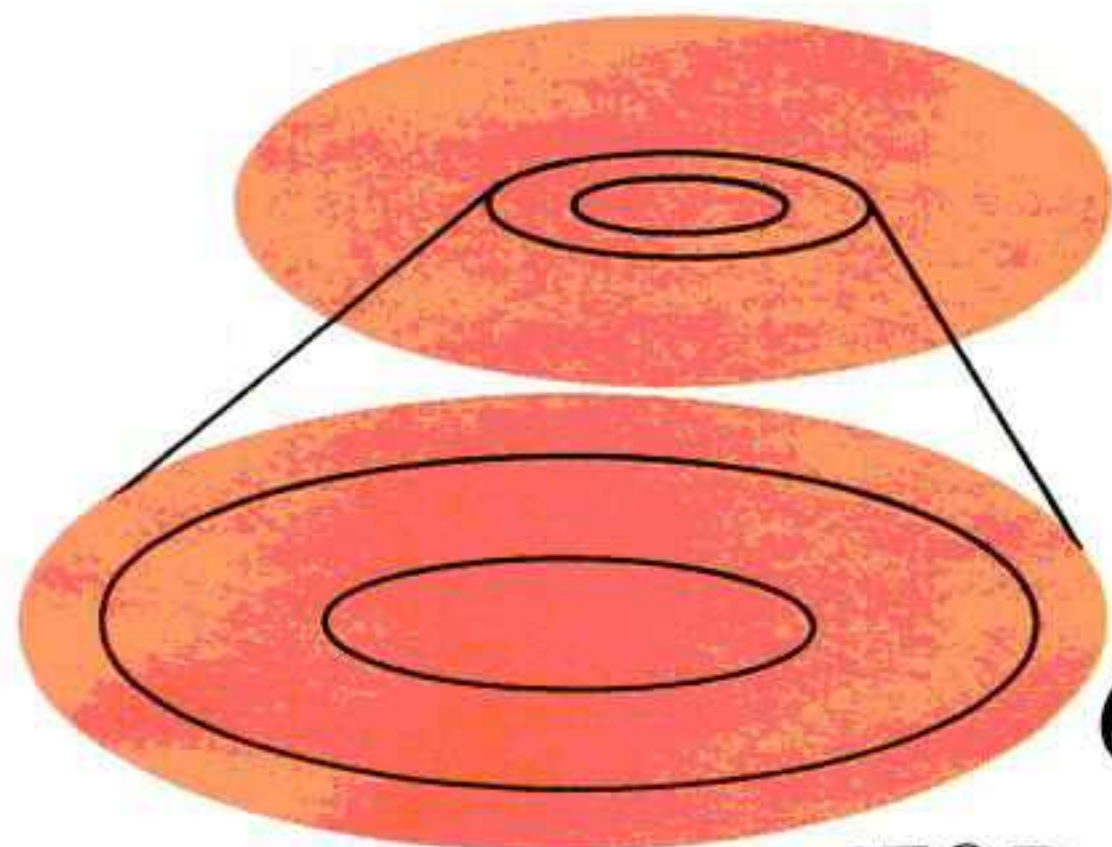


- IT'S **MEASURABLE ...**
- AND **AVAILABLE ...**
- **NOW ...**
- IN A SECOND GENERATION CARTRIDGE ...


- REQUEST A FREE SAMPLE
ON YOUR COMPANY LETTERHEAD






ROZINANTE INC. - 878 WING - P.O. BOX 87 - PLYMOUTH, MICHIGAN 48170
TELEPHONE 313-455-2500




WHY DID ALL MAJOR MANUFACTURERS CHOOSE -TRACK STEREO FOR AUTO AND HOME PLAYERS ?


... Because the  -track system possesses those major features that appeal to the broadest market: simple operation, compact size, long playing time, a degree of selectivity, superior sound quality, reliability . . . and most importantly, *auto and home compatibility*.

Today, the entire U.S. auto industry offers factory or dealer installed  -track systems. Many truck and foreign car manufacturers have adopted the system. The big names in the auto accessory field are selling  -track.

All major home entertainment manufacturers will include the  -track in their 1969 lines. The system was selected because it approaches the audio quality found in present-day disc systems with features not found in conventional record changers.

WHY DID MOST MAJORS SPECIFY THE **MOTOROLA** -TRACK SYSTEM ?

 ... Because they could count on the same sophisticated engineering reliability that designed and produced such Motorola market-makers as the electronic alternator system, the transistor ignition system, and the broad line of hi fidelity Motorola AM and FM car and home radios.

 It was Motorola engineers who, working with Ford and RCA and the Lear cartridge, developed the first 8-track player for Ford's 1966 auto line. It is Motorola you can count on for product reliability and capability.

 The majors specify Motorola. Do you?

THE WORLD'S LARGEST PRODUCER OF  -TRACK SYSTEMS



MOTOROLA
Automotive Products Division

BEST OF LUCK, LARRY — YOU'RE ON THE RIGHT TRACK



TONY BENNETT:
20 Years in
Show Biz
Billboard-
November 30

F. Frank

Radio-TV programming

Stations Playing Progressive Rock

EDITOR'S NOTE: This is an addenda to the recent list of radio stations playing progressive rock.

- KTBT-FM**—Glenn Adams, 9929 Chapman Ave., Garden Grove, Calif. 92641. 714—530-5100. Stereo. Doesn't get too far out in its programming, but does play progressive rock heavily. 24 hours.
- WMMS-FM**—Operations manager Pat McCoy, 5000 Euclid Avenue, Cleveland, Ohio 44103. 216—391-5000. Stereo. (Formerly known as WHK-FM.)
- KBBY-FM**—Music director Mike Tyra, 333 Union Avenue, Bakersfield, Calif. 93307. 805—327-1992. 24 hours.
- KNIX-FM**—Manager Jerry Sawyer, Box 7100, 4750 N. Central Avenue, Phoenix, Ariz. 85011. 602—277-1928. Stereo.
- KCJC-FM**—Program director Gary (Moran) Chipman, 6230 Eby Street, Merriam, Kan. (Serves Kansas City.) 66202. 913—722-2505.
- WWOM-FM**—Co-producer E. Kirk Mattle, Suite 101, Medallion Tower, 344 Camp Street, New Orleans, La. 70130. 504—529-7516. Stereo. 24 hours.
- KMYR-FM**—Program director Ed Mitchell, 7200 W. Alameda Avenue, Denver, Colo. 80226. 303—936-3495. Stereo. Progressive rock 7 p.m.-6 a.m. Serves several major universities. May soon go progressive rock around the clock.
- KDWB**—Music director Johnny Mathews, 63 S. First Street, Minneapolis, Minn. 55401. 612—332-8943. Johnny Mathews hosts 11 p.m.-5 a.m. progressive rock show on this AM Hot 100 format station.
- KITE-FM**—Deejay Bill Gresham, 535 S. Main Avenue, Suite 300, San Antonio, Tex. 78204. 512—226-9384. Stereo. Progressive rock show 11 p.m.-1 a.m. Sunday through Friday and 10 p.m.-1 a.m. Saturdays sponsored by local Records Town stores.
- KFH-FM**—Operations director Barry Gaston, Suite 1025, Wichita Plaza Bldg., Wichita, Kan. 67202. 316—AM 2-4491.
- KOWH-FM**—Program director Tom Rambler, 7000 Dodge Street, Omaha, Neb. 68132. 402—556-8500. 100,000 watts. Stereo. Now progressive rock 2 p.m.-1 a.m., but expects to go 24 hours shortly. Bills itself as "Radio Free Omaha."

National Ad Sales at Country Stations at All-Time Peak

By CLAUDE HALL

NASHVILLE—Country music radio stations are having their greatest year in history, regarding national advertising sales, said Alan Torbet, president of Alan Torbet Associates, national representative firm. Speaking to about a hundred broadcasters at a seminar here Friday afternoon (18) during the annual WSM birthday celebration, Torbet said that a company breakdown had shown that country music radio station sales on a national advertising level were 72.3 per cent over a year ago. This compares, he said, with only 41.7 per cent increases for Hot 100 format radio stations and 22.4 per cent increases for easy listening format radio stations.

And this boom period has "just begun," he said. But he

rapped stations who were so preoccupied with local sales that they failed to realize the plus business that could be had with national sales. The seminar, chaired very ably by KSON president Dan McKinnon, featured, besides Torbet, Jim Sloan, general manager of KHOS, Tucson; Dick Schofield, general manager of KFOX, Long Beach, Calif.; Richard Roslow of Pulse; John Davenport, manager of WESC, Greenville, N. C.; and Bam Bamford, manager of KBER, San Antonio.

Deeply Involved

Schofield, once an announcer for Bob Wills, told of being deeply involved in the sound of his station. Stating that country music audiences know what they want, he said that he felt records should be selected to please

rather than instruct listeners. Many stations are out only to please themselves or the record companies, he said. He also rapped stations that followed the charts too closely. "Every record should be selected for the sheer delight of the audience and no other reason."

He also told the seminar gathering of the strong battle waged between KFOX and KGBS, which just recently has changed format from country music to soft Hot 100. Paying tribute to Dale Peterson of KGBS as a "fine competitor... a general manager in every sense of the word," Schofield told of fighting him with live talent shows, trying to package a better show and slate it at the same date as each KGBS show.

Identification

The KGBS situation, he believed, was due to their record selections and improper choice of personalities. The country music audience, he said, must be able to identify with their personalities.

Sloan spoke of identity of his station and how a given slogan is used heavy for a week, then retired, a slogan that each of the deejays would use throughout their shows like: "Big old happy K-hoss."

Bamford spelled out details of promoting live country music shows and how activity has changed over the past few years. A station should have four-to-six shows a year, he said. In the past, you could have a headliner, some supporting acts, and some newcomers. But today you've got to have more

(Continued on page 54)

NAB Hails Bid to Tack Fee Rider to Copyright

By ELIOT TIEGEL

LOS ANGELES — The attempt by artists and record companies to tack royalty payment riders for recorded performances onto the proposed amended copyright act was called "one of the most important legislative attempts to come down the pike," by the president of the National Association of Broadcasters Vincent T. Wasilewski.

And the cable television industry's expansion was termed "the most serious problem broadcasting faces" by Federal Communications commissioner Kenneth A. Cox.

WMCA Shifts Scheduling Of DJ's; Adds Murray K

NEW YORK—WMCA, the Hot 100 format station here, has revamped its deejay scheduling to give a seven-day sound to the station and has added Murray (the K) Kaufman on weekends to give the station stronger weekend audience appeal. Previously, all of the major deejays were on Monday through Saturday and Sunday was han-

He made both statements here Monday (21) during one of the NAB's fall conferences at the Ambassador Hotel, which drew around 150 registrants. The series of six two-day seminars into radio and TV topics began in New York Oct. 17.

NAB president Wasilewski's comment came during a panel discussion of relations with legislators. Wasilewski was moved to comment on the proposed royalty when Harry Trenner, owner of KCKC, San Bernardino, Calif., asked if the new movement related to "the Fred Waring action of years ago

which I thought we had laid to rest." Wasilewski answered that the attempt to have radio stations pay an additional royalty stipend above that paid to the music licensing societies related to the 1938 movement by Waring.

During the seminar on establishing closer relationships with Washington politicians, Hollis M. Seavey, on NAB's government affairs staff stated: "The reported lobbying expense of the record industry and the artists amounted to more than \$216,000. The caliber of the legal and lobbying talent employed by these people is most impressive. This is a legislative battle that NAB cannot afford to lose."

Paul B. Comstock, NAB's vice-president for government affairs, added the comment that this figure "was three or four times the amount being spent by NAB in lobbying efforts."

Seavey noted in his prepared speech that the proviso to require payment for record use by broadcasters to manufacturers and artists "could run as high as \$40 to \$50 million a year."

Commissioner Cox, a leading advocate of a broad range of local TV programming, was the luncheon speaker. He reported his speech at the Cincinnati NAB conference, with other FCC commissioners speaking in the other cities.

Cox told the station owners and managers that CATV operators were "winning the propaganda battle" in claiming local community program development. He continued that he felt these CATV claims were "unrealistic," adding that the "expansion of CATV was the most serious problem broadcasting faces."

During a seminar dealing with *(Continued on page 52)*

dled by stand-by personalities. Gray would also have their schedules changed so they would be appearing on weekends. The prime motive is to establish a total sound seven days a week. Kaufman, who is slated to go on the air Nov. 2, will also be spotlighted occasionally, Metheny said, with specials. "For example, we may give a regular deejay the day off now and then and build a Murray the K special in that time period.

He pointed out that the music, however, would stick within the format of the station. Murray the K is credited with the development of the progressive rock format now sweeping the nation's FM stations.

Kaufman will do 6-11 p.m. Saturday and 2-7 p.m. Sunday, leaving his weekdays open for his TV projects.

Terrell Metheny Jr., program director of WMCA, said personalities such as Chuck Browning and Lee (Your Leeder)

WCFR Widens Playlist

SPRINGFIELD, Vt. — WCFR has broadened its playlist to aim for more adult listeners. Program director Ron Bastone said that although the Hot 100 format station would continue playing rock 'n' roll records, he felt "there are so many releases by groups today that are pleasant sounding—groups like the Status Cymbal and the Pozo Seco Singers. We'll play more of these to give a variety of sound to the station." The

station has always screened out loud soul sounds, he said.

The Sandpipers, the Union Gap, the Peppermint Trolley Company will continue to make the playlist. And the station will play the top 30 records, although certain records are restricted for "afternoon" play until they reach the top of the national charts.

School Gets WIOD Disks

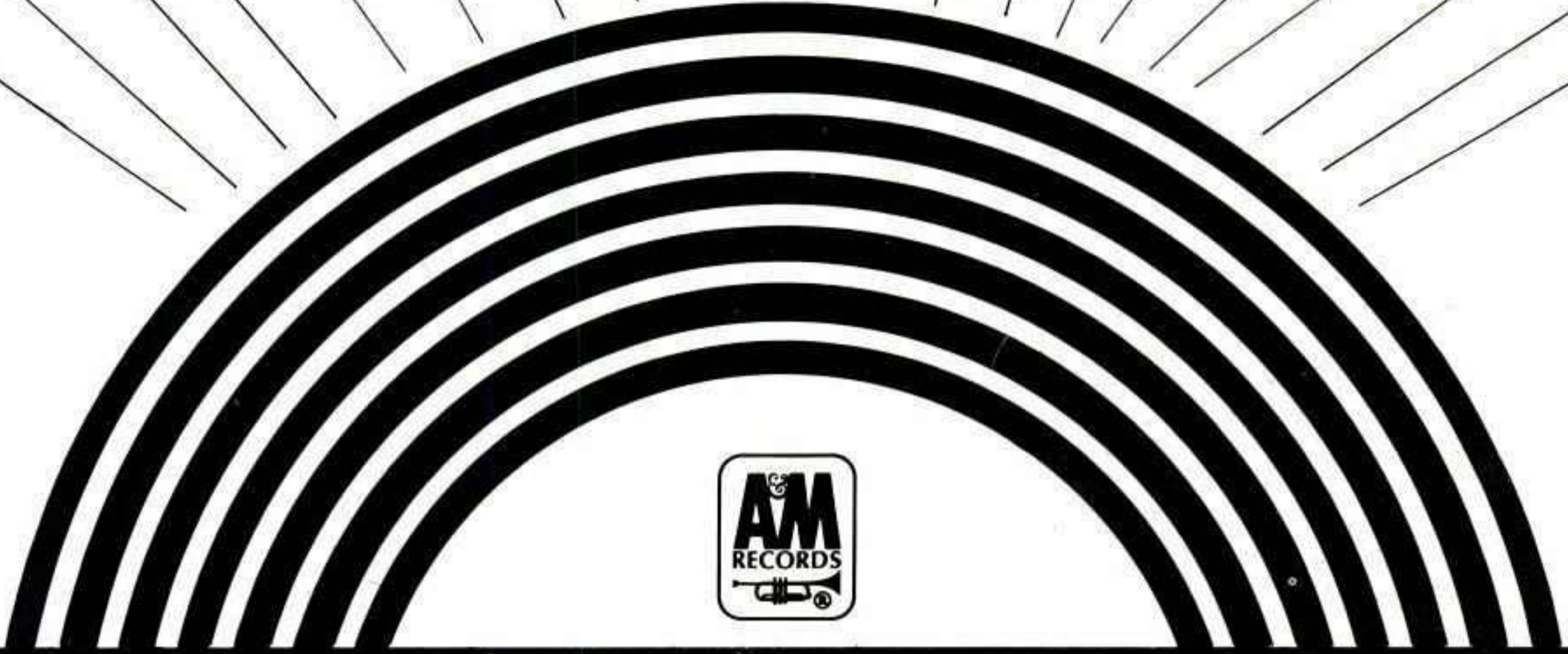
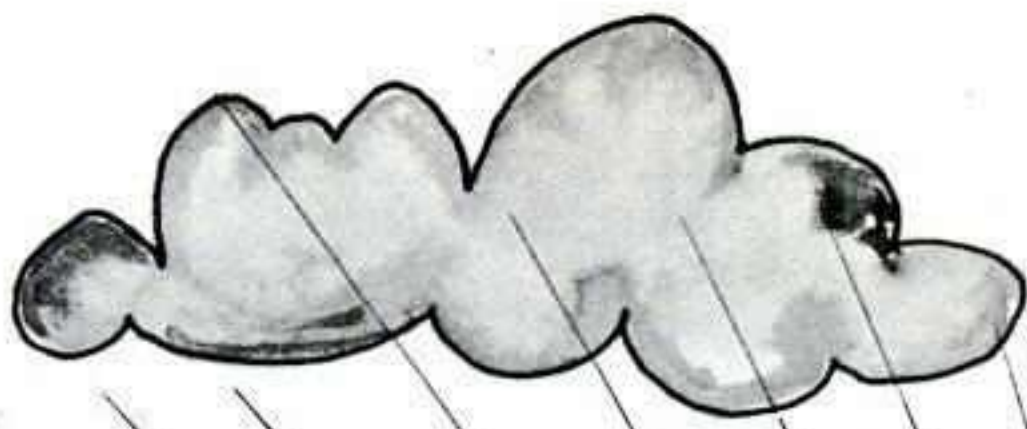
MIAMI — WIOD has donated some 4,200 records, fully cataloged, to the University of Miami School of Music. WIOD general manager James W. Wesley Jr. said the records represent musical favorites of the last 40 years, some of the old 78-r.p.m. variety. Music dean Dr. William Lee said he hopes eventually to have a separate building on the campus to be known as the Joseph and Sally Handelman Record Archive Building as an appendage to the Albert Pick Music Library erected in 1958.



JOHNNY DALLAS, program director of the new country outlet KYAL in Dallas, chats with Jeannie C. Riley, Plantation Records artist, backstage at the P.&L. Casino. Dallas was program director of KAWA. Both KAWA and KYAL are Del Morton stations. Dallas is a songwriter and performer in his own right.



JENNIFER KIMBER of WHN, New York, smiles at the "Funny Girl" antics of Columbia Records promotion managers Frank Campana, left, and Joe Senkiewicz. The two promotion men made the rounds of New York stations promoting the "Funny Girl" track.

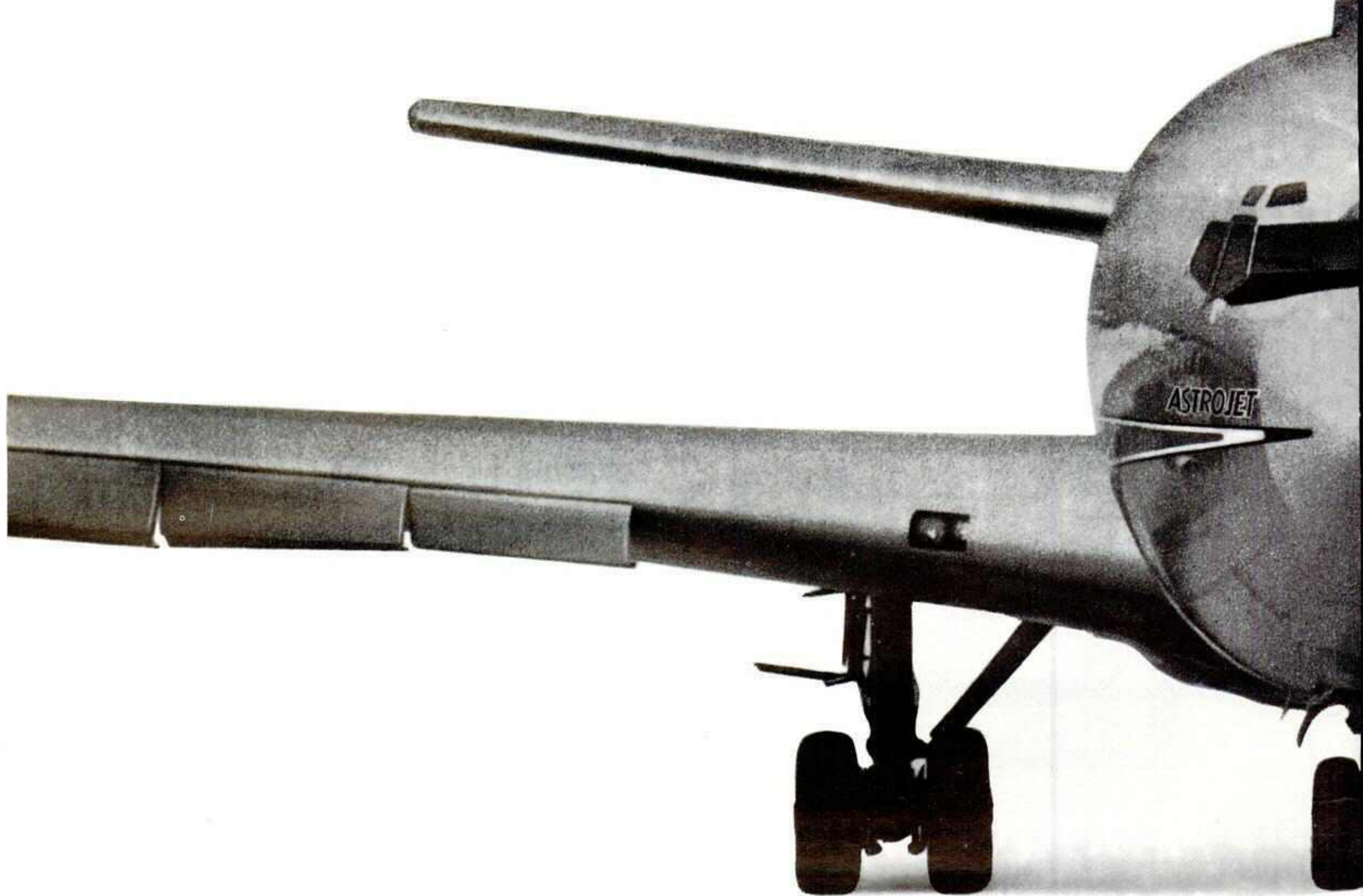


Tommy Boyce & Bobby Hart
WE'RE ALL GOING TO THE SAME PLACE



b/w "Six+Six A&M 998

Take one home to mother.



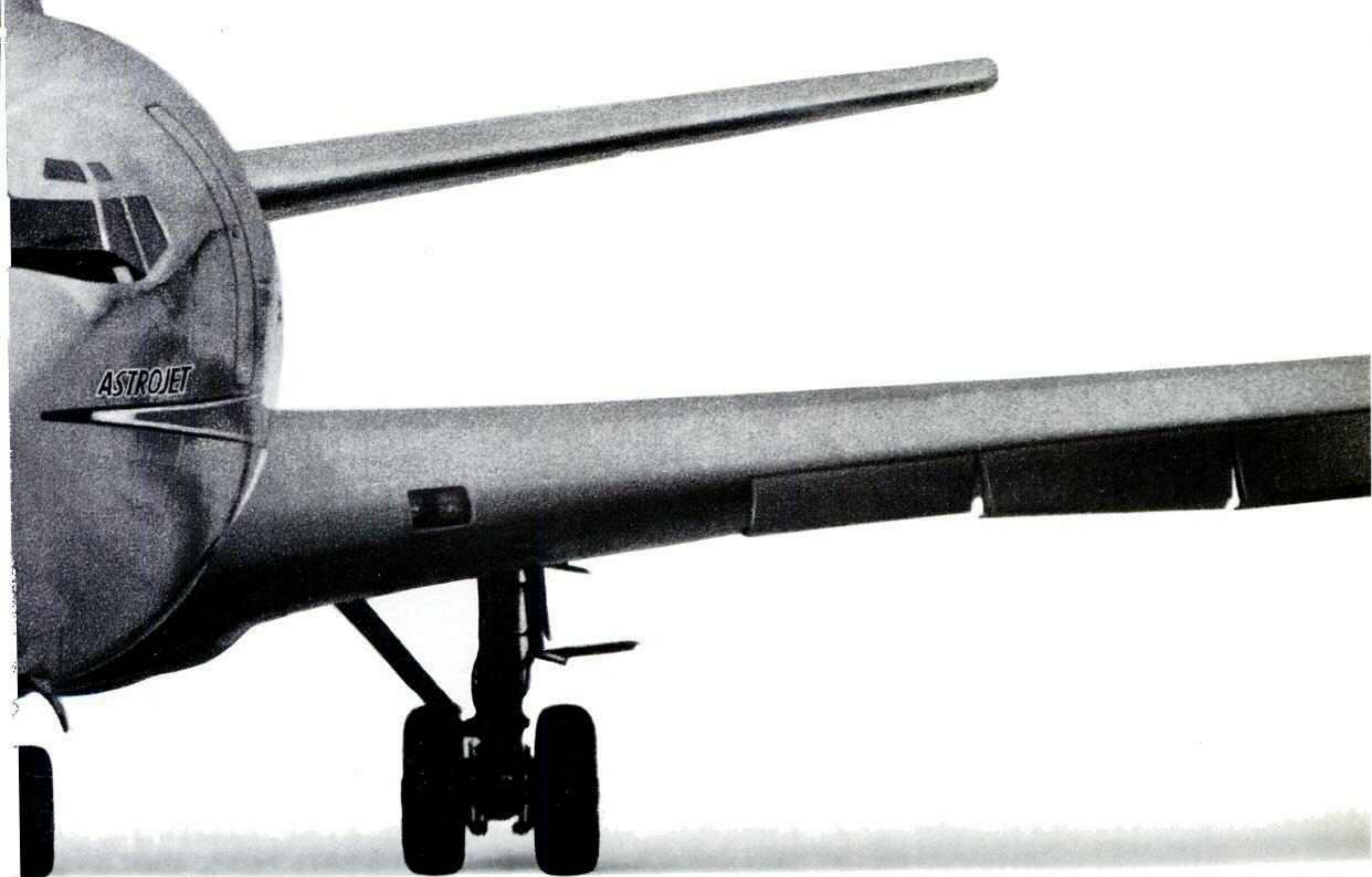
* YOUTH FARES AND MILITARY FARES ARE ON A STAND-BY BASIS.

If you're still her baby for real (under 22 years) you can visit home for half fare.* If you're grown up for real and have babies of your own, you can get a family discount fare ($\frac{1}{3}$ off for your wife, $\frac{2}{3}$ off for your children). If you're in the service, you can get a half-price military fare.* And if you're a mother who hasn't been visited lately, you can send this ad to your prodigal kids.

Fly the American Way

American Airlines

See us or your Travel Agent.



programming aids

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

HOT 100



Altoona—
WFBG
John Anthony
Program Director

BP: "Cinderella Sunshine," Paul Revere, Columbia. BLFP: "Chewy, Chewy," Ohio Express, Buddah. BH: "Love Child," Diana Ross and Supremes, Motown. BLFH: "Destination: Anywhere," Marvelettes, Tamla.



Anderson, Ind.—WHUT
Bob Hogan
Program Director, DJ

BP: "Love Child," Diana Ross and the Supremes, Motown. BLFP: "You Don't Have to," the Beeds, Team. BH: "I Live for the Sun," Vanity Faith, Page One.

Arvada (Denver)—KQXI

Ron Huntsman
Music Director

BP: "Both Sides of Now," the Johnstons, Tetragrammaton. BLFP: "California Earthquake," Mama Cass, Dunhill. BLFH: "Magic Carpet Ride," Steppenwolf, Dunhill.

Charlotte, N. C.—WAYS

Jack Gale
Program Director

BP: "I Love How You Love Me," Bobby Vinton. BLFP: "Chantilly Lace," Joe Barry. BLFH: "Ballad of Two Brothers," Autry Inman.

Chattanooga, Tenn.—WFLI

Mike Scudder
Asst. Music Director

BP: "The Great Escape," Ray Stevens, Monument. BLFP: "Where Do I Go," Carla Thomas, Stax. BH: "Shang A Lang," the Archies, Calendar.

Cleveland—WKYC

Chuck Dunaway
Personality

BP: "Can't Turn You Loose," Chambers Brothers. BH: "Magic Carpet Ride," Steppenwolf. BLFH: "Elephant Candy," Fun and Games.

Fayetteville, N. C.—WFLB

Paul Michaels
Program/Music Director

BP: "Abraham, Martin and John," Dion, Laurie. BLFP: "My Groovy Baby," Tom Dooley, TRX. BH: "Susie Q," Creedence Clearwater, Revival-Fantasy. BLFH: "Big Tammy," Neil Ray, Plantation.

Fort Wayne—WLYV

Rick Hughes

BP: "I'm So Happy Now," Company Front, Rising Sons. BLFP: "Bring It on Home," Eddie Floyd, Stax. BLFH: "Hold Me Tight," Johnny Nash, Jad.



Galveston—
KGBC
Steve O'Donohoe
Music Director

BP: "The Great Escape," Ray Stevens, Monument. BLFP: "Horse With a Freeze," Roy Ward, Seven B. BLFH: "Smell of Incense," Southwest F.O.B., Hip.



Grand Rapids—WGRD
Jay Walker
Air Personality

BP: "Bring It On Home," Eddie Floyd, Stax. BLFP: "Both Sides Now," Judy Collins, Elektra. BH: "Love Child," The Supremes, Motown. BLFH: "Fire," Five by Five, Paula.

Jacksonville—WAPE

Ike Lee
Program Director

BP: "Kentucky Woman," Deep Purple, Tetragrammaton. BLFP: "Stop Runnin' Away," Think, Columbia. BH: "Take Me for a Little While," Vanilla Fudge, Atco. BLFH: "Smell of Incense," Southwest FOB, Hit.

Lewiston—WLAM

Bob Ouellette
Music Director & DJ

BP: "I Stole Some Love," D. Covay, Atlantic. BLFP: "Daybreaks," The South, A&M. BH: "Little Arrows," Leapy Lee, Decca. BLFH: "Shame, Shame," Magic Lanterns, Atlantic.



Lynchburg, Va.—WLLL
Jerry Rogers
Music Director

BP: "Bring It On Home to Me," Eddie Floyd, Stax. BLFP: "Livin' in the U.S.A.," Steve Miller Band, Capitol. BH: "Peace Brother Peace," Bill Medley, MGM. BLFH: "Abraham, Martin and John," Dion, Laurie.



Milwaukee—WOKY
Bob Barry
Music Director

BP: "I Love How You Love Me," Bobby Vinton, Epic. BLFP: "Les Bicyclettes De Belsize," Humperdinck, Parrot. BH: "Little Arrows," Leapy Lee, Decca. BLFH: "Keep On Lovin' Me Honey," Gaye and Terrell, Also Running: Come and Give Your Love to Me, Colony 6. . . . "Goody Goody Gumdrops," 1910 Fruitgum Co. . . . "Pay It No Mind," George Wilson Orch (Instru).

Pittsfield, Mass.—WBEC

Jim Walker

BP: "Make a Noise Like Love," Gene and Debbie. BLFP: "Hooked on a Feeling," B. J. Thomas. BH: "Quick Joey Small," KKK Circus.

Pittston, Pa.—WPTS

Rick Shannon
Personality

BP: "Promises, Promises," Dionne Warwick, Scepter. BLFP: "I've Got Lovin' on My Mind," Osmond Bros., Barnaby. BH: "Goody Goody Gumdrops," 1910 Fruitgum Co. BLFH: "Make a Noise Like Love," Gene and Debbie, TRX.



Phoenix—KRIZ
Steve Martin
Music Librarian

BP: "Love Child," Diana Ross and the Supremes, Motown. BLFP: "Soul Strut," John Phillip, Soul. BLFH: "Both Sides Now," Johnstons. . . . "Shame, Shame," Magic Lanterns.

Hanover, N. H.—WDCR

Paul Gambaccini
Music Director

BP: "Wichita Lineman," Glen Campbell, Capitol. BLFP: "Peace Brother Peace," Bill Medley, MGM. BLFH: "Little Arrows," Leapy Lee, Decca.



Phoenix, Ariz.—KRUX
Rhett Hamilton Walker
Operations Manager

BP: "Bring It On Home to Me," Eddie Floyd, Stax. BLFP: "Stoney," Jamie Lyons Group, Laurie. BLFH: "Abraham, Martin and John," Dion, Laurie.



San Antonio—KTSA
Kahn Hamon
Program Director

BP: "Bring It On Home to Me," Eddie Floyd, Stax. BLFP: "How Lucky Can One Man Be," Uniques, Paula. BH: "Morning Dew," Sweet Smoke, Jangi. BLFH: "Hold Me Tight," Johnny Nash, Jad.



Sarasota—WYND
John Dark

BP: "California Earthquake," Mama Cass, Dunhill. BLFP: "Both Sides Now," Johnstons, Tetragrammaton. BH: "Star-Spangled Banner," Jose Feliciano, RCA. BLFH: "Paralyzed, Legendary, Stardust Cowboy," Mercury.



Springfield, Vermont—WCFR
Ron Bastone
Air Personality, Program Director

BP: "Ride My See-Saw," Moody Blues, Deram. BLFP: "Sticks and Stones," Salt Water Taffy, Buddah. BH: "Lena," Donovan, Epic. BLFH: "Abraham, Martin and John," Dion, Laurie.

Tallahassee, La.—KTLD

Dave Sturm
Program Director, DJ

BP: "Peace Brother Peace," Bill Medley, MGM. BLFP: "Chantilly Lace," Joe Barry, Nugget, and Generation Gap, Five Americans, Abnak. BH: "Hi-Heel Sneakers," Jose Feliciano, RCA. BLFH: "Magic Carpet Ride," Steppenwolf, Dunhill. "She's a Heartbreaker," LP by Gene Pitney on Musicor.

Tucson, Ariz.—KIKX

Dick Scott
Music Director, Personality

BP: "Always Together," Dells, Cadet. BLFP: "Abraham, Martin and John," Dion, Laurie. BH: "Time Has Come Today," Chambers Brothers, Columbia. BLFH: "Heartache," Roy Orbison, MGM.

Wichita—KEYN

J. Robert Dark
Music Director

BP: "Aifric," Eivets Rednow, Gordy. BLFP: "California Earthquake," Mama Cass, Dunhill. BH: "Wichita Lineman," Glen Campbell, Capitol. BLFH: "I'm a Fool," Peanut Butter Conspiracy, Columbia.

Willoughby—WELW

Ted Alexander
DJ

BP: "Wichita Lineman," Glen Campbell, Capitol. BLFP: "Shame, Shame," Magic Lanterns, Atlantic. BH: "Ride My See-Saw," Moody Blues, Deram. BLFH: "Where Are You Now," Chris Montez, A&M.



Wilmington—WAMS
Bob Hollands
Music Director

BP: "Malinda," Bobby Taylor and the Vancouvers, Gordy. BLFP: "Some Kind of Wonderful," Fantastic Johnny C, Phil La of Soul. BH: "Quick Joey Small," KKK Singing Circus, Buddah. BLFH: "Who's Making Love," Johnny Taylor, Stax.

Winston-Salem—WAIR

Terry Wayne
Music Director

BP: "Bring It On Home," Eddie Floyd, Stax. BLFP: "When I Was King," Bottom Line, A&M. BH: "Paul's Midnight Ride," Delights Orch, Atco.

York, S. C.—WYCL

John Collins
Program Director

BP: "Shame, Shame," Magic Lanterns, Atlantic. BLFP: "It Takes Soul," Lucifer, Nico. BH: "Love Child," Diana Ross and the Supremes, Motown. BLFH: "Paul's Midnight Ride," Delights Orch., Atlantic.

PROGRESSIVE ROCK

Albuquerque—KUNM/FM

L. A. Woodworth
Program Director

BP: "Kentucky Woman," Deep Purple, Tetragrammaton. BLFP: "The Pause of Mr. Claus," Arlo Guthrie, Reprise. BLFH: "The Weight," Band, Capitol.

Gaithersburg, Md.—WHMC

Barry Richards
DJ

BP: "She's Alright," on the Muddy Waters LP, "Electric Mud," on Cadet. BLFP: "The Letter," on the LP "Chicken Shack," on Epic. BH: "Voodoo Chile," on the LP "Electric Landlady," by Jimi Hendrix, on Reprise. BLFH: "Livin' in the U.S.A.," on the LP "Sailor," on Capitol by, Steve Miller.

Houston—KFMK

Jay Thomas
Program Director

BP: "Sailor," LP by the Steve Miller Band, Capitol. BLFP: "Live," LP by the 13th Floor Elevators, International Artists. BH: "Electric Mud," LP by Muddy Waters Cadet Concept. BLFH: "The Crazy World of Arthur Brown," LP by Arthur Brown, Track.

Kansas City—KCKN

Ted Cramer
Program Director

Heavy Request: "Less of Me," Glen Campbell on Capitol, "Smellin' Like a Rose," Johnny Wright, on Decca, "Sweet Bird of Youth," Ray Griff on Dot, "Wichita Lineman," Glen Campbell on Capitol, "Follow Your Drum," Chaparral, on Capitol, "Hammer and Nails," Jimmy Dean, on Victor, "Ten Years of Life," Jerry Lane, Chart, "Walls Come Tumblin' Down," Warner Mack on Decca, "Age of Worry," Billy Walker, on Monument, "What's Made Nashville Famous," Sandy Sans on Throne.

Phoenix—KNIX

John Sardella
Program Director

BP: "Mr. Zig Zag," Trad Hall. BLFP: "Both Sides Now," Judy Collins. BH: "Buzz the Fuzz," Biff Rose, & "Watch-town House Burning," Hendrix. BLFH: "Waiting for the Electrician," Firesign Theater.

Omaha—KOWH

Tom Rambler
Program/Music Director

Heavy Requests: "Alice's Restaurant," Arlo Guthrie, "In a Gadda Da Vida," Iron Butterfly, "Poem-Fire," Arthur Brown, "Hey Jude," Beatles, "Sookie Steppenwolf," Suzanne, Leonard Cohn, "Motorcycle Song," Arlo Guthrie, "Iron Butterfly Theme," Iron Butterfly, "Time," Chambers Brothers.



Worcester—WORC
Jeff Starr
Music/Program Director

BP: "Gamblers Blues," by Lightin' Hopkins on Jewel (LP). BLFP: "Mojo Navigator," by Country Joe and Fish on Vanguard, (LP Together). BH: "Big City Lights," by Savoy Brown Band on (London LP Getting to the Point). BLFH: "In and Out," by Auger, Driscoll and the Trinity on Atco, (LP Open).

EASY LISTENING



Atlanta—WSB Radio
Chris Fortson
Music Librarian

BP: "What's Yesterday," Gail Martin, Reprise. BLFP: "Born To Be With You," Sonny James, Capitol. BH: "If You Could Only Be Me And Flip," Girls From Petticoat Junction, Imperial. BLFH: "Little Arrows," Leapy Lee, Decca.

Austin—KTBC

Ray Clark
Music Director

BP: "Wichita Lineman," Glen Campbell, Capitol. BLFP: "As We Go Along," Monkees, Colgems. BH: "Those Were the Days," Mary Hopkin, Apple. BLFH: "Hitchcock Railway"/"Hi Heel Sneakers," Jose Feliciano, RCA Victor.

Denver—KGMC

Wayne Vann
Program/Music Director

BP: "The Straight Life," Bobby Goldsboro, UA. BLFP: "Thank You For the Sunshine Days," Steve Alaimo, Atco. BH: "Les Bicyclettes De Belsize," "Three Little Words," Engelbert Humperdinck, Parrot. BLFH: "I Walk Alone," Marty Robbins, Columbia. **Album Pick of the Week:** "Hits From Finian's Rainbow," Harmony. We continue to get requests for "Dance With Me Until Tomorrow," Vicky on Philips and there's a flurry of activity on "Hey Mister," the new one by Four Jacks and a Jill, RCA.

Homestead—WIII

Dave Elliot
Program Director, DJ

BP: "I've Got You On My Mind, Again," Buck Owens and the Buckaroos, Capitol. BH: "Les Bicyclettes De Belsize," Humperdinck, London.

Hot Springs, Ark.—KZNG

Don Harbour
Music Director/Personality

BP: "Hey Mister," Four Jacks and a Jill, RCA. BLFP: "Only for Lovers," Roger Williams, Kapp. BH: "What I'd Give," Roger Miller, Smash. BLFH: "Les Bicyclettes De Belsize," Engelbert Humperdinck, Parrot, "Windmills On My Mind," LP by Grady Tate on Skye.



Norwich—WICH
Bob Craig
Program Director

BP: "Promises, Promises," Dionne Warwick, Scepter. BLFP: "The Yard Went On," Richard Harris, Dunhill. BH: "Hey Jude," Sounds of Our Time, Capitol. BLFH: "Little Arrows," Leapy Lee, Decca.

(Continued on page 52)

DEALER'S CHOICE

another winning hand from IMPERIAL RECORDS



programming aids

• Continued from page 50



Miami—WIOD

Yolanda Parapar

Music Director

BP: "Not Enough Indians," Dean Martin, Reprise. BLFP: "Kiss Her Now," Ed Ames, RCA. BH: "Bicyclettes De Belsize," E. Humperdinck, Parrot. Best Cut on new Floyd Cramer RCA LP "MacArthur Park," is "Odd Couple."



San Francisco—KNBR

Michael Button

Music Director

BP: "Promises, Promises," Dionne Warwick, Scepter. BLFP: "Battle Hymn of the Republic," Andy Williams, Columbia. BH: "The Yard Went on Forever," Richard Harris, Dunhill. BLFH: "Both Sides Now," Judy Collins, Elektra.



Waynesboro—WAYB

Carolyn Bleam

Music Director

BP: "Les Bicyclettes De Belsize," Engelbert Humperdinck, Parrot. BLFP: "Stand By Your Man," Patti Page, Columbia. BH: "The Ol' Race Track," Mills Brothers, Dot. BLFH: "Alfie," Eivets Rednow, Gordy. "The Sounds of Our Times Play Hey Jude" is a Great LP from Capitol!

RHYTHM AND BLUES



Beaumont, Tex.—KJET

William Boy Brown

Program Director

BP: "Talking 'Bout My Baby," Gloria Walker, Flaming Arrow. BLFP: "Help Me," Morris Vaughn, Gatetown. BH: "Keep On Lovin' Me," Marvin and Tammi, Tamla. BLFH: "Harper Valley PTA Gossip," Effie Smith, Eee Cee. Harper Valley Gossip is destined to become the biggest comedy record since Dusty Fletcher's "Open the Door Richard." Watch It!

Chattanooga—WNOO

Steve Soul

Record Librarian

BP: "Keep Lovin' Me Honey," Gaye and Terrell, Tamla. BLFP: "Who's Making Love," Johnny Taylor, Stax. BH: "I Worry About You," Joe Simon, Sound Stage 7. BH: "Pickin' Wild Mountain Berries," Scott and Benson, S.S. BH: "I've Got Dreams to Remember," Otis Redding, Volt.



Memphis—WDIA

Bill Thomas

Program Director

BP: "Let's Make a Promise," Peaches and Herb, Date. BLFP: "How You Gonna Get Respect," Hank Ballard, King. BH: "I Love You Madly," Fantastic Four, Ric Tic. BLFH: "Court of Love," The Unifucs, Kapp. . . "I Ain't Got to Love Nobody," by Masquarders. . . "Love is Gonna Rain on You," Archie Bell.

Miami Beach WMBM

Donny Gee

Program/Music Director, Personality

BP: "Whiter Shade of Pale," Hesitations, Kapp. BLFP: "Why Over There," Edwin Star, Gordy. BH: "Who's Talking Love," Johnny Taylor, Stax. BLFH: "I Found a Goodie," Chris Bartly, Valdo.

COUNTRY



Burbank—KBBQ

Larry Scott

Music Director

BP: "I Take a Lot of Pride in What I Am," Merle Haggard, Capitol. BLFP: "Packin' an Unpackin'," Merle Kilgore, Ashley. BH: "Understand Your Man," Tammy Wynette, Epic. BLFH: "If Loving You Means Anything," Dale Ward, Monument.



Charlotte—WWOK

Cloyd Bookout

Personality Music Director

BP: "Ballad of Forty Dollars," Tom T. Hall, Mercury. BLFP: "Mister Brown," Gary Buck, Capitol. BH: "Ballad of Two Brothers," Autry Inman, Epic. BLFH: "Sweet Bird of Youth," Ray Griffe, Dot.



Chester, Pa.—WEEZ

Lowell Howard

Program Director, Personality

BP: "I Was With Red Foley," Luke the Drifter, MGM. BLFP: "Ballad of Two Brothers," Autry Inman, Epic. BH: "Born to Be With You," Sonny James, Capitol. BLFH: "I Walk Alone," Marty Robbins, Columbia.



Flint—WKMF

Jim Harper

Program/Music Director, Personality

BP: "I Take a Lot of Pride in What I Am," Merle Haggard, Capitol. BLFP: "She's Just You Made Over," Jimmy Peters, Columbia. BH: "Where Love Used to Live," David Houston, Epic. BLFH: "Little Arrows," Leapy Lee, Decca.



Ft. Lauderdale—WIXX

Lyle Reed

Station Manager, Personality

BP: "Don't Wake Me, I'm Dreaming," Warner Mack, Decca. BLFP: "Gatherin' Dust," Margie Bowes, Decca. BH: "All Over But the Crying," Hank Williams Jr., MGM. BLFH: "Sunshine Man," Mac Curtis, Epic

Homestead, Fla.—WIII

Dave Elliott

Program Director & DJ

BP: "Smokey the Bar," Hank Thompson and His Brazos Valley Boys, Dot. BH: "The Straight Life," Bobby Goldsboro, UA.



Greensboro, N. C.—WGBG

Tom Miller

Program Director

BP: "Your Squaw Is on the Warpath," Loretta Lynn, Decca. BLFP: "Ballad of Two Brothers," Autry Lynn, Epic. BH: "Plastic Saddle," Nat Stuckey, RCA. BLFH: "1432 Franklin Pike Circle Hero," Bobby Russel, Elf.



Knoxville, Tenn.—WROL

Phil Rainey

Program/Music Director, Personality

BP: "Heavenly Sunshine," Jimmy Gately, Columbia. BLFP: "Ten Years of Life," Jerry Lane, Chart. BH: "Born to Be With You," Sonny James, Capitol. BLFH: "Smoky the Bar," Hank Thompson, Dot.



MIAMI—WGMA

Dutch Walker

Program Director

BP: "I Take a Lot of Pride," Merle Haggard, Capitol. BLFP: "Sweet Bird of Youth," Ray Griffe, Dot. BH: "It's All Over But the Crying," Hank Williams Jr., MGM. BLFH: "Milwaukee Here I Come," Brenda C./George J. Musicor.



Philadelphia—WRCP

Don Paul

Program/Music Director, Personality

BP: "Wichita Lineman," Glen Campbell, Capitol. BH: "Stand by Your Man," Tammy Wynette, Epic. BLFH: "1432 Franklin Pike Circle Hero," Bobby Russell, Elf.

Providence—WHIM

Tom Allen

Program Director

BP: "Little Brother/Letter to Faron Young," Rod Harris, Natural Sound. Wayside. BH: "Born to Be With You," Sonny James, Capitol. BLFH: "Little Arrows," Leapy Lee. Decca. Our best pick is a two-sided hit. Rod Harris is a C&W comedian and was a leading nomi-

NAB Hails Bid to Tack Royalty Fee Rider to Copyright Act

• Continued from page 46

retaining top people, Manning Slater, owner of KRAK, Sacramento, Calif., said money plus a corporate interest in all employees kept his staff intact. The only disk jockey Slater claims to have lost because of money was Bob Crane, who was earning \$1,000 a week at Slater's Bridgeport, Conn. station, and was offered an additional \$1,500 (by CBS) to join its KNX outlet here.

During the afternoon radio session, Charles Stone, NAB's radio vice-president, explored some statistics unearthed by the association on national adult listening habits. Music is the second most-preferred program source following news. Ninety-one per cent of those 34 and under prefer music over news reports. Those favoring music the least are listeners over 50.

One-half of those surveyed tune in radio with specific listening purposes in mind, eight out of ten seeking out a particular station. Two-thirds of the adults report they listen to radio without doing anything else, which Stone pointed out, de-bunks the

nee for country comedian of 1968. Letter to Faron Young exemplifies his humor. Little Brother shows that a very funny man can be concerned and serious. Deserves to go all the way.

Xenia, Ohio—WBZI

Chad Chester

Music Director, DJ

BP: "I Was With Red Foley," Luke the Drifter Jr., MGM. BLFH: "Harlan County," Terry English, Chance. BH: "She Still Comes Around," Jerry Lee Lewis, Smash. BLFH: "Plastic Saddle," Nat Stuckey, RCA.



Phoenix—KRDS

Bob Pond

Program/Music Director, Personality

BP: "Love Is Ending," Liz Anderson, RCA. BLFP: "Not Enough Indians," Dean Martin, Reprise. BLFH: "Indian Reservation," Don Fardon, GNP Crescendo.

OTHER PICKS

College—Don Goldberg, Pa., WRSC, BP: "A New Time," Chambers Brothers, Columbia, and BH: "Electric Lady," Jimi Hendrix, Reprise. . . Dennis Blyth, Lansing, Mich., WMSN, BP's: "The Yard Went On," Richard Harris, Dunhill, "Both Sides Now," Judy Collins, Elektra, "Elephant Candy,"

Vox Jox

By CLAUDE HALL

Radio-TV Editor

In my listing of TV bandstand shows, I missed "Beat '69" hosted by Bob Hansen from KCMT-TV, Alexandria, Minn. He needs film clips, videotapes. Groups may also call him at (218) 233-1344 to tape interviews by phone. . . Letter from Gary Stevens, formerly with WMCA in New York, to say he now has a five-bedroom Swiss villa on a hill overlooking Lake Lugano and across into Italy. Says: "It's just beautiful. Even have our own private beach."

Herman, who does a progressive rock show on WMRR-FM, Philadelphia, will soon go 9 p.m.-2 a.m.; he presently has an 8-midnight show, but station feels the demand

for a longer program. . . Jerry King, all night deejay at KBUC, San Antonio, is moving to KTON in Belton, Tex., where he'll become program director. . . John Goyen Jr. is now doing weekend work on KPRC, Houston. . . Tom Rambler has been upped to program director of KOZN and KOWH-FM, Omaha, Neb. The FM station plays progressive rock and Rambler says: "I still don't believe the reaction."

WFMU-FM at Upsala College in East Orange, N. J., has been playing progressive rock and, to be frank, has some of the best programming available in this form. (Continued on page 54)

proposition that radio serves exclusively as an accompaniment to other activities.

Two interesting profiles of differing station concepts were offered by program manager Bill Mears of KOIN, Portland, and general manager Bill Hessian Jr. of KOY, Phoenix. Mears said his station has a live band which plays mornings and at noon. The number ranges from five men in the a.m. to eight men at noon. "Publishers don't send out sheet music or orchestrations, so we buy a piano leadsheet at a music store and the men make their own arrangements off that," Mears said.

Hessian perked up a late afternoon audience when he said he was against record libraries and that his "contemporary-sounding" station was putting all its music on cartridges. KOY uses eight cartridge machines and all hits and standard tunes are duplicated. When a song fades in popularity, the cartridge is erased and filled with a new song. Each song has its own cartridge.

The presence of Ken Mansfield, Capitol's national promo-

tion manager at the final radio seminar resulted in several questions from small market operators, which revealed the lack of communications between small town radio and record manufacturer. J. C. Stallings, owner of KEEE, Nacodoches, Texas, asked how he could get a listing of new Capitol releases. Jerry Cobb, of KNEV-FM, Reno, caused a stir when he commented that the only way he could get the kind of music his station needed was to buy the albums.

Cobb also lauded tape as the system of tomorrow, noting the station was gearing up to go all tape by Christmas on its 15th anniversary. KNEV would use pre-recorded reel-to-reel tapes instead of albums. The problem has been to convince the tape companies to make their product available to the station at a price lower than retail, Cobb emphasized.

Topics covered in other seminars touched on public broadcasting, television and violence, TV music licensing, the role of the police in urban problems and finding, hiring and training minority group representatives.

NOW! EXCLUSIVELY ON IMPERIAL RECORDS

LEGENDARY MASTERS SERIES

VOL. 1

RHYTHM 'N' BLUES THE END OF AN ERA

THE SHAWEEZ · THE DUKES · THE SHARP TONES
THE MELLOW DROPS · THE KIDDS (PELICANS)
THE FIVE KEYS · THE SPIDERS · THE BARONS
THE PELICANS · THE HAWKS · THE JEWELS
THE BEES · THE JIVERS (CENTARS)

This vintage recording may be played on Monaural or Stereo equipment.

LEGENDARY MASTERS SERIES

VOL. 1

URBAN BLUES BLUES UPTOWN

JOE TURNER · WYNONIE HARRIS
MERCY DEE · FATS DOMINO
ROOSEVELT SYKES · SMILEY LEWIS
T-BONE WALKER · DIRTY RED

This vintage recording may be played on Monaural or Stereo equipment.

LEGENDARY MASTERS SERIES

VOL. 1

RURAL BLUES GOIN' UP THE COUNTRY

LIL' SON JACKSON · LIGHTNIN' HOPKINS
NATHANIEL TERRY · MANNY NICHOLS
SNOOKS EAGLIN · COUNTRY JIM
THUNDER 'N' LIGHTNIN'

This vintage recording may be played on Monaural or Stereo equipment.

LEGENDARY MASTERS SERIES

VOL. 2

RURAL BLUES SATURDAY NIGHT FUNCTION

SNOOKS EAGLIN · BOOZOO CHAVIS
CLIFTON CHENIER · SLIM HARPO
PAPA LIGHTFOOT · J. D. EDWARDS
BOOGIE BILL WEBB

This vintage recording may be played on Monaural or Stereo equipment.



RADIO-TV JOB MART

This column is published for people seeking positions as well as station managers seeking personnel. Rate is \$5.00 per one half inch (app. 40 words). A box number will be used to protect the identity of the advertiser. Send copy along with payment to:

RADIO-TV JOB MART
Billboard
RADIO-TV JOB MART
165 W. 46th St.
New York, N. Y. 10036

POSITIONS OPEN

PD-Operations Man — MOR format. Large market northeast. Start \$8,000 to \$10,000. Experienced. Age over 30 years. First-class ticket essential. Send tape and resume to Box 069, c/o Billboard, 165 W. 46th St., New York, N. Y. 10036.

POSITIONS WANTED

1st Phone Experienced announcer-RD desires combo position at Northern U. S. or Canadian full time medium market contemporary. College, draft exempt. Looking for station with challenge and possibility to move to PD. Contemporary only. Johnny Thunder, Box 232, Mt. Morris, N. Y. (716) 658-4159.

Soul DJ is seeking work with a soul station. Worked with teenage TV show, record hops, etc. Age 27 and married, willing to learn. Have good knowledge of the record business. Produced several successful records. Write Box 078, c/o Billboard, 165 W. 46th St., New York, N. Y. 10036.

Am interested in television work, mostly performing. Would like to talk with producers or directors. I'm 19 and have had some acting experience. Picture and date immediately on request. Write: Box 077, c/o Billboard, 165 West 46th St., New York, N. Y. 10036.

3-year background. Was at #1 rated MOR in 120,000 (3 AM, 4 PM) market. Am single, 1Y, 3d ticket, top references, love radio. Desire upbeat MOR or personality R&R in Midwest or North East. Salary open to honest professional stations. Stations employing people who don't care need not reply. Call Pat West at (815) 932-2211 or write Box 075, c/o Billboard, 165 West 46th St., New York, N. Y. 10036.

Looking for a personality (Top 40 station) with imagination and creative ideas that wants to talk to people not yell at them? 4 years experience. Looking for a bigger market. Would prefer New England. Pleasing voice, likable guy; sincere, witty. Write: Box 076, c/o Billboard, 165 West 46th St., New York, N. Y. 10036.

RESULTS—RESULTS—RESULTS

"I received several inquiries from the ad in the job mart column"

A satisfied advertiser

"The results of the advertisement which we ran for three weeks in the job mart were simply fantastic—and I mean fantastic"

A pleased advertiser

Reach the Man You Want

Billboard's

RADIO-TV JOB MART

Use the handy form on this page.

Vox Jox

• Continued from page 52

mat anywhere in the nation. But, being a non-commercial listener-sponsored college station, the station must depend on donations. Nov. 30, the station will go off the air unless a fund-raising marathon beginning Oct. 28 works out. The marathon will last 24 hours daily for about two weeks. They need artists for on-air appearances and anything else anyone can do to help.

The battle in Philadelphia continues to be a torrid one—at least on the air. To combat **George Michaels'** "Magic Much More Music Machine" on WFIL, **Happy Jack** on WIBG started at 6 p.m. Oct. 16 and went 925 consecutive hits in 53 hours and 50 minutes. I don't know if this was sans interruptions or not. Over in Danville, Ill., music director **John Edwards** of WITY played 121 records without interruption Oct. 14.

Don Thompson has joined the production staff of WOCN, Miami; he'd been a deejay with WGBS in that city. . . . **Jim Hubbard**, director of FM at KTCR, 3800 Minnehaha Avenue, Minneapolis, Minn. 55406 needs country music album jackets to frame in the studios and offices. . . . Here's a Paul Bunyonesque type of promotion stunt: **WERK** deejay **Bill Shirk** did a series of one-minute remotes from the hand of a Bunyon statue 30 feet up in the air; jammed traffic for blocks in the Muncie, Ind., area.

Alan Freeman is undoubtedly one of the most exposed deejays in England. Not only is he one of the deejays who host the popular "Top of Pops" half-hour Thursday shows on BBC-TV, but he has a show on BBC radio called "Pick of the Pops" each Sunday 5-7 p.m. And his fans also hear him on Radio Luxembourg six nights a week 11:30 p.m. to 12:40 a.m. through taped shows. The Radio Luxembourg shows feature about 85 per cent U. S. groups. Freeman started in 1952 as a deejay in Australia on 3KZ in Melbourne. He went to London in 1957 and eventually broke into TV first. Beat music is the most important music in England, he said, "and the Beatles reign supreme; the imagination that captured the public five years ago has not diminished." He also paid tribute to deejay **John Peel's** "Top Gear" in BBC radio Sunday 3-5 p.m. as specializing in progressive rock records and said that "the progressive rock format is creeping back to London."

WASH-FM, Washington, has upped power from 20,000 to 50,000 watts and is now in an easy listening format 18 hours a day. . . . **Michael Coppens** is now with **WKZO**, Kalamazoo, Mich.; he'd been with **WATZ**, Alpena, Mich. . . . **Tommy Boyles**, station manager for **WADB-FM**, Mount Pleasant, N. J., has signed a songwriter's contract with the **Compton Brothers** of Dot Records. . . . Just as a point of information for rock jocks, the **Elvis Presley** special will be on NBC-TV network 9-10 (NYT) Dec. 3. Come to think of it, a lot of newer rock jocks may not even know who Elvis is. The NBC press release says that Presley made "his first professional recording debut in 1953 with the best-selling 'That's All Right,'" so it's obvious they don't remember him any too well over there either. Well, just as a point of information for you younger deejays, Elvis did a lot for us. I feel he made Top 40 radio possible, among other things. He's still one of the greats. And I, for one, feel he could be king again. Several deejays and myself once in a bull session came up with the opinion that all he needed was a good road tour. There's a strong rumor that he's going to make such a tour soon, which, to me, indicates that he's getting seri-

ous about performing again. I hope so, because I still believe that if **Elvis Presley** went into a studio with the full intention of cutting a hit record, he'd come out with a monster.

Carlo Lagrotteria has been appointed operations director of **WHDH**, Boston; he's been in production. . . . **John C. Kerr**, who has been at **WGSW** in Greenwood, S. C., for the past eight years, has moved to **WQXL** in Columbia, S. C. . . . **Ralph McKinney**, formerly with **WAMS**, Wilmington, Del., is now with **Uncle Sam** as a broadcast specialist at **Fort Huachuca**, Ariz. That sort of thing happens to the best of us, Ralph.

Here's how it goes at **WCMS** in Norfolk, Va., now: **Joe Hoppel** 7-10 a.m., **Earle M. Faulk** 10 a.m.-2 p.m., and **Carolina Charlie** 2-6 p.m. . . . **David G. Nitz** at **WWNS**, Statesboro, Ga. 30458 is in urgent need of country music records.

Here's the latest word on Pulse ratings in Cincinnati: **WZIP** tied for third in 3-7 p.m. period in total shares with a nine. **WSAI** had 28, **WUBE** and **WCKY** had 10, **WZIP**, **WCIN**, and **WLW** all had nine. . . . **Todd T. Taylor**, late of **WINW**, Kent, Ohio, is now in the 3-6 p.m. show on **WHLO**, Akron. . . . **Dusty Brooks**, who'd been with **WKBK**, Keene, N. H., has returned to college at **Norwich University** Broadcasting, Northfield, Vt., and is scheduled to join the new station of **WCVR** in Randolph, Vt., which manager **Bob Smith** is putting on the air about December.

John Stevens is the new program and music director at **KMOR** in Salt Lake City; I goofed in a previous vox jox. The deejay lineup there now goes like this: **Marty Christian**, **Jan Andrews**, **Phil Gannon**, **Stevens**, and **Jim Platt**. Sorry for the foulup, John. . . . Another John—this one **John Morrow**—has been appointed program manager for **KING** in Seattle; he's been with the station since 1966 as deejay and production manager. . . . **Mr. (L. Hermann) Lou** is now with **KPOP**, Roseville, Calif., doing a blues, soul, and jazz show Monday through Saturday evenings. Mr. Lou also does a two-hour taped jazz show for the California Department of Corrections and 37 hours each week for Overseas Broadcast Productions which caters to foreign stations. . . . **Steve Soul** has joined the staff of **WNOO** in Chattanooga, Tenn., in

the 4-signoff slot; he'd been with **WINH**, Georgetown, S. C. . . . **Brad Lacey**, formerly program director at **WNYR**, Fort Myers, Fla., has joined **WBBH-TV**, Fort Myers, as program manager. He'd been with **WMYR** 14 years to the day he left **WKDA** in Nashville. That's longevity.

Program director **Jim Lowe** of **WRR** in Dallas has been upped to operation manager of **WRR-FM**. . . . Here's the line-up at **KYSM** in Mankato, Minn.: Program director **Henry Busse Jr.** (son of **Henry Busse** of the big band era), **Steve Hastings**, **Don Bendickson**, and music director **Scott (the Nightmare) Christenson**. Station is programming progressive rock 11 p.m.-12:30 a.m., which **Christenson** believes is a "progressive venture, we feel, for a 50,000 population market . . . but the response has been excellent."

New program director of **KMOR** in Salt Lake City is **John Stevens**, who'd been music director; he replaces **Lloyd Young** who is moving to **KNAK**, same city, as production manager. **Jan Andrews** will handle **Young's** air duties and become program manager. . . . The line-up at easy listening **WMER-FM**, Celina, Ohio, is: Program director **Alan Grey**, manager **Walt Horton**, music director **Tom Profit**, and **John Roth**. . . . **Martha Crane** has been with **WLS**, Chicago, 40 years. . . . **KFI**, Los Angeles, has a new line-up of DJ's starting Oct. 14: **Lohman** and **Barkley** 6-10 a.m., **Dave Bodington** 10 a.m.-2 p.m. replacing **David Starling**, named production manager. **Chuck Cecil** remains in the 2-4:55 slot. Appearing from 8-11 p.m. is **Red Rowe** with a modern country music show. **Pat Kelly** for 18 years **KFI's** program manager has been upped to vice-president of operations and programming.

WPGU-FM, commercial student station at the University of Illinois in Champaign, has formed an 18-member record selection committee under the direction of music director **Rick Sallinger** and assistant music director **Tom Roberts**. A music list will be published weekly. . . . **Bill Webber** has joined **WIP** in Philadelphia in the 10 a.m.-1 p.m. slot. A former **KYW** personality (when the station played music), he has been hosting children shows on **WPHL-TV** (Channel 17) and will continue these duties

RADIO-TV JOB MART

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

Run the copy shown below (or enclosed separately) in the Radio-TV Job Mart.

Check the number of insertions you wish:

____ One Issue ____ Two Issues ____ Three Issues

COST: \$5.00 per 1/2 inch per insertion (approximately 40 words)

Amount enclosed: \$ _____ (Payment must accompany order)

Radio-TV Job Mart, Billboard, 165 West 46th Street, New York, N. Y. 10036

NAME _____

ADDRESS _____

CITY _____

STATE & ZIP CODE _____

Country Station Ad Sales at All-Time Peak

• Continued from page 46

of the headliners. \$2,000 for five acts was not an uncommon sum to pay for a show these days. He called for a code of ethics for talent and promoters that would encourage the acts to be on time, eliminate dirty jokes, and dress properly. He allows three weeks for promotion of a show.

Listener Poll

Roslow listed statistics to show that country music takes a backseat to no station when it comes to acquiring an audience, saying that country stations get 45 per cent of the men in a day's broadcast.

Davenport told how he will gross over \$500,000 this year with a daytime station in his market. Pulse rated the station No. 1 in April-May. Seven country shindigs drew 87,500 people and grossed the station \$261,000 with up to 2,000 people turned away at a show. He spoke of how to use re-

mote broadcasts as promotions and of hiding the remote unit and giving prizes to the first listener who could find it. Usually, the unit was stationed in front of a client's business and this served as a double promotion for both station and client.

Sloan, who tied in promotion and sales, said that, "Nothing helps you better in sales than being No. 1. . . get yourself some listeners." Regarding programming, he said you can't afford these days to just let the deejays hand-pull records. "I believe in keeping a young, presentable staff," he said, adding that he often took deejays on calls to clients to build a stronger rapport with the community.



Coin Machine World

Ellis Maps Strategy for Boosting Industry Image

By RON SCHLACHTER

OMAHA, Neb.—“The only long-range goal we have set so far is to carry our public relations program as far as we can.”

This forecast was made by newly elected Music Operators of America (MOA) president Howard Ellis, prior to a scheduled planning conference here this past weekend with Fred Granger, MOA executive vice-president.

“In the past, the MOA did not fail in its public relations efforts,” said Ellis. “It was simply a case where the MOA did not have the time. It had more pressing problems to worry about.”

“But now we are in good shape financially and in good shape as far as standing on our own feet. The time is right to launch a public relations program and I feel I’m going to get the co-operation of the entire industry. All facets of the industry have expressed a willingness to do their part.”

According to an initial outline, the MOA public relations program calls for four major activities: establishing one month during every year as Coin-Operated Music and Amusement Month; sending a public relations kit to all MOA members; establishing an MOA Civic Service Award to be given only to members who have really distinguished themselves through service to their communities; and establishing a program for naming the outstanding young men in the industry each year.

Grass-Roots

“The industry’s image has gained considerably during the past few years and now we are going to try to help it even further,” said Ellis. “We’re going to focus our attention on the grass-roots area, namely the operator himself.”

“It used to be that the operator couldn’t care less about the image of the industry. But all

(Continued on page 56)

Bilotta Pushes Record Acts

SYRACUSE, N. Y.—John Bilotta is becoming an impresario and used the occasion of his 40th anniversary party here last week as the vehicle for launching the idea of making recordings strictly aimed at jukeboxes. The event, attended by over 900 people, tied together music, amusement games, politics and baseball and featured singer Roberta Quinlan.

Bilotta, who addressed the recent Music Operators of America seminar on jukebox programming from the audience, makes the point that jukeboxes automatically program the top 40 or 50 most popular songs. “We need easy listening programming beyond this. We want Roberta Quinlan to record a song strictly tailored to jukebox play.”

Bilotta has his own label, but indicated that the master of the Quinlan recording would be made available to a major record company for maximum distribution. Miss Quinlan ap-

(Continued on page 56)

New Equipment



Seeburg—160-Selection Gem

Seeburg’s newest coin-operated phonograph, the Gem, shown above is said to have achieved “a new breakthrough” in sound reproduction through use of specially designed speakers utilizing 3-inch voice coils and mounted on a floating baffle eliminating the usual vibrations accompanying bass sounds. The speaker assembly features two 12-inch bass speakers and two horns. The stereo amplifier supplies a total of 130 watts output. Other outstanding features include backdoor access, a special burglar-proof inner door inside the regular coin compartment opening, a new dollar bill validator, a mechanism port for easier viewing during servicing, elongated selector cables; a special guard to prevent record spill during moving. Every component part is exchangeable with the Spectra, the model introduced last year.

‘COIN’CIDENTALLY

More Leisure Means More Amusement Industry Work

Surely the most dazzling and sophisticated generation of automatic amusement devices ever produced was displayed at the big trade show recently in Chicago. Jukeboxes are now more trouble-free and play-prone than ever before. Games look and work better than any of their predecessors in the long, colorful history of the business. In short, coin machine craftsmanship has reached a new high.

The thoughtful show visitor had to be nagged, however, by a contradiction inherent in the exciting industry exhibition. There is a large and widening gap between the real and potential markets for the kinds of entertainment our industry offers the public today.

The jargon of Wall and La-

Salle streets has embraced of late a new expression, “leisure-time market.” The big money and the conglomerates appear determined to possess their quota of firms catering to this newly spotlighted profit bazaar.

It’s quite a market. While a steadily shrinking share of the U. S. gross national product is spent for food, shelter and clothing, a rapidly swelling percentage is going for a thousand and one leisure-time pursuits and products. As the money availability increases, so does the time availability. Abbreviation of the work week has become drastic during recent years, and expectations are the week will be chopped shorter still in those types of labor suited to fuller

(Continued on page 60)



ROWE INTERNATIONAL, INC. has announced key appointments at the Montreal and Toronto offices of the firm’s Canadian subsidiary, Rocanco Industries, Ltd. Jean Charlibois, shown here on the left, has been named sales manager of the Montreal office and William Rossen, shown here on the right, has been appointed sales manager for the Toronto facility.



OVER 900 people helped John Bilotta celebrate his 40th year in the coin machine business last week during a three-day gathering in Syracuse, N. Y. Shown here are a contingent of Albany, N. Y., area operators. Bob Catline (fourth from left) is manager, Bilotta Enterprises’ Albany office.

New Equipment



Williams—Two-Player Flipper Game

Pit Stop, a two-player flipper game by Williams Electronics, features competition for total laps and high scores. A player can advance his car 14 different ways and scores one lap each time his car passes the finish line. The game is adjustable to three or five-ball play and convertible to the add-a-ball model.

New Seeburg Is Real ‘Gem’

CHICAGO—Dramatic styling and coloring changes highlight Seeburg’s newest coin-operated phonograph, the Gem.

Boasting a bluish color scheme, the jukebox maintains basically the same contour as last year’s model at present new styling for extra plays and profits. A moire pattern is featured on the grille, while a ruby jewel-like design on the top of the model lends itself well to the Gem name.

The selection panel is waist-level for easier tune selection and is clearly illuminated for quick selection by letter and number.

The Gem is described as having achieved “a new breakthrough” in sound reproduction through use of specially designed speakers utilizing three-inch voice coils and mounted on a floating baffle, eliminating the usual vibrations accompanying bass sounds.

The speaker assembly features two 12-inch bass speakers and twin horns, mounted at ear-level for greater sound dispersion. A total of 130 watts output is produced by the stereo amplifier.

Other features include backdoor access, a special burglar-proof inner door inside the



WORLDWIDE’S Tom Higdon (left) with Jack Porter and Art Jentzen of New Mexico who visited the Chicago showing after attending the Music Operators of America show.



MRS. NATE FEINSTEIN, co-host of the recent showing of Seeburg’s Gem, and Billboard’s Cliff Strom.



WORLDWIDE salesman John Neville (left) with two guests.

Ellis Strategy Boosting Image

• *Continued from page 55*

that has changed and the operators do care. With the MOA supplying the tools, I think the operators will become fully aware of the value of public relations."

Ellis said the MOA will be making suggestions to the operators concerning customer relations. This could even include advice on redesigning an operator's office or headquarters and wearing uniforms on the routes.

Another suggestion could concern erecting billboards to publicize the services of an operator and the role of coin-operated equipment. The Music and Vending Association of South Dakota has achieved considerable success with this project.

In the press kits to all members, the MOA is including a simple speech outline for operators to use before local civic groups. This will enable the operators to personally explain the industry and, in turn, improve the industry image in their own locality.

Ellis also pointed out that locations can play an important

Coming Events

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

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

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

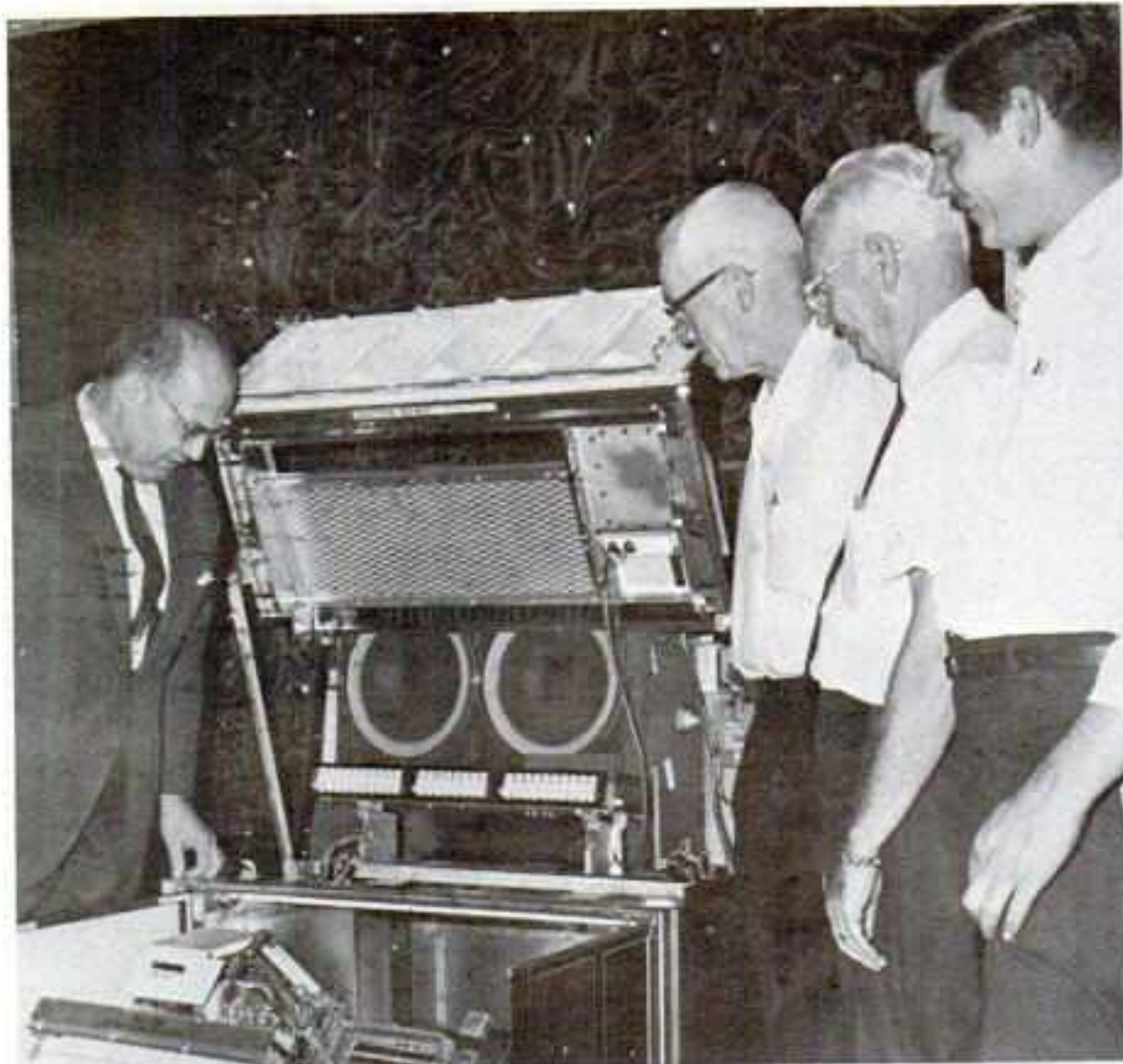
Nov. 16—Montana Coin Machine Operators Association, regular meeting, site to be announced, Wolf Point.

Nov. 20-22—Music Operators of Virginia, annual convention, Hotel Roanoke, Roanoke.

Dec. 13 — Automatic Vendors Association of Virginia, annual meeting, Holiday Inn, Richmond.

Jan. 7-10—National Vending '69 Exhibition, Grosvenor House, London.

part in the public relations work. For example, location owners and operators can work together on such annual projects as the March of Dimes campaign.



SEEBURG'S John Stuperitz (left) demonstrates points of the new Seeburg Gem phonograph during the recent showing held by Nate Feinstein at Worldwide Distributing, Chicago. Others from left are from Western Automatic Music: Paul Brown, Larry Cooper and Kem Thom.

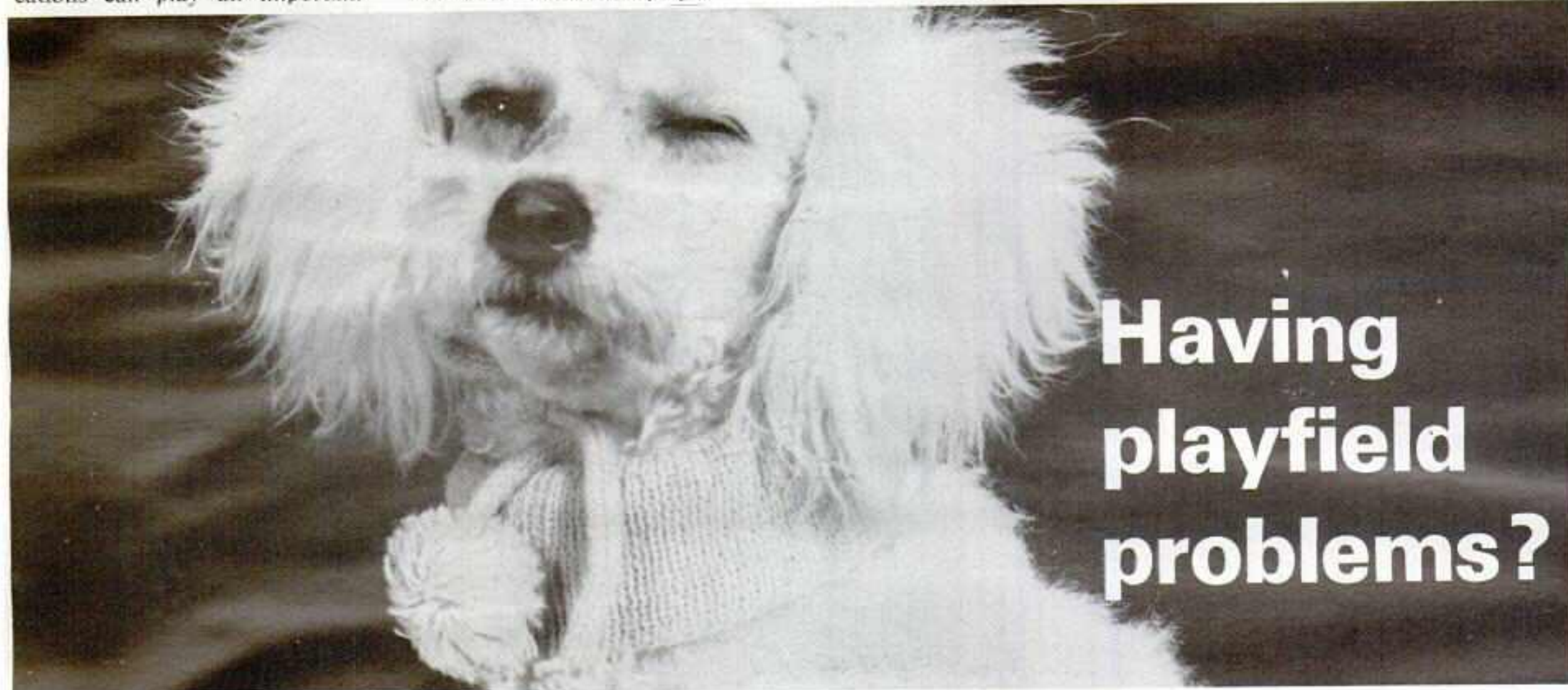


JOHN BILOTTA and his wife, Maxine are flanked by John Jr. and daughter Patricia. In right photo, Gene Wagner, Nutting Industries, presents John Bilotta with a plaque for his outstanding job as a distributor of I Q Computers.



ROBERT QUINLAN is presented the Farney Wurlitzer Rose. At right, Wurlitzer's C. B. Ross (left) and Ross Scheer, Midway Manufacturing (right) are shown as Rick Nelson autographs a record for a young fan.

Say You Saw It in Billboard



Having playfield problems?

Eliminate warping and breaking with new

Marquee by *Fischer*

with patented steel reinforced honeycomb playfield



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

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

100 Series 56" x 101";

90 Series 52" x 91½"



Fischer

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

Bilotta Pushes Record Acts

• *Continued from page 55*

peared on the Johnny Carson TV show Oct. 23.

Miss Quinlan was crowned "Jukebox Queen of 1969" and presented the Farney Wurlitzer Rose. Other entertainers included Rick Nelson, the Merchants of Dream and organist Brad Swanson.

Industry executives attending the party included Wurlitzer's Al Dietrich, C. B. Ross, Nat Hochman and Hank Peteet; Chicago Coin's Mort Secore and Willie Taylor; Midway's Ross Scheer and Andy Ducay; Mickey Greenman, Richard Reed and Ray Horner. Colorsonics; Gene Wagner, Nutting Industries; U. S. Billiards' Leonard Schneller; and Sol Lipkin, American Shuffleboard.

Bilotta, who brought minor league baseball to Newark, N. Y., this year, was also honored by politicians. New York State Senator Thomas LaVerne, State assemblyman Joseph Finley and Newark Mayor Milton Elzfuon were among the guests.

Siegrest Dead

BURLINGTON, Vt.—Frank W. Siegrest, 58, president of the Siegrest Vending Machine Corp. and a Burlington business man for 22 years, died of a heart attack at his home here Oct. 12.

Mr. Siegrest, a native of Essex Junction, was State legislative chairman for the National Automatic Merchandising Association and an active member of the American Vending Association. He was a member of Christ the King Parish and the Burlington Lodge of Elks.

Survivors include the widow, Vera (Payne) Siegrest; two sons, one daughter and five sisters.



The SIGN of great reading

NOVEMBER 2, 1968, BILLBOARD

Copyrighted material



**NEW STYLING... BIG NEW SOUND
...EXTRA PROFIT PLAY
with the 1969 GEM by SEEBURG**

The all new Seeburg GEM is specially designed for profit conscious operators who want the choice locations, want the bigger collections.

The New Seeburg GEM with "2-for-25¢" and dollar bill acceptor really stimulates additional play and profits to keep well ahead of escalating costs. Optional pre-selected programming

features provide higher override ratios than any other phonograph in the industry!

Exciting GEM styling attracts the crowds... attracts the plays.

New "tuned enclosure" speaker system and amplification delivers the strongest and purest sound in the industry. Improved design keeps service

costs to a minimum. All are backed by the fine Seeburg reputation.

Contact your Seeburg Distributor today.

SEEBURG

The Seeburg Sales Corporation
1500 N. Dayton St., Chicago, Illinois 60622

NVA Defends Efforts In Fla. License Battle

MIAMI—In response to complaints that it has moved too slowly, the National Vendors Association (NVA) said last week it would continue its present course here in protecting operators from exorbitant licenses. NVA co-counsel Don Mitchell was to confer here with Paul Feingold, Operators Vending, late last week.

The issue, which has been the center of an NVA project during the past year, revolves around the right of cities and municipalities to charge license fees that exceed one half the amount charged by the State under a general law passed in 1967.

"The State has the right to charge \$75 for a yearly license and 75 cents per machine. Cities, according to the general law, would be limited to not charging more than \$37.50 for a license and 37½ cents per machine," Mitchell said. NVA has hired legal counsel in the State, and through Feingold has mailed out 100 letters to operators who are asked to show the letters to city officials.

The letter spells out the lan-

guage in the statute that limits the amount cities and municipalities can charge, Feingold said. "The letters went out last week and we have heard nothing from cities either pro or con," he said.

Mitchell, who expects an opinion from Florida's attorney general, upholding NVA's position, said, "It's true, this will be an opinion. If the cities want to come into court and prove they can charge more than half the amount, we are ready for them." Roger Folz, Folz Vending, Oceanside, N. Y., whose operation extends into Florida and across the U. S., said, "I can't understand why the attorney general would give an opinion that might hurt him politically. I question whether NVA has moved fast enough on this or whether it has moved in the right direction."

Folz, who had conferred with the National Automatic Merchandising Association, said cities were pressing operators to pay license fees. Mitchell had advised operators to tender the amounts up to the one-half fig-

(Continued on page 60)

4 FOR 5c GUM PRICE TEST INITIATED BY FOLZ CO.

OCEANSIDE, N. Y.—Folz Vending is dispensing four balls of penny gum for a nickel in 15 of its locations on an experimental basis. Explaining the new program last week, Roger Folz said that initial results showed "no difference in revenue."

Folz also said the firm has experienced no objections from location managers after it was carefully explained that the new pricing was a trial plan. "We're merely explaining that due to inflationary factors we are testing this new pricing in case it becomes necessary to develop another approach to vending gum."

Folz said that results of the experiment fall into a pattern similar to what large vendors have experienced in changing to 15-cent coffee and candy. "Some sales are naturally lost, initially," he said, "but this is offset by the greater volume that results. It even itself out."

Distributor Plays Major Role In Helping New Bulk Vendors

NEW YORK—The bulk vending distributor continues to be the focal point for new people entering the business, according to Alan Cohen, Northwestern Sales-Service Corp. here. Cohen, also vice-president of the national association of bulk distributors, greets two or three new individuals each week.

"These are basically young men, recently married, looking for ways to make extra money. A few have been victimized by 'blue sky' promoters. Others have talked to bulk operators

they happen to notice in locations. Still others find us through the telephone book," Cohen said. "These men are often civil service workers, policemen or postal employees. Usually they are on fixed salaries.

"We do not try to paint an elaborate picture of bulk vending when explaining the business to these people. We tell them there is more to bulk vending than just pouring in the merchandise at the top and taking the money out of the bottom.

Cohen, who with Moe Mandell, head up the distributor operation here, said, "We show them the various types of merchandise involved. We show them how to set up stands and displays of machines. We advise them on how to add machines to any existing locations they may have and how to avoid overloading a location.

"We also show them Billboard and explain that the bulk vending business is a thoroughly legitimate one. We want them to know what is happening in other areas and we want them to be totally informed.

"Many of these new vendors will continue to operate on a part-time basis. But others will become full-time operators. We welcome both types of operators."

If your competition is giving you location trouble



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.

VICTOR VENDING CORP.
5701-13 West Grand Ave.
Chicago, Ill. 60639

SUPER 77 in console holds 175-V2 capsules

BARGAINS from KING'S One Stop

Psychedelic Pin-On Buttons \$12.00 M
Rings for 1c Vending, 800 to bag 1.90

Filled Capsule Mixes
All 250 per bag

5c Economy Mix	\$3.90
5c De Luxe Mix	5.00
5c Ring Mix	4.50
10c Hippie or Swinger	8.00
10c Economy Mix	7.00
10c De Luxe w/Lighter	8.00
25c Jewelry Mix, 100 to bag	V. 10.00

T. J. KING & CO. INC.
2700 W. Lake St., Chicago, Ill. 60612
Phone: 312/533-3302

25c CAPSULES MOVE IN ANY TYPE OF STOP

NEW YORK—Quarter capsules are finding good acceptance in every type of location, much to the amazement of some skeptical vendors. This is the observation of Alan Cohen and Moe Mandell, Northwestern Sales & Service Co. here.

"There was some early resistance to using quarter merchandise in certain locations," Cohen said. "Many vendors thought that 25-cent items would only sell in large supermarkets. Now, we hear vendors say quarter merchandise is moving in every type of stop.

Cohen said his best 25-cent item now is a series of football helmets from Karl Guggenheim, Inc. They come in a box of 100 and there are 25 helmets in the collection. A jewelry mix and an oogies mix are also moving well, he said.

GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Mach.	18.00
Atlas 1c & 5c 100 Ct. Ball Gum	12.00
Acorn 8 Lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	\$1.00
Pistachio Nuts, Jumbo Queen, White	.99
Afgan Crown Red Lip Pistachio Nuts	.72
Afgan Prince Red Lip Pistachio Nuts	.69
Cashew, Whole	.90
Cashew, Butts	.82
Peanuts, Jumbo	.50
Spanish	.32
Mixed Nuts	.40
Baby Chicks	.36
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct. carton	.50
Munchies, 16-lb. carton, per lb.	.39
SweetTarts	.38

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 printed per carton 7.50
Rain-Bio Ball Gum, 5550 per ctn. 8.75
Rain-Bio Ball Gum, 4300 per ctn. 8.85
Rain-Bio Ball Gum, 3550 per ctn. 8.85
Mallettes, 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
Beach-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.

RED HOT

— and too big an inventory to list!

THAT'S THE KIND OF RED HOT VALUES YOU'LL FIND IN OUR NEW COMPLETE MACHINE LIST

Send For It!

MOST COMPLETE PARTS DEPT.
Everything You Need—Give Us A Try

Exclusive Rowe AMI Distributor
Ea. Pa. - S. Jersey - Del. - Md. - D.C.

DAVID ROSEN inc
855 N. BROAD ST., PHILA., PA. 19123
Phone: (215) Center 2-2900

SCHOENBACH CO.

Manufacturers Representative
Acorn - Amco Distributor

MACHINES

WE HAVE 25c TITANS, MACHINES AND MERCHANDISE IN STOCK

HOT-HOT
10c CAPSULE MIXES
(all 250 per bag)

Monte Carlo	\$8.00
Indian Craft Rings	9.50
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.
25c capsules in stock

Parts, Supplies, Stands & Globes.
Everything for the operator.
One-third deposit with order, balance C.O.D.

SCHOENBACH CO.
715 Lincoln Pl., Brooklyn 16, N.Y.
(212) PResident 2-2900

Get and hold the best locations with

Victor's Selectorama® Console

6 DIFFERENT STYLES



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

Write—Phone for information
LOGAN DISTRIBUTING, INC.
1852 W. Division St., Chicago, Ill. 60622
Phone: (312) 486-4870

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.

PRICE \$39.00 each with chrome front

WRITE, WIRE OR PHONE
GRAFF VENDING SUPPLY CO., INC.
2956 Iron Ridge Road
Dallas 47, Texas

IMMEDIATE DELIVERY on the New Northwestern GOLDEN 60



This "all product" vendor is truly the most versatile on the market. Handles ball gum, charms, capsules, all nuts and any small bulk products without breaking or crushing. Gold decorative front panel. Mammoth capacity.

Available with 1c, 5c, 10c or 25c Mechanisms

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES & SERVICE CORP.
446 W. 36th St., New York, N.Y. 10018
(212) LOngetre 4-6467

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

Vending and Coin Machine News



LONDON EXHIBIT. London's Sam Cerami (left) and Sy Warner (right) flank the Frank Sawejke family of Beaver Dam, Wis.



MGM'S
Julie Budd.

GARWIN SALES' Bob Garmisa (right) chats with Robin Moore of Newfoundland.



MARA LYNN BROWN chats with Ron Schlachter (left) and Ron Carpenter of Billboard.



EPIC's Mort Hoffman (left) and Donovan flanked by Graeme Andrews and Herb Wood (right) of Billboard.



NUTTING ASSOCIATES' William G. Nutting and Lance Hailstone pose with model Lois Scott.



MONDIAL International's booth was crowded.



DITCHEBURN showed background music.



RALLY pingames get a tryout from H. B. Brink and James Genz of Montana while Sandy Moore looks on.



CROWDED SEGA BOOTH.



JUST RELAXING.

WICO's Bob Mullin, Ed Ruber, Bob Hudson and Jim Byrd.

More MOA Pictures



BRUNSWICK'S John Tyler, George Sodini and Ted Moskal.



GENE WAGNER (right) with Michael Kogan and John Bilotta (left).



JOHN WATLING tries the Jogger, a new piece from R. Braun & Co.



EMPIRE'S Jack Burns makes two ladies laugh.



EASTERN NOVELTY boys.



DIPLOMAT'S Milton Green and Abe Weisberg.



CINEMA Manufacturing.



EMPIRE DISTRIBUTING in Detroit held a recent showing of the Rock-Ola 440 at Piemontese Hall. The Empire headquarters was undergoing repairs following a freak accident in which a car crashed through the front salesroom. In this picture (from left): Empire president Gil Kitt, Empire vice-president Jack Burns, Detroit office manager Jim Frye, and Bud Leonard, Adrian operator and director of Music Operators of America.



MORE EMPIRE GUESTS (left to right): Mr. and Mrs. Bud Grable, Hi-Fi Amusement, Detroit, and Mr. and Mrs. Jake Dumler, J & P Service, Detroit.



ALSO AT EMPIRE (from left): Grace Aaro, Louis Ambrosine, John Welsh, Ralph Shagena, Richard Griffen, Ralph Schelden and Arlen Bannick.



JOSEPH PALEN and his wife, left photo, and Mr. and Mrs. Victor Muscat pose for Billboard reporter Hal Reves.

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.

Northwestern CORPORATION
28111 Armstrong St., Morris, Ill.
Phone: Whitney 2-1300

INCREASE VENDING SALES IN ANY LOCATION

3 NEW CAN COLD DRINK VENDORS for prestige and heavy volume locations **GIANT 360 can capacity—48 cans in pre-cool**

LOOK TO **ROCK-OLA** for advanced products for profit!

Rock-Ola Manufacturing Company
800 North Kedzie • Chicago, Illinois 60651

'COIN'CIDENTALLY

More Leisure Means More Amusement Industry Work

• Continued from page 55

automation. Moreover, as working hours decrease, disposable income does not. Many men today are earning in an hour what they earned in a week during the depression.

American entertainment habits have been greatly influenced by jukeboxes and games ever since the '30's. Long before that, other types of automatic amusement played a role in helping

Americans pass time pleasantly. Since World War II, however, while Americans have been spending more time and money amusing themselves, our industry has remained static, showing only the 8 to 10 per cent annual sales growth consistent with an inflationary economy.

"This is a replacement business," is the dejected admission of many operators, distributors and manufacturers.

The disappointing fact is that too many operators have been content since the War to merely replace their jukeboxes and games intermittently while putting their expansion energies into vending or some other business enterprise. At the same time, traditional coin machine locations have been disappearing. Or at least they have been changing character. The old-fashioned jukebox spot and all it connotes is a vanishing part of Americana.

It is long past time for the coin machine industry to launch, on an individual operator basis, an all-out effort to place its fine machines in the new leisure-locations where the time-killing, money-spending crowds are. (The lounges on the upper deck of some of those jumbo airliners coming out next year, for example.) In some cases, particularly with games, this may involve totally new game concepts and design. It is a fact that a major vending company on the West Coast is putting bowlers and pinball games into industrial plants for the amusement of idle workers at lunchtime. But these games have all bells disconnected so as not to irritate other lunching employees.

Even America's favorite pastime, baseball, finally admitted that to grow and continue to thrive it had to find some new locations. Our business must come to the same conclusion. Many progressive individuals in our trade have come to this belief, but far too little has been done about it.

The race for the leisure-time dollar has become a reckless landrush. But it's not too late for this industry to make its move and stake out its claim. Don't forget, we have about 40 years head start on most of the upstarts.

JUKEBOX RECORD REPORT

Best Picks for Week Ending Nov. 2

ALTON, ILL.

Cover: "Not Enough Indians," Dean Martin, Reprise 0780; Teen: "Soul Drippin'," The Mauds, Mercury 72832; Adult: "Maria Elena," Pete Fountain, Coral 65616; C&W: "She Still Comes Around," Jerry Lee Lewis, Smash S2186; R&B: "Who's Making Love," Johnnie Taylor, Stax 0009; Oldie: "Who's Sorry Now," Brad Swanson, Thunderbird 516.

CHATTANOOGA, TENN.

Cover: "Les Bicyclettes de Belsize," Englebert Humperdinck, Parrot 40032; Teen: "As We Go Along," The Monkees, Colgem 1031; Adult: "My Way of Life," Frank Sinatra, Reprise 0764; C&W: "That's All Right With Me," Buck Owens, Capitol 2300; R&B: "Peace of Mind," Nancy Wilson, Capitol 2283.

CHICAGO

Cover: "Hold Me Tight," Johnny Nash, JAD 207; Teen: "Piece of My Heart," Big Brother & the Holding Co., Columbia 44626; Teen: "I Love How You Love Me," Bobby Vinton, Epic 10397.

HOLYOKE, MASS.

Teen: "Time Has Come Today," Chambers, Columbia 44414; Adult: "My Special Angel," The Vogues, Reprise 0766.

LINCOLN, NEB.

Teen: "Hey Jude," Beatles, Apple 2276; C&W: "Harper Valley P.T.A.," Jeannie C. Riley, Plantation 3; Oldie: "Sentimental Me," Bobby Vinton, Epic 2270; Novelty: "San Antonio Rose," Slewfoot Five, Decca 25739.

NEW ORLEANS, LA.

Teen: "Those Were the Days," Mary Hopkin, Apple 1801; Adult: "Little Green Apples," O. C. Smith, Columbia 44616.

OAKLAND, CALIF.

Cover: "Les Bicyclettes de Belsize," Englebert Humperdinck, Parrot 40032; Teen: "Magic Carpet Ride," Steppenwolf, Dunhill 4160; Adult: "Little Green Apples," O. C. Smith, Columbia 44616; R&B: "Fool for You," Impressions, Buddah, Curton 1932; Novelty: "XXX Little Arrows," Leapy Lee, Decca 32380.

PEORIA, ILL.

Cover: "The Ol' Race Track," Mills Bros. Dot 17162; Teen: "Magic Carpet Ride," Steppenwolf, Dunhill 4161; Adult: "Alley Cat," Ace Cannon, Hi 2148; C&W: "Continuing Harper Valley P.T.A.," Dee Mullins, SSS International 749; R&B: "Makin' Love," Johnny Taylor, Stax 0009.

as reflected in a weekly poll of jukebox programmers across the country

BUY
Bally
FOR
TOP EARNINGS
IN
EVERY TYPE OF LOCATION
EVERYWHERE

Proven Profit Maker!

2-PLAYER **HOCKEY CHAMP**

2 DIMES or 25¢ PER GAME

Adjustable 1 Dime, 2 Dimes or 1 Quarter

100% SKILL!

Mrs. of PROVEN PROFIT MAKERS Since 1931

CHICAGO COIN MACHINE DIV. **CHICAGO DYNAMIC INDUSTRIES, INC.**
1725 W. DIVERSITY BLVD., CHICAGO, ILLINOIS 60614

All Machines Ready for Location

American Indy	\$145.
AMI Continental 2-100	165.
AMI Continental 1-200	150.
AMI-0160	545.
LPC 1 Seeburg	645.
Seeburg Electra	845.
Rock-Ola Capri	435.

Cable: LEWJO
Call, Write or Cable

Lew Jones Distributing Co.
Exclusive Wurlitzer Distributor
1311 N. Capitol Ave.
Indianapolis, Ind.
Tel.: ME1rose 5-1593

Reconditioned **SPECIALS** Guaranteed

PIN BALLS — BOWLERS — ARCADE

BALLY	
ROCKET #3	\$310
COLD RUSH	205
BLUE RIBBON, 4-PI.	350
BAZAAR	230
BUS STOP, 2-PI.	185
GRAND TOUR	150
HARVEST	165
BULL FIGHT	180
DISCOTEK, 2-PI.	210
MAGIC CIRCLE	195
TRIO	195

SPECIAL! SCOPITONE \$900 with Film LIKE NEW!

Write for complete 1969 Catalog of Phonographs, Vending and Games. Established 1934

ATLAS MUSIC COMPANY
Cable: ATMUSIC—Chicago
2122 N. WESTERN AVE., CHICAGO, ILL. 60647. ARmitage 6-5005

Active's THE CHOICE FOR the Lowest Prices and Best Equipment ALWAYS

Exclusive Gottlieb, Rock-Ola, Fischer and Chicago Coin Distributor for Eastern Pennsylvania, South Jersey and Delaware.

ACTIVE
Amusement Machines Co.
666 No. Broad Street, Phila. 30, Pa.
POplar 9-4495
1101 Pittston Ave., Scranton 5, Penna.



WILLIE LIPSEY, Arthur Martin, Ron Schwartz, Jon Strauch and Bob Harding (starting at left) pose with Americana III.



LEONARD HICKS, John Morris, Bill Cravens, Bob Harding and Lloyd Cruze are among this group inspecting the new Wurlitzer model.

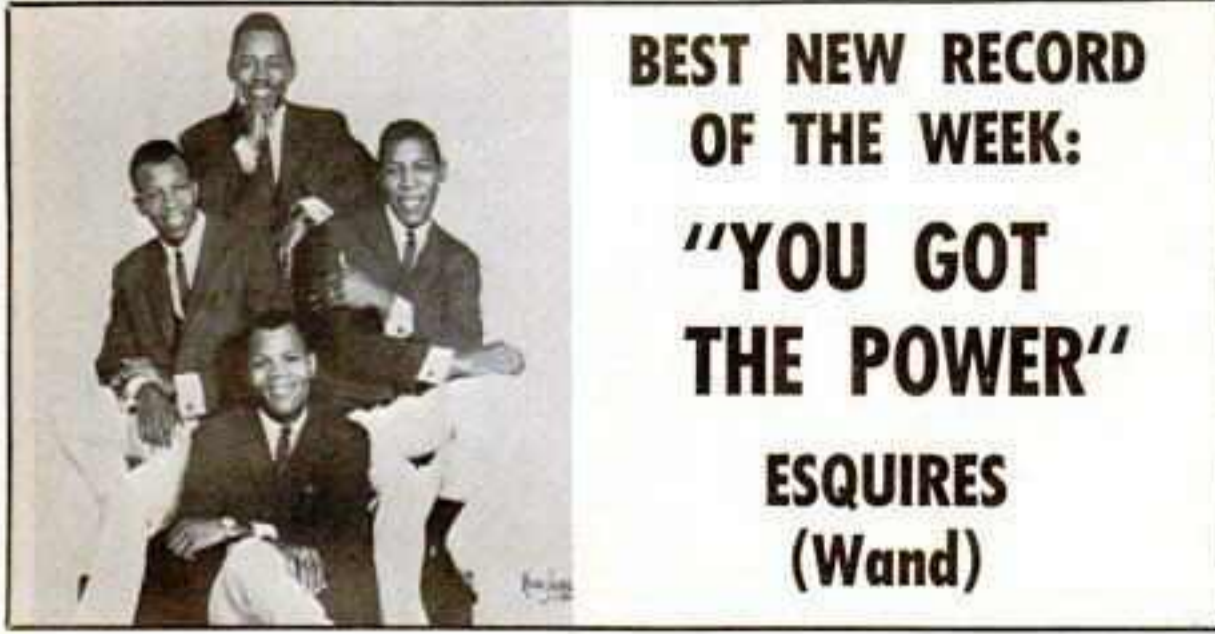
NVA Defends Efforts in License Battle

• Continued from page 58

ure and follow the directive NVA sent to all concerned. Feingold said, "In some cases an operator down here pays more money in occupational licenses, fees and other taxes than a supermarket, which might do over a million dollars a year. But I want to hold making any judgment in the way NVA is handling this until we see where we stand."

Rhythm & Blues

Billboard SPECIAL SURVEY For Week Ending 11/2/68



BEST NEW RECORD OF THE WEEK:
"YOU GOT THE POWER"
ESQUIRES
(Wand)

By ED OCHS

SOUL SLICES: Melvin Van Peebles, the first black American to direct a film ("The Story of a Three-Day Pass"), will debut on record for A&M next week with a bold new LP, "Brer Soul." Half-read and half-sung like a hip "Pogy," Peebles album features mini-dramas of urban ghetto life, created from his flashbacks as a kid on Chicago's South Side. "It seemed to me," said Peebles, who had to jump the U. S. to find freedom to make films, "that we had been hyped into doing imitations of imitations, or parodies of ourselves, or at the very best diluted and sterilized versions of black life." Back in the States after a 10-year tour as a U. S. expatriot in France, writer-director Peebles will be hailed as a black artist of the highest order. "I was listening to some black soul music, and I couldn't hear anything I could relate to as far as a meaningful lyric was concerned." So "Brer Soul" was born. "It's a record for everybody to dig," he adds. "It's an album that black people can understand, but if white people take the time to learn the niceties of black culture, they will be able to appreciate the album as well as anything else." Idiomatic language set to hot jazz should make this LP a milestone—and a winner. . . . Before the new year Aretha Franklin will add two new LP's to her hit series, a live LP from the Olympia in Paris and a regular release around January. Rolling Stone Mike Jagger sent Atlantic's Jerry Wexler a song for the soul queen, "Salt of the Earth," but the word is that the Rolling Stone special will probably gather moss. It didn't do anything for Aretha. Upstaged at both New York appearances this year—first by Sam & Dave at the Madison Square Garden soul show, and recently by the Sweet Inspirations at Philharmonic Hall—"Lady Soul" can't afford a case of the slides with talent like Cissy Houston close to fame. . . . Buddah Records has dropped Hugh Masekela's Chisa label short of the one-year option deadline. Contract problems killed the budding Buddah-reared soul label, but rumors of a new black-run music company are brewing around the label's future. . . . Shipped this week: Impressions' new LP on Curtom, "This Is My Country," featuring "Fool for You" smash among the dozen mind-bending cuts. Probably their greatest ever. . . . Freddie Hughes' latest on Wand, "Natural Man," is a twist on Aretha Franklin's "Natural Woman" disk. . . . Kapp Records threw a coming-out party at the Playboy Club Oct. 24 for the label's big soul find, the Unifics. Joining the "Court of Love" crowd and the Hesitations "Whiter Shade of Pale" on Kapp are the Spaulding Wood Affair, black-white soul duo, who bow at Steve Paul's Scene Monday (28). Their first LP, "Do You Want To," due next month.

TID-GRITS: Carol Franklin, Aretha's younger sister who penned "Ain't No Way," will solo for Atlantic, fattening the label's soul roster. Aretha's brother, the Rev. Cecil Franklin, has officially taken over the soul queen's management duties from her husband Ted White. Atlantic could lay claim to "The First Family of Soul" title if sister Erma Franklin was wooed over from Shout, who is far overdue with a new disk. . . . Scepter Records will now handle all distribution for the Pepper label in Memphis. First release under the new agreement will be "Soul Strut," by John Phillip Soul, now makin' smoke across the country. . . . King Coleman, personality and promotion man for All-Platinum Records in Newark, has left the label for the ministry. Meanwhile, All-Platinum's Joe Robinson is touting "Not On the Outside," by the Moments on the Stang label, now gathering picks. . . . Congratulations to ex-Record World r&b editor Ted Williams, Atlantic's new publicity manager. And to John Sippel, Mercury's publicity director since 1965, now national product manager for Mercury. Sippel, a 24-year veteran of the industry, is a dedicated soul scholar. . . . Good to hear from Buzz Willis, who sends the best in r&b from RCA across the U. S., including the Ecters, "Take One Step," Nina Simone's new "Nuff Said" I.P. and the soulful Jose Feliciano, whose "Hi-Heel Sneakers" is clicking soul-wise. . . . Scepter's Chris Jones and Bunky Sheppard link in Atlanta Friday (25) for two weeks of road work on the Esquires and Freddie Hughes. The promo duo will hit Atlanta, Birmingham, Memphis, Nashville, Cleveland and Detroit. . . . Irwin Zucker at Double-Shot writes that KRHM-FM, Los Angeles, was the first station to spin Valorie Key's controversial "One of Them" disk on Double-Shot—and the first to ban it. After three spins, the management yanked it. Zucker says that Brenton Wood has gone into a new bag, taking a Quincy Jones movie tune, "It's Just a Game, Love," for his latest release. The tune is featured in the MGM movie, "The Split," starring Diahann Carroll and Jim Brown. Wood will introduce the song on Dick Clark's American Bandstand TV show Saturday (26). . . . Wilson Pickett and Jeanie C. Riley ("Harper Valley P.T.A.") will headline APO Show's year-end tour of the South, beginning in Norfolk, Va., on Nov. 27. . . . Dave Godin of Soul City Records in London kicks off his new r&b thrust with a brand-new label, Deep Soul, dedicated to winning exposure for quality r&b product, representing the "avant-garde" of soul music. His first release is "I Still Love You," by Jean Stanbank. . . . Vanguard has just released the debut single of 22-year-old bluesman Charley Musselwhite, "My Buddy Buddy Friends." The single was drafted from Musselwhite's newly released second album.
(Continued on page 63)

BEST SELLING Rhythm & Blues 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
1	1	SAY IT LOUD—I'M BLACK & I'M PROUD. 8 James Brown & His Famous Flames, King 6187 (Golo, BMI)	8	26	42	YOU PUT IT ON ME 2 B. B. King, Bluesway 61019 (Ampco, ASCAP)	2
2	2	LITTLE GREEN APPLES 8 O. C. Smith, Columbia 44616 (Russell-Cason, ASCAP)	8	27	45	PICKIN' WILD MOUNTAIN BERRIES 3 Peggy Scott & Jo Jo Benson, SSS International 748 (Crazy Cajun, BMI)	3
3	4	FOOL FOR YOU 7 Impressions, Curtom 1932 (Camad, BMI)	7	28	28	DESTINATION: ANYWHERE 4 Marvelettes, Tamla 54171 (Jobete, BMI)	4
4	3	HEY WESTERN UNION MAN 7 Jerry Butler, Mercury 72850 (Parabut/Double Diamond/Downstairs, BMI)	7	29	15	SPECIAL OCCASION 10 Smokey Robinson & the Miracles, Tamla 54172 (Jobete, BMI)	10
5	5	COURT OF LOVE 7 Unifics, Kapp 935 (Andjun, BMI)	7	30	30	HOLD ME TIGHT 5 Johnny Nash, JAD 207 (Nash, ASCAP)	5
6	8	I'VE GOT DREAMS TO REMEMBER 5 Oris Redding, Atco 6612 (East-Time-Redwal, BMI)	5	31	26	GIRLS CAN'T DO WHAT THE GUYS DO 14 Betty Wright, Alston 4001 (Sherlyn, BMI)	14
7	10	I AIN'T GOT TO LOVE NOBODY ELSE 9 Masqueraders, Bell 733 (Press, BMI)	9	32	36	LET ME DOWN EASY 4 Little Milton, Checker 1208 (Arc, BMI)	4
8	11	CHAINED 6 Marvin Gaye, Tamla 54170 (Jobete, BMI)	6	33	35	PEACE OF MIND 5 Nancy Wilson, Capitol 2283 (Almo, ASCAP)	5
9	12	WHO'S MAKING LOVE 3 Johnnie Taylor, Stax 0009 (East, BMI)	3	34	21	I LIKE EVERYTHING ABOUT YOU 8 Jimmy Hughes, Volt 4002 (Ro-Gor, BMI)	8
10	6	SLIP AWAY 18 Clarence Carter, Atlantic 2508 (Fame, BMI)	18	35	27	THERE WAS A TIME 8 Gene Chandler, Brunswick 55383 (Golo/Lois, BMI)	8
11	7	I SAY A LITTLE PRAYER 10 Aretha Franklin, Atlantic 2456 (Jac/Blue Seas, ASCAP)	10	36	48	YOU NEED ME BABY 2 Joe Tex, Dial 4086 (Tree, BMI)	2
12	23	I FOUND A TRUE LOVE 6 Wilson Pickett, Atlantic 2558 (Cotillon/Tracebob/Erva, BMI)	6	37	37	FLY ME TO THE MOON 11 Bobby Womack, Minit 32048 (Almanac, ASCAP)	11
13	13	GIRL WATCHER 13 O'Kaysions, ABC 11094 (North State, ASCAP)	13	38	38	WHERE DO I GO? 3 Carla Thomas, Stax 0041 (United Artists, ASCAP)	3
14	24	I LOVE YOU MADLY 6 Fantastic Four, Soul 35052 (Ric Tic, BMI)	6	39	39	I'VE GOT LOVE FOR MY BABY 4 Young Hearts, Minit 32049 (Metric/Lenoir, BMI)	4
15	20	I WISH IT WOULD RAIN 8 Gladys Knight & the Pips, Soul 35047 (Jobete, BMI)	8	40	—	WHO WAS THAT 1 Tina Britt, Veeep 1280 (Mozella, BMI)	1
16	9	FUNKY JUDGE 10 Bull & the Matadors, Toddlin' Town 108 (Downstairs/Nepac/Floamar, BMI)	10	41	—	GIVE 'EM LOVE 1 Soul Children, Stax 0008 (Mark III, ASCAP)	1
17	17	BREAK YOUR PROMISE 9 Delfonics, Philly Groove 152 (Nickel Shoe/Bellboy, BMI)	9	42	44	46 DRUMS—1 GUITAR 3 Little Carl Carlton, Back Beat 598 (Don, BMI)	3
18	18	KEEP ON LOVIN' ME, HONEY 3 Marvin Gaye & Tammi Terrell, Tamla 54173 (Jobete, BMI)	3	43	43	DO WHAT YOU GOTTA DO 2 Nina Simone, RCA Victor 47-9602 (Rivers, BMI)	2
19	19	PRIVATE NUMBER 9 Judy Clay & William Bell, Stax 0005 (East, BMI)	9	44	—	HOW YOU GONNA GET RESPECT (When You Haven't Cut Your Process Yet) 1 Hank Ballard, along with "The Dapps," King 6196 (Golo, BMI)	1
20	16	HIP CITY—PART 2 10 Jr. Walker & the All Stars, Soul 35048 (Jobete, BMI)	10	45	—	SWEET BLINDNESS 1 Fifth Dimension, Soul City 768 (Tuna Fish, BMI)	1
21	46	LOVE CHILD 2 Diana Ross & the Supremes, Motown 1135 (Jobete, BMI)	2	46	—	WE BELONG TOGETHER 1 Webs, Verve 10610 (Emalou & Andres, BMI)	1
22	29	DO THE CHOO CHOO 3 Archie Bell & the Drells, Atlantic 2559 (World War Three/Double Diamond/Downstairs, BMI)	3	47	47	I WANT TO THANK YOU 2 Relettes, Tangerine 986 (Tangerine, BMI)	2
23	49	I'M IN A DIFFERENT WORLD 2 Four Tops, Motown 1132 (Jobete, BMI)	2	48	—	HI-HEEL SNEAKERS 1 Jose Feliciano, RCA Victor 47-9641 (Medal, BMI)	1
24	32	ALWAYS TOGETHER 3 Dells, Cadet 5621 (Chevis, BMI)	3	49	—	HARPER VALLEY P.T.A. GOSSIP 1 Effie Smith, Eee Cee 100 (Aries, BMI)	1
25	14	PLEASE RETURN YOUR LOVE TO ME 12 Temptations, Gordy 7074 (Jobete, BMI)	12	50	50	FROM THE TEACHER TO THE PREACHER 2 Gene Chandler & Barbara Acklin, Brunswick 55387 (BRC/Jalynne, BMI)	2



TOMMY SMALLS, left, vice-president in charge of r&b for Jubilee Records, signs Mary Love to the label after the master purchase of her "The Hurt Is Just Beginning" single on Josie. Looking on is Skip Layne, co-producer of the disk. Jubilee has opened a major drive into r&b and gospel.

Scepter Signs to Handle Pepper

NEW YORK — Scepter Records has signed to distribute the Memphis-based Pepper label, headed by Marty Lacker. First release under the joint agreement will be "Soul Strut," by John Phillip Soul & his Stone Marching Band. Releases will be forthcoming from Pepper's Short Kuts, Rita Coolidge, Ollie Jackson, Sydna Taylor and the Key Brothers, beginning with Rita Coolidge's "Rainbow Child" in early November.

Marty Lacker, Pepper general manager, will continue to head the label, assisted by Tim Riley and Pepper national promotion director, Benny Mae-bone. Scepter's end of the operation.
(Continued on page 63)

Billboard SPECIAL SURVEY For Week Ending 11/2/68

BEST SELLING
Billboard Rhythm & Blues LP's

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1		ARETHA NOW Aretha Franklin, Atlantic (No Mono); SD 8186 (S)	17	26	26	A DAY IN THE LIFE Wes Montgomery, A&M (No Mono); SP 3001 (S)	54
2	5	SPECIAL OCCASION Smokey Robinson & the Miracles, Tamla TS 290 (S)	6	27	28	DOWN HERE ON THE GROUND Wes Montgomery, A&M (No Mono); SP 3006 (S)	26
3	3	HICKORY HOLLER REVISITED O. C. Smith, Columbia (No Mono); CS 9680 (S)	18	28	34	BEST OF THE IMPRESSIONS ABC ABCS 654 (S)	8
4	2	JAMES BROWN LIVE AT THE APOLLO, VOL. 2 King (No Mono); 1022 (S)	9	29	29	MAIDEN VOYAGE Ramsey Lewis, Cadet (No Mono); LPS 811 (S)	14
5	6	FELICIANO! Jose Feliciano, RCA Victor LPM 3957 (M); LSP 3957 (S)	16	30	42	MARVIN GAYE IN THE GROOVE Tamla TS 285 (S)	4
6	4	TIME PEACE/GREATEST HITS Rascals, Atlantic (No Mono); SD 8190 (S)	17	31	32	SOUND OF NANCY WILSON Capitol ST 2970 (S)	4
7	13	YESTERDAY'S DREAMS Four Tops, Motown (No Mono); MS 669 (S)	5	32	24	LOOK AROUND Sergio Mendes & Brasil '66, A&M (No Mono); SP 4137 (S)	23
8	9	YOU'RE ALL I NEED Marvin Gaye & Tammi Terrell, Tamla TS 284 (S)	7	33	35	STEVIE WONDER'S GREATEST HITS Tamla (No Mono); 282 (S)	27
9	15	THERE IS Dells, Cadet (No Mono); LP 804 (S)	25	34	30	EASY Nancy Wilson, Capitol (No Mono); ST 2909 (S)	23
10	10	PLUG ME IN Eddie Harris, Atlantic (No Mono); SD 1506 (S)	14	35	33	VALLEY OF THE DOLLS Dionne Warwick, Scepter (No Mono); SPS 568 (S)	35
11	8	TEMPTATIONS WISH IT WOULD RAIN Gordy (No Mono); 7072 (S)	24	36	36	DOCK OF THE BAY Otis Redding, Volt 419 (M); S 419 (S)	33
12	21	TIME HAS COME Chambers Brothers, Columbia CL 2722 (M); CS 9522 (S)	10	37	37	COWBOYS TO GIRLS Intruders, Gamble (No Mono); SG 5004 (S)	17
13	14	WHEELS OF FIRE Cream, Atco (No Mono); SD 33-244 (S)	12	38	38	BEST OF NANCY WILSON Capitol (No Mono); SKAO 2947 (S)	10
14	16	THE PROMISE OF THE FUTURE Hugh Masekela, Uni (No Mono); 73028 (S)	22	39	39	HISTORY OF OTIS REDDING Volt 418 (M); S 418 (S)	44
15	23	SOUL LIMBO Booker T & the MG's, Stax STS 2001 (S)	5	40	41	DIONNE WARWICK'S GOLDEN HITS, Part 1 Scepter SRM 565 (M); SPS 565 (S)	51
16	7	ELECTRIFYING EDDIE HARRIS Atlantic 1495 (M); SD 1495 (S)	34	41	43	SOPHISTICATED SOUL Marvelettes, Tamla TS 286 (S)	6
17	17	STONED SOUL PICNIC 5th Dimension, Soul City (No Mono); SCS 92002 (S)	11	42	44	SMOKEY ROBINSON & THE MIRACLES GREATEST HITS, VOL. 2 Tamla T 280 (M); TS 280 (S)	37
18	11	LADY SOUL Aretha Franklin, Atlantic 8176 (M); SD 8176 (S)	37	43	45	IN A MELLOW MOOD Temptations, Gordy 924 (M); S 924 (S)	46
19	19	BEST OF LOU RAWLS Capitol (No Mono); SKAO 2948 (S)	12	44	—	ELECTRIC LADYLAND Jimi Hendrix Experience, Reprise 2RS 6307 (S)	1
20	20	CHEAP THRILLS Big Brother & the Holding Co., Columbia KCS 9700 (S)	4	45	—	200 M. P. H. Bill Cosby, Warner Bros.-7 Arts WS 1757 (S)	1
21	12	THE IMMORTAL OTIS REDDING Atco (No Mono); SD 33-252 (S)	17	46	46	REFLECTIONS Diana Ross & the Supremes, Motown (No Mono); 665 (S)	27
22	22	DIANA ROSS & THE SUPREMES "LIVE" AT LONDON'S TALK OF THE TOWN Motown (No Mono); MS 676 (S)	5	47	47	MIDNIGHT CREEPER Lou Donaldson, Blue Note BST 84280 (S)	2
23	18	ARE YOU EXPERIENCED? Jimi Hendrix Experience, Reprise R 6261 (M); RS 6261 (S)	54	48	—	A NEW TIME—A NEW DAY Chambers Brothers, Columbia CS 9671 (S)	1
24	25	TEMPTATIONS GREATEST HITS Gordy 919 (M); S 919 (S)	7	49	—	BIGGER AND BETTER David Newman, Atlantic SD 1505 (S)	1
25	27	BOBBY TAYLOR & THE VANCOUVERS Gordy GS 930 (S)	7	50	50	LIVIN' IT UP Jimmy Smith, Verve V6-8750 (S)	2

SOUL SAUCE

• Continued from page 62

"Stone Blues." . . . Jubilee Records is moving heavily into soul and gospel with "I'm Tired of Being a Nobody," by the Valentinos. The group is made up of the Womack brothers, Henry, Cecil and Curtis. Cecil Womack is the husband of Mary Wells and co-writer of her recent Jubilee disk, "The Doctor." Jubilee has also signed Priscilla Price, Donald Height and Mary Love, already moving with "The Hurt Is Just Beginning." . . . Ex-Supreme Florence Ballard gave birth to twin daughters in Detroit Oct. 13. "Love Ain't Love," Miss Ballard's second outing for ABC, was released last week. . . . Thank you, Jauclyn Clark of New Castle, Pa., for your "Thank You" to Soul Sauce. . . . Frank Shively, Decca promotion man in Detroit, writes: "I'm tired of seeing who reads your fantastic column, and not seeing my name." Since Soul Sauce has a soft spot for flattery, here goes. . . . Frank Shively of Decca Records reads Soul Sauce. Do You?

★ ★ ★
MAKIN' SMOKE: Peaches & Herb, "Let's Make a Promise" (Date). . . . **Dionne Warwick**, "Promises, Promises" (Scepter). . . . **Jose Feliciano**, "The Star-Spangled Banner" (Scepter) (RCA Victor). . . . **Clarence Carter**, "Too Weak to Fight" (Atlantic). . . . **Stevie Wonder**, "For Once in My Life" (Tamla). . . . **Sam & Dave**, "Everybody Got to Believe in Somebody" (Atlantic). . . . **Intruders**, "Slow Drag" (Gamble). . . . **Martha Reeves & the Vandellas**, "Sweet Darlin'" (Gordy). . . . **Hesitations**, "Whiter Shade of Pale" (Kapp). . . . **Fantastic Johnny C**, "She's Some Kind of Wonderful" (Phil-L.A. of Soul). . . . **Jackie Wilson**, "You Brought About a Change in Me" (Brunswick).

★ ★ ★
MAKIN' FIRE: Gloria Walker, "Talking About My Baby" (Flaming Arrow). . . . **Bill Medley**, "Peace Brother Peace" (MGM). . . . **Jo Armstead**, "I've Been Turned On" (Giant). . . . **Eddie Floyd**, "Bring It on Home" (Stax). . . . **Johnnie Taylor**, "Who's Makin' Love" (Stax). . . . **Dells**, "Always Together" (Cadet). . . . **Gene Chandler & Barbara Acklin**, "From the Teacher to the Preacher" (Brunswick). . . . **Young Hearts**, "I Got Love for My Baby" (Minit). . . . **Marvin Gaye**, "Chained" (Tamla). . . . **Jimmy Holiday**, "I'm Gonna Use What I Got" (Minit). . . . **Valentinos**, "Tired of Being Nobody" (Jubilee).

★ ★ ★
FIRE & SMOKE: Unifics, "Court of Love" (Kapp). . . . **Marvin Gaye & Tammi Terrell**, "Keep On Lovin' Me, Honey" (Tamla). . . . **Impressions**, "Fool for You" (Curton). . . . **Diana Ross & the Supremes**, "Love Child" (Motown).



CHARLEY SMALL, A&M soul artist, was a guest recently on "Ken Hawkins' World of Soul" TV show. Small's current release is "The Buzzard." Chatting during the taping, from left, A&M representative Jerry Sharell, WABQ program director Mike Payne, Smalls, and WJMO personality Ken Hawkins. The TV show originates from WEWS-TV, Cleveland.



EDDIE FLOYD, center, Stax soul singer, celebrates the opening of Purcell Associates' new office in Memphis by signing to the firm. Attending the double duties are, from left to right: Sy Rosenberg, Memphis attorney representing Purcell Associates; Jerry Purcell, Eddie Floyd; Jim Stewart, president of Stax Records, and Paul Robinson, vice-president of Purcell Associates. Floyd's latest disk is "Bring It on Home."

Scepter Signs to Handle Pepper

• Continued from page 62
 ation will be run by vice-presidents Marvin Schlachter and Sam Goff, assisted by the Scepter promotion staff.

Pepper Records is a subsidiary of Pepper-Tanner, Inc., international supplier of creative packages for radio and TV.

Billboard
 has the... "IN" side story
 on
Audio Retailing
Billboard



BERRY GORDY JR., Motown's founder and president, received the NAACP Award of the year Friday (27) in recognition of his creative business talent which has aided Negro enterprise in America. The award, citing "the sense of pride which he brought to the Black Community," was presented to Gordy by radioman Barry Gray at the New York Hilton.

International News Reports

20 Argentine Writers To Vie at Song Fest

BUENOS AIRES—The Second Buenos Aires Festival of Song will take place over three days, Nov. 12-14, with 20 Argentine writers and composers being selected to submit material. This is the list left from the 1,542 writers and composers who submitted entries.

The Buenos Aires Festival is run along similar lines to the San Remo Festival in Italy. Each song is performed by one Argentine artist and also by an artist invited to the Festival from abroad. Among foreign artists attending the Festival is the British group, the Tremeloes.

Argentine record companies back the Festival, this year contributing 1,300,000 Argentine pesos.

The winning song from last year's Festival which was held in October, was "Quiero llenarme De Ti," composed by Sandro. Sandro also made a single of the song for CBS and it was a hit in Argentina. Frank Pourcel (France) and Johnnie Dorelli (Italy) also recorded the song.

During February 1969, two other song festivals will be held in Piriapolis, Uruguay and Vina Del Mar, Chile. The Uruguay Festival is being organized by the PACI Producers Association, who have offices in the Columbia Palace Hotel. The Chilean Festival is handled by the Oficina de Turismo, Vina Del Mar.



AUGUSTO MARZAGAO, center, director-general of Brazil's International Festival of Popular Song, seen here with singers Paul Anka, left, who represented Canada, and Michael Dees, who was the U. S. representative.

100 Argentines To Tango Fest

MEDELLIN, Colombia — Nearly 100 Argentine tango artists traveled to the Manrique district of Medellin to participate in a Tango Festival. The main event of the Festival was the unveiling of a statue to singer Carlos Gardel by the Argentine ambassador, Francisco Guevara.

Gardel was a famous tango exponent who died in a plane crash at Medellin 33 years ago.

Among the artists appearing were Tito Lusiardo, who acted with Gardel in most of the singer's films, Anibal Troilo and his orchestra, singers Alba Solis, Edmundo Rivero, Angel Cardenas, Enrique Dumas, Armando Moreno and the Argentine folk group, Quilla Huasi.

Rio Fest Founder Looks to Stir Latin-Americans to New Fests

By HENRY JOHNSTON

RIO DE JANEIRO — The founder and promoter of Rio's annual popular song festival, Augusto Marzagao, is spreading the idea in Latin America.

Marzagao will soon visit Mexico City to help set up a song festival of their own, probably in Mexico City. The Mexicans watched Marzagao operate at Rio's third festival at the beginning of October.

Most helpful to Marzagao's promotional success is that he does not look, talk or act like a promoter. His sell is soft and his manner quiet.

The artists, composers and arrangers who came to the festival saw that Marzagao faced Rio's characteristic confusion and handicaps and sympathized with him.

'Phones Better'

Marzagao admits that "the telephones work better in Europe and the United States. Ours

don't always work. People are better organized in other parts of the world. But we try to make up for our shortcomings. We give our festival visitors personal, individual attention and assign a girl who speaks their language."

He started as a promoter with Brazilian coffee in Milan, Italy, in 1961. But it wasn't the coffee that kept him awake nights. It was popular music in nightclubs, on Eurovision TV and at the San Remo Music Festival. He became so enthusiastic that he resolved to hold a festival in Brazil.

"The Europeans didn't include the socialist countries in their festivals," he says. "Also, the festivals were restricted to a few record makers." After his return to Brazil in 1965, Marzagao started organizing the first Brazilian festival.

"The Russians came and brought some good music," he recalls. "They didn't come this year because they must have been afraid of boeing or because of the Czechoslovak invasion." As it turned out, it was the Americans who were booed in Brazil. Local communists

tried to drown out Michael Dees, the American representative.

Training Helps

Part of Marzagao's mildly philosophical approach to promotion may come from his training. He studied to teach psychiatry and history at the University of Sao Paulo. "Psychiatry helps me better to understand music festivals," he says.

But, he never got around to teaching. Instead, he started his career as secretary to a politician who went from mayor of Sao Paulo, to governor of the state and then the presidency—Janio Quadros. Marzagao accompanied Quadros to the Promised Land, the new capital, Brasilia. He took one look and went back to Rio. Finding that he couldn't keep Marzagao as his secretary in Brazil, Quadros sent him to Milan to promote coffee sales.

Marzagao lives with his wife and four children near Tom Jobim, the father of Brazil's "bossa-nova" music. Composer and promoter like to hold guitar sessions, playing the sambas of yesteryear.

ITALY TO GET TV DJ SHOW

MILAN—Italy will soon get its first TV disk jockey show on the RAI-TV channel, Italy's government-controlled TV corporation. Host of the show to be included on RAI-TV's winter schedule will be Renzo Arbore, popular radio DJ and host of RAI teen-age oriented radio program including "Per Voi Giovane" (For the Young).

The TV spot is planned for afternoon broadcast, and will probably be called "Speciale per voi" (Special for You).

The Gun Signed by Scott Productions

LONDON — Ronnie Scott Directions, booking and management agency run in association with the Ronnie Scott Club, has signed the British group The Gun. Their debut single, "Race With the Devil," was released by CBS Thursday (24).

Censor Threat Aids Antiwar LP Sales

RIO DE JANEIRO—Threats of censorship are helping to boost the sales of Fermata Productions' "Caminhando — Pra Nao Dizer Que Nao Falei de Flores" (Marching—Or Just So as Not to Say That I Didn't

Talk About Flowers).

The anti-military protest words were written by Geraldo Vandre. He also composed the music and recorded the single.

Fermata's manager, Nelson Karam, says that sales hit 40,000 in the first two weeks. While the authorities made no effort to hinder production, the talk of censorship helped sales, he added.

Chief of Police General Luis de Franca Oliveira declared the words were offensive to the armed forces. They include a passage saying that soldiers are taught "to die for their country but lead meaningless lives."

Local press reported that record stores were asked quietly not to play the record for their sidewalk audiences. There were additional reports of some seizures of stocks.

The song was launched at Rio's Third Annual Popular Song Festival and took second place among Brazilian entries. Students and others in the audience protested that it should have won first place.

Tango Album Sparks Art

BUENOS AIRES — Inspired by the 14 tangos which form the Fermata LP, "Catorce con el Tango," recorded in Argentina, an exhibition is being held in Rome of paintings by celebrated Argentine painters Soldi, Castagnino, Forte and Basaldua.

The exhibition, which is organized by the Argentine Ministry of Foreign Relations, has already been to Israel, Greece and Spain, and from Italy it will go to France. Later it will be shown in New York, Washington, Los Angeles.

The paintings illustrate the themes from each one of the tangos that form part of this LP, "Catorce con el Tango."

From The Music Capitals of the World

BUENOS AIRES

An Association of Independent Record Producers of Argentina has been formed with the following objectives: exchange of information among members, establishing of a standard for clauses of contracts with the recording companies, promotion of artists. The Association was formed by Jacko Zeller, Fernando Falcon, Fabian Ross, Ricardo Kleiman, Miguel Smirnoff, within concepts laid down by U. S. Independent Producers. The Association address is Paraguay 729, Primer Piso, Buenos Aires, Argentina. . . . Enrique Rosso, commercial manager of Odeon Argentina (EMI), visited Colombia for the unveiling ceremony of a monument to Carlos Gardel, the famous tango singer who died 33 years ago. . . . CBS appointed Hugo Piombi manager of their publicity and diffusion department.

Brazilian promoters Ramiro

Nunez and Rubens Pereira, of Cartaz Discos of Sao Paulo, were here and have been selecting recordings from the Microfon Argentina catalog to release them in Brazil. First releases chosen were Horacio Malvicino, Nestor Fabian, Virginia Luque, Enrique Dumas. . . . EMI Suppliers (South America) report that the first of their records under the Apple label of England: "Those Were the Days," by Mary Hopkin, had "a very good reception." This same group now also releases the Dunhill catalog, which up to now had been represented by RCA Victor. . . . "Fuiste mia en verano" sung by the composer Leonardo Favio, has now sold 100,000 copies, announced CBS Records. Favio is a very well known cinema actor, and who has also directed films.

(Continued on page 67)

SADAIC in 50th Year

ARGENTINA — The Argentine Society of Musical Authors and Composers (SADAIC), which takes care of the collection of author's copyrights in this country, have just celebrated their 50th anniversary. SADAIC collects copyrights deriving from the record business, shows, TV, radio, and royalties from abroad.

In 1968 they expect to collect something like 1,500,000,000 Argentine Pesos (\$5,000,000). SADAIC has 15,000 members. The government which came to power in the 1966 revolution has promised SADAIC that they will be permitted to hold elections in 1969 to choose a new body of directors to be formed by the authors themselves.

EMI S. Africa Puts on Show

JOHANNESBURG — EMI (South Africa) presented a Royal Command Show on behalf of the Swaziland Government during the Swaziland independence celebrations. The show consisted of EMI artists and involved both European and African talent.

Topping the bill was trumpet player Eddie Calvert. Also performing: Rory Blackwell (UK), Five Boys from Johannesburg, New Trends (Zambia), Almons Jazz Eight (South Africa), Dark City Sisters (South Africa) and Maria (Portugal). Compere was Australian broadcaster Clark McKay.

The show was directed and produced by Derek Hannan, EMI a&r and promotion manager.

The show was attended by King Sobhuza II of Swaziland, the King of Lesotho and Prince Makhosini Dlamini, Prime Minister of Swaziland. Dignitaries from all over the world were also present. Swaziland is the last of the African states to gain independence.

FROM
THE NEW
BACHARACH-DAVID
BROADWAY
MUSICAL

"PROMISES, PROMISES"

A SPARKLING SINGLE BY

DIONNE WARWICK

PROMISES, PROMISES
(BACHARACH-DAVID)

WHOEVER YOU ARE, I LOVE YOU
(BACHARACH-DAVID)

Produced by Burt Bacharach & Hal David
Arranged and Conducted by Burt Bacharach

SCEPTER RECORDS



“Today”
Jimmie
Rodgers

B/W "THE LOVERS" A&M 976



EME's New Instrument Plant in Italy

MILAN — EME (Elettronica Musicale Europea) of Milan has opened its new \$3.2 million plant at Montecassino, Italy (near Macerata), to produce electronic musical instruments and equipment.

EME, a three-way international joint venture involving U. S., British and Italian interests, was set up in 1966 in Milan. The shareholders are EKO of Recanati, Italy (with a 48 per cent interest), the Thomas Organ Co. of Sepulveda, Calif. (30 per cent interest), and Vox of England (22 per cent interest).

The company will build electronic organs and amplifying systems for groups and orchestras. An EME spokesman stated that 70 per cent of production will be exported to Common Market countries, Britain and the U. S.

The plant, which presently employs 200 persons and covers a 5,000 square meter (53,820 sq. ft.) area, plans to expand the manufacturing facilities to 10,000 square meters (107,640 sq. ft.) and boost the number of employees on the payroll to 1,000.

Track Battle In Israel

JERUSALEM — Israeli and foreign film soundtrack albums are vying for sales here following a spate of releases to coincide with film screenings. Latest Israeli film LP's issued here are "Iris" on RCA, "Nes Ba' Ayara" (The Miracle) on Hed Arzi and "Hadybbuk" on EMI-Columbia.

But most of the new or forthcoming LP's are of foreign films. Following a distribution deal with the French Le Compagnie company, Hed Arzi has issued the "Les Jeunes Loups" album and an EP from "L'etranger." Hed Arzi has also released the classic MGM soundtrack LP from "Gone With the Wind."

Eaestronics has issued the Dot LP of "Smashing Times" and the RCA soundtrack LP of "Half a Sixpence." From EMI on the Capitol label comes "Wild in the Streets," a soundtrack EP, as well as the album from "The King and I."

Although the films have not been premiered here yet, Gal-Ron has already released the Warner Bros. soundtracks from "Camelot" and "Finian's Rainbow."

In addition, CBS is planning release of the soundtrack LP of "The Graduate" as well as an EP from the Israeli film "Haglulu" (The Pill).

Israeli's Vote Their Favorite

JERUSALEM—Most popular Hebrew song of 1968, according to a poll by the Israel Broadcasting Service, is "Malchut Hachermom," by the Northern Command Variety Ensemble, voted the top Israeli singing group of the year.

The song is featured on an original show album "Al Harama" (On the Height), issued by the Hed Arzi label, voted the top Israeli record company of the year.

From The Music Capitals of the World

• Continued from page 64

His "El Dependiente" received an award at the Cine Festival of San Sebastian, Spain. "Fuiste mia en verano" is Leonardo Favio's third record, and he is already recording an LP. . . . Disk Jockey, who represents Barclay, Riviera, France and Fonogram of Spain, have now incorporated the Major Minor catalog of England, and are releasing David MacWilliams, Geraldo Singers, Pop Tops, Rosetta, High Tower and Stocking Tops. . . . RCA Victor has released one of the top songs from the Brazilian Music Festival, Geraldo Vendre's "Caminhando," by the duo Barbara & Dick. . . . During a reception given at the Club Espanol (Spanish Club) of Buenos Aires, Discos Belter gave a gold record to Spanish singer Lola Flores, who is in Argentina to take part in the film, "Ataud para Hong Kong." . . . Coinciding with the world premiere of the film "Star," with Julie Andrews, Prodisa is releasing the soundtrack LP on 20th Century-Fox. . . . Frank Pourcel of France vacationed here. . . . Salvatore Adamo appeared at the Opera Theater and on Argentine TV.

RUBEN MACHADO

AMSTERDAM

Philips singer Sandra Reemer, who was a member of the Dutch team at the Knokke Song Cup this year, visited London for two BBC radio performances. . . . Phonogram recorded extracts from the Pop-Jazz festival in Duesseldorf, Oct. 26 and 27, for a special album. . . . Phonogram a&r manager Jan Corduener was in London for talks with Philips regarding the release of records by Dutch singer Connie van den Bos in the U. K. The singer has recorded "For Ever More," specially written for her by Clive Westlake. . . . Phonogram released "Inside Outside" by the Blue Cheer to coincide with the group's TV appearance in Holland. . . . Ren Groot and Ron Heijmans have started a new personal management and promotion agency, R&R International with offices at Haarlem, Rijksweg 502. Tel: 023.55891. Artists managed by the agency include Annet Hesterman, (Philips), Lesley & Lawrence (Imperial) and the Oscar Benton Blues Band (Philips). . . . The Mothers of Invention played the Amsterdam Concert Hall. . . . Universal Songs has published a new series of compact song books, containing pop material and standards. Each book contains eight titles and sells at 18 cents.

In conjunction with the German company Teldec, Negram-Delta is giving special promotion to the underground Warner groups the Grateful Dead, the Kensington Market and the Fugs. . . . Bovema is now representing the U. S. Command and Dunhill labels in Holland. . . . Noel Rogers of United Artists, London, was in Heemstede for talks with Bovema executives. . . . CNR has launched a new campaign for the Russian Melodia label with a half-price introduction album of Paganini's No. 1 violin concerto. . . . Thirteen-year-old Dutch singer Heintje (CNR) was presented with four gold disks to mark 100,000 sales of "Mama" in Holland, and 500,000 sales in Germany for similar sales in both territories of "Ich Bau" and for 100,000 sale of each of his two albums, "Dit is Heintje" and "Heintje." The awards were made by CNR managing director Hans van Zeeland who also presented a special award to the singer's manager Addy Kleingeld. In Essen, Heintje received an award from Radio Luxembourg for holding the No. 1 spot for 32 weeks. . . . Bovema has released a series of mini LP's of Dutch versions of the Walt Disney books. . . . After the successful Leonard

Bernstein-New York Philharmonic Concert in Amsterdam Sept. 20, CBS released a special five-record set of Mahler's 5th, 6th and 9th symphonies. . . . Bovema reports sales of "Hey Jude" by the Beatles topped 100,000 within three weeks of release. BAS HAGEMAN

TOKYO

Randy Boone, a relatively unknown country-folk singer in the Far East, appears in military posts and nightclubs in Japan, Okinawa, Saigon and Bangkok in December. Promotion for the tour will be handled by AIM & Associates, a new firm set up here primarily for foreign artists. AIM is organizing Japanese fan clubs for Boone, who records for Epic by placing stories in key teenage magazines, arranging television performances, commercial dates and recording sessions. . . . Tony Martin finished his Latin Quarter appearances here. Martin drew huge crowds all along the trail from Tokyo to Bangkok despite the youthfulness of military audiences. Cyd Charisse, his dancer-wife, accompanied him to Saigon and created quite a stir. . . . Shirley Saunders, a rising young star (having begun on the military circuit less than two years ago) is now in hot demand in Japan. Her debut a year ago at the Mikado, a plush nightclub with over 1,000 hostesses, was a hit, and since then she has played the Latin Quarter and this month, the Copacabana. . . . The Howlers, a Filipino group, returned home this month after spending six months in Japan. Originally known as the Changeables, this group is returning to their old name. The group returns to Japan in February for record dates. . . . The same goes for The Surfin' Browns, a psychedelic-comedy group. They left Japan with the Howlers and will return in February. . . . There are still some after affects from the recent Monkees' visit to Tokyo. The taped interviews, according to letters to newspapers, came off in a rather sarcastic vein, especially those with the now-bearded Peter Turk. But you can't knock success. The Monkees filled every auditorium from Tokyo to Osaka to Kyoto. . . . Tokyo has been invaded with rumors of impending visits by numerous "name" stars from foreign shores. First it was the Animals, who failed to materialize. Then, the Beatles, who apparently don't plan any long-distance traveling. But Sony/CBS says that Simon and Garfunkel are definitely coming. A word-of-mouth poll taken among teenagers of those personalities "wanted most" include Nancy Sinatra, Aretha Franklin, Dionne Warwick, Glen Campbell and Bobby Goldsboro, if they can't have the Beatles. . . . Simon and Garfunkel are the top Sony/CBS seller at the moment. . . . Another top seller here is Sonny and Cher, released here by Toshiba. Promoters consider that a Japanese tour would be very successful. . . . Sony/CBS is still awaiting news of the return of Andy Williams to Japan. His appearances here always create a storm. He's due toward the end of the year or early next year. . . . Others planning Tokyo jaunts are Sons of the Pioneers, Wanda Jackson and Andy Russell.

ELSON IRWIN

BELGRADE

"Tvoj Glas" (Your Voice), written by Ivica Krajac and sung by Jugoton artists Tereza Kesovija and the 4 M Quartet, won the three-day Yugoslav pop song contest, Opatija 1968, held Oct. 3-5 in Opatija. The contest, which featured 20 songs, was the subject of the first color transmission by the Zagreb TV network. . . .

(Continued on page 68)

RSI-Italiano Selects 10 Action Disks for October

MILAN — RSI-Italiano has selected the 10 new records causing the most interest in Italy, for shipment in October. The selection is made by Germano Ruscitto, Billboard's director of Italian operations.

The subscribers to RSI-Italiano include record companies and music publishers from all over the world who are interested in the records and songs for their value in the particular market. RSI-Italiano also supplies the English translation to the Italian lyrics and information as to where licensing arrangements are to be made available. The selections include Italian copyrights only.

The 10 records selected are "Un Colpo Al Cuore," by Mina (PDU), published by Duomo (Durium Gruppo Editoriale);

"Ho Visto Un Re," by Enzo Jannacci (RCA-Italiana), published by Redi; "Il Giocattolo," by Gianni Morandi (RCA-Italiana), published by MI-MO; "Gli Occhi Dell' Amore," by Patty Pravo (RCA-Italiana), published by RCA-Italiana; "Nella Mia Stanza," by Rita Pavone (Ricordi), published by Ricordi; "Applausi," by I Camaleonti (CBS-Italiana), published by April Music; "Insieme A Te Non Ci Sto Più," by Caterina Caselli (CGD), published by Suvini-Zerboni; "Bambina," by Sergio Leonardi (CGD), published by Suvini-Zerboni; "Preghiera Per Lei," by Massimo Ranieri (CGD), published by Tevere; and "Il Primo Pensiero D'Amore," by I Crazy Boys (Durium), published by Fono-Cine.

Underground Music Showing Success Way for CHUM-FM

TORONTO — Toronto's success stories of the year concern the so-called underground music. Radio CHUM-FM, which dumped classics four months ago in favor of "the other sounds," has made inroads into the hitherto untouched youth FM listening market. Survey figures are not yet available, but industry people expect CHUM-FM to show up third in a six-station FM market.

The station's PD is Garry Ferrier, long associated with CHUM-AM, Canada's major rock format station. Hugh Curry, a Toronto actor, handles extensive on air shifts, along with heading up the library staff. Other disk jockeys include Walter Michaels and Tim Thomas. CHUM-FM was launched by Murray the K, who spent a month in Toronto grooming station personnel. It was expected that Murray would be subsequently heard on syndicated nightly broadcasts out of New York. However, these have not, as yet, happened.

Studio Costs Spiral in Italy

MILAN — Recording studio costs have been increased by almost 40 per cent in Italy as a result of an agreement reached in September among the owners of Italy's top recording studios. The new rates for three-hour recording sessions are: Category A, \$106.45; Category B, \$87.10, and Category C, \$67.75.

Some of the smaller recording studios who did not sign the agreement will continue at their old rates.

Prof. Egk Pens A New Ballet

MUNICH — Prof. Werner Egk, author of the ballets "Abraxas" and "Joan of Zavisssa," and the operas "Peer Gynt," and "The Magic Violin," is writing a new ballet, "Casanova in London" which will have its world premiere next year at the Munich State Opera. Choreography will be by John Cranko.

Carosello Issues UA's Jazz LP's

MILAN—Carosello has released the first jazz albums in Italy on UA's new Solid State label. First releases feature "The Big Band," "A Bag Full of Soul," "Cherry" and "A Bag Full of Blues," all by Jimmy McGriff; "Music for Wives & Lovers," by Nelson Riddle; "The Jazz Orchestra," presenting Thad Jones and Mel Lewis; "Live at the Village Vanguard," Thad Jones-Mel Lewis Orchestra; "Presenting Joe Williams & Thad Jones-Mel Lewis- The Jazz Orchestra"; "Undercurrent," by Bill Evans-Jim Hall; and "Something Old, New and Blue," by Joe Williams.

PRICE-FIXING HEARING SET

LONDON — Britain's record industry chiefs have a year left to finish preparing their case for continuing minimum price fixing on disks and tape in the U. K. The legal battle will begin Oct. 13 next year.

This was decided Oct. 21 when the Registrar applied to the court for direction on the date for the hearing of the case. The court hearing is expected to last six weeks.

From The Music Capitals of the World

• Continued from page 67

Miki Jevremovic has recorded "Mila," a Yugoslav version of the Bobby Goldsboro hit "Honey" for the new label, Beograd Disk. . . . Recent releases in Yugoslavia include "Hey Jude," by the Beatles, "Help Yourself," by Tom Jones and EP's by Stevie Wonder and Diana Ross and the Supremes. **BORJAN KOSTIC**

SAN JUAN

Los Cinco Latinos, vocal group from Argentina, booked until Nov. 20, at the Caribe Hilton Hotel. They are also booked on TV Channel 4 and one-night spots. They recorded for Columbia, but now they produce their own tapes, which they license to labels throughout Latin America. . . . The tourist hotels of Puerto Rico have announced their entertainment rosters for the "high" season (December to April) and this includes many recording names. El San Juan Hotel will present Sammy Davis Jr. Sergio Franchi, Bobby Darin, Lainie Kazan, Jerry Vale, Paul Anka, Caterina Valente, Leslie Uggams, Doodletown Pipers and Robert Goulet. The Hilton Hotels (Caribe and San Jeronimo) will have Marco Antonio Muniz, John Davidson, Los Chavales, Tony Martin, Liza Minelli and Bobby Rydell among others.

Flamboyant Hotel will present Olgan Guillot, top selling Cuban recording artist, Jimmy Durante and Glenda Grainger. The Sheraton Hotel has booked Xavier Cugat, Chita Rivera, Kim Sisters, Anna Maria Alberghetti and Anita Ortiz.

Gilberto Gonzalez Arenas, president of Distribuidora Nacional de Discos, distributor for A&M Records, has big sales plans for the new and first Herb Alpert's and Tijuana Brass Christmas album. Also the new Sergio Mendes and Brasil '66 album "Fool on the Hill." Tijuana Brass and Mendes are the two top sellers for A&M in Puerto Rico, according to Gonzalez, who will be on a New York buying trip until Saturday (1). He also reports heavy promotion due for Charles Aznavour's latest Monument album "Aznavour Canta En Espanol, Volumen 2." Also selling well in 8-track cartridges. Distribuidora Nacional is the exclusive distributor for Monument Records in Puerto Rico.

ANTONIO CONTRERAS

LOS ANGELES

Brazilian guitarist Bole Sete has switched to amplified guitar in his nightclub appearances when playing jazz and bossa nova songs. He

BLUE HORIZON OPENS IN N. Y.

NEW YORK—U. K. record company, Blue Horizon, now has offices at 146 West 46 Street, where the label is headed by Seymour Stein and Richard Gottehrer, Blue Horizon's American representatives.

The news was announced by Richard and Michael Vernon, founders of the label.

Stein and Gottehrer will work with Martin Wesker, Epic's administrative assistant, in releasing and exploiting Blue Horizon in the U. S. The company currently has two albums released on Epic.

In January, the Blue Horizon label—the catalog is mainly devoted to blues recordings—will make its debut in America, distributed by Epic.

retains his acoustical model for songs of a classical nature without any backing. . . . Canary Records stars Bobby Wyld, Boyd Wood and Durward Erwin are entertaining Vietnam veterans Thursday evenings at Letterman Army Hospital in San Francisco. The Redwood City label, which records country music, has added five new distributors: BB&B, Pacifica, Calif.; Sabre, San Antonio; Orwaka, Eugene, Ore.; Campus, Miami and A&L, Philadelphia. . . . Herb Alpert and Nancy Sinatra set as judges for Wolper Productions new TV project, "Take Time for Talent," which will spotlight acts from minority groups. . . . New York nightclub operator Fred Weintraub will produce three films for Universal Pictures, all with a youthful emphasis. . . . Johnny Keating will score "A Talent for Loving," now filming in Madrid. . . . Donovan plays the Anaheim Convention Center Nov. 2, with Simon and Garfunkel working the location Nov. 17. . . . Joan Baez performs solo at the Forum, Nov. 16. . . . Clara Ward guesting on the new "Playboy After Dark" TV series, presently videotaping. . . . Comic Sammy Shore's debut Liberty LP, which comes out Jan. 2, is based on expanded routines used in his nitery appearances. . . . Andy Russell works three weeks in the Far East, including Bangkok. . . . Jackie Lomax, Apple artist, on a two-week promotional junket, his first in the U.S. . . . The Doors have 10 days of one-nighters set in the Midwest, starting Friday (1). They recently returned from their first European tour. A second junket to the Continent is planned for Jan. 26.

TORONTO

RCA Victor's Ed Preston delighted to see Steppenwolf's second album roaring up U.S. and local charts, along with the "Magic Carpet Ride" single. Four members of the group came from Toronto (they were known here as the Sparrow), and the recent gold disk, "Born to Be Wild," was broken out of Toronto by Ed Peterson. . . . In its first year of Canadian operation, Polydor Records have moved into a strong position. In August, they had a firm hold on 12 per cent of the over-all sales market, no small feat. Hot product by James Last, Cream, Deep Purple and Arthur Brown contributed to their success. . . . CHUM FM's Hugh Currie just returned from London where he taped interviews with George Harrison and Paul McCartney, Arthur Brown, Julie Driscoll, and others. The Beatle interviews were the first gained by a North American disk jockey in over 18 months. The interviews were parceled into a two-hour feature which CHUM FM aired. Several other radio stations and magazines have indicated strong interest in buying rights to these interviews. . . . Warner Brothers jumping with sales action on latest Jimi Hendrix package, strong disk artist in Canada, early reaction indicates the new album by Hendrix will be his biggest here to date. WB also had Pefer, Paul and Mary at Toronto's Massey Hall on Oct. 25-26. . . . Forthcoming concerts include the Rascals and Union Gap at the Gardens on Nov. 1, Iron Butterfly at Rock Pile Nov. 11, and Jose Feliciano at Massey Hall Nov. 10. Big Brother and the Holding Company also expected here early in November. . . . The Beatles "Hey Jude"/"Revolution" single tops the CHUM chart for the seventh straight week, which even for the Beatles, is a record.

TORONTO

Quality Record's Lee Farley visited Montreal for consultations with Quebec branch manager, Liam Mullan. Mullan left Toronto less than six months ago to head up Quebec branch. . . . Representatives of key U. S. labels (includ-

ing Vanguard, ABC, Columbia, and Mainstream) here recently, checking out the group scene. . . . Warner Bros. threw a press reception at the Rock Pile to mark appearances there by label's Kensington Market, just returned from an extensive cross country U. S. tour. The group's initial WB album, "Avenue Road," has been a strong item locally. **RITCHIE YORKE**

CHICAGO

Jack Eddleman has replaced Joe Masiell in the cast of "Jacques Brel Is Alive and Well and Living in Paris," now being presented at the Happy Medium Theatre. He joins regulars Alice Whitfield, Robert Guillaume and Aileen Fitzpatrick and alternates George Ball and Denise Lebrun, direct from the New York cast of the musical.

Jay Sarno hosted a luncheon at the Continental Plaza Hotel to introduce his new Las Vegas entertainment complex, Circus, Circus. . . . The Dontays concluded a one-week engagement at the Rush Up. . . . Steppenwolf will appear at Aaron Russo's Kinetic Playground, along with 10 Years After.

The Penthouse of the Playboy Club is featuring vocalist Lynn Turner, comedian Rolly Hammond and the Joe Iaco Trio. . . . South African vocalist Letta Mbulu appeared at Mister Kelly's with comedian Mort Sahl. . . . The Arbors began their Roger Williams Concert Tour at Hibbling, Minn. . . . The Circus wound up an engagement at Club Laurel. . . . Mel Baldwin has been named as the new host of the American Airlines program, "Music 'Til Dawn," on WBBM Radio.

RON SCHLACHTER

HONOLULU

Bobby Rydell, Cameo and Reprise Records star, is honeymooning in the Islands in a Diamond Head home. . . . Tommy Sands, appearing at the Outrigger Hotel, says a Mainland TV show originating from Hawaii is among his projects. . . . Jack Cione, who operates the Dunes Club here, has taken over—again—the Hana Ho Club, which Don Ho used to operate. He has no immediate plans, but said Mainland operators are eyeing the room for restaurant-night club purposes. . . . There's a possibility Julie Andrews will be in town next month. Local theater folks are hoping it'll be when her "Star" movie opens. Miss Andrews, who first visited Hawaii when she filmed "Hawaii" on location, owns Big Island property. . . . Hula Records star Danny Kaleikini has returned to the Hala Terrace at the Kahala Hilton. While he was away, Liberty star Martin Denny turned in his most successful Island gig. . . . Eddie and Betty Cole are playing at the Tiki Torch Club for a month. . . . Jack Beam's group, Six the Hard Way, are now at the Dunes.

Cabaret shows coming up at the Ilikai's Pacific Ballroom: Al Martino, Nov. 10; Kay Starr, Nov. 24. . . . Spanky and Our Gang expected soon for their Island debut—a concert at the Honolulu International Center, sponsored by the University of Hawaii students. . . . Lehua Records star Al Lopaka is appearing with Nephi Hanneman and Lani Kai at the Hawaii Five-O-Club. . . . Tentative date: either the Lennon Sisters or Jerry Vale for a New Year's Eve date at the Ilikai Hotel. . . . DeWayne Fulton, harpist at LaRonde, the revolving restaurant, and John Henry's, has a new album out on Sounds of Hawaii. . . . Two sell-outs are in the offing when Aretha Franklin does her first shows—Nov. 9-10—at the Honolulu International Center. **WAYNE HARADA**

DETROIT

Tom Shannon, early evening disk jockey for CKLW, began a local TV show last month. Originating from CKLW-TV, Channel 9, the show, "The Lively Spot," Monday through Friday and the "Tom Shannon Show" on Saturday. It replaces the four-year-old "Swingin' Time" show which was hosted by Robin Seymour. . . .

Ernie Durham, disk jockey and music director for WJLB, was hailed as "Disk Jockey of the Year" at a testimonial dinner held by local music men recently. . . . The Masonic Auditorium hosted a series of concerts during this month, among them the Vanilla Fudge on Friday (11), Glen Yarbrough, Monday (14), Jose Feliciano, Friday (18), and Peter, Paul and Mary on Sunday (20).

The touring production of "Hallelujah Baby" opened at the Fisher Theatre Monday (28) for five weeks, with Detroit recording artist Kim Weston portraying the role of "Georgina." . . . Several records have been released locally with the same subject matter and story line—the Detroit Tigers winning the World Series. . . . Nina Simone and her review featuring the Swordsmen performed at the Ford Auditorium Sunday (27).

Nancy Wilson and O. C. Smith are scheduled for the Masonic Auditorium Sunday (3). . . . Ike and Tina Turner are booked into the Phelps Lounge Friday (15). . . . Pat Paulsen and the First Edition will appear in a "political rally" Oct. 30 at Olympia Stadium. . . . Sergio Mendes and Brasil '66 will perform in concert at the University of Detroit Memorial Building Friday (8). . . . James Brown will perform in concert Sunday (17) at Cobo Hall. **ROGER BASS**

LONDON

Robin Scott who has been BBC's controller of Radio One and Two since its launching last year moves to a new post as controller of BBC 2 TV in January. Scott will replace David Attenborough who moves to a new position as director of all BBC TV programs. Scott, who has been with the BBC for over 25 years, has been responsible for the development of Radio One and Two. The two programs were introduced by the BBC to capture some of the listening figures built by the now defunct pirate radio stations. . . . The American Elektra label released here through Polydor is launching a new subsidiary label Paradox aimed at the pop market. The label will release both British and American material. The first single on Paradox features "Mr. Mr." by Paul Layton, produced in this country by Ossie Byrne. Campbell Connelly's Mike Collier has concluded a deal with Elektra's Larry Harris for the music publishing rights to the Paradox music companies. From Campbell Connelly's deal with Paradox the company has the rights to several records in the British charts including Jose Feliciano's "Light My Fire" and the Doors' "Hello I Love You."

President is introducing the American Jay-Boy label under its own logo. The label will release the company's American product and will be used as an outlet for new British talent. The first singles on the label feature American singer Doris Willingham's "You Can't Do That" and "There Is" by the Shadocks. The label was launched in America by Marvin Holtzman who produced several sides for the President chief Edward Kassner's Seville label including Marcia Blaine's "Bobby's Girl." . . . Bud Flanagan, one of the leading members of the Crazy Gang show, died in Kingston hospital on Oct. 20. Flanagan, who was born Robert Winthrop, wrote "Underneath the Arches"—the number he made famous with Chesney Allen in the 1930's. Flanagan, who was awarded the OBE (Order of the British Empire) in 1958, has recently been working in pantomime. **PHILIP PALMER**

DUBLIN

CBS held a reception for retailers, radio, TV and press personalities. Attending were CBS managing director Ken Glancy, Derek Witt, Deke Arlon, Derek Everitt, Len Carpenter, press officer Rodney Burbeck and Pye's Irish chief, John Woods. Pye distributes CBS in Ireland. . . . Among artists who attended were Roly Daniels, John McNally, The Pattersons and members of the Clancy Brothers and Tommy Makem. . . . This month, Pye issues debut LP's of

French Chart Move Gains

PARIS — The prolonged efforts to produce a French industry sales chart, the original moves toward which were initiated by Billboard several months ago, achieved fruition this week with the publication of the first National Hit Parade by the Centre d'Information et de Documentation du Disque (CIDD)—the public relations operation of the French record manufacturers' association (SNICOP).

The National Hit Parade for the first week of October was compiled with the co-operation of the member companies of SNICOP—representing 97 per cent of the French industry—from returns submitted by record retailers throughout France.

The chart will be published every two weeks by the CIDD. The chart will be used by Billboard in the Hits Around the World section.

the Dixies and Graduates on Marble Arch. The Mexicans' first album will now be released early next year on the same label. . . . Hit Irish songwriter Johnny McCauley was in from London on a promotional trip to launch his Denver label. The first single features McCauley singing "Pretty Girl From Omaha." His initial LP, "Shamrocks in the Tumbleweed," will be released before Christmas. . . . Tom Jones, Della Reese and the Ted Heath Orchestra had a full house twice over at the Adelphi. The show was promoted by Jim Aiken, who will present dates by the Equals, Paper Dolls, Don Partridge, Marles and the Love Affair shortly. . . . Limerick group Granny's Intentions are one of three artists covering "Never an Everyday Thing," on Deram. . . . Other versions are by Springfield Park (CBS) and Wayne Fontana (Fontana).

Ian Whitcomb, in from London, appeared on Televis Eireann's "Like Now" and "Late, Late Show." He was on Jack Good's TV special, "Innocence, Anarchy and Soul," last month. . . . Newly launched Michael Clerkin label, Release, issued Ann Bushnell's "Wondering Where You Are" (which she sang when she represented Eire recently in Sopot, Poland) and the Trixons' "Just Another Song." . . . Songwriter Shay Healy leaves his job as a cameraman at Televis Eireann to freelance, but will return to the national station in January to host a regular ballad program. . . . Tribune Records' Noel Pearson bringing the Supremes to Dublin this month. . . . Virtuoso guitarists John Williams and Manitas de Plata likely to appear on Irish Television before the end of the year. . . . Both radio and TV here now offer vastly increased outlets for guest spots and disk exposure for foreign artists. . . . Danny Doyle's new 45 on Tribune is "Johnny," originally cut by the Pozo-Seco Singers.

KEN STEWART

STOCKHOLM

Atlantic represented here by Metronome and enjoying its first big seller in Sweden with Aretha Franklin's "I Say a Little Prayer," has issued several new soul singles and an album "Soul Meeting" featuring Solomon Burke, Ben E. King, Arthur Conley, Joe Tex and Don Corvey. Among the new singles are "I've Got Dreams to Remember," Otis Redding, "I Found a True Love, Wilson Pickett and "Harper Valley PTA," King Curtis. . . . Siw Malmkvist (Metronome) has a big hit here with "Mamma Ar lik sin Mamma" (Sadie, the Cleaning Lady), and Atlantic in England will release it together with "The Man Who Took the Valise Off the Floor at

(Continued on page 69)

Metronome, German Co., Kicks Off Album Line

HAMBURG — Metronome, Hamburg, has launched a new LP line, Three Crowns, which will feature top international artists, top international repertoire and high fidelity reproduction.

Backed by an intensive publicity campaign, 15 albums will make up the initial release in the series and they feature Aretha Franklin, Otis Redding, Wilson Pickett, Acker Bilk, Charles Aznavour, Siw Malmkvist, Anna-Lena, Eugen Cicero, Rolf Rosemeier, Roy Etzel, Glenn Miller, Django Reinhardt and Ernst Stankovski.

In a search for new recording talent, Metronome produc-

ers Thomas Meisel, Peter Meisel and Guenter Henne, recently converted a railway wagon into a mobile studio and made a train tour of the major cities of Germany giving auditions to 400 young singers, some of whom will be given recording contracts.

To tie in with the Olympic Games, Metronome has released a de luxe album of Mexican music accompanied by a six-page color booklet on Mexico. The album retails at \$3.20.

Meanwhile, Metronome reports that its best-selling singles are "Harlekin," by Siw Malmk-

(Continued on page 72)

CZECH JAZZ ON NOV. 20 AND 21

PRAGUE — Czechoslovakia Jazz 1968—the national jazz festival which is being held this year in place of the International Jazz Festival, will take the form of two concerts Nov. 20 and 21 by leading Czech jazz groups in the Lucerna Hall, Prague.

In conjunction with the Festival, the organizers are staging an exhibition of Czechoslovakian musical instruments.

Slezak, Venice Catalog Deal

HAMBURG — The catalog of Venice Music, Hollywood, which includes the rock 'n' roll hits "Good Golly Miss Molly," "Hound Dog," "Tutti Frutti" and "Dizzy Miss Lizzie," has been acquired for West Germany by the Rudolf Slezak Musikverlag, Hamburg.

The Slezak group already includes or represents Musikverlag Planetary, Edition Ton & Kunst, Abigail Music, Dratleaf and the American firms, Pattern Music Inc. and Bamboo Music Inc. Slezak has also concluded a deal with the British company, Marmalade Music Ltd., and has signed an exclusive contract for Germany with the English composers Mitch Murray and Peter Callander ("Even the Bad Times Are Good," "Ballad of Bonnie & Clyde").

From The Music Capitals of the World

• *Continued from page 68*

Grand Central Station at Noon" on Nov. 8. Siw Malmkvist will visit England this week to promote the record following TV shows in Saarbrücken and Amsterdam. From England she goes to Berlin to record an album. In Sweden Anders Burman is producing an album with Siw. . . . Hansson and Karlsson (Polydor) are to visit England and Ireland this month to promote their LP "Monument" which will be released in England. . . . Mary Hopkin (Apple) was in Stockholm Oct. 19 for a TV spot. . . . Moonlighters (SweDisc) to Mexico for club performances for six months from Oct. 22. . . . Curt Borkmann has released his first single on Polydor with "Man kan aldrig va' for saker" (That Old Time Feelin') and "Glomd Melodi" (Sweet Memories).

EMI Sweden is running a major sales drive for low-price labels Regal and Joy. . . . Thore Skogman (Odeon) has made an album of children's songs and fairy tales. . . . Elektra has released three albums of Swedish religious music and three low-price albums featuring Swedish artists Family Four, West Side Story and Tjorven. . . . Independent company International Artists has released King George Discovery's first single through Columbia. . . . Segat Artist Center in Gothenburg has taken the Dutch group Cuby and Blizzards to Sweden to appear in the Fair in Malmo. . . . Radio Sweden pop group contest winners Long Johns have their first single "Sitting Here Baby" issued on Columbia. . . . The Alan Bown Set (MGM) have been touring Sweden,

and MGM has now released their "We Can Help You" single here. . . . Lena Hansson (Columbia) has recorded "Ja Det var da" (Those Were the Days). . . . Lee Hazlewood (Reprise) visited Sweden to discuss publishing business with Stig Andersson of Sweden Music and made a guest appearance on TV. . . . Al Sharp (International Artists) to tour Sudan, Africa, from Dec. 22 to Jan. 5. . . . Diana Ross and Supremes (Tamla Motown) return to Sweden this month for concerts at Berns. . . . Fontana has released the Julie Felix album "This World Goes Round and Round." . . . Page One has issued "Hip Hip Hooray!" by the Troggs. . . . Sweden Music has acquired the publishing rights to the songs in the new musical "Hair." . . . New publishing company Impact Music of Scandinavia AB, led by Englishman Richard Rese-Edwards, formed here.

KJELL E. GENBERG

HELSINKI

More and more Finnish artists are being booked for dates in Sweden. Following the recent visit of Ernos, (Blue Master), other Finnish artists set to appear in Sweden are Fredi (Philips), Seppo Hanski (Decca), Tapani Kansa (Scandia), Ann-Christine (RCA Victor), and Katri Helena (Top Voice). . . . Erkki Palli, head of Westerlund's record department and PR manager, is leaving the company to concentrate on independent PR work and journalism. . . . Scandia artist Danny, who represented Finland at the Rio song festival,

(Continued on page 72)

CRMA SEEKING FEES ON DISKS PLAYED ON RADIO

TORONTO—A brief from the Canadian Record Manufacturers' Association requesting that Canadian radio stations start to pay royalties on disks played is being prepared for submission to the Copyright Appeal Board, Canada. Deadline for the brief is Nov. 1.

The Manufacturers' Association represents the Canadian subsidiaries of RCA, Columbia, Capitol and London, among others.

In reply, the Canadian Association of Broadcasters, which represents the radio stations—about 400 in all—state that the tariff, if imposed, could cost them \$5 million a year. They also stated that a station could boycott records released by members of the CRMA to avoid payment.

Executive secretary of the CRMA, A. L. Betts, has told the Appeal Board that the brief is not a precedent, manufacturers have always had the right under the existing copyright law to demand such a tariff. They have, however, never exercised the right. He added that composers and publishers get paid every time a piece of music is played on the air in Canada.

POPULATION 2,703,156 (provisional—census 1966)

AREA 269,359 sq. km.

MAJOR CITIES

Wellington (capital)	261,000
Auckland	482,300
Christchurch	232,700
Dunedin	107,400

POPULATION BY AGE GROUPS (1964)

0—14	0.9 million
15—24	0.4 million
25—49	0.7 million
50	0.6 million
TOTAL	2.6 million

NUMBER OF FAMILY UNITS 643,410

EXCHANGE RATE £1 = £1 sterling

PER CAPITA INCOME PER ANNUM £572

BLOC MEMBERSHIP Sterling Area and Commonwealth

NEW ZEALAND

Because of New Zealand's somewhat remote geographical situation, changes in musical tastes tend to be some months behind the rest of the world, and generally a greater cross-section of the public appear to prefer "middle-brow" music. Popular music of the teenage type is growing in demand with young people, however, as in most overseas areas.

The major problem of the record business—or any business—in New Zealand is the imposition of severe restrictive measures by the Government, to protect overseas reserves. The import of raw material, such as vinyl, is limited and controlled, curtailing local record pressing and creating a difficult situation, inasmuch as importing records is prohibitive. The situation will ease, it is hoped, permitting more rapid sales increases, with hit records measuring up to their potential.

EMI's company in New Zealand, His Master's Voice (N.Z.) Ltd., operates a modern factory outside of Wellington, where main offices are located. Four warehouses in Auckland, Wellington, Christchurch and Dunedin serve as distributing centres, serving 465 retail outlets. Since the formation of His Master's Voice (New Zealand) Ltd. in 1926, the company has expanded its business every year, and has never experienced a loss.

1 The Headquarters of His Master's Voice (N.Z.) Ltd.

2 Father and son—Mr. Alfred Wynnes, former Managing Director of HMV (N.Z.), with his son Mr. A. J. Wynnes, the present Managing Director.

3 HMV's modern retail store in Auckland.

Number of Record Companies	12
Number of Record Pressing Plants	4
Number of Recording Studios of Major Record Manufacturers	1
Independent	4
Number of Record Labels	
Indigenous labels currently active	5
Additional foreign-owned labels pressed under licence	61
Number of Wholesale Record Distributors	11
Number of Retail Record Outlets	465
Number of Record Clubs	3
Estimated number of Record Players	390,000
Number sold annually	15,000—20,000
Total number of Juke Boxes in operation	296

Number of Records Manufactured (1966)	3,294,000
Total value of Record Sales 1965	£1,820,000
Mix of Records Manufactured 1966	
7" 45 rpm	1,834,000
12" LP	1,460,000
Total	3,294,000
Popular	90%
Classical	10%
Number of Radio Stations	46 Govt. owned; 1 Private and 1 "Pirate" Station
Radio Receiver Ownership	100% of homes
Television broadcasting of records	4 Govt.-owned TV Stations
Number of TV sets	400,000
Miscellaneous	
Number of Music Publishers	8
Motion Picture Theatres	301
Music licences	Australian Performing Rights Assn. Pty.

EMI knows the record markets of the world...

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

A limited number of copies are now offered free

If you would like a copy write to E.M.I. Group Record Services,

E.M.I. House, Manchester Square, London, England, W1A 1ES, and say so.





PALETTE RECORDS INT'L

250 WEST 57th STREET
N.Y. 19 — U.S.A.

PALETTE RECORDS

13 MADELEINE
BRUSSELS 1
BELGIUM

PALETTE RECORDS LTD.

DUMBARTON HOUSE
68 OXFORD STREET
LONDON W.1
ENGLAND

COLOR IN DANCE

STEREO PALETTE PPB 5-561
COLOR IN DANCE NO. 1:
POLKAS

STEREO PALETTE PPB 5-563
COLOR IN DANCE NO. 2:
TANGOS

STEREO PALETTE PPB 5-564
COLOR IN DANCE NO. 3:
THE PETITE WALTZ

STEREO PALETTE PPB 5-565
COLOR IN DANCE NO. 4:
MARCHES

STEREO PALETTE PPB 5-566
COLOR IN DANCE NO. 5:
BIG BAND MANHATTAN
SPIRITUAL

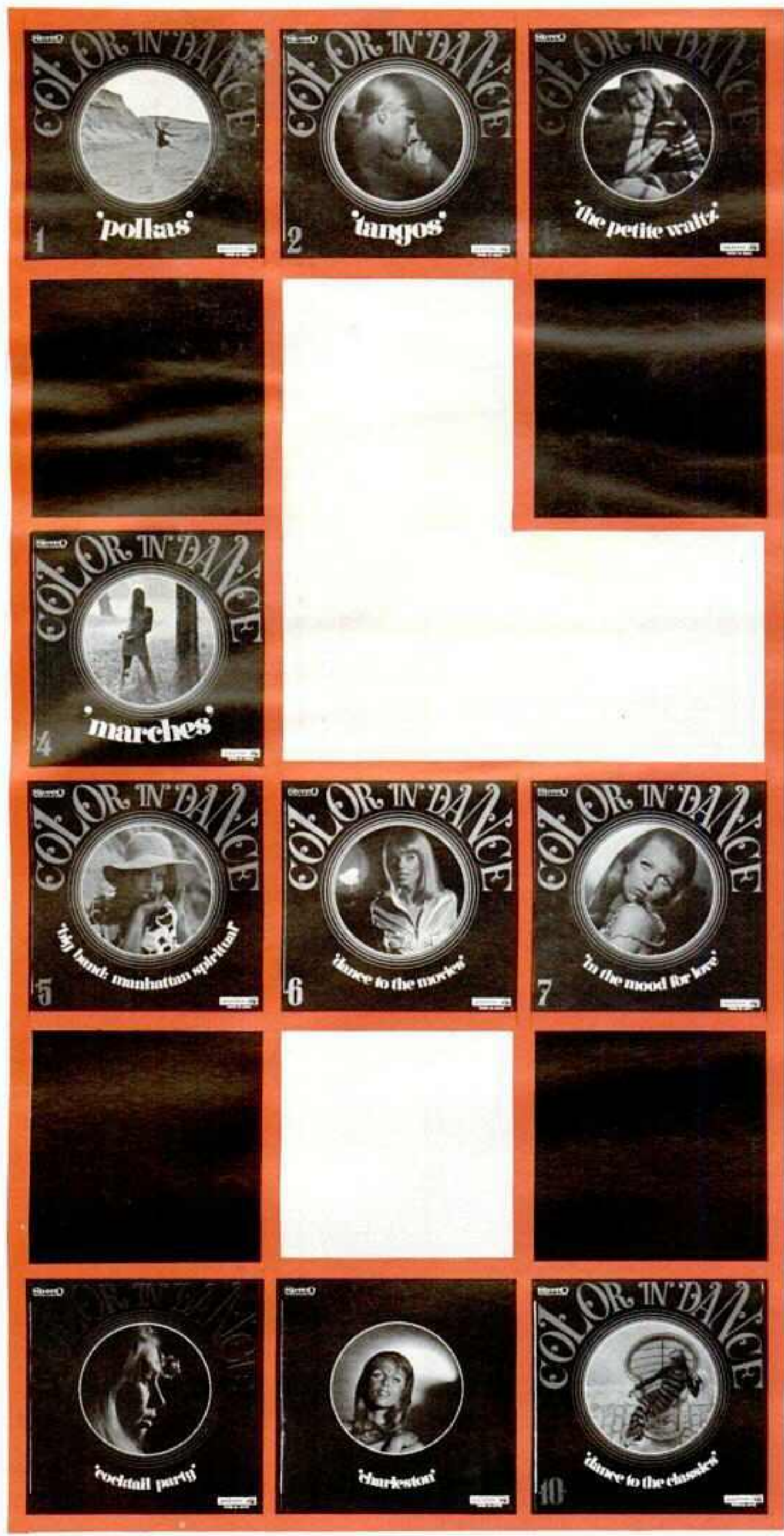
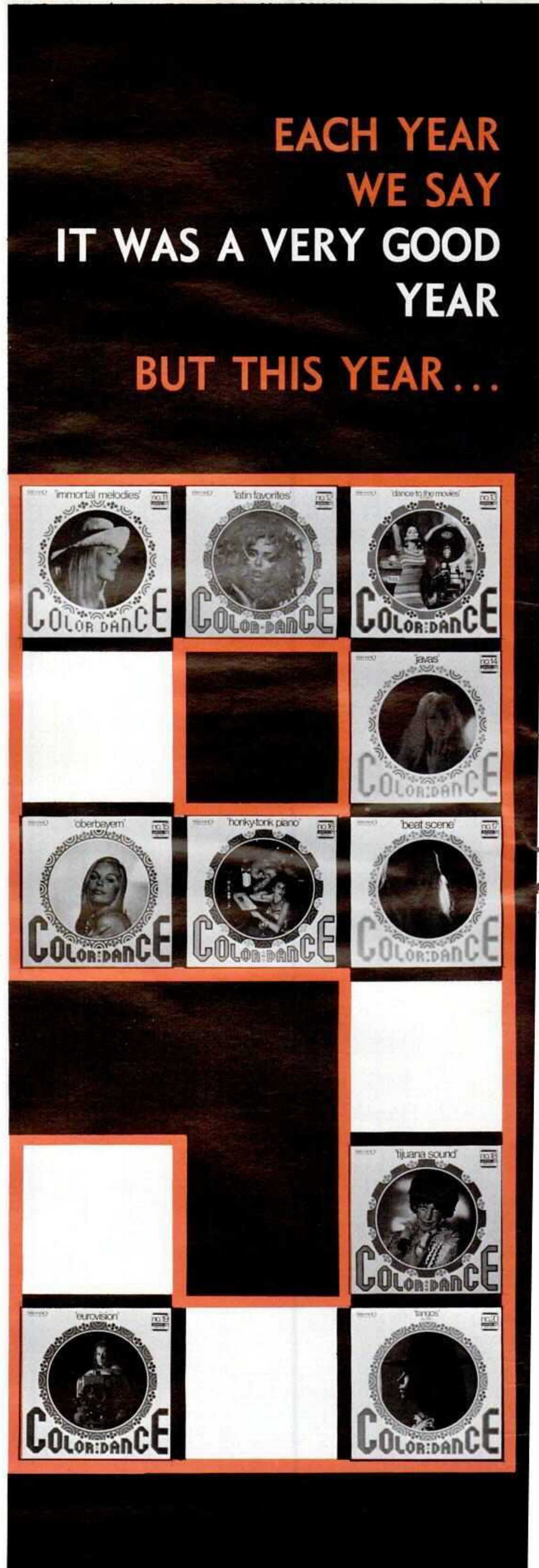
STEREO PALETTE PPB 5-570
COLOR IN DANCE NO. 6:
DANCE TO THE MOVIES

STEREO PALETTE PPB 5-571
COLOR IN DANCE NO. 7:
IN THE MOOD FOR LOVE

STEREO PALETTE PPB 5-573
COLOR IN DANCE NO. 8:
COCKTAIL PARTY

STEREO PALETTE PPB 5-572
COLOR IN DANCE NO. 9:
CHARLESTON

STEREO PALETTE PPB 5-578
COLOR IN DANCE NO. 10:
DANCE TO THE CLASSICS



IT WILL BE A GREAT YEAR

THANKS TO ALL OUR FRIENDS THE WORLD OVER



STEREO PALETTE MPB S-3118 DIGNO GARCIA Y SUS CARLOS



STEREO PALETTE MPB S-3119 DIGNO GARCIA LIVE! DIGNO GARCIA Y SUS CARLOS



STEREO KAPP KS-3575 MIDNIGHT LUAU THE WAIKIKIS



STEREO PALETTE MPB S-3157 CONCERTO D'ARANJUEZ LOS MAYAS



STEREO PALETTE MPB S-3083 EXCITING! THE MERTENS BROTHERS



STEREO PALETTE MGPB S-9476 THIS IS ANDRE BRASSEUR ANDRE BRASSEUR



STEREO PALETTE PTS-30,000 KIND OF A HUSH THE GEOFFREY EVANS ORCHESTRA



STEREO PALETTE MPB S-3114 MOVE JESS & JAMES



STEREO PALETTE MCPB 9474 WILL TURA NO. 5! WILL TURA

COLOR IN DANCE

- STEREO PALETTE MPB S-3198 COLOR IN DANCE NO. 11: IMMORTAL MELODIES
- STEREO PALETTE MPB S-3199 COLOR IN DANCE NO. 12: LATIN FAVORITES
- STEREO PALETTE MPB S-3200 COLOR IN DANCE NO. 13: DANCE TO THE MOVIES, VOL. 2
- STEREO PALETTE MPB S-3201 COLOR IN DANCE NO. 14: JAVAS
- STEREO PALETTE MPB S-3202 COLOR IN DANCE NO. 15: OBERBAYERN
- STEREO PALETTE MPB S-3203 COLOR IN DANCE NO. 16: HONKY-TONK PIANO
- STEREO PALETTE MPB S-3204 COLOR IN DANCE NO. 17: BEAT SCENE
- STEREO PALETTE MPB S-3205 COLOR IN DANCE NO. 18: TIJUANA SOUND
- STEREO PALETTE MPB S-3206 COLOR IN DANCE NO. 19: EUROVISION
- STEREO PALETTE MPB S-3207 COLOR IN DANCE TANGOS, VOL. 2

BEST WISHES FOR A FANTASTIC WINTER SEASON

MEET US AT THE MIDEM '69"

MADE IN 1900 BENEDICT SILBERMAN & HIS PROMENADE ORCHESTRA STEREO PALETTE PPB S-567



MADE IN U. S. A. JO HEYNE & EDDY GREEN STEREO PALETTE PPB S-569



MADE IN PARAGUAY DIGNO GARCIA Y SUS CARLOS STEREO PALETTE PPB S-575



MADE IN HAWAII THE WAIKIKIS STEREO PALETTE PPB S-577



MADE IN MEDITERRANEAN THE KYRIAKOS STEREO PALETTE PPB S-587



MADE IN VLAANDEREN LOU LOGIST STEREO PALETTE PPB S-588



SPECIAL SERVICE for Subscribers in Great Britain and Europe

If you are a subscriber to any one of these BILLBOARD publications

- Amusement Business
- American Artist
- Billboard
- High Fidelity
- High Fidelity/Musical America
- Merchandising Week
- Modern Photography
- Vend

payment for your new or renewal subscription can be made direct to our London office:

TELLTIME LTD.
7 Welbeck Street
London W1, England

ADVERTISING SALESMAN

We have an immediate opening for a space salesman with knowledge of the music, record industry. Salary, commission and expenses. Our staff knows of this position. All replies in confidence. Send resume and salary requirements to:

Box 17
Billboard
165 W. 46th St.
New York, New York 10036

WHAT'S INSIDE JOE SOUTH ???

YOU'LL FIND OUT NEXT WEEK!



LOWERY MUSIC CO.
ATLANTA, GA.

IB
The SIGN of great reading

International News Reports

From The Music Capitals of the World

• Continued from page 69

opened with his summer show "Rock Side Story" in Sweden.

Three of Finland's best groups—**Jormas** (Columbia), the **Blues Section** (Love) and the **Topmost** (Polydor)—have split up within the space of a month. . . . **Harri Saksala**, formerly with the **Topmost**, has replaced U.S. singer **Al Sharp** as lead singer with the **Soulset**. Sharp has moved to Sweden.

Newly launched **Finnsound Productions**, headed by **Aarno Raninen**, has joined forces with **Oy Discophon Ab**, the Finnish RCA licensee. The move means that the artists **Lea Valonen**, the **Smokings** and **Kristian** will appear in future on the RCA-Victor label.

Westerlund, which lost the EMI catalog when the British company set up its own operation in January this year, is ceasing record production. No new releases have been issued by the company in the last five months. . . . **Scandia** managing director **Paavo Elnio** has formed a variety agency in Finland, **Oy Artistit AB**, in collaboration with **Antti Elnio** and **Rainer Scholin** of **Scandia Music**, and **Tom Hertell**, director of the Finnish Booking Office. The company will manage mainly **Scandia** artists and has so far signed **Tapani Kansa** (**Scandia**), actor-singer **Ismo Kallio** and TV announcers **Teija Sopanen** and **Tuula Ignatius**.

KARI HELOPALTIO

MILAN

CA-DI of Rome is the new distributors in Italy of **Parade Records**. **Parade** was formerly distributed by **Decca**. **CA-DI**, a subsidiary of the **Campi Group**, also distributes **Det**, **Cam**, **Tank**, **Mama** and **Amico**. . . . **Cilla Black** (EMI) will be in Italy in November for appearances on **RAI-TV**, Italy's television company. . . . **RCA-Italiana** artist **Dino** has just recorded "Besame Mucho," popular song of the 1950's. . . . **Brazil's** singer-composer **Chico Buarque de Hollanda** (RGE) is in Rome for a

Metronome LP Line

• Continued from page 69

vist and "Say a Little Prayer," by **Aretha Franklin**. In the album category, the top sellers are the **Samplers** "That's Soul, No. 1" and "Off-Psychedelic." New talent recently signed by **Metronome** include **Toni** and **Tony London**. **Metronome** also reports good sales of the **Elektra Doors** album, following two concerts by the group in Frankfurt.

series of recordings in Italian for **RCA-Italiana**. Italian lyrics were written by **Sergio Bardotti** and **Giorgio Calabrese**.

Italy's yearly "Festival Delle Rose," a show which has ushered in the festival season every fall for the past three years, may not be held this year due to technical difficulties and friction between the show's organizer, **Maria Luisa Pisan** and some officials of **RAI-TV**, Italy's state-controlled radio and TV corporation. As things stand, if show organizers iron out their difficulties, the show may take place in November. . . . **PDU's Giuliano Girardi** has recorded the Italian version of the **Deep Purple's** "Hush," with musical backing by **Augusto Martelli**, alias **Bob Mitchell**. . . . **Decca** has released singles this month in Italy of "Love Makes a Woman"/"Come and See Me Baby" by **Barbara Acklin** on the **Coral** label; "The End"/"Sunny" by **Earl Grant** and "Kansas City"/"Can't Take My Eyes Off You" by **Brenda Lee**, both on **Decca**. . . . **Adamo** (EMI-Italiana), the Italo-Belgian artist, was in Milan on Nov. 5 for taping of the "Settevoci" program on **RAI-TV**. He will sing "La Tua Storia E Una Favola" (Your Story Is a Fable). . . . A new record company, called **Rotonde Di Garlasco**, has been set up in Milan, including a music division, management of which has been turned over to **Edizioni Musicali Sidet**.

Ornella Vanoni (Ariston) will present her latest album "I Miei Amici Cantautori" (My Singing-Songwriter Friends) at a special four-day showing (Nov. 7-10) at **Milan's Odeon Theater**. The two-hour show, which will feature the album and 12 other songs, also by Italian composer-singers, is something new for Italy. Songwriters represented are **Bindi**, **Endrigo**, **Lauzi**, **Paoli**, **Modugno** and **Tenco** from Italy, plus **Becaudo**, **Brel** and **Aznavour**, **France**, **Carmichael**, the U.S. and **Jobim** and **Gilberto** from Brazil. . . . **Patty Pravo** (RCA-Italiana), tops in the Italian charts for many weeks this summer with her "La Bambola" (The Doll), will leave soon for Japan, where she will guest in a number of shows in Tokyo. The young singer was recently named "Singer of the Year" by Italy's Festival of Festivals Organization. . . . **Charles Aznavour** (Barclay France), distributed in Italy by **RCA-Italiana**, is in Rome to film a cameo role in "The Adventurers" at **Cinecitta**. . . . **Sylvie Vartan** (RCA) has recorded "Zum, Zum, Zum," the theme song for **RAI-TV's** Saturday night songfest-lottery, "Canzonissima."

MARILYN TURNER

NEW YORK

Country Joe and the Fish, Vanguard Records' rock group, debut on the "Ed Sullivan Show" Nov. 17. The group will open at the **Fillmore East** for two nights Nov. 15 before moving to **Cleveland** for a Nov. 26 show. . . . Jazz pianist **Erroll Garner** promoted his current **MGM LP**, "Up in Erroll's Room," with spots on the "Joey Bishop Show" Oct. 21 and the "Art Linkletter Show" Oct. 25. He will also tape the **Donald O'Connor** and **Steve Allen Shows**. . . . **Junior Wells** will appear at the **Cafe Au Go Go** for one week, starting Oct. 25, joined by **Dino Valente** from Oct. 30 to Nov. 4. . . . **Tim Hardin**, now on the **Columbia** label, will appear in the East at **Stony Brook College, L.I.**, on Nov. 19, the **Riverboat** in **Toronto** on Nov. 22-27 and **Le Hibou** in **Ottawa**, Oct. 29 through Nov. 3. . . . **Michael F. Goldstein** has changed the name of his public relations and publicity firm to the **Goldstein Organization**. . . . **The Montage**, **Laurie Records'** group, will appear at **The Rusty Hinge**

FAECQ IN N. Y. FOR MEETINGS

BRUSSELS—World Music and Palette Records president **Felix Faecq** arrived in **New York Saturday (26)** for two weeks of business meetings in the U. S. and Canada. **Faecq** will be meeting industry leaders, including **World Music** and **Palette** representative **Stanley Mills**, to discuss publishing and recording matters, and will also have discussions with representatives of **ASCAP**, **BMI** and **AMRA** in **New York**, and with the performing and mechanical rights societies in **Canada**.

World Music general manager **Roland Kluger** will arrive **Sunday (27)** to join **Faecq** in **New York** and will stay for a week. **Kluger** will be arranging details of releases of **Palette** product in the States. During their stay **Faecq** and **Kluger** can be contacted through **Zodiac**, 250 W. 57 St., **New York**.

near **Clinton, N. J.**, for another eight weeks. . . . **Atlantic** folk bard **Jerry Jeff Walker** will co-star at the benefit for **Sing-Out** magazine at **Fillmore East** with **Pete Seeger** Oct. 27. . . . **RCA's Nina Simone** will play the **State University Teachers College** in **Geneseo, N.Y.**, Nov. 18 and the **New York High School of Printing** on **Saturday, Nov. 23**. . . . **Towers' Jake Holmes** appeared on the **WPIX-TV Electric Village** on Oct. 12. . . . **Peer Southern** has completed a new **Stock Order Catalog**, replacing the current one which has been in use for the last 20 years. . . . **Backstage** sales manager **Mike Thaler's** wife, **Stephanie**, gave birth to a girl on Oct. 4. . . . **The Natural Gas**, a new group on the **My** label, is being represented by the **Fifth Avenue** publicity firm of **Austin Drew Associates**. . . . **The Joan Baez Songbook** has just gone into its 11th printing, reaching the 500,000 mark in sales. . . . **NJ Orange**, a **Vanguard** group, performed at a reception for **English model Twiggy** in **Washington, D. C.**, on Oct. 12. . . . **Ex-Supreme Florence**, **ABC** artist, gave birth to twin daughters in **Detroit Sunday, Oct. 13**. . . . **Orpheus** will appear in **Shrewsbury, Mass.**, on Oct. 31. . . . **Talent impresario Fred Weintraub** will produce three motion pictures for **Universal**, including a feature, "Take It From the Top," based on original material by **Tower** artist **Jake Holmes**. . . . **The Dukes of Dixieland** will make their first **New York** appearance in three years on **Tuesday, Oct. 29**, at the **Hotel Plaza's** new jazz room, "Plaza 9--- and All That Jazz." . . . **ABC's Jane Morgan** makes her **Broadway** musical debut as "Mame" on **Dec. 2**. The singer is currently headlining the **Shoreham Hotel** in **Washington, D. C.**, until **Saturday (2)**. . . . **Reprise** artist **Joni Mitchell** stars at **Fred Weintraub's Bitter End** for one week beginning **Oct. 23**. . . . **The 125th Street Candy Store** has signed for the new "Soul!" TV show on **Channel 13** for **Thursday (14)**. . . . **Rock** singer **Billy Paul** will open the **Key Club** in **Newark, Thursday (14)**. . . . **Mariene Ver Planck** appears on the **Jerry Blavat Show (WFIL-TV)** in **Philadelphia** on **Oct. 22**. She is set for a week's engagement on the show starting **Monday (11)**. . . . **The Year 2000** are currently appearing at the **Cheetah**, along with the **Raw Meat, Trackers** and **Realty Sandwich**. **The Brooklyn Bridge** opens **Tuesday (26)**. . . . **Billy Daniels** has been held over in the **Latin Quarter's** new "Les Belles De Nuit" revue. . . . **MGM's Eric Burdon** and the **Animals** play **Orange Coast College, Middleton, N. Y.**, **Saturday (2)**. . . . **Folk** singer-composer **Steve Gillette**, **Vanguard** artist, plays **Toronto** and **Ottawa, Canada**, before headlining the **Cafe Lena**, **Sarasota Springs, N.Y.**

ED OCHS

A GREAT ITALIAN BEST SELLER IN EUROPE

MARIANNE

By SERGIO ENDRIGO

IN ITALIAN: BY ENDRIGO—Cetra SP 1367

IN ENGLISH: BY CLIFF RICHARD—Columbia DB 8476

IN FRENCH: BY ENDRIGO—Fontana (Series Parade) 260.149 FM

IN SERBIAN: BY IVO ROBIC (in preparation)

IN GERMAN: BY CLIFF RICHARD (in preparation)

Publishers:

Edizioni Usignolo

Via Meda, 45 MILANO (Italy)



MESSAGGERIE MUSICALI S.p.A.

would like to express their warmest appreciation to their distributed C G D and C B S, for the wonderful and so successful awards achieved during the current year:

- * Festival di San Remo, Roberto Carlos "Canzone per te"
- * Un disco per l'estate, Riccardo del Turco "Luglio"
- * Cantagiro, Caterina Caselli "Il volto della vita"
- * Festival bar serie verde, Sergio Leonardi "Non ti scordar di me"

Premio speciale città di Asiago.



HITS OF THE WORLD

ARGENTINA

(Courtesy Escalera a la Fama)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LA PRIMAVERA	*Palito Ortega (RCA)—Clanort
2	7	FUISTE MIA EN VERANO	*Leonardo Favio (CBS)—Melograf
3	2	POR QUE YO TE AMO	*Sandro (CBS)—Ansa
4	4	IL GIRAMONDO	Nicola DiBari (RCA); *Susana Beatriz (Disc Jockey)—Relay
5	3	YO TE AMO, TE AMO, TE AMO	*Roberto Carlos (CBS); *Juan Ramon (RCA); *Billy Bond (Music Hall)
6	5	THE MUSIC PLAYED	Matt Monro (Odeon); *Willy Martins (EMI)
7	6	YO TENGO PENAS	Herve Vilard (Mercury)
8	9	UN DIA DE FIESTA/NO HAY TIEMPO QUE PERDER	*Los Gatos (RCA)—Fermata
9	8	DELILAH	Jimmy Fontana (RCA); Tom Jones (Odeon); Paul Mauriat (Philips); Mafasoli (Fermata)—Fermata
10	10	CON ESO ME PAGAS	*Pepito Perez (Disc Jockey)

AUSTRIA

This Week	Last Week	Title	Artist
1	1	ICH BAU' DIR EIN SCHLOSS	Heintje (Ariola)
2	5	AZZURO	Adriano Celentano (Ariola)
3	2	COTTONFIELDS	Udo Jurgens (Ariola)
4	3	DELILAH	Peter Alexander (Ariola)
5	4	MAMA	Heintje (Ariola)
6	8	HEY JUDE	Beatles (Parlophone)
7	6	IMMER AM SONNTAG	Anna-Lena (Metronome)
8	5	JENNIFER ECCLES	Hollies (Ariola)
9	—	STREET FIGHTING MAN	Rolling Stones (Decca)
10	9	ARRIVEDERCI HANS	Rita Pavone (Polydor)

BELGIUM

(Wallon chart by courtesy of Moustique magazine)

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	HEY JUDE	Beatles (Parlophone)
2	1	CAMP	Sir Henry and Butlers (Columbia)
3	—	THOSE WERE THE DAYS	Mary Hopkin (Parlophone)
4	3	HELP YOURSELF	Tom Jones (Decca)
5	7	ON THE ROAD AGAIN	Canned Heat (Liberty)
6	4	MONJA	*Roland W. Peter Holm (Gramophone)
7	5	FIRE	Crazy World of Arthur Brown (Polydor)
8	—	QUAND ON EST MUSICIEN	*Sunlights (Vogue)
9	—	POUR ETRE SINCERE	Herbert Leonard (Polygram)
10	6	VALSE D'ETE	*Adamo (Gramophone)

BRITAIN

(Courtesy Record Retailer)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	THOSE WERE THE DAYS	Mary Hopkin (Apple)—Essex (Paul McCartney)
2	3	HEY JUDE	Beatles (Apple)—(Apple)—Northern Music (George Martin)
3	2	JESAMINE	Casuals (Decca)—Mills (David Pardo)
4	4	LITTLE ARROWS	Leapy Lee (MCA)—Shaftesbury Music (Gordon Mills)
5	7	LES BICYCLETES DE BELSIZE	*Engelbert Humperdinck (Decca)—Donna (Peter Sullivan)
6	9	A DAY WITHOUT LOVE	*Love Affair (CBS)—Dick James (Mike Smith)
7	12	THE GOOD, THE BAD AND THE UGLY	Hugo Montenegro (RCA)—United Artists (Hugo Montenegro)
8	6	MY LITTLE LADY	Tremeloes (CBS)—Shane (Tremeloes)
9	5	LADY WILLPOWER	Union Gap (CBS)—Dick James (Jerry Fuller)
10	10	LIGHT MY FIRE	Jose Feliciano (RCA)—MCPS (Rick Jarrard)
11	13	LISTEN TO ME	*Hollies (Parlophone)—Bron (Ron Richards)
12	17	ONLY ONE WOMAN	*Marbles (Polydor)—Abigail (B & M Gibb/Stigwood)
13	20	WITH A LITTLE HELP FROM MY FRIENDS	*Joe Cooker (Regal Zonophone)—Northern (Denny Cordell)
14	8	RED BALLOON	Dave Clark Five (Columbia)—Morris (Dave Clark)
15	11	CLASSICAL GAS	Mason Williams (Warner Bros.)—Rondor (Mike Post)
16	15	HOLD ME TIGHT	Johnny Nash (Regal Zonophone)—Writers Workshop (Jad) (Bell)—Shapiro-Bernstein & Co. (Dale Hawkins)

This Week	Last Week	Title	Artist
17	18	WRECK OF THE ANTOINETTE	*Dave Dee Group (Fontana)—Linn (Steve Rowland)
18	14	ICE IN THE SUN	Status Quo (Pye)—Valley Music (John Schroeder)
19	19	HELLO, I LOVE YOU	Doors (Elektra)—Campbell-Connelly (Paul A. Rothschild)
20	16	I GOTTA GET A MESSAGE TO YOU	*Bee Gees (Polydor)—Abigail (Stigwood-Bee Gees)
21	22	WEIGHT	Band (Capitol)—Feldman (John Simon)
22	29	MARIANNE	Cliff Richard (Columbia)—Leeds (Norrie Paramour)
23	21	I SAY A LITTLE PRAYER	Aretha Franklin (Atlantic)—Shapiro-Bernstein (Jerry Wexler)
24	40	BREAKING DOWN THE WALLS OF HEARTACHE	*Bandwagon (Direction)—Screen Gems/Columbia)—Denny Randell/Sandy Linzer
25	33	SUNSHINE OF YOUR LOVE	*Cream (Polydor)—Dratleaf (Felix Papallardi)
26	30	YOU'RE ALL I NEED TO GET BY	Marvin Gaye and Tammi Terrell (Tamla-Motown)—Jobete, BMI (Ashford/Simpson)
27	24	HELP YOURSELF	Tom Jones (Decca)—Valley (Peter Sullivan)
28	28	ON THE ROAD AGAIN	Canned Heat (Liberty)—Southern (Dallas Smith)
29	25	DREAM A LITTLE DREAM OF ME	Mama Cass (RCA)—Francis, Day and Hunter (Lou Adler)
30	23	DO IT AGAIN	Beach Boys (Capitol)—Immediate (Brian Wilson)
31	—	THIS OLD HEART OF MINE	Isley Brothers (Tamla Motown)—Jobete, BMI (Holland Dozier)
32	47	HARPER VALLEY PTA	Jeannie C. Riley (Polydor)—Keith Prowse (Shelby Singleton)
33	35	MY WORLD	*Cupid's Inspiration (Nems)—Sunbury (Jimmy Duncan)
34	—	ELOISE	*Barry Ryan (MGM)—Carlin (Bill Landis)
35	32	M'LADY	Sly and the Family Stone (Direction)—Carlin (Sly Stone)
36	38	RED RED WINE	Jimmy James and the Vagabonds (Pye)—Ardmore and Beachwood
37	—	MEXICO	*Long John Baldry (Pye)—Welbeck Schroeder (Tony Macaulay)
38	42	RUD'S IN LOVE	*Locomotive (Parlophone)—Essex (Gus Dudgeons)
39	—	WAIT FOR ME MARY-ANNE	*Marmalade (CBS)—Southern (Mike Smith)
40	37	I WANT YOU TO BE MY BABY	*Billie Davis (Decca)—Chappell (Mike Aldred)
41	26	HIGH IN THE SKY	Amen Corner (Deram)—Carlin (Noel Walker)
42	27	I LIVE FOR THE SUN	*Vanity Fare (Page One)—Immediate (Roger Easterby/Des Champ)
43	34	I PRETEND	Des O'Connor (Columbia)—Maurice Patricia (Norman Newell)
44	46	YOU'LL NEVER WALK ALONE	Elvis Presley (RCA)—Williamson Music
45	45	AIN'T GOT NO—I GOT LIFE/YOU GOTTA DO	Nina Simone (RCA)—U-A Music (Stroud)
46	—	IF I KNEW THEN WHAT I KNOW NOW	*Val Doonican (Pye)—Cinephonic (Bill Rodgers)
47	36	YESTERDAY'S DREAMS	Four Tops (Tamla-Motown)—Stein and Vanstock (Ivy Hunter)
48	—	ALL ALONG THE WATCHTOWER	*Jimi Hendrix Experience (Track)—Feldmans (Jimi Hendrix)
49	—	MAGIC BUS	*Who (Track)—Fabulous (Kit Lambert/Chris Stamp)
50	—	AN OLYMPIC RECORD	*Barron Knights (Columbia)—Immediate/Patricia/Donna (Ron Richards)

DENMARK

(Courtesy Danmarks Radio)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	HEY JUDE	Beatles (Parlophone)—Dacapo
2	2	VI SKA GA HAND I HAND	*Keld Heick (HMV)—Multitone
3	3	GID DU VAR I SKANDERBORG	*Dorthe (Philips)—Dacapo
4	—	THOSE WERE THE DAYS	Mary Hopkin (Apple)—Moerk
5	5	I'VE GOTTA GET A MESSAGE TO YOU	Bee Gees (Polydor)—Dacapo Sweden Music
6	7	HUN ER SEKSTEN AR IDAG	*Grethe Ingman (Metronome)—Sweden Music
7	—	LITTLE ARROWS	Leapy Lee (Stateside)—Sweden Music
8	4	HELLO, I LOVE YOU	Doors (Elektra)
9	6	HELP YOURSELF	Tom Jones (Decca)—Dacapo
10	—	SIKKEN HERLIG DAG	*Svs Gregers (Sonet)—Winckler

EIRE

(Courtesy New Spotlight, Dublin)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	THOSE WERE THE DAYS	Mary Hopkin (Apple)—Essex
2	2	HEY JUDE	Beatles (Apple)—Northern Songs Ltd.
3	3	JESAMINE	Casuals (Decca)—Mills
4	5	LITTLE ARROWS	*Dixies (Pye)—Shaftesbury
5	8	MY LITTLE LADY	Tremeloes (CBS)—Cyril Shane
6	7	HELP YOURSELF	Tom Jones (Decca)—Valley
7	—	LES BICYCLETES DE BELSIZE	Engelbert Humperdinck (Decca)—Donna
8	—	BUNCLODY	Emmet Spiceland (Page One)
9	—	RED BALLOON	Dave Clark Five (Columbia)—Morris
10	9	DO IT AGAIN	Beach Boys (Capitol)—Immediate

FRANCE

(Courtesy Centred Information)

Documentation du Disque

This Week	Last Week	Title	Artist
1	1	THOSE WERE THE DAYS	Mary Hopkin (Apple-Pathé Marconi)
2	2	MONIA	Peter Holm (Riviera)—Vogue International
3	3	HEY JUDE	Beatles (Odeon)—Tournier
4	4	BABY COME BACK	Equals (Philips)—Monica
5	5	RAIN AND TEARS	Aphrodite's Child (Mercury)—Continental
6	6	FIRE	Arthur Brown (Polydor)
7	7	SIFFLER SUR LA COLLINE	Joe Dassin (CBS)—Sugar Music
8	8	JUMPIN' JACK FLASH	Rolling Stones (Decca)
9	9	MY YEAR IS A DAY	Les Irresistibles (CBS)
10	10	MONJA	Roland W. (Festival)—Vogue International

HOLLAND

(Courtesy Platennieuws and Radio Veronica)

This Week	Last Week	Title	Artist
1	1	HEY JUDE	Beatles (Parlophone)—Leeds/Basart
2	2	THOSE WERE THE DAYS	Mary Hopkin (Apple)—Essex Holland/Basart
3	7	ONLY ONE WOMAN	Marbles (Polydor)—Basart
4	3	I SAY A LITTLE PRAYER	Aretha Franklin (Atlantic)
5	5	ON THE ROAD AGAIN	Canned Heat (Liberty)—Metro Music
6	4	RAIN AND TEARS	Aphrodite's Child (Mercury)—Altona
7	—	HEIDSCHI BUM BEIDSCHI	Heintje (CNR)—Vivace/Basart
8	6	DON'T YOU CRY FOR A GIRL	Shoes (Polydor)—Dayglow
9	—	KING CROESUS	World of Oz. (Deram)—Portensen
10	—	NEED YOUR LOVE SO BAD	Fleetwood Mac (Blue Horizon)

ISRAEL

(Courtesy Israel Defence Broadcasting Service, Gaiel Zahal)

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	I'M GONNA TRY	Tremeloes (CBS)—Subar
2	—	MA AVARECH (WHAT SHELL I BLESS)	*The Navy Command Variety Ensemble (Hed-Arzi)—Osnat
3	1	FIRE	Arthur Brown (Polydor)—Essex
4	3	LADY WILLPOWER	Garv Pickett and the Union Gap (CBS)—Viva
5	7	I'VE GOTTA GET A MESSAGE TO YOU	Bee Gees (Polydor)—Abigail
6	10	I SAY A LITTLE PRAYER	Aretha Franklin (Atlantic)—Jac/Blue Seas
7	4	HELP YOURSELF	Tom Jones (Pax)—Valley
8	6	DO IT AGAIN	Beach Boys (Capitol)—Sea of Tunes
9	—	CHURSHAT HAFKALPTUS (The Wood)	*The Nahal Ensemble (CBS)
10	—	HEY JUDE	Beatles (Parlophone)—Northern Songs

ITALY

(Courtesy Musica e Dischi, Milan)

*Denotes local origin

This Week	Last Week	Title	Artist
1	3	SIMON SAYS	1910 Fruitgum Co. (Kama Sutra)—Esdra
2	1	IL GIOCATTOLO	*Gianni Morandi (RCA)—Mimo
3	6	SENTIMENTO	*Patty Pravo (Arc)—Mimo
4	2	AZZURRO	*Adriano Celentano (Clan)—Clan
5	5	HEY JUDE	Beatles (Parlophone)—Ritmi e Canzoni
6	12	APPLAUSTI	*Camaleonti (CBS)—Anril Music
7	14	RAIN AND TEARS	Aphrodite's Child (Mercury)—Alfiere
8	4	IL BALLO DI SIMONE	Giuliano e i Notturmi (Ri Fi)—Esdra

This Week	Last Week	Title	Artist
9	7	IL RAGAZZO CHE SORRIDE	*Al Bano (VdP)—Curci
10	9	UN ANGELO BLU	*Equipe 84 (Ricordi)—Senza Fine
11	13	LA TUA STORIA E' UNA FAVOLA	Adamo (VdP)—VdP
12	8	LA NOSTRA FAVOLA	*Jimmy Fontana (RCA)—Francis Day
13	10	SE TORNI TU	Claude Francois (Fleche)—SIF
14	—	LE MONDE EST GRIS LE MONDE EST BLEU	Eric Charden (Decca)—R.R. Ricordi
15	11	CINQUE MINUTI E POI	*Maurizio (Joker)—MAS

JAPAN

(Courtesy Original Confidence Co., Ltd.)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	KOI NO KISETSU	*Pinky & Killers (King)—All Staff
2	2	YUZUKI	*Mayuzumi Jun (Capitol)—Ishihara
3	3	THE SOUND OF SILENCE	Simon & Garfunkel (CBS Sony)—Shinko
4	4	KIRI NI MUSEBU YORU	*Kuroki Ken
5	5	HEY JUDE	Beatles (Odeon)—Toshiba
6	14	OKASAN	*Tempters (Philips)—Tanabe
7	7	KUSHIRO NO YORU	*Mikawa Ken-ichi (Crown)—Crown
8	6	SHIANBASHI BLUES	*Takahashi Masaru and Coro Latino (Columbia)—Columbia
9	8	HANA TO CHO	*Mori Shin-ichi (Victor)—Ai Pro.
10	10	GIRL FRIEND	*Ox (Victor)—Top
11	9	HOSHIKAGE NO WALTZ	*Sen Masao (Minoruphone)
12	20	SHIRISUGITANONE	*Los Indios (Polydor)—Kaminari
13	12	SIMON SAYS	1910 Fruitgum Co. (Buddah)—Aberback Tokyo
14	15	AI NO KAORI	*Fuse Akira (King)—Watanabe
15	13	AISURU KIMI NI	*Golden Cups (Capitol)—Pacific
16	11	OTARU NO HITO YO	*Tokyo Romantica (Teichiku)
17	17	TABIJI NO HITO YO	*Tokyo Romantica (Teichiku)
18	—	HITORI SAKABA DE	*Mori Shin-ichi (Victor)—Victor
19	16	SHINJUKU SODACHI	*Tsuyama Yoko/Ohki Hideo (Minoruphone)
20	—	WASURERUMONOKA	*Ishihara Yujiro (Teichiku)—Ishihara

MALAYSIA

(Courtesy Radio Malaysia)

This Week	Last Week	Title	Artist
1	2	HEY JUDE	Beatles (Parlophone)
2	1	PEOPLE GOT TO BE FREE	Rascals (Atlantic)
3	4	ALICE LONG	Tommy Boyce and Bobbly Hart (A&M)
4	6	YOU KEEP ME HANGING ON	Vanilla Fudge (Atco)
5	5	DO IT AGAIN	Beach Boys (Capitol)
6	8	THE FOOL ON THE HILL	Serjio Mendes and Brasil '66 (A&M)
7	7	HELP YOURSELF	Tom Jones (Decca)
8	3	I LOVE YOU	People (Capitol)
9	—	FIRE	Crazy World of Arthur Brown (Atlantic)
10	9	I'LL LOVE YOU FOREVER TODAY	Cliff Richard (Columbia)

NEW ZEALAND

(Courtesy New Zealand Broadcasting)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	HEY JUDE	Beatles (Parlophone)
2	2	COME WITH ME	*Fourmylva (HMV)
3	4	HELP YOURSELF	Tom Jones (Decca)
4	3	I HAVE LOVED ME A MAN	*Allison Durbin (HMV)
5	5	LOVE, HATE, REVENGE	*Avengers (HMV)
6	7	DO WHAT YOU GOTTA DO	*Larry's Rebels (Imnact)
7	6	YESTERDAY HAS GONE	Cupid's Inspiration (CBS)
8	—	I'VE GOTTA GET A MESSAGE TO YOU	Bee Gees (Spin)
9	10	MORNING DEW	Lulu (Columbia)
10	8	INDIAN LAKE	Cowsills (MGM)

NORWAY

(Courtesy Verdens Gang)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	HEY JUDE	Beatles (Parlophone)—Sonora
2	2	ROMEO OG JULIET	*Tneer Lise Andersen (RCA Victor)—Sweden Music
3	9	THOSE WERE THE DAYS	Mary Hopkin (Apple)—Essex
4</			

Spotlight Singles

NUMBER OF
SINGLES REVIEWED
THIS WEEK
117
LAST WEEK
134

*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

JOHNNY RIVERS—RIGHT RELATIONS

(Prod. Johnny Rivers) (Writer: Ray) (Rivers, BMI)—The long-awaited follow-up to his "Look to Your Soul" hit is a beautiful, lyric message ballad that gains with each hearing. Topnotch production by the performer should ride right to the top. Flip: "A Better Life" (Rivers, BMI). Imperial 66335

TOP 60 POP SPOTLIGHT

Spotlights Predicted to reach the top 60 of the HOT 100 Chart

JAMES BROWN—GOODBYE MY LOVE

(Prod. James Brown) (Writer: Brown) (Dynafone, BMI)—Brown offers another powerhouse vocal workout to follow up his "Say It Loud—I'm Black and I'm Proud" hit, and he is sure to be riding a hot spot on the Hot 100. Top original ballad loaded with soul. Flip: (No information available). King 6198

TOMMY BOYCE & BOBBY HART—WE'RE ALL GOING TO THE SAME PLACE

(Writers: Boyce-Hart) (Screen Gems-Columbia, BMI)—The composer-performers have come up with a smooth rock item that has all the sales and airplay potential of their recent "Alice Long" winner. Flip: (No information available). A&M 993

PATTI DREW—HARD TO HANDLE

(Prod. Carone Prod.) (Writers: Redding-Isbell-Jones) (East/Time/Redwal, BMI)—The recent Otis Redding chart rider should ride even higher on the Hot 100 with this powerhouse vocal workout by Miss Drew. Top follow-up to her "Working on a Groovy Thing." Flip: "Just Can't Forget About You" Capitol 2339

BILLY JOE ROYAL—GABRIEL

(Prod. Buddy Buie) (Writer: South) (Lowery, BMI)—Royal had a Hot 100 winner with his "Hush," and he should quickly repeat that success with this solid rocker. First rate production by Buddy Buie. Flip: "Movies On My Mind." Columbia 44677

JOHN COWSILL—THE PATH OF LOVE

(Prod. Wes Farrell) (Writer: Tony Romeo) (Pocket Full of Tunes/Akbestal, BMI)—John of the Cowsills makes his solo debut, and it's destined to prove an important sales item. Good, easy-beat rhythm with smooth vocal workout. Flip: (No information available). MGM 14003

SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

AMERICAN BREED—Keep the Faith (Prod. Bill Traut) (Writer: Weiss) (Saturday, BMI)—Solid rocker has even more potential than the group's recent "Anybody You Want Me." Atco 830

IMPRESSIONS—Don't Cry My Love (Prod. Johnny Pate) (Writers: Mayfield-Brown) (Camad, BMI)—Solid blues ballad with a soulful vocal workout, and exceptional production by Johnny Pate. ABC 11135

MAGNIFICENT MEN—Save the Country (Prod. Ron Gittman) (Writer: Nyro) (Tunafish, BMI)—Exciting Laura Nyro rhythm material affords the r&b oriented group a smooth rock change of pace that should garner much attention. Capitol 2319

***PAUL MAURIAT—Chitty Chitty Bang Bang** (Writers: Sherman-Sherman) (Unart, BMI)—The bounce and infectious and much-recorded film theme gets a top arrangement by the lush "Love is Blue" orchestra. Philips 40574

THE LOVE GENERATION—Catching Up On Fun (Prod. Tommy Oliver) (Writers: Barkan-Adams) (Kirschner, BMI)—Group recently made chart noise with their "Montage" and this appealing calypso-beat item should keep them active. Imperial 66336

***SANDPIPER—Let Go!** (Prod. Allen Stanton) (Writers: Powell-Gimbel-De-Morae) (Duchess, BMI)—Brazilian-beat change-of-pace item for the "Guantanamera" trio is a jukebox and programming natural. A&M 997

BRENTON WOOD—It's Just a Game, Love (Prod. Hooven-Winn) (Writers: Jones-Shelby) (Hastings, BMI)—The original "Oogum Boogum" man changes pace with a smooth ballad, penned by Quincy Jones and featured in the film "The Split." Double Shot 135

BAR-KAYS—Copy Kat (Prod. Allen Jones) (Writers: Jones-Alexander) (East, BMI)—Groovy instrumental rocker with much of the "Soul Finger" feel should quickly prove a Hot 100 sales item. Volt 4007

FLAVOR—Heart-Teaser (Prod. Tim O'Brien) (Writers: O'Brien-English-St. Clair) (Helios, BMI)—Hard-hitting rocker should prove a winning follow-up to the group's "Sally Had a Party" chart rider. Columbia 44673

***CHRIS MONTEZ—Watch What Happens** (Prod. Nick De Caro) (Writers: Gimbel-LeGrand) (Vogue/Johnware, BMI)—Montez offers an easy-rhythm treatment of Michel LeGrand's beautiful ballad from "The Umbrellas of Cherbourg" score, and should prove a juke box smash. A&M 985

FLORENCE "FLO" BALLARD—Love Ain't Love (Prod. Bob Bateman) (Writer: McCoy) (T.M., BMI)—Miss Ballard, formerly of the Supremes, makes a powerful bid for solo chart honors with a pulsating Van McCoy rhythm entry. ABC 11144

YELLOW PAGES—Crowd Pleaser (Prod. World Showcase) (Writers: Porter-Ham) (Highwood, BMI)—Good new group sound and equally good rock material make this a potential Hot 100 winner. UNI 55089

MARV JOHNSON—I'LL PICK A ROSE FOR MY ROSE

(Prod. Dean-Witherspoon) (Writers: Dean-Witherspoon-Johnson) (Jobete, BMI)—Marking Johnson's debut on Gordy is this smooth rocker with an infectious beat that should bring him back to a high spot on the Hot 100 in short order. Flip: "You Got the Love I Need" (Jobete, BMI). Gordy 7077

BETTY WHITE—HE'S BAD, BAD, BAD

(Prod. Brad Shapiro & Steve Alaimo) (Writers: Reid-Clarke) (Sherlyn, BMI)—Following up her "Girls Can't Do What The Guys Do," Miss Wright offers an easy-beat rocker with even more sales appeal. Topnotch performance and production work. Flip: "Watch Out Love" (Sherlyn, BMI). Alston 4571

KING DAVID—MOLLY BARR

(Prod. Unicorn Prod.) (Writers: Hess-Wind) (Coventry, ASCAP)—New label, distributed by ABC/Command, makes an impressive debut with King David. Powerful rhythm material and vocal work combine to make this a Hot 100 winner. Flip: "Canticles to Jello" (Coventry, ASCAP). Probe 450

JOHNNY ADAMS—RELEASE ME

(Prod. Watch Record Co.) (Writers: Miller-Williams-Yount) (4 Star, BMI)—powerhouse blues treatment of the Engelbert Humperdinck smash should quickly prove a hot sales item all over again. A pop and r&b chart winner. Flip: (No information available). SSS International 750

JIMMY JAMES & THE VAGABONDS—RED RED WINE

(Prod. John Schroeder) (Writer: Diamond) (Tallyrand, BMI)—Group offers an exceptional treatment of the Neil Diamond ballad that should prove a hotter sales item than the composer's original version. First rate John Schroeder production. Flip: "No Good to Cry" (Barrisue/Lindsider, BMI). Atco 6608

***LENNY WELCH—You Can't Run Away** (Prod. Herb Bernstein) (Writers: Knight-Levine) (Jillbern/MRC, BMI)—Welch swings this winner in a powerful way, and it should prove a much programmed item with sales to follow. Mercury 72866

SALT WATER TAFFY—Sticks and Stones (Prod. Rod McBrien & John Giametta) (Writers: McBrien-Giametta) (Barracks 9/Kama Sutra, BMI)—Pulsating and infectious rocker should prove the one to bring the "Finders Keepers" group to the Hot 100. Buddah 57

JOANNE WORLEY—Why Don't You Come Home? (Prod. Costa-Anka) (Writers: Costa-Anka) (Gramitto/Simple, BMI)—The Laugh-in star offers a compelling and hysterical Paul Anka ballad that could easily prove a left-field winner. Reprise 0782

SUGAR SHOPPE—Poop Papa (Prod. Al Delory) (Writers: Rose-Woods) (Bourne, ASCAP)—The Billy Rose-Harry Woods oldie gets an infectious and rousing treatment by the smooth new group. Culled from their initial LP, this should prove a juke smash. Capitol 2326

AL KOOPER & MIKE BLOOMFIELD—The Weight (Prod. Al Kooper) (Writer: Robertson) (Dwarf, ASCAP)—Instrumental version of the recent vocal hit should garner much underground airplay and sales. Columbia 44678

JOE COCKER—With a Little Help From My Friends (Prod. Denny Cordell) (Writers: Lennon-McCartney) (Maclen, BMI)—The British smash, penned by Lennon and McCartney, has much potential for the States. Solid blues workout. A&M 991

FEMININE COMPLEX—I Won't Run (Prod. Rick Powell) (Writer: Dalton) (Alpine, ASCAP)—The fem-quintet turns in a smooth, easy-beat treatment of a good rhythm ballad. Much sales appeal here. Athena 5006

EOBBY SKEL—Gentle Woman (Prod. Major Bill Smith) (Writer: Skel) (Le Bill, BMI)—Easy rhythm ballad with folk flavor gets an appealing workout by Skel and should garner much airplay. UNI 55092

DOC SEVERINSEN—Knowing When to Leave (Prod. Joe Carlton) (Writers: Bacharach-David) (Blue Seas/Jac/Morris, ASCAP)—Severinsen's trumpet fills this rhythmic Bacharach-David ballad from the forthcoming B'way production "Promises, Promises" with excitement and jukebox appeal. Command 4125

THE SATURDAY MORNING CARTOON SHOW—Hayride (Prod. Buzz Cason & Mac Gayden) (Writers: Cason-Gayden) (Sons of Ginza, BMI)—Infectious rhythm ballad with a smooth vocal treatment should quickly prove a Hot 100 chart rider. Elf 90021

STRINGS & PERCUSSION OF THE BOLSHOI THEATRE ORCH.—(Rozhdestvensky) Toreador Song (Writer: Bizet-Schredrin)—This excerpt from the new LP marks Angel's initial venture into the singles field, and should attract much programming attention. Melodiya/Angel P-6800

TOP 20 COUNTRY

COUNTRY

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

WAYLON JENNINGS—YOURS LOVE

(Prod. Chet Atkins) (Writer: Howard) (Wilderness, BMI)—Following up his "Only Daddy That'll Walk the Line," Jenny turns in a moving performance of a top Harlan Howard ballad that should bring him right to the top of the country chart. Flip: "Six Strings Away" (Baron, BMI). RCA Victor 47-9642

GEORGE JONES—WHEN THE GRASS GROWS OVER ME

(Prod. "Pappy" Daily) (Writer: Chapel) (Glad, BMI)—Jones is in fine voice with this poignant ballad of lost love that should quickly equal the sales success of his recent "As Long as I Live" hit. Flip: "Heartaches and Hangovers" (Glad, BMI). Musicor 1333

DON GIBSON—EVER CHANGING MIND

(Prod. Chet Atkins & Felton Jarvis) (Writers: Melson-Melson) (Acuff-Rose, BMI)—From his "It's a Long, Long Way to Georgia" ballad winner, Gibson switches to rhythm item that should prove an instant smash and carry him right back into the Top Ten. Flip: "Thoughts" (Acuff-Rose, BMI). RCA Victor 47-9663

JAN HOWARD—MY SON

(Writer: Howard) (Stallion, BMI)—Emotion-filled original ballad with timely lyric content is destined to bring Miss Howard back to her "Evil on My Mind" selling bag, and quickly surpass the success of her "I Still Believe in You" hit. Flip: "Tip of My Fingers" (Tree/Champion, BMI). Decca 32407

TOM T. HALL—BALLAD OF FORTY DOLLARS

(Prod. Jerry Kennedy) (Writer: Hall) (Newkeys, BMI)—The "Harper Valley P.T.A." composer offers an original rhythm number that has much pop appeal, and the strength to carry him to a high spot on the country chart. Exceptional production by Jerry Kennedy. Flip: "Highways" (Newkeys, BMI). Mercury 72863

CHART

Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

ELTON BRITT—The Bitter Taste (Horton, ASCAP). RCA VICTOR 47-9658

DAVID ROGERS—You Touched My Heart (Gallico, BMI). COLUMBIA 44668

CHAPPARRAL BROTHERS—Follow Your Drum (Windward, BMI). CAPITOL 2323

THE HARDENS ARLENE & ROBBIE—Who Loves Who (Green Grass, BMI). COLUMBIA 44675

REX ALLEN—Bummin' Around (Wilderness, BMI). DECCA 32401

TOMMY COLTINS—Woman You Been Told (Ly-Rann, BMI). COLUMBIA 44664

BUDDY ALAN—When I Turn Twenty-One (Blue Book, BMI). CAPITOL 2305

RAY PENNINGTON—Raining in My Heart (Acuff-Rose, BMI). MONUMENT 1109

JACK RENO—I Want One (Tree, BMI). DOT 17169

BUDDY KNOX—Today My Sleepless Nights. Came Back to Town (Viva, BMI). UNITED ARTISTS 50463

AUDREY WILLIAMS—No Man Can Love Two Women (Viva & Ly-Rann, BMI). BONANZA 102

TOP 20 R&B

R&B

Spotlights Predicted to reach the TOP 20 of the TOP SELLING R&B SINGLES Chart

CHART

Spotlights Predicted to reach the R&B SINGLES Chart

JIMMY McCracklin—Love, Love, Love (Metric-Budget, BMI). MINIT 32052

JOE HINTON—Please (Don, OMI). BACK BEAT 594

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

ELECT BILLY WALKER

people's choice



"AGE OF WORRY"

B/W "IS THIS DESIRE"
(1098)

Latest Album/"Billy Walker Salutes The Country Music Hall of Fame"(18101)

Don't Miss Billy's New Syndicated
TV Show . . . "Billy Walker's Country Carnival" . . . Soon in your market
A SHOW BIZ, INC. PRODUCTION, NASHVILLE



MONUMENT RECORD CORP.
NASHVILLE/HOLLYWOOD

Billboard Album Reviews

NOVEMBER 2, 1968



POP
THE YARD WENT ON FOREVER—Richard Harris, Dunhill DS 50042 (S)

This LP marks the second collaboration between the dynamic talents of Richard Harris and Jim Webb. Webb's material is treated with class and finesse by the actor-turned-singer, and their efforts are rewarded by superb interpretations of new originals, "Watermark," "Gayla" and "That's the Way It Was." "Lucky Me" is a shimmering gem, and also noteworthy is the extensive "The Hymns From the Grand Terrace."



POP
THE TURTLES PRESENT THE BATTLE OF THE BANDS—White Whale WWS 7118 (S)

The irrepressible Turtles have another forceful hard rock album, which includes their hit "Elenore" and the title song. But, there is much more here as this West Coast group goes country in "Too Much Heart-Sick Feeling" and tackles humor in "Oh, Daddy!" and "Chicken Little Was Right." "You Showed Me" is a straightforward gem.



POP
ED AMES SINGS THE HITS OF BROADWAY & HOLLYWOOD—RCA Victor LSP 4079 (S)

Ed Ames has gone through Broadway and Hollywood's top drawer for a charming wrap-up of show and screen songs. The repertoire ranges from "Blackbirds of 1928" to 1968's upcoming "Dear World." The material is all topflight and Ames knows just what to do with it.



POP
I GET THE SWEETEST FEELING—Jackie Wilson. Brunswick BL 754138 (S)

There haven't been enough words of praise invented to fully laud Jackie Wilson. He's a great performer and demonstrates vast vocal range from the mellow, but pounding "I Get the Sweetest Feeling" to the gutsy, nitty gritty "Growin' Tall." "People" and "You Keep Me Hangin' On" are other outstanding performances here.



POP
SHAPE OF THINGS TO COME—Max Frost & The Troopers. Tower ST 5147 (S)

Hot from their Hot 100 hit of "Shape of Things to Come," Max Frost and the Troopers tear through other rock originals from the "Wild in the Streets" flick, "Fifty Two Per Cent" and "Lonely Man" are the chief noisemakers in this debut LP with "A Change Is Gonna Come" and others closing in on the laurels. A hot item, the disk should follow the single to chart contention.



POP
BALAKLAVA—Pearls Before Swine. ESP Disk 1075 (S)

Pearls Before Swine will surface from the underground in a big way with their latest LP featuring the music and voice of Tom Rapp. Only Leonard Cohen's "Suzanne" breaks the spell of Rapp tunes headed by "Translucent Carriages," "Lepers and Roses" and "Images of April." Powerful performances could push this album all the way.



COUNTRY
THE SUNSHINE MAN—Mac Curtis, Epic BN 26419 (S)

Based on his current singles chart hit, the title tune, the country radio personality and singer, has a winner in this top commercial package in which he excels with "Break My Mind" and "Almost Persuaded." His treatment of "Little Ole Wine Drinker" is well done in this LP with much sales potential.



JAZZ
WELCOME HOME—Richard "Groove" Holmes. World Pacific Jazz ST 20147 (S)

Jazz organist Richard "Groove" Holmes heats up some tasty organ treats recorded during a recent Los Angeles home-coming, supported by Jazz Crusader Joe Sample on Piano and other stalwarts like Tom Scott, Teddy Edwards and Paul Humphrey. "Oklahoma Toad," Ray Bryant's "The Madison Time" and "I'm in the Mood" will lead the LP to the charts.



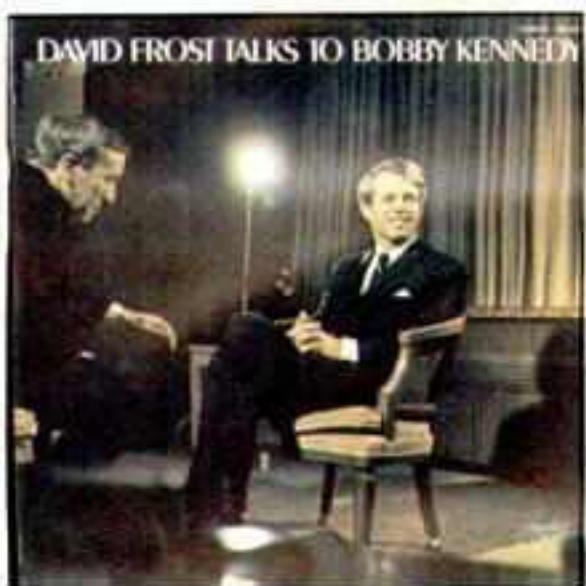
JAZZ
CHET BAKER PLAYS AND SINGS—World Pacific Jazz ST 20138 (S)

Chet Baker, a creative and sensitive trumpeter, has packaged his all-time best performances into one LP, featuring Baker on vocals as well as on trumpet. His "Bea's Flat," "Summertime" and "Tenderly" are reworked to fit Baker's improvisational brilliance and special lyricism. A first and important anthology of Baker's finest.



CHILDREN'S
THE BABYSITTERS' MENAGERIE—Various Artists. Vanguard VSD 79288 (S)

Children and adults will find plenty of enjoyment here. Alan Arkin, Lee Hays, Barbara Dana and Doris Kaplan lead a troupe of talented youngsters through a series of happy rounds and melodies that are hard to resist. It's all done in a carefree style that makes it unpretentious and endearing.



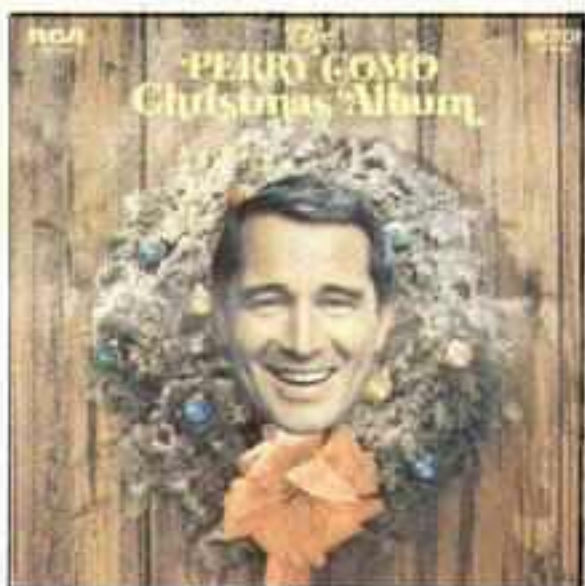
SPOKEN WORD
DAVID FROST TALKS TO BOBBY KENNEDY—Douglas SD 800 (S)

The celebrated David Frost interview of the late Robert F. Kennedy is brought to disk by Douglas International in this vital album. Kennedy's comments on the problems facing this nation and the world, his candidacy for the Democratic presidential nomination, history and the future are especially apt today and doubtless will be for some time.



CHRISTMAS
ROBERT GOULET'S WONDERFUL WORLD OF CHRISTMAS—Columbia CS 9734 (S)

Robert Goulet fans are treated to a joyous holiday package in this roundup of seasonal songs. Goulet lifts his voice in appreciation of the Yule with standards and a new Bacharach-David song, "Christmas Day," from the musical, "Promises, Promises."



CHRISTMAS
THE PERRY COMO CHRISTMAS ALBUM—RCA Victor LSP 4016 (S)

A well-diversified program of Christmas music, from carols to holiday ballads and hymns. Loaded with sales appeal, the standout performances include a carol medley, an exceptional "Ave Maria," fine treatments of "Do You Hear What I Hear" and "O Holy Night" plus a bright, happy "There Is No Christmas Like a Home Christmas," from the pen of Carl Sigman and Mickey Addy.



CHRISTMAS
BURL IVES CHRISTMAS ALBUM—Columbia CS 9728 (S)

Here's a perfect combination: the distinctive voice of Burl Ives and the most familiar and beautiful of the holiday songs. His smooth and compelling treatments of "O Holy Night," "Silent Night" and "O Little Town of Bethlehem" are perfectly complemented by the joyous excitement of "Jingle Bells" and "Santa Mouse." Should prove a big, big item for this season and many more to come.



LOW-PRICE CHRISTMAS
WHITE CHRISTMAS—Living Strings & Living Voices. RCA Camden CAL 2258 (M); CAS 2258 (S)

The Living Voices and the Living Strings conducted by Johnny Douglas offer a beautifully bright and appealing collection of Christmas favorites. They're at once bouncy and frothy, and smoothly lush as they treat with exceptional interpretations of "White Christmas," "Do You Hear What I Hear" and "The Little Drummer Boy," among others.

★★★★ 4 STAR ★★★★★

POPULAR ★★★★★

- THE SOUNDS OF OUR TIMES PLAY HEY JUDE—Capitol ST 117 (S)
- A MAN AIN'T SUPPOSED TO CRY—Joe Williams, Roulette SR 42016 (S)
- YOU'RE MINE YOU—Sarah Vaughan, Roulette SR 42019 (S)
- APHRODISIA—Arthur Lyman, Hi Fi SL 1038 (S)
- CRISTO REDENTOR—Hamey Mandel, Philips PHS 600-281 (S)
- THE WOZARD OF IZ—A&M 4146 (S)
- THE TINGLING MOTHER'S CIRCUS—Muscor MS 3167 (S)
- BLUSE—Don Preston, A&M SP 4155 (S)
- LOVE LIKE IT IS—Jeanne Ewing, Audio Fidelity AFSD 6215 (S)
- MUSIC OF THE PRETTY BOY FLOYD ERA—Audio Fidelity AFSD 6211 (S)
- THE RISE AND FALL OF HONESTY—Maffitt/Davies, Capitol ST 2999 (S)
- THE SOFT SWEET SOUND OF CAROT STROMME—Pete S 1103 (S) 5

LOW PRICE POPULAR ★★★★★

A SOUND SPECTACULAR IN TOTAL DYNAMICS—Leo Addeo & His Orch. RCA Camden CAS 2276 (S)

LOW PRICE COUNTRY ★★★★★

THAT'S HOW MUCH I LOVE YOU—Hank Locklin, RCA Camden CAS 2266 (S)

LOW PRICE CLASSICAL ★★★★★

- MOZART: SYMPHONIES Nos. 29 & 39—Sinfonia of London (Davis), RCA Victorla VICS 1378 (S)
- CHARLES IVES SONGS—Marni Nixon/John McCabe, Nonesuch H 71209 (S)

DVORAK: PIANO QUINTET IN A MAJOR—Serkin / Schneider / Galimir / Tree / Soyer. Vanguard Everyman SRV 288SD (S)

JAZZ ★★★★★

- THE MARTIAL SOLAL TRIO ON HOME GROUND—Milestone MSP 9014 (S)
- THE IMMORTAL FLETCHER HENDERSON—Milestone MLP 2005 (M)
- THE TWO-SIDED ALBUM—Buddy Montgomery, Milestone MSP 9015 (S)
- MORE THAN MEETS THE EAR—Jean-Juc Ponty, World Pacific Jazz ST 20134 (S)

LOW PRICE JAZZ ★★★★★

COLEMAN HAWKINS CLARK TERRY TOGETHER—Columbia Jazz Odyssey 32 16 0254 (S)

BLUES ★★★★★

BLIND LEMON JEFFERSON Vol. 2—Milestone MLP 2007 (M)

COMEDY ★★★★★

- ROCKY GRAZIANO AS THE MAHARISHI YOGURT—Ric 9422 (S)
- LAUGHIN' WITH 'EM—J. Garland McKee, Americana LPMS 2029 (S)

INTERNATIONAL ★★★★★

- SIX RAGAS—Ravi Shankar, Capitol DT 10512 (S)
- LO MUCHO QUE TE QUIERO/ANGELITO & MORE—Rene & Rene, ARV ARV 1002 (S)
- AN EVENING AT THE FEENJON—The Feenjon Group, Monitor MFS 497 (S)
- RUSSIAN FOLK SONGS—State Academic Chorus of the U.S.S.R. (Sveshnikov), Melodiya/Angel SR 40070 (S)
- DANZAS VENEZUELA—Ballet Folklorico De Venezuela, Monitor MFS 499 (S)
- UP UP AND AWAY—Johnny Rivers & The Tequilla Brass, Cotique C 1024 (M); CS 1024 (S)
- ARBAAH KOLOT—Voices Four, Monitor MFS 498 (S)

RELIGIOUS ★★★★★

- SINGING ALONG THE WAY—Lang Sisters, Supreme S 220 (S)
- SAWDUST AND... FOLDING CHAIRS—The Vanguards, Sing 7023 (S)

GOSPEL ★★★★★

- GOD BLESS AMERICA—Bobbi Jean White & The Cleveland Youth Choral, Skylite SLP 6072 (S)

CHRISTMAS ★★★★★

- CHRISTMAS WITH MAHALIA—Mahalia Jackson, Columbia CS 9727 (S)
- NOEL—The Lennon Sisters, Mercury SR 61180 (S)
- THE STORY OF CHRISTMAS—Rita Ford's Music Boxes, Columbia CS 9738 (S)

LOW PRICE CHRISTMAS ★★★★★

'TWAS THE NIGHT BEFORE CHRISTMAS—RCA Camden CAL 1101 (M); CAS 1101 (S)

There's a World of Country Music!
It's ALL in **Billboard**

AS HIGH AS THE SKY
JOHNNY NASH



photographed in the garden of the Hotel Bonaventure, Montreal.

ALSO BREAKING BIG - R & B MARKET
LLOYD PRICE "TAKE ALL"

JAD RECORDS 221 WEST 57 STREET, NEW YORK, N.Y.

New Album Releases

- A&M**
THE WOZARD OF IZ; SP 4156
- AMERICANA**
JAMES CARRAWAY—Beyond the Sunset; LPMS 2030
STEVE LAWSON—Happilana; LPMS 2010
J. GARLAND McKEE—Laughin' With Em; LPMS 2029
SENTINEL QUARTET—I Know God; LPMS 2021
WE THREE KINGS—Happy Am II; LPMS 2018
- ARV**
RENE & RENE—Lo Mucho Que Te Quiero/Angelito & More; ARV 1002
- BACH GUILD**
TELEMANN: SUITE, THE PROSTITUTE/CERCEROS FOR FLUTE, OBOES & TRUMPETS—Esterhazy Orch. (Blum); BGS 70695
- CAPITOL**
THE HOLLYRIDGE STRINGS Play the Hits of Simon & Garfunkel; ST 2998
MAFFITT/DAVIES—The Rise & Fall of Honesty; ST 2999
VARIOUS ARTISTS—The Joy of Christmas; SP 8693
- COLGEMS**
SOUNDTRACK—Oliver; COSD 5501
SOUNDTRACK—Head, The Monkees; COSD 5008
- COLUMBIA**
RITA FORD'S MUSIC BOXES—The Story of Christmas; CS 9738
ROBERT GOULET'S Wonderful World of Christmas; CS 9734
BURL IVES Christmas Album; CS 9728
MAHALIA JACKSON—Christmas With Mahalia; CS 9727
GARY PUCKETT & UNION GAP; CS 9715
- COLUMBIA JAZZ ODYSSEY**
COLEMAN HAWKINS/CLARK TERRY Together; 32 16 0254
- COTIQUE**
FELICES PASCUALS DE RAMITO; C 1029, CS 1029
JOHNNY RIVERA & THE TEQUILA BRASS—Up, Up and Away; C 1024, CS 1024
VARIOUS ARTISTS—Cotique All-Time Smashes Vol. 2; C 1031, CS 1031
- DOUGLAS**
DAVID FROST Talks to Bobby Kennedy; SD 800
RICHIE HAVENS—Electric Havens; SD 780
- EPIC**
MAC CURTIS—The Sunshine Man; BN 2649
- GNP CRESCENDO**
DON FARDON—Lament of the Cherokee Indian Reservation; GNPS 2044
- HATAKLITH**
Six Days In June; RR 30300
- HI FI**
ARTHUR LYMAN—Aphrodisia; SL 10368
- IMPACT**
WINIFRED SMITH—A Christmas Delight; HWS 1950
- MARDAN**
THE SAXONS & COMPANY In Concert; S 101
- MERCURY**
THE LENNON SISTERS—Noel; SR 61180
- MILESTONE**
The Immortal FLETCHER HENDERSON; MLP 2005
Blind LEON JEFFERSON Vol. 2; MLP 2007
VIC MARTIAL SOLAL TIO On Home Ground; MSP 9014
BUDDY MONTGOMERY—The Two Sided Album; MSP 9015
VARIOUS ARTISTS—The Lee Konitz Duets; MSP 9013
- MOCKINGBIRD**
LARRY CUMMINGS—Up 'N Cummings; MR 101
- MONITOR**
BALLET FOLKLORICO DE VENEZUELA—Danzas Venezuela; MFS 499
THE FEENJON GROUP—An Evening at the Feenjon; MFS 297
VOICES FOUR—Arbaah Kolot; MFS 498
- MUSICOR**
THE PLATTERS—I Get the Sweetest Feeling; MS 3171
THE TINGLING MOTHER'S CIRCUS; MS 3167
- PETE**
The Soft Sweet Sound of CAROL STROMME; S 1103
- PHILIPS**
HARVEY MANDEL—Cristo Renditor; PHS 600-281
- RANWOOD**
Introducing the JOHN WOOD TRIO; RLP 8036
- RCA CAMDEN**
HANK LOCKLIN—That's How Much I Love You; CAS 2266
- RCA RED SEAL**
THE RACHMINOFF PIANO SONATAS—John Ogdon; LSC 3024
SCHOENBERG: PIANO CONCERTO OP. 42—Peter Serkin/Chicago Symphony Orch.; LSC 3050
TCHAIKOVSKY: 1812 OVERTURE OP. 49—Igor Buketoff/New Philharmonic Orch.; LSC 3051
WEBER: CONCERTO NO. 1 IN F MINOR OP. 73—Benny Goodman/Chicago Symphony; LSC 3052
CHOPIN: SONATA NO. 2 IN B FLAT MINOR OP. 35—Van Cliburn; LSC 3053
- RCA VICTOR**
ED AMES Sings the Hits of Broadway & Hollywood; LSP 4079
The PERRY COMO Christmas Album; LSP 4016
JOSE FELICIANO—Soulful; LSP 4045
GLENN YARBROUGH—We Survived the Madness; LSP 4047
PERRY COMO—Look to Your Heart; LSP 4052
CHET ATKINS—Solid Gold '68; LSP 4061
JOHN HARTFORD—Gentle on My Mind & Other Original Hits; LSP 4068
SOUNDTRACK—The Bliss of Mrs. Blossom; LSP 4080
JONNA GUART & HER SYMPHONOPOP SCENE—Watch Me; LSP 4081
EYDIE GORME—Eydie; LSP 4093
SOUNDTRACK—Skidoo; LSO 1152
PIANO ROLLS & VOICES—All Time Christmas Hits; LSP 4000
- RCA VICTROLA**
WALTER GERWIG—The Art of the Lute; VIC 1362, VICS 1362
COLLEGIUM AUREUM—C.P.E. BACH: MAGNIFICAT; VIC 1368, VICS 1368
VILLA-LOBOS: RUDEPOEMA — David Bean; VIC 1479, VICS 1379
- RIC**
ROCKY GRAZIANO As the Maharishi Yogurt; 9422
- SING**
THE VANGUARDS—Sawdust And . . . Folding Chairs; 7023
- SKYLITE**
BOBBI JEAN WHITE & THE CLEVELAND YOUTH CHORALE—God Bless America; SLP 8072
- SUPREME**
LANG SISTERS—Singing Along the Way; S 220
Presenting KERSTIN RUNDQVIST; SS 2051
- TOWER**
MAX FROST & THE TROOPERS—Shape of Things to Come; ST 5147
- VANGUARD**
The Amazing New Electronic Pop Sound of JEAN JAZQUES PERREY; VSD 79286
STONE BLUES—Charley Musselwhite Blues Band; VSD 79287
VARIOUS ARTISTS—The Babysitters' Menagerie; VSD 79288
DOC WATSON In Nashville; VSD 9276
- VANGUARD EVERYMAN**
DVORAK: PIANO QUINTET IN A MAJOR—Serkin/Schneider/Galimir/Tree/Soyer; SVR 2885D
HANDEL: ROYAL FIREWORKS/CONCERTO NO. 2—Charles MacKerras; SRV 2895D
PURCELL: DIDO AND AENEAS—Orlana Concert Choir & Orch. (Deller); SRV 279 SD
SULLIVAN: PINAPPLE POLL—Pro Arte Orch. (Hollingsworth); SRV 2925D
- WELTE RECORDED TREASURER**
DOHNANYI & BARTOK—The Welte Legacy of Piano Treasures; W 679
WALTER GIESEKING—The Welte Legacy of Piano Treasures; W 679
GLAZOUNOV—The Welte Legacy of Piano Treasures; W 684
ALFRED GRUFELD—The Welte Legacy of Piano Treasures; W 682
JOSEF HOFMANN—The Welte Legacy of Piano Treasures; W 683
LESCHETIZKY—The Welte Legacy of Piano Treasures; W 677
JOSEPH LHEVINNE—The Welte Legacy of Piano Treasures; W 674
MAHLER/FRAURE/REGER—The Welte Legacy of Piano Treasures; W 6785
IGNACE JAN PADEREWSKI—The Welte Legacy of Piano Treasures; W 680
FRANZ ZAYER SCHARWENKA—The Welte Legacy of Piano Treasures; W 685
SCRIABIN/POUSHNOFF—The Welte Legacy of Piano Treasures; W 681
STAVENHAGEN & REISENAUER—The Welte Legacy of Piano Treasures; W 675
- WHITE WHALE**
THE TURTLES Present the Battle of the Bands; WWS 7118
- WORLD PACIFIC**
LORD BUCKLEY—Buckley's Best; WPS 21879
- WORLD PACIFIC JAZZ**
CHET BAKER Plays and Sings; ST 20138
RICHARD "GROOVE" HOLMES — Welcome Home; ST 20147
WES MONTGOMERY & THE MONTGOMERY BROTHERS—A Portrait of Wes Montgomery; ST 20137
JEAN-LUC PONTY—More Than Meets the Ear; ST 20134

SPECIAL MERIT PICKS

POPULAR

I GET THE SWEETEST FEELING — The Platters. Musicor MS 3171 (S)

The Platters, practically a rock institution now into their second generation of hit-making, kick off their latest LP with a re-working of Jackie Wilson's "I Get the Sweetest Feeling" as well as their recent chart contender, "Hard to Get a Thing Called Love." Several Buck Ram tunes, "Sonata" and "Why" also highlight this new package.

THE HOLLYRIDGE STRINGS PLAY THE HITS OF SIMON AND GARFUNKEL—Capitol ST 2998 (S)

Simon & Garfunkel have developed a song catalog that's not limited to their own interpretation. The Hollyridge Strings show how fresh and rhythmic the S&G tunes are with light instrumental style that has been imaginatively arranged and conducted by Mort Garson.

ELECTRIC HAVENS—Richie Havens. Douglas SD 780 (S)

The fabulous Richie Havens, now on Verve, is featured on the Douglas label with some old, but memorable tunes. His unique guitar strumming and high-voltage vocals make "Boots and Spanish Leather," "Oxford Town" and "9:10 to Yuma" rock standards from this freshest and finest of rock talent.

CHARLEY MUSSELWHITE BLUES BAND—Stone Blues. Vanguard VSD 79287 (S)

With the return of blues as a driving force on the pop scene, this is a welcome LP. Musselwhite's harmonica and vocal solos are in themselves a good definition of "Stone Blues." Included here are the group's latest single, "My Buddy Buddy Friends" b/w "Everything's Gonna Be Alright" and the instrumental "Bag Gloom Brews" featuring the guitar talents of Tim Kaihatsu and Larry Welker.

THE AMAZING NEW ELECTRONIC POP SOUND OF JEAN JAZQUES PERREY—Vanguard VSD 79286 (S)

Jean Jacques Perrey has come up with a fun album, which admirably accomplished his stated purpose: to show that electronic music need not be esoteric. He utilizes tapes and various apparatus to accomplish this. Selections are tender as in "In the Heart of a Rose" or spirited as in "The Minuet of the Robots." "Gypsy in Rio" even has traces of Spike Jones.

JAZZ

THE LEE KONITZ DUETS—Various Artists. Milestone MSP 9013 (S)

Saxist Lee Konitz and producer Dick Katz (who also plays piano) have come up with a meticulously planned album. Basically the idea is free-improvisation music from Konitz and one other instrument, ranging from Ray Nance's violin, to Jim Hall's guitar. Standard of sheer musicianship is very high—an album to listen to and dissect over many playings.

ERIC DOLPHY-IRON MAN—Douglas SD 785 (S)

Dolphy's death in 1964 robbed the jazz world of an emergent avant-garde saxophonist of considerable stature—also an artist, who, while looking forward, kept his roots deep into real jazz feeling. This set, recorded with an eight-piece group, was made just before his death and features mainly Dolphy composition. A welcome addition to the small collection of Dolphy recordings.

COMEDY

BUCKLEY'S BEST—Lord Buckley. World Pacific WPS 21879 (S)

Lord Buckley, a white comic, fake aristocrat, adopting many Negro "jive" mannerisms, died in 1960 but has remained a firm favorite in underground circles—occasionally you can hear examples of the Buckley technique from present-day artists. This collection includes his classic retelling of the life of Jesus, "The Naz" and "God's Own Drunk," a rye look at country life.

CHRISTMAS

THE JOY OF CHRISTMAS—Various Artists. Capitol SP 8693 (S)

Yuletide favorites are presented by outstanding artists in this joyous collection. Among those featured are the Roger Wagner Choral, organist Virgil Fox, soprano Annelise Rothernberger and the Hollywood Bowl Symphony under Carmen Dragon and Alfred Newman

COOL CRAZY CHRISTMAS—Homer & Jethro. RCA Victor LSP 4001 (S)

Those jesters of country music, Homer and Jethro, have taken several standard Christmas novelties and stamped their own brand of humor on them. Besides the oldies, there's great fun in "Ornaments," "Santa's Movin' On" and the timely "Santa Claus, the Original Hippie."

Rich Band Is Rich in Bigness, Boldness and in 'Hippieness'

NEW YORK—Only the size of Buddy Rich's band is reminiscent of the big band era. For the group, with its big, bold and brassy sound, proved to be right in step with the hip jazz trends of today at its Riverboat opening Thursday (10).

The Buddy Rich Band is steeped in jazz—but not the jazz of the swing era. Like the new music of one of his contemporaries — Cannonball Adderley — Buddy Rich's beat smacks of the new directions in jazz. The music has soul—not necessarily r&b soul, but a slick snappy and driving wallop, crisp and alive.

Rich, a veteran drummer whose band is rated as one of the top jazz groups in the nation, and who consistently scores

on the jazz best-selling chart with his Pacific Jazz recordings, guides the band along in seemingly effortless style while his virtuoso musicianship flares across the room. The rhythmic punch of Rich's performance sliced through chunks of tasty numbers served on glimmering platters.

Interspersing his set with bits of off-the-cuff humor, Rich performed his latest single, "Mercy Mercy Mercy" (also the title of his new album), and several other tunes. In "Channel One," a number which is heard on his new album, a few of the band members played their own breaks. Rich's treatment of "Greensleeves," was hot and brassy, sparked by a fresh approach.

HANK FOX

Elektra's Ackles Returns to U. S.

NEW YORK — Elektra Records artist David Ackles has recently returned from a month-long European tour, where he shared concert dates with Julie Driscoll and Brian Auger. Miss Driscoll has recorded an Ackles composition, "The Road to Cairo."

A pop singer-songwriter from the West Coast, Ackles will follow up his debut LP featuring "Down River" with a second album next month. Ackles, who holds a masters degree in communications from the University of Southern California, will try his hand at a theater script and score.

The European tour, the singer's first, included TV spots in Holland and England.

Purcell & GWP Into Memphis

MEMPHIS—Gerald W. Purcell Associates, Ltd., and its recording subsidiary, GWP Productions, are opening offices here. Sy Rosenberg, Memphis attorney who represents Stax Records and several Memphis recording artists, will also represent Purcell in Memphis.

Eddie Floyd, Stax artist, was signed for personal management. Floyd is Purcell's first client from the Memphis area. Jerry Purcell, president of the firm, and Paul Robinson, vice-president, flew here last week to meet with Jim Stewart, Stax president. They also met with independent record producers and artists to increase GWP's recording activities here.

BEST SELLING Jazz LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
2	1	A DAY IN THE LIFE Wes Montgomery, A&M LP 2001 (M); SP 3001 (S)	57
2	1	THE ELECTRIFYING EDDIE HARRIS Atlantic 1495 (M); SD 1495 (S)	35
3	7	DOWN HERE ON THE GROUND Wes Montgomery, A&M (No Mono); SP 3006 (S)	26
4	14	PROMISE OF THE FUTURE Hugh Masekela, Uni (No Mono); 73028 (S)	19
5	6	MILES IN THE SKY Miles Davis, Columbia (No Mono); CS 9628 (S)	8
6	10	FELICIANO! Jose Feliciano, RCA Victor LPM 3957 (M); LSP 3957 (S)	12
7	9	LOOK AROUND Sergio Mendes & Brasil '66, A&M LP 137 (M); SP 4137 (S)	33
8	15	BEST OF WES MONTGOMERY Verve V 8714 (M); V6-8714 (S)	48
9	5	LIVIN' IT UP Jimmy Smith, Verve (No Mono); V6-8750 (S)	9
10	3	MAIDEN VOYAGE Ramsey Lewis, Cadet (No Mono); LPS 811 (S)	15
11	4	HICKORY HOLLER REVISITED O. C. Smith, Columbia (No Mono); CS 9680 (S)	9
12	8	BEST OF WES MONTGOMERY, VOL. 2 Verve (No Mono); V6-9755 (S)	10
13	16	PLUG ME IN Eddie Harris, Atlantic (No Mono); SD 1506 (S)	17
14	13	ARETHA NOW Aretha Franklin, Atlantic (No Mono); SD 8186 (S)	15
15	11	SOUL BAG Mongo Santamaria, Columbia (No Mono); CS 9653 (S)	16
16	12	LOOK OF LOVE Stanley Turrentine, Blue Note (No Mono); BST 84268 (S)	10
17	17	BIGGER AND BETTER David Newman, Atlantic SD 1505 (S)	7
18	18	SPEAK LIKE A CHILD Herbie Hancock, Blue Note BST 84279 (S)	2
19	19	NATURAL THING Brother Jack McDuff, Cadet LPS 812 (S)	2
20	20	THE BLUE YUSEF LATEEF Atlantic SD 1508 (S)	3

Billboard SPECIAL SURVEY For Week Ending 11/2/68

B
The SIGN of great reading



The LONDON[®] Group

Proudly Welcomes

SEYMOUR STEIN • RICHARD GOTTEHRER

and

SIRE RECORDS

Initial Release

"HONEY DO"

4102

THE STRANGELOVES

written by Jeff Barry and Marty Sanders

Produced by Feldman, Goldstein, Gottehrer
for F.G.G. Productions

STAR PERFORMER—Sides registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million selling single.

Table with columns: THIS WEEK, 1 Wk. Ago, 2 Wk. Ago, 3 Wk. Ago, TITLE, Artist (Producer), Label & Number, Weeks on Chart

Main chart listing songs and artists with week numbers and chart positions. Includes 'HEY JUDE' at #1, 'THOSE WERE THE DAYS' at #4, 'LITTLE GREEN APPLES' at #2, 'FIRE' at #3, 'MIDNIGHT CONFESSIONS' at #6, 'ELENORE' at #9, 'OVER YOU' at #7, 'HOLD ME TIGHT' at #11, 'LOVE CHILD' at #19, 'WHITE ROOM' at #15, 'SUZIE Q' at #12, 'MAGIC CARPET RIDE' at #25, 'PIECE OF MY HEART' at #13, 'HARPER VALLEY P.T.A.' at #8, 'GIRL WATCHER' at #5, 'I'VE GOTTA GET A MESSAGE TO YOU' at #10, 'MY SPECIAL ANGEL' at #14, 'HEY, WESTERN UNION MAN' at #18, 'REVOLUTION' at #17, 'SAY IT LOUD (I'm Black and I'm Proud)' at #16, 'SWEET BLINDNESS' at #27, 'SHAPE OF THINGS TO COME' at #22, 'FOOL FOR YOU' at #23, 'TIME HAS COME TODAY' at #21, 'ALL ALONG THE WATCHTOWER' at #20, 'COURT OF LOVE' at #28, 'HI-HEEL SNEAKERS' at #34, 'BANG-SHANG-A-LANG' at #42, 'WHO'S MAKING LOVE' at #45, 'IN-A-GADDA-DA-VIDA' at #30, 'SHOOT 'EM UP BABY' at #31, 'CHAINED' at #33.

Continuation of the main chart listing songs and artists with week numbers and chart positions. Includes 'LALENA' at #37, 'KEEP ON LOVIN' ME, HONEY' at #36, 'ABRAHAM, MARTIN AND JOHN' at #66, 'CHEWY CHEWY' at #48, 'ALWAYS TOGETHER' at #54, 'TAKE ME FOR A LITTLE WHILE' at #38, 'GENTLE ON MY MIND' at #50, 'BABY, COME BACK' at #32, 'QUICK JOEY SMALL (Run Joey Run)' at #43, 'I FOUND A TRUE LOVE' at #46, 'CYCLES' at #70, 'DO THE CHOO CHOO' at #44, 'BREAK YOUR PROMISE' at #35, 'LES BICYCLETES DE BELSIZÉ' at #68, 'THE FUNKY JUDGE' at #47, 'NATURALLY STONED' at #40, 'I'VE GOT DREAMS TO REMEMBER' at #49, 'BRING IT ON HOME TO ME' at #64, 'I'M IN A DIFFERENT WORLD' at #51, '1432 FRANKLIN PIKE CIRCLE HERO' at #79, 'BATTLE HYMN OF THE REPUBLIC' at #53, 'THE STRAIGHT LIFE' at #75, 'PEACE OF MIND' at #55, 'PICKIN' WILD MOUNTAIN BERRIES' at #72, 'LITTLE ARROWS' at #65, 'CINDERELLA SUNSHINE' at #58, 'DO SOMETHING TO ME' at #59, 'CINNAMON' at #67, 'RIDE MY SEE-SAW' at #61, 'PORPOISE SONG' at #62, 'I LOVE YOU MADLY' at #60, 'I LOVE HOW YOU LOVE ME' at #66, 'FROM THE TEACHER TO THE PREACHER' at #76.

Continuation of the main chart listing songs and artists with week numbers and chart positions. Includes 'PROMISES, PROMISES' at #66, 'STORMY' at #80, 'DESTINATION: ANYWHERE' at #63, 'SMELL OF INCENSE' at #56, 'FLY ME TO THE MOON' at #52, 'SHAKE' at #74, 'GOODY GOODY GUMDROPS' at #89, 'ALFIE' at #73, 'SHAME, SHAME' at #87, 'WICHITA LINEMAN' at #75, 'PEACE BROTHER PEACE' at #93, 'A LITTLE LESS CONVERSATION' at #69, 'HARPER VALLEY P.T.A. (Later That Day)' at #78, 'FOR ONCE IN MY LIFE' at #95, 'EVERYBODY GOT TO BELIEVE IN SOMEBODY' at #81, 'YOU PUT IT ON ME' at #84, 'DO WHAT YOU GOTTA DO' at #83, 'MORNIN' GLORY' at #95, 'SOUL DRIPPIN'' at #85, 'SWEET DARLIN'' at #85, 'FIRE' at #87, 'IT'S CRAZY' at #88, 'THE STAR-SPANGLED BANNER' at #89, 'I WALK ALONE' at #90, 'CROWN OF CREATION' at #91, 'BILLY, YOU'RE MY FRIEND' at #92, 'NOT ENOUGH INDIANS' at #93, 'AUNT DORA'S LOVE SOUL SHACK' at #94, 'CALIFORNIA EARTHQUAKE' at #95, 'TALKING ABOUT MY BABY' at #96, 'THE YARD WENT ON FOREVER' at #97, 'JESSE BRADY' at #98, 'DO YOUR OWN THING' at #99, 'COME ON, REACT' at #100.

HOT 100—A TO Z—(Publisher-Licensee)

Table listing songs and artists under the 'HOT 100' section, including '1432 Franklin Pike Circle Hero', 'Midnight Confessions', 'Mornin' Glory', 'Naturally Stoned', 'Not Enough Indians', 'Over You', 'Peace Brother Peace', 'Peace of Mind', 'Pickin' Wild Mountain Berries', 'Porpoise Song', 'Promises, Promises', 'Quick Joey Small', 'Revolution', 'Ride My See-Saw', 'Say It Loud', 'Shake', 'Shame', 'Shape of Things to Come', 'Shoot 'Em Up Baby', 'Soul Drippin'', 'Sweet Darlin'', 'Talking About My Baby', 'The Yard Went on Forever', 'You Put It on Me'.

Table listing songs and artists under the 'HOT 100' section, including '1432 Franklin Pike Circle Hero', 'Midnight Confessions', 'Mornin' Glory', 'Naturally Stoned', 'Not Enough Indians', 'Over You', 'Peace Brother Peace', 'Peace of Mind', 'Pickin' Wild Mountain Berries', 'Porpoise Song', 'Promises, Promises', 'Quick Joey Small', 'Revolution', 'Ride My See-Saw', 'Say It Loud', 'Shake', 'Shame', 'Shape of Things to Come', 'Shoot 'Em Up Baby', 'Soul Drippin'', 'Sweet Darlin'', 'Talking About My Baby', 'The Yard Went on Forever', 'You Put It on Me'.

BUBBLING UNDER THE HOT 100

Table listing songs and artists under the 'BUBBLING UNDER THE HOT 100' section, including '101. HOOKED ON A FEELING', '102. UP-NARD', '103. ISN'T IT LONELY TOGETHER', '104. THERE WAS A TIME', '105. 46 DRUMS-1 GUITAR', '106. LIVING IN THE U. S. A.', '107. SUNDAY SUN', '108. KENTUCKY WOMAN', '109. YOU'RE ALL AROUND ME', '110. GETTING TO KNOW YOU', '111. WILLIE JEAN', '112. LET'S MAKE A PROMISE', '113. A WHITER SHADE OF PALE', '114. MAIN STREET', '115. GREAT ESCAPE', '116. CRAZY RHYTHM', '117. I CAN GIVE YOU LOVE', '118. STAND BY YOUR MAN', '119. OL' RACE TRACK', '120. BOTH SIDES NOW', '121. SLOW DRAG', '122. RUN TO ME', '123. FEELIN' ALRIGHT?', '124. TODAY', '125. THE EAGLE LAUGHS AT YOU', '126. COO COO', '127. TOO WEAK TO FIGHT', '128. PAUL'S M'DNIGHT RIDE', '129. PUT YOUR HEAD ON MY SHOULDER'.

There's this horn, see,
and it's biting through
wild sounds.
It's Doc playing Burt.
And before you know it
they're walking on home with
today's super-gas smash single.



Doc Severinsen

plays Burt Bacharach's

"Knowing when to leave" RS 4125

the stand-out song from
the Broadway show "Promises, Promises."

b/w **"Barbarella"**

the title song from the Paramount film.

Arranged and conducted by Don Sebesky

Executive Producer: J. R. (Joe) Carlton



Command Records Probe Records

Mfg. by Grand Award Record Co., Inc.
A subsidiary of ABC Records, Inc.
A SUBSIDIARY OF AMERICAN BROADCASTING COMPANIES, INC.

FOR WEEK ENDING NOVEMBER 2, 1968

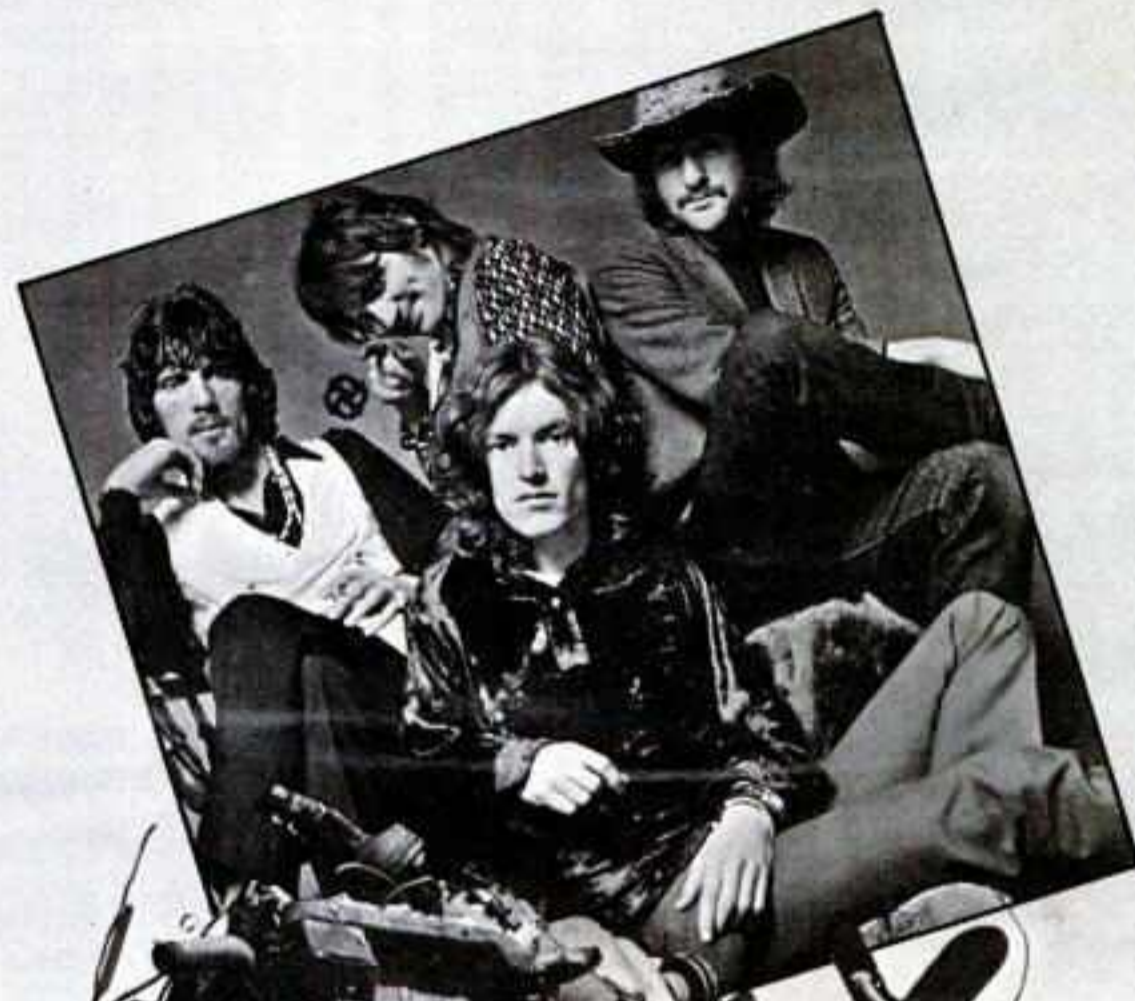
RIAA Million Dollar LP Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE			
					8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
	10	1	1	BIG BROTHER & THE HOLDING COMPANY —Cheap Thrills Columbia (No Mono); KCS 9700 (S)			NA	
Ⓢ	16	3	2	JOSE FELICIANO —Feliciano! RCA Victor LPM 3957 (M); LSP 3957 (S)		NA	NA	
Ⓢ	17	2	3	RASCALS —Time Peace/Greatest Hits Atlantic (No Mono); SD 8190 (S)				
	38	4	4	CHAMBERS BROTHERS —The Time Has Come Columbia CL 2722 (M); CS 9522 (S)			NA	
	16	5	5	IRON BUTTERFLY —In-A-Gadda-Da-Vida Atco (No Mono); SD 33-250 (S)				
	9	7	6	JEFFERSON AIRPLANE —Crown of Creation RCA Victor LSP 4058 (S)		NA	NA	
Ⓢ	17	8	7	CREAM —Wheels of Fire Atco (No Mono); SD 2-700 (S)				
	9	9	8	 CRAZY WORLD OF ARTHUR BROWN Track SD 8198 (S)				
Ⓢ	35	6	9	GLEN CAMPBELL —Gentle on My Mind Capitol (No Mono); ST 2809 (S)			NA	
Ⓢ	63	10	10	JIMI HENDRIX EXPERIENCE —Are You Experienced? Reprise (No Mono); RS 6261 (S)				
Ⓢ	13	11	11	DOORS —Waiting for the Sun Elektra (No Mono); EKS 74024 (S)				
	18	12	12	SOUNDTRACK —Wild in the Streets Tower (No Mono); 5099 (S)				
★	11	20	13	ENGELBERT HUMPERDINCK —Man Without Love Parrot (No Mono); PAS 71022 (S)				
Ⓢ	34	13	14	SOUNDTRACK —The Graduate Columbia (No Mono); OS 3180 (S)			NA	
★	5	23	15	STEPPENWOLF —The Second Dunhill DS 50037 (S)				
	37	16	16	CANNED HEAT —Boogie With the Liberty Liberty (No Mono); LST 7541 (S)				
	10	17	17	BEE GEES —Idea Atco (No Mono); SD 33-253 (S)				
	10	18	18	MIKE BLOOMFIELD, AL KOOPER, STEVE STILLS —Super Session Columbia (No Mono); CS 9701 (S)			NA	NA
	11	19	19	JEFF BECK —Truth Epic (No Mono); BN 26413 (S)			NA	NA
★	3	98	20	JIMI HENDRIX EXPERIENCE —Electric Ladyland Reprise 2RS 6307 (S)				
Ⓢ	48	14	21	CREAM —Disraeli Gears Atco 33-232 (M); SD 33-232 (S)				
	15	22	22	DONOVAN —In Concert Epic (No Mono); BN 26386 (S)			NA	NA
	8	25	23	PETER, PAUL & MARY —Late Again Warner Bros.-Seven Arts WST 1751 (S)				
	19	24	24	JOHNNY RIVERS —Realization Imperial (No Mono); LP 12372 (S)				
	17	27	25	SOUNDTRACK —2001 Space Odyssey MGM (No Mono); S1E 13 ST (S)		NA	NA	
	8	29	26	MOODY BLUES —In Search of the Lost Chord Deram DES 18017 (S)				
	9	30	27	DEEP PURPLE —Shades of Tetragrammaton T 102 (S)				
Ⓢ	28	26	28	SIMON & GARFUNKEL —Bookends Columbia (No Mono); KCS 9529 (S)			NA	
	11	21	29	5TH DIMENSION —Stoned Soul Picnic Soul City (No Mono); SCS 92002 (S)			NA	
Ⓢ	104	28	30	SIMON & GARFUNKEL —Parsley, Sage, Rosemary & Thyme Columbia CL 2563 (M); CS 9363 (S)			NA	
★	4	48	31	JEANNIE C. RILEY —Harper Valley P.T.A. Plantation PLP 1 (S)				
	13	32	32	BAND —Music From Big Pink Capitol (No Mono); SKAO 2955 (S)			NA	NA
	35	15	33	STEPPENWOLF Dunhill (No Mono); DS 50029 (S)				
	23	36	34	DEAN MARTIN —Greatest Hits, Vol. 1 Reprise (No Mono); RS 6301 (S)				
Ⓢ	35	33	35	SERGIO MENDES & BRASIL '66 —Look Around A&M (No Mono); SP 4137 (S)				
	17	31	36	ARETHA FRANKLIN —Aretha Now Atlantic (No Mono); SD 8186 (S)				
Ⓢ	60	38	37	VANILLA FUDGE Atco 33-224 (M); SD 33-224 (S)				
	31	39	38	GLEN CAMPBELL —Hey Little One Capitol (No Mono); ST 2878 (S)			NA	
	22	37	39	ANDY WILLIAMS —Honey Columbia (No Mono); CS 9662 (S)			NA	
	21	41	40	JOHNNY CASH —At Folsom Prison Columbia (No Mono); CS 9639 (S)			NA	
★	6	46	41	SOUNDTRACK —Funny Girl Columbia BOS 3220 (S)			NA	
Ⓢ	26	35	42	HERB ALPERT & THE TIJUANA BRASS —Beat of the Brass A&M (No Mono); SP 4146 (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
Ⓢ	45	34	43	GLEN CAMPBELL —By the Time I Get to Phoenix Capitol T 2851 (M); ST 2851 (S)				
	58	44	44	DIANA ROSS & THE SUPREMES —Greatest Hits Motown (No Mono); MS 2-663 (S)				
Ⓢ	85	40	45	DOORS Elektra (No Mono); EKS 74007 (S)				
Ⓢ	88	43	46	SIMON & GARFUNKEL —Sounds of Silence Columbia CL 2469 (M); CS 9269 (S)				NA
	12	42	47	BUFFALO SPRINGFIELD —Last Time Around Atco (No Mono); SD 33-256 (S)				
	14	49	48	ORIGINAL CAST —Hair RCA Victor LOC 1150 (M); LSO 1150 (S)			NA	NA
Ⓢ	37	45	49	ARETHA FRANKLIN —Lady Soul Atlantic 8176 (M); SD 8176 (S)				
	20	47	50	GLEN CAMPBELL —A New Place in the Sun Capitol (No Mono); ST 2907 (S)				
★	4	62	51	BARBRA STREISAND —A Happening in Central Park Columbia LS 9710 (S)				NA
★	4	69	52	BOBBIE GENTRY & GLEN CAMPBELL Capitol ST 2928 (S)				NA NA
	21	54	53	O.C. SMITH —Hickory Holler Revisited Columbia (No Mono); CS 9680 (S)				NA NA
	9	53	54	PETULA CLARK —Petula Warner Bros.-Seven Arts WS 1743 (S)				
	16	55	55	RAMSEY LEWIS —Maiden Voyage Cadet (No Mono); LPS 811 (S)				
★	6	67	56	MAMAS & PAPAS —Golden Era, Vol. 2 Dunhill DS 50038 (S)				
	14	58	57	CREEDENCE CLEARWATER REVIVAL Fantasy (No Mono); 8382 (S)				
	9	59	58	JAMES BROWN —Live at the Apollo, Vol. 2 King 1022 (S)			NA	NA
Ⓢ	72	51	59	BEATLES —Sgt. Pepper's Lonely Hearts Club Band Capitol MAS 2653 (M); SMAS 2653 (S)				
	44	60	60	JUDY COLLINS —Wild Flowers Elektra (No Mono); EKS 74012 (S)				
	27	61	61	MOODY BLUES —Days of Future Past Deram DE 16012 (M); DES 18012 (S)				
	8	63	62	JOHN MAYALL'S BLUES BREAKERS —Bare Wires London PS 537 (S)			NA	NA
Ⓢ	52	50	63	MAMAS & PAPAS —Farewell to the First Golden Era Dunhill (No Mono); DS 50025 (S)				
	9	64	64	FRANK SINATRA —Greatest Hits Reprise FS 1025 (S)				
★	3	106	65	DONOVAN —Hurdy Gurdy Man Epic BN 26420 (S)			NA	NA NA NA
	99	56	66	TEMPTATIONS —Greatest Hits Gordy (No Mono); 919 (S)				
	5	71	67	DIANA ROSS & THE SUPREMES —"Live" at London's Talk of the Town Motown MS 676 (S)				
	51	66	68	DIONNE WARWICK —Golden Hits, Part 1 Scepter SRM 565 (M); SPS 565 (S)				
	9	75	69	VOGUES —Turn Around, Look at Me Reprise RS 6314 (S)				
★	4	107	70	PROCOL HARUM —Shine On Brightly A&M SP 4151 (S)				
	23	70	71	RAY CONNIF & THE SINGERS —Honey Columbia (No Mono); CS 9661 (S)				NA
	17	52	72	VANILLA FUDGE —Renaissance Atco (No Mono); SD 33-244 (S)				
Ⓢ	39	57	73	JIMI HENDRIX EXPERIENCE —Axis: Bold as Love Reprise (No Mono); RS 6281 (S)				
	25	74	74	GARY PUCKETT & THE UNION GAP —Young Girl Columbia (No Mono); CS 9664 (S)				NA
	78	68	75	CREAM —Fresh Atco 33-206 (M); SD 33-206 (S)				
	30	65	76	EDDIE HARRIS —Electrifying Atlantic 1495 (M); SD 1495 (S)				
	29	77	77	BOBBY GOLDSBORO —Honey United Artists UAL 3642 (M); UAS 6642 (S)				
	10	78	78	BOOTS RANDOLPH —Sound of Boots Monument (No Mono); SLP 18099 (S)				
★	5	90	79	SMOKEY ROBINSON & THE MIRACLES —Special Occasion Tamla TS 290 (S)				
	16	83	80	VARIOUS ARTISTS —Super Hits, Vol. 2 Atlantic (No Mono); SD 8188 (S)				
Ⓢ	190	73	81	SOUNDTRACK —The Sound of Music RCA Victor LOCD 2005 (M); LSOD 2005 (S)			NA	NA
	8	82	82	LETTERMEN —Special Request Capitol ST 2934 (S)				
Ⓢ	52	79	83	SOUNDTRACK —Camelot Warner Bros.-Seven Arts (No Mono); BS 1712 (S)				
	24	72	84	MAMAS & PAPAS —Papas & Mamas Dunhill (No Mono); DS 50031 (S)				
	16	81	85	OTIS REDDING —The Immortal Atco (No Mono); SD 33-252 (S)				
	20	80	86	QUICKSILVER MESSENGER SERVICE Capitol (No Mono); ST 2904 (S)				NA

Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

Continued on Page 84

Heavy.....Traffic



AN ISLAND RECORDS PRODUCTION / PRODUCED BY JIMMY MILLER

Their new album is in the shops now. Buy it! It's fantastic!

 **United Artists Records**
Entertainment from
Transamerica Corporation

UAS 6676

CONTINUED FROM PAGE 82

RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE			
					8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
		19	76	MASON WILLIAMS—Phonograph Record Warner Bros.-Seven Arts (No Mono); WS 1729 (S)				
		25	86	RICHARD HARRIS—A Tramp Shining Dunhill (No Mono); DS 50032 (S)				
Ⓢ		138	91	SOUNDTRACK—Dr. Zhivago MGM 15E-6ST (S)				
		6	92	BLUE CHEER—Outsidelinside Philips PHS 600-278 (S)				
		2	160	Warner Bros.-Seven Arts WS 1757 (S)				
		24	85	TEMPTATIONS—Wish It Would Rain Gordy (No Mono); 7072 (S)				
		13	84	JOAN BAEZ—Baptism Vanguard (No Mono); VSD 79275 (S)				
Ⓢ		53	89	DOORS—Strange Days Elektra (No Mono); EKS 74014 (S)				
		3	109	Dunhill DS 50040 (S)				
		7	99	PERCY FAITH & HIS ORK—Angel of the Morning Columbia CS 9706 (S)		NA	NA	
		7	113	Tamla TS 284 (S)				
		85	97	ANITA KERR/ROD MCKUEN/SAN SEBASTIAN STRINGS—The Sea Warner Bros.-Seven Arts (No Mono); WS 1670 (S)				
		33	93	OTIS REDDING—The Dock of the Bay Volt 419 (M); S 419 (S)				
Ⓢ		46	100	BEATLES—Magical Mystery Tour Capitol MAL 2835 (M); SMAL 2835 (S)				
Ⓢ		26	88	MONKEES—The Birds, the Bees & the Monkees Colgems COM 109 (M); COS 109 (S)		NA	NA	NA
		21	95	DON RICKLES—Hello, Dummy! Warner Bros.-Seven Arts (No Mono); WS 1745 (S)				NA
Ⓢ		31	94	BILL COSBY—To Russell, My Brother, Whom I Slept With Warner Bros.-Seven Arts (No Mono); WS 1734 (S)				
		9	96	DEAN MARTIN—Greatest Hits, Vol. 2 Reprise RS 6320 (S)				
Ⓢ		39	101	SOUNDTRACK—The Good, the Bad & the Ugly United Artists UAL 4172 (M); UAS 5172 (S)				
Ⓢ		113	103	SERGIO MENDES & BRASIL '66 A&M (No Mono); SP 4116 (S)				
		10	87	GRATEFUL DEAD—Anthem of the Sun Warner Bros.-Seven Arts (No Mono); WS 1749 (S)				
Ⓢ		146	105	ORIGINAL CAST—Man of La Mancha Kapp KL 4505 (M); KS 5505 (S)				
		51	104	ARLO GUTHRIE—Alice's Restaurant Reprise (No Mono); RS 6267 (S)				
Ⓢ		47	108	PAUL MAURIAT & HIS ORK—Blooming Hits Philips PHM 200-248 (M); PHS 600-248 (S)				
		10	111	BYRDS—Sweetheart of the Rodeo Columbia (No Mono); CS 9670 (S)				NA
		38	112	HUGO MONTENEGRO—Music From "A Fistful of Dollars," "For a Few Dollars More," "The Good, the Bad & the Ugly" RCA Victor LPM 3927 (M); LSP 3927 (S)		NA	NA	
		29	102	SPIRIT Ode Z12-44003 (M); Z12-44004 (S)				NA
		37	110	SMOKEY ROBINSON & THE MIRACLES—Greatest Hits, Vol. 2 Tamla (No Mono); TS 280 (S)				
		3	140	Mercury SR 61179 (S)				NA
		57	114	WES MONTGOMERY—A Day in the Life A&M (No Mono); SP 3001 (S)				
		58	118	FOUR TOPS—Greatest Hits Motown (No Mono); MS 662 (S)				
		31	115	IRISH ROVERS—Unicorn Decca DL 4951 (M); DL 74951 (S)				
		33	125	IRON BUTTERFLY—Heavy Atco LP 33-227 (M); SD 33-227 (S)				
		30	117	JOHNNY MATHIS—Love Is Blue Columbia (No Mono); CS 9637 (S)				NA
		35	116	DIONNE WARWICK—Valley of the Dolls Scepter (No Mono); SPS 568 (S)				

A-Z (LISTED BY ARTIST)

Barbara Acklin 166
Herb Alpert & the Tijuana Brass 42, 200
Amby Dukas 164
Ed Ames 134, 190
Archies 191
Eddy Arnold 168
Association 180
Burt Bacharach 148
Joan Baez 93
Band 32
Beacon Street Union 185
Beatles 59, 100
Jeff Beck 19
Bee Gees 17
Big Brother & Holding Co. 1, 146
Mike Bloomfield/Al Kooper/Steve Stills... 18
Blue Cheer 90
Booker T. & M.G.'s... 128
Boston Pops (Fiedler)... 170
Arthur Brown 8

James Brown & His Famous Flames 58
Buffalo Springfield 47
Paul Butterfield Blues Band 135
Byrds 111
Glen Campbell 9, 38, 43, 50, 52
Canned Heat 16
Johnny Cash 40
Mama Cass 95
Chambers Brothers 4, 176
Petula Clark 54
Judy Collins 60
Ray Conniff Singers 71, 161
Bill Cosby 91, 103
Cowsills 131
Cream 7, 21, 75
Creedence Clearwater Revival 57
Dells 133
Deep Purple 27

Leu Donaldson 184
Donovan 22, 65
Doors 11, 45, 94
Bob Dylan 158, 160
Electric Flag 141
Percy Faith & His Ork. ... 96
Jose Feliciano 2
5th Dimension 29, 124
Four Tops 117, 125
Aretha Franklin 36, 49
Fugs 171
Marvin Gaye & Tammi Terrell 97, 181
Bobby Goldsboro 77, 137
Robert Goulet 174
Grateful Dead 107
Arlo Guthrie 109, 145
Eddie Harris 76, 155
Richard Harris 88
Jimi Hendrix 10, 20, 73
Experience 10, 20, 73
Engelbert Humperdinck 13, 138, 172

Impressions 189
Irish Rovers 118
Iron Butterfly 5, 119
Jefferson Airplane 6
Tom Jones 127
Bert Kaempfert 186
Anita Kerr/Rod McKuen/San Sebastian Strings 98
Lettermen 82, 130
Jerry Lee Lewis 199
Ramsey Lewis 55
Mamas & Papas 56, 63, 84
Dean Martin 34, 104
Al Martino 173
Hugh Masekela 123
Johnny Mathis 120
Paul Mauriat & His Ork 110, 143
John Mayall's Blues Breakers 62
Sergio Mendes & Brasil '66 35, 106
Steve Miller Band 183
Moby Grape 142
Monkees 101

Hugo Montenegro 112
Wes Montgomery 116, 152
Moody Blues 26, 61
Jim Nabors 154
Nazz 129
1910 Fruitgum Co. 194
Original Cast Hair of La Mancha 108
Orpheus 165
Pat Paulsen 115
Peter, Paul & Mary 23
Wilson Pickett 169
Procol Harum 70
Gary Puckett & The Union Gap 74, 182, 193
Quicksilver Messenger Service 86
Boots Randolph 78
Rascals 3
Lou Rawls 147, 198
Otis Redding 85, 99, 132
Paul Revere & Raiders 126
Don Rickles 102
Jeannie C. Riley 31
Johnny Rivers 24

Smokey Robinson & The Miracles 79, 114
Diana Ross & The Supremes 44, 67, 150, 153
Rotary Connection 188, 192
Merrilee Rush 196
Mongo Santamaria 187
Simon & Garfunkel 28, 30, 46
Frank Sinatra 64
Nancy Sinatra/Lee Hazlewood 159
Small Faces 179
Jimmy Smith 178
O. C. Smith 53
Soundtracks Camelot 83
Dr. Zhivago 89
Finian's Rainbow 136
Funny Girl 41
Good, Bad & Ugly 105
Graduate 14
Interlude 140
Sound of Music 81
Star 156

2001 Space Odyssey... 25
Wild in the Streets... 12
Spirit 113
Steppenwolf 15, 33
Barbra Streisand 51
Temptations 66, 92
Ten Years After 151
Tiny Tim 162
Stanley Turrentine 197
Jerry Vale 139
Vanilla Fudge 32, 72
Various Artists Rowan & Martin Laugh-In 167
Super Hits, Vol. 2... 80
Vogues 69
Dionne Warwick 68, 121
Who 122
Andy Williams 38, 175
Hank Williams Jr. 195
Mason Williams 87
Flip Wilson 177
Nancy Wilson 144, 149, 163
Stevie Wonder 157

TOP LP'S

CONTINUED FROM PAGE 84

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
★	2	178	161	RAY CONNIFF & THE SINGERS —Turn Around, Look at Me Columbia CS 9712 (S)				NA
	27	165	162	TINY TIM —God Bless Reprise (No Mono); RS 6292 (S)				
	10	159	163	NANCY WILSON —Best of Capitol (No Mono); SKAO 2947 (S)				
	21	121	164	AMBOY DUKES —Journey to the Center of the Mind Mainstream 56112 (M); S/6112 (S)				NA
	6	167	165	ORPHEUS —Ascending MGM SE 4569 (S)				NA
	5	146	166	BARBARA ACKLIN —Love Makes a Woman Brunswick BL 754137 (S)	NA	NA	NA	NA
	3	170	167	VARIOUS ARTISTS —Rowan & Martin Laugh-In Epic FXS 15118 (S)				NA NA
	21	156	168	EDDY ARNOLD —The Romantic World of RCA Victor LPM 4009 (M); LSP 4009 (S)			NA	NA
	52	171	169	WILSON PICKETT —The Best of Atlantic 8151 (M); SD 8151 (S)				
	2	176	170	BOSTON POPS (Fiedler) —Up, Up & Away RCA Victor LSC 3041 (S)			NA	NA NA
★	3	186	171	FUGS —It Crawled into My Hand, Honest Reprise RS 6305 (S)				NA
	46	172	172	ENGELBERT HUMPERDINCK —The Last Waltz Parrot PA 61015 (M); PAS 71015 (S)				
	10	162	173	AL MARTINO —The Best of Capitol (No Mono); SKAO 2946 (S)				
	8	177	174	ROBERT GOULET —Woman, Woman Columbia CS 9695 (S)			NA	NA NA
	78	142	175	ANDY WILLIAMS —Born Free Columbia CL 2680 (M); CS 9480 (S)				NA
★	4	193	176	CHAMBERS BROTHERS —A New Time—A New Day Columbia CS 9671 (S)	NA	NA	NA	NA
	63	168	177	FLIP WILSON —Cowboys & Colored People Atlantic 8149 (M); SD 8149 (S)			NA	
	2	179	178	JIMMY SMITH —Livin' It Up Verve V6-8750 (S)	NA	NA	NA	NA

Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

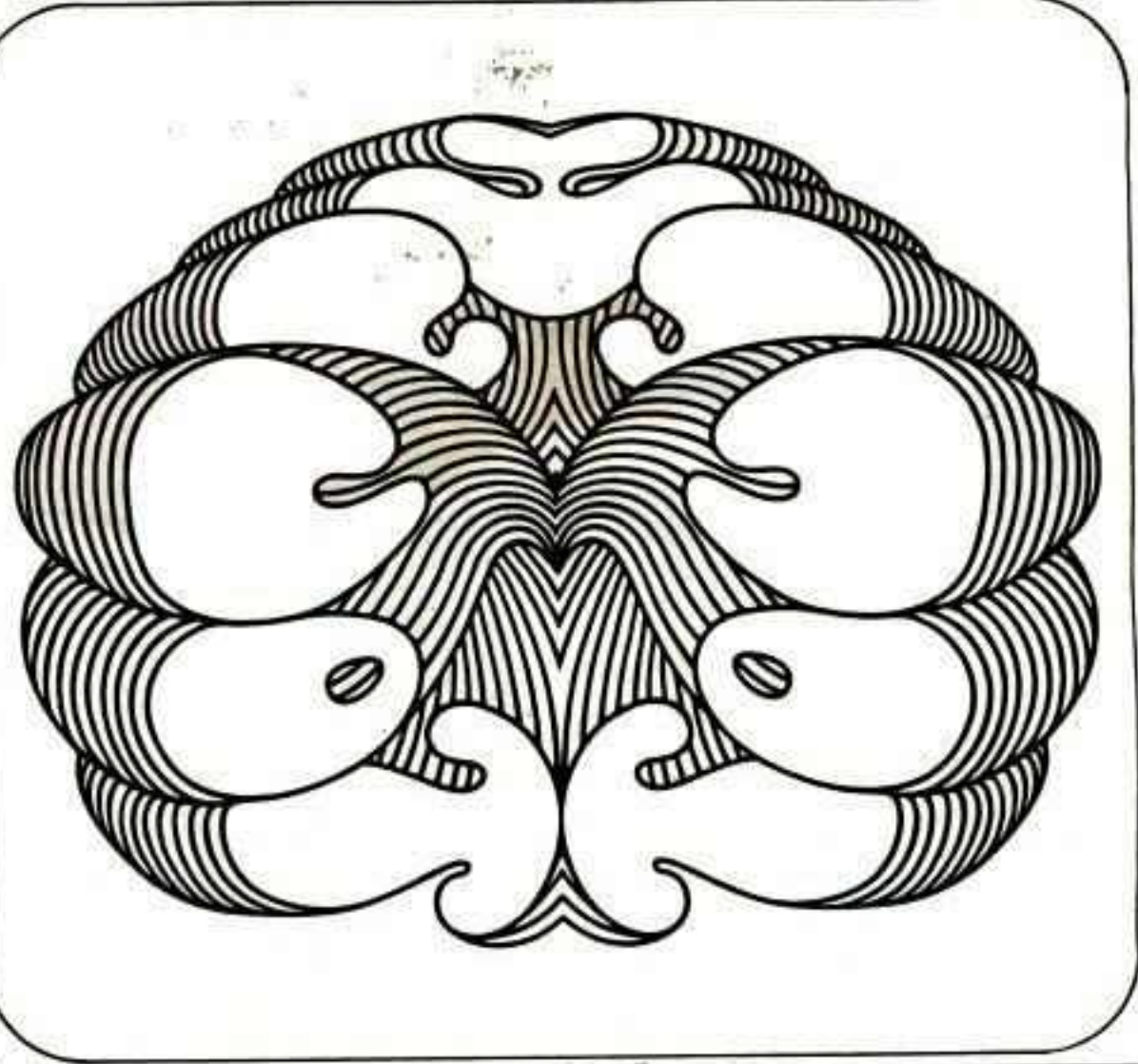
RIAA Million Dollar LP Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
	7	166	179	SMALL FACES —Ogden's Nut Gone Flake Immediate Z12-52-008 (S)	NA	NA	NA	NA
	79	185	180	ASSOCIATION —Insight Out Warner Bros.-Seven Arts (No Mono); WS 1696 (S)				
	1	—	181	MARVIN GAYE —In the Groove Tamla TS 285 (S)	NA			
	38	183	182	UNION GAP FEATURING GARY PUCKETT —Woman, Woman Columbia CL 2812 (M); CS 9612 (S)			NA	
	1	—	183	STEVE MILLER BAND —Sailor Capitol ST 2984 (S)				NA NA
	2	184	184	LOU DONALDSON —Midnight Creeper Blue Note BST 84280 (S)	NA	NA	NA	NA
	8	173	185	BEACON STREET UNION —The Clown Died in Marvin Gardens MGM SE 4568 (S)			NA	NA
	1	—	186	BERT KAEMPFFERT —My Way of Life Decca DL 75059 (S)				
	13	182	187	MONGO SANTAMARIA —Soul Bag Columbia (No Mono); CS 9653 (S)				NA NA
	3	188	188	ROTARY CONNECTION —Aladdin Cadet Concept LPS 317 (S)				NA
	7	180	189	IMPRESSIONS —Best of ABC ABCS 654 (S)				
	10	190	190	ED AMES —Sings Apologize RCA Victor LSP 4028 (S)			NA	NA
	1	—	191	ARCHIES Calendar KES 101 (S)			NA	NA NA
	31	197	192	ROTARY CONNECTION Cadet Concept LP 312 (M); LPS 312 (S)				
	1	—	193	GARY PUCKETT & THE UNION GAP —Incredible Columbia CS 9715 (S)				NA
	5	195	194	1910 FRUITGUM COMPANY —1, 2, 3 Red Light Buddah BDS 5022 (S)				NA NA
	1	—	195	HANK WILLIAMS JR. —A Time to Sing MGM SE 4540 ST (S)	NA	NA	NA	NA
	3	200	196	MERRILEE RUSH —Angel of the Morning Bell 6020 (S)				
	1	—	197	STANLEY TURRENTINE —Look of Love Blue Note BST 84286 (S)	NA	NA	NA	NA
	6	198	198	LOU RAWLS —You're Good for Me Capitol ST 2927 (S)				NA NA
	11	199	199	JERRY LEE LEWIS —Another Place, Another Time Smash SRS 67104 (S)				NA
	180	—	200	HERB ALPERT & THE TIJUANA BRASS — Whipped Cream & Other Delights A&M SP 4110 (S)				

Awarded RIAA seal for sales of 1 Million dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers.

THE PACKAGES AVAILABLE

4 STAR ALBUM OF MOTION PICTURE THEMES FROM MULTIMILLION-DOLLAR MOVIES **CINEMA '69** **LEROY HOLMES**

HE'S DONE IT AGAIN!



OPEN LETTER TO GENE PITNEY

Dear Gene:

I heard your record, "Billy You're My Friend." How could you say such terrible things about me. I'm your friend . . . you said so yourself. We grew up together. Remember?

Besides if you hadn't been there watching, you wouldn't have seen us.

Your former friend,

Billy

P.S.: Anyway it's a great record.
Musicor 1331

RCA Raising Ante to Get Full House of Producers

• Continued from page 1

so RCA is attempting to make the best of both the "house" and the "outside" production worlds.

On the "outside" production end, RCA wrapped up deals last week with Sidewalk Productions, Kasnetz - Katz, and Koppelman & Rubin. (See separate story.)

In addition to staff-produced and independent-produced product, RCA will continue to build its pop catalog through master-purchase deals. "The independent producer who wants us to listen to a master," said Jenkins, "will find a sympathetic ear at RCA." The door to Jenkins' office will be "wide open"

to the independent producer, as will the door to the office of Ernie Altschuller, RCA vice-president and executive artists and repertoire producer.

As far as the "house" producer is concerned, Jenkins pointed out that the company is on a constant look for producers who can relate to today's market, and, to some extent, to yesterday's market.

Among the young producers that have been drawn to RCA's "House" staff recently are Rick Jarrad and John Florez in Los Angeles, and Felton Jarvis in Nashville.

Jenkins also pointed out that a major company such as RCA will always need a staff of com-

petent music men, producers of good music for major artists, who fill the needs of the "good music" and/or "middle-of-the-road music" audience.

Other Deals

In addition to the production deals wrapped up last week, RCA's other "outside-the-house" production agreements are with Mike Berniker for Lana Cantrell, Gerry Purcell for Al Hirt, Charlie Davis for the Youngbloods, Jack Clement, who co-produced with RCA Charlie Pride and the Deep Water Reunion, and Joanna Gault and the Brotherhood, who produce for themselves. In the rhythm and blues field, RCA has deals with Andy Stroud's Stroud Productions, and Gerry Purcell's GWP Productions.

Another aspect of RCA's growing involvement with "outside" producers is a label such as with Screen Gems-Columbia's Colgems Records, Slim Williams' Chart Records, and Don Kirshner's Calendar Records. Kirshner is currently riding high with the Archies, the disk is the offshoot of the CBS-TV series of the same name.

Agents Seek 5% Fee Hike

• Continued from page 10

Whether AGVA will move to change its laws to permit the raising of commissions is certain to be fuel for a fire that may burn for some time. There is a

faction within the union that wants the change. There is another faction that will be against it, if the administration is for it.

The union's recently hired law firm, Schulman, Abarbanel & Kroner, represented in AGVA by Howard Schulman, though not admitting it publicly, said he was impressed because it might mean that the young performers might be attracted to AGVA.

Nobody in AGVA believes that the AFM will step aside in any conflict on jurisdiction. While various locals and branches of AGVA apparently live in peace; support each other in strikes, etc., there are many that do not. They argue that anybody who plays an instrument belongs to AFM. AGVA's contention has been that these instrumentalists wouldn't draw flies if they didn't sing and perform.

Penny Singleton, ex-Blondie of the movies, now heading the interim committee running AGVA, said she was having talks with the top AFM echelon. It was also indicated that if these talks do not aid AGVA, that appeals will be made directly to the top AFL-CIO ruling body, charging the AFM with raiding.

Under the ARA plan, if commissions are raised to 15 per cent, all deals and contracts will be between the artist and the buyer. A deposit of 50 per cent of the charge for the date will be required and the other 50 per cent to be picked up by the artist either in a certified check or in cash, before he goes on.

Barclay Into Int'l Drive

• Continued from page 10

Michel Dietrich Pachebel (France), all on Vanguard; the Peebles (Belgium) group on Mainstream, and Django Reinhardt and the Guitars Unlimited (France) on CBS Records. Fernandez said he is also in negotiation on other product.

At present, Fernandez is striving for simultaneous release of U. S. product abroad with the U. S. release date; he feels this would be a boost to record sales in countries like France and Spain.

Jonah P. Jones on A U. S. Promo Tour

NEW YORK — Decca Records' latest British discovery, Jonah P. Jones, is in the U. S. for a month-long promotion tour of eight major cities. Actor-model Jones is part of Decca's push to exploit British talent for the label, which has so far netted the Who and Leapy Lee. Jones' first disk, "My Father," penned by Graham Gouldman, was released last week.



STANLEY GORTIKOV, left, president of Capitol Records, and astronaut Scott Carpenter, second from left, greet Buffy Ford and John Stewart at a recent luncheon honoring Stewart-Ford's first Capitol album.



HARRY JENKINS, center, vice-president of record operations at RCA, goes over independent production deal with Don Rubin, left, and Charles Koppelman.

BILLBOARD GETS BIO MATERIAL

NEW YORK — "Photo File," Billboard's expanded library of photos and biographies of recording artists, is gathering up-to-date material for use in Billboard's weekly issues and special editions. Representation in the photo library will ensure quick access to the latest pictures and profiles of record talent. Record companies, talent agencies and public relations firms are requested to send updated photo and bio kits to Billboard's New York office, attention of "Photo File."

Howe to Produce Lightnin' Disks

NEW YORK — Bell Records has just pacted Bones Howe to produce the West Coast group of Smokestack Lightnin'. Bell president Larry Uttal said the agreement calls for an album and single for the first session.

Howe, whose Mr. Bones Productions firm has produced hit product for the Fifth Dimension, the Association, and the Turtles, was also music producer for both the Elvis Presley and Petula Clark TV specials.

Trefferson Bows Line With Khouri

NEW YORK — Steady Records has been launched by Art Trefferson, in partnership with Ken Khouri of Federal Records. Federal is headquartered in Jamaica. Steady will not only make use of the record-producing complex of Federal, one of the major firms in the island, but also of its independent producers in New York, Memphis, and Los Angeles. Producers Luther Dixon and Doug Best will work for the firm in New York. All product will be released in the U. S. and England simultaneously.

Ashley Famous, London Intl. Tie

NEW YORK — Ashley Famous, a subsidiary of Kinney National Service, has united with London International through an exchange of stock.

London International handles actors, actresses, writers and directors in Europe. Final contracts will be signed before Jan. 1, 1969, when Otis S. Blodget, who heads Ashley Famous in London, will join the board of

Dunhill Cuts Off Advances

• Continued from page 10

compete some way. Lasker has an idea for developing something "tempting" for artists: something which will stimulate acts to sing with Dunhill in lieu of big money advances.

His idea is to rent a nightclub in the Los Angeles area where new groups can be spotlighted and develop themselves before formally recording. He says several locations have been checked out and that he hopes to get the club in operation before the end of the year.

Joint Venture

Operation of the club will be a joint venture between Dunhill and the parent ABC Records. The club will not be on the Sunset Strip ("there's a stigma of arrests and narcotics") and will be geared to a young audience, with soft drinks served. The club will be called Bullpen.

Dunhill would rent a facility and is prepared to subsidize the operation to the tune of \$1,000 a week. An act like Steppenwolf, for example, would perform material at the club before making its next album. The room could also be opened to other non-Dunhill acts. But the emphasis at the outlet is to provide a facility where acts can sharpen their performance before going into the studio.

Conelco Bids

• Continued from page 10

Conelco common shares. Beneficiaries of the U. S. Philips Trust are the shareholders of N. V. Philips of Holland.

Under the agreement, a Netherlands corporation affiliated with Philips Phonographische Industrie and Deutsche Gramophon Gesellschaft of Germany will be given a 50 per cent participation in Chappell and the resulting conglomerate of NAP and Conelco will receive a 49 per cent participation in Chappell & Co., Ltd. (London).

the new company. London International executives Laurence Evans, Robin Fox and Olive Harding will continue with the new company in the same capacity. The new company will operate under the Ashley Famous banner.

Action Records

Albums

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

★ NEW ACTION LP's

- MYSTIC MOODS ORCH.—Emotions . . . Philips PHS 600-277 (S)
- THE IRISH ROVERS—All Hung Up . . . Decca DL 75037 (S)
- EDDY ARNOLD—Walkin' in Love Land . . . RCA Victor LSP 4089 (S)
- HELLO PEOPLE—Fusion . . . Philips PHS 600-276 (S)
- LEONARD NIMOY—The Way I Feel . . . Dot DLP 25883 (S)
- MUDDY WATERS—Electric Mud . . . Cadet LPS 314 (S)
- GLENN YARBROUGH—Each of Us Alone . . . Warner Bros.-Seven Arts WS 1736 (S)
- VARIOUS ARTISTS—A Collection of 16 Original Big Hits, Vol. 9 . . . Motown MS 668 (S)
- HARPERS BIZARRE—Secret Life of the . . . Warner Bros.-Seven Arts WS 1739 (S)
- R. STRAUSS: ALSO SPRACH ZARATHUSTRA . . . Vienna Philharmonia Orch. (Karajan), London Treasury STS 15083 (S)
- PORTRAIT OF AN ARTIST . . . Dietrich Fischer-Dieskau, Angel SCB 3729 (S)
- BIZET: CARMEN (BALLET ARR. SCHEHEDRIN) . . . Bolshoi Theatre Orch. (Rozhdestrensky), Melodiya/Angel S 40067 (S)

Singles

★ NATIONAL BREAKOUTS

- I LOVE HOW YOU LOVE ME . . . Bobby Vinton, Epic 10397 (Screen Gems-Columbia, BMI)
- PROMISES, PROMISES . . . Dionne Warwick, Scepter 12231 (Blue Seas/Jac/Morris, ASCAP)

★ REGIONAL BREAKOUTS

- BOTH SIDES NOW . . . Judy Collins, Elektra 45639 (Siquomb, BMI) (San Francisco)
- LIVING IN THE U.S.A. . . . Steve Miller Band, Capitol 2287 (Ohio River Valley Songs, BMI) (Houston)

100 Program Directors can't be wrong!

SCEPTER & Pepper[®]

Proudly Announce Their First Great Single

JOHN PHILLIP SOUL

AND HIS

STONE

MARCHING BAND

**"THE
SOUL
STRUT"**

B/W "That Memphis Thing"
Pepper 441 A
Produced by Vinne Truath
Distributed by Scepter Records

pepper records

*Announces the appointment of
Scepter Records as their exclusive distributor*

Scepter

Florence Greenberg, President
Marvin Schlachter, V.P.
Sam Goff, V.P.
Ed Kushins, Nat'l Promo. Coordinator
Steve Tyrell, Promo. Midwest
Bud Dollinger, Promo. West Coast
Bill "Bunky" Sheppard, Nat'l R & B Promo. Dir.
Chris Jones, R & B Promo.
and Scepter's 39 Distributors

Pepper

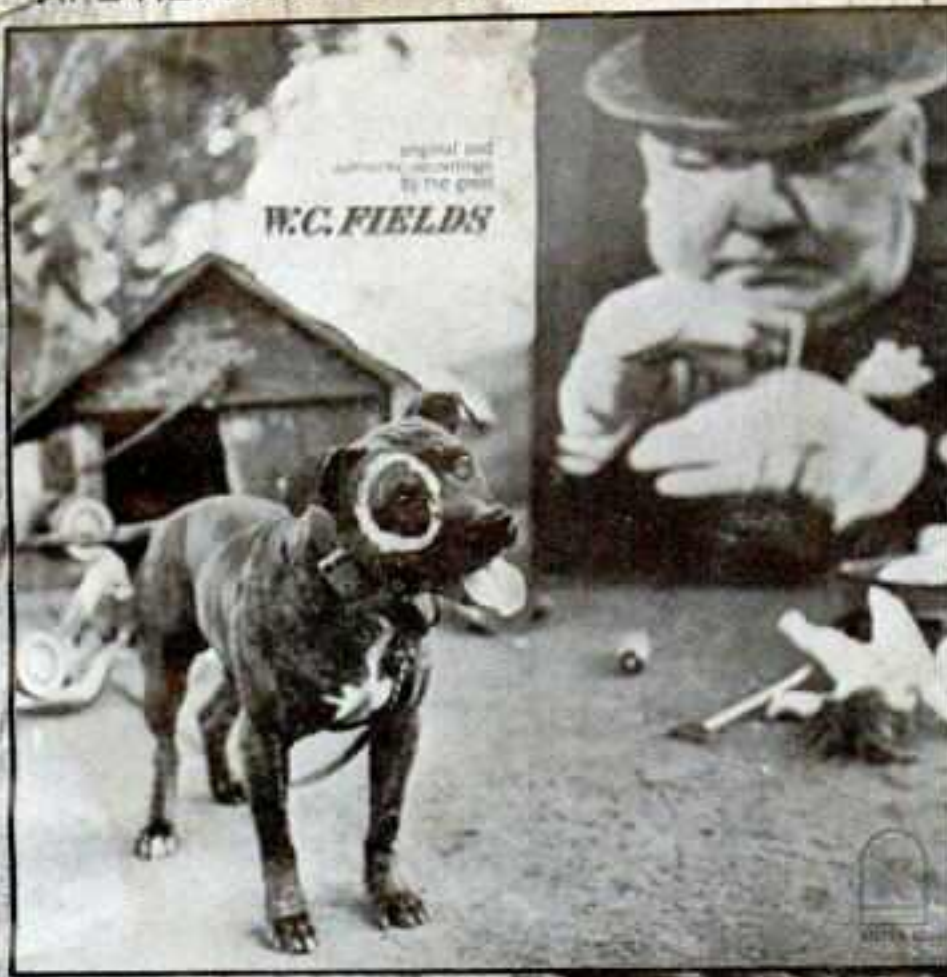
William B. Tanner, President
Marty Lacker, Gen. Mgr.
Tim Riley, Asst. Mgr.
Benny Mabone, Nat'l Promo. Dir.
artists:
The Short Kuts
Rita Coolidge
Sydna Taylor
John Phillip Soul
Ollie Jackson
The Key Brothers

Scepter Records, Inc.

254 West 54th Street, New York, N.Y. 10019
(212) CI 5-2170

Pepper Records

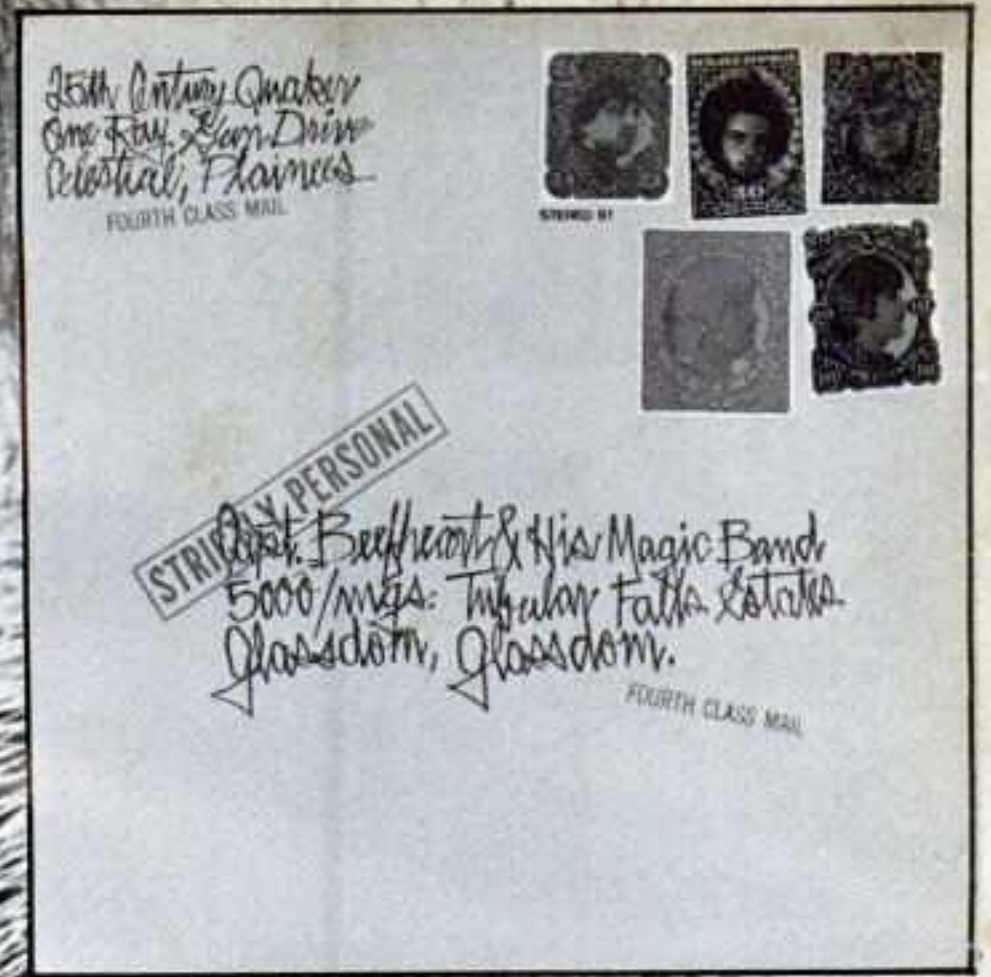
A division of Pepper & Tanner Inc.
Memphis, Tennessee



BTS 3



BTS 2



BTS 1

HERE COME DE BLUE THUMB



Blue Thumb Records 427 No. Cañon Drive Beverly Hills