

Billboard

The International Music-Record Newsweekly

Fox Office Wing Set in Bulging Canadian Mart

By PAUL ACKERMAN

NEW YORK—The office of Harry Fox, publishers' agent and trustee, has set up a Canadian Division to give increased attention to the greatly expanded use of copyrights in the French-Canadian market. Al Berman of the Fox office said the number of labels in Canada has proliferated; that whereas five or six labels in Montreal constituted virtually the whole market not too long ago, there are now well over 20 manufacturers. This amount of manufacturers will soon be audited by Fox, as part of the Fox operation's routine checkup on the Canadian scene. Fox's accountants have retained a French-speaking specialist.

Berman stated that publisher revenue from Canada increases every quarter—which reflects the growing record sales activity there. Berman said: "We have employed a specialist in Canada to provide in-depth reporting on the use of songs of any language translated into French and armed with this information, can notify the performing rights societies to watch for specific titles.

The Fox office, of course, also represents BIEM, the European mechanical agency, in Canada.

A good example of how titles can be detected under the new Fox set-up in Canada occurred recently in connection with a tune titled "Ce Soir Je Pleure" (This Evening I Cry). This could have gone unnoticed in prior years. But it was ascertained that this was a version of "O Sole Mio," that a translation had been made in the belief that it was in the public domain. The record went to the top of the Canadian charts. A check indicated that at the time of the activity, the tune was not yet p.d. It was scheduled to become p.d. Tuesday (3).

Pubs Wooing Writers as B'way Copyrights Boom

By MIKE GROSS

NEW YORK—The long-run copyright payoff of Broadway show scores in disk royalties and performance monies continues to be the big attraction for music publishers. The publishers are on a constant prowl to sign writers, both new and

established, in hopes of cashing in on some of that Broadway gravy.

The pattern was set by Tommy Valando a few years ago when he broke through the confines of Tin Pan Alley and took over Shubert Alley with his writers Jerry Bock and Sheldon Harnick. The Bock-Harnick tunes for "Fiddler on the Roof" have picked up hundreds of recordings in singles and albums and the show is now a hit in a number of countries around the world. Valando has also clicked with the writing team of Fred Ebb and John Kander, who have "Cabaret" currently running on Broadway and are due later this

(Continued on page 8)



The Lovin' Spoonful continue to add to their extraordinary, unbroken line of hit Kama Sutra albums and single releases. They're soaring on the charts with their latest gold record album, "The Best of the Lovin' Spoonful" (KLP/KLPS-8056). The latest hot single by the group is "She Is Still a Mystery" (KA-239). *(Advertisement)*

Bulova Unwinding CARtridge System

By LEE ZHITO

NEW YORK—The Bulova Watch Co. last week unveiled a 16-track stereo tape CARtridge system which features instantaneous selectivity and brings the recorded cartridge price down to the LP level. The new system is incompatible with existing cartridge configurations. Bulova acquired world rights to the system from the Warner Development Corp., Demonton, Alberta, Canada. Work on this system has been under the supervision of Harry R. Gewertz, vice-president of Bulova's Systems and Instruments division.

Bulova is now negotiating with several top name equipment manufacturers for the production and sale of playbacks. It intends to issue licenses to all parties interested in the manufacture, distribution and sale of equipment and cartridges.

Before the year's end, Bulova is expected to disclose which firms will enter the field with its

(Continued on page 8)

Forum to Zoom in On World of CARtridge

By CLAUDE HALL

NEW YORK—Facts and figures will be unveiled Monday (16) at the Tape Cartridge Forum that will shed new light on the tape CARtridge scene for both dealers and record companies alike. Billboard's Record Market Research division during the past weeks has been contacting hundreds of dealers, distributors, and other firms in the fields of records, electronic equipment, photo, and the auto-

(Continued on page 12)

Rumors Off: Vaughn Still A Dot Artist

NEW YORK—Billy Vaughn, one of the recording industry's top selling artists, last week resigned a long-term contract with Dot Records, thus ending the mounting speculation as to whether he would remain with the label. Vaughn's decision to stay with the company where he has enjoyed a string of mil-

(Continued on page 12)



Van Morrison, so bloody real he trembles in your throat and you know that it's an infinitely minute time capsule that transcends you, whirls you to him. Listen! His LP, "Blowin' Your Mind." Bang 218 M/S. *(Advertisement)*

Copyright Owners in Truce With CATV

By MILDRED HALL

WASHINGTON—A truce on lawsuits has been arranged between copyright owners and community antenna systems. As a result, a straightforward resolution extending copyright life of newly 58,000 expiring renewals has been introduced in the Senate. Senate Copyright Subcommittee chairman John L. McClellan (D., Ark.) introduced the resolution, and announced the voluntary amnesty on copyright suits against CATV to the Senate last week.

The truce came about after many meetings between film producer spokesmen (the principal

(Continued on page 12)

(Advertisement)

LAST CHANCE TO REGISTER FOR TAPE CARTRIDGE FORUM

Save the inconvenience of waiting in line to register the day of the Seminar. Registration hours 5-8 p.m., Sunday, Oct. 15, and Monday, 8 a.m.

SEE DETAILS AND REGISTRATION FORM ON PAGE 74

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Decca Sales Meeting Stresses 'Total Entertainment' Concept

By MIKE GROSS

WASHINGTON — Decca Records' commitment to "total entertainment" was re-emphasized here last week at the third of a series of sales meetings for the company's regional fieldmen. The other two meetings, held the previous week, were in Los Angeles and Nashville.

The "total entertainment" concept, which was pitched to its 27 wholly owned branches and one independent distributor (Joe Voynow of Carroll Distributing Co., Charlotte, N. C.), was pegged on the credo of Sydney N. Goldberg, Decca's vice-president in charge of national sales, that "if you're in the entertainment business, you merchandise entertainment, no matter what form." The forms in Decca's fall program, which is riding out under the theme of "The Big Kickoff," include

disks, both mono and stereo, and even 78's and EP's for demand; musical instruments with accessories and instruction books; 8-track and 4-track cartridges and exploratory moves in the cassette field; and sounds, in its new LP product that go as far back as 1926 in a new "Jazz Heritage Series," (see separate story), up to the current day with new rock groups and an electric sitar.

Goldberg spelled out Decca's position on the stereo-mono disk controversy with, "I believe there's still action on mono record sales and we'll continue to press them and sell them at the equalization price until mono phases out." He said that he felt that the mono disk had been priced too cheaply and that the biggest problem now was not with the consumer but with the trade, in that they want to drop the mono price.

Goldberg, who helmed the three meetings, was accompanied in the presentation junket by vice-president Martin P. Salkin; assistant general sales manager Lou Sebok; national sales manager Claude Brennan; pro-

motion and publicity chief Lenny Salidor; advertising director Murray Lorber; Howie Kaye of Decca's Home Entertainment Division; Leo Refice, in charge of the tape division, and Jack Kiernan, of the label's national sales staff.

At the Washington meeting, they were joined by additional home office staffers headed by Milton R. Rackmil, president; and Leonard W. Schneider, executive vice-president. And, for the first time, Decca opened up its "family meeting" to the trade press.

Highlighting "The Big Kickoff" program is a line-up of 25 pop and classical albums in the Decca line and a special release on Brunswick of an album pegged on Jackie Wilson's hit single, "Higher and Higher." Featured in the new Decca product are Brenda Lee, Earl Grant, Sammy Kaye, Rafael Mendez with Laurindo Almeida, Ella Fitzgerald, Bill Anderson, Loretta Lynn, Kitty Wells, Conway Twitty, Warner Mack, the Cake, a new group called the Hobbits, pegged on

(Continued on page 8)

Decca to Bow Jazz Heritage

WASHINGTON — Decca Records is digging into its vaults for an album collection to be known as the Decca Jazz Heritage Series. This follows the pattern set by Columbia Records with its Archive Series, and RCA Victor with its Vintage Series.

The Jazz Heritage Series debuts this month with two single record albums by Chick Webb, with Vol. 1 covering the years 1929-1936 and Vol. 2 the years 1937-1939. Also in the new series are albums by Earl Hines (covering 1934-1935), Duke Ellington (covering 1926-1928), Louis Armstrong (covering 1935-1944), Woody Herman (covering 1943-1944), and a piano album featuring Count Basie, Pete Johnson, Jay McShann and Mary Lou Williams (covering 1936-1941).

The series has been chronologically programmed and it is expected that release will be on a regular schedule. Production of the series is under the direction of Decca Vice-President Milt Gabler, who is being assisted by Stanley Dance, jazz authority.

Suggested list price on the albums in the series, both for mono and for "enhanced for stereo," will be \$5.79.

Bernstein to Britain

NEW YORK — Sid Bernstein, Rascals manager, flew to England on Sunday (1) for a week of meetings with promoters to set up a new series of concert dates for the Atlantic group for November-December. A tour originally scheduled for October was postponed.

DEATH CLAIMS GOSPEL STARS

NASHVILLE — Death last week claimed two prominent gospel singers. Mrs. G. T. (Mom) Speer died Oct. 6 after a lingering illness. Her passing came some 24 hours after the death of Howard Gordon, for 25 years a member of the Chuck Wagon Gang. Mom Speer became leader of the Singing Speer Family following the death of her husband a year ago.

Steve and Eydie Join New Kirshner Label

NEW YORK — Don Kirshner's newly formed record company, which will be manufactured and distributed by RCA Victor, will be called Calendar Records. First artists to debut on Calendar will be Steve Lawrence and Eydie Gorme, who left Columbia Records to join the Kirshner operation.

Lawrence and Miss Gorme, who will be making their Broadway debut together in the musical, "Golden Rainbow," will also record the original cast album of the show for Calendar. The musical, which has a score by Walter Marks, is scheduled to open in New York at the Shubert Theater Jan. 3 after

a four-week tryout in Philadelphia.

The couple, who are man and wife, have been associated with Kirshner for several years prior to this new affiliation. As a music publisher, Kirshner brought them several songs that resulted in hit disks including Lawrence's "Go Away Little Girl" and of Miss Gorme's most successful records, "Blame It On The Bossa Nova." They will continue to record independently as well as a team.

Kirshner now plans to extend Calendar's activities beyond Broadway to the television and motion picture fields.

Written Pleas Next In H. Williams Suit

By WAYNE GREENBAW and JUDITH HELMS

MONTGOMERY, Ala.—Circuit Judge Richard Emmet took under advisement last week the civil suit involving the music of the late Hank Williams.

The decision in the case in which Audry Williams, widow of the country music singer and composer, and her son, Hank Jr., contend that a 1963 contract for renewal rights of Williams' songs should be declared invalid, is not expected this year.

The judge granted 90 days for written briefs to be filed in the case.

Mrs. Irene Smith, Williams' sister, sold the renewal rights for \$25,000 to Acuff-Rose Music Co. Mrs. Williams and her son say the song renewals were worth much more.

Testifying for Acuff-Rose, Mel Force told of the relationship between the songwriter and his publisher. He said Fred Rose, then president of Acuff-Rose, finished at least one song for Williams.

Also testifying for Acuff-Rose

Friday was Leo Strauss Jr., a CPA from Hillsdale, N. J., whose firm has been specializing in the music industry since the 1930's.

When asked if he had ever heard of renewals being assigned for as much as \$250,000 (which had been suggested through testimony as a possible bonus or worth of the Williams' renewals), Strauss said, "No, sir, never."

The CPA said that, in 1965, when his firm audited Hickory Records, an affiliate company of Acuff-Rose, they wrote, "The company conscientiously fulfilled its royalty obligations."

Abe Marcus, a New York attorney and a copyright expert, appeared for Hank Jr. and Mrs. Williams. He said that at the time when copyrights terminate he would advise a composer to put renewals into his own company. Then, in essence, he said, the writer would get 100 instead of 50 per cent from his songs. He said this would be "more advisable" if the writer is a performer. Marcus added that the 1963 contract was "not

(Continued on page 6)

Executive Turntable

Clive J. Davis, Cornelius F. Keating, Harvey L. Schein and Donald D. Randall have been named presidents of their CBS/Columbia Group divisions. For a little more than a year they had titles of vice-presidents and general managers of their divisions. Davis is now president of the CBS Records Division; Keating is president of the CBS Direct Marketing Division; Schein is president of the CBS International Division, and Randall is president of the CBS Musical Instruments Division.

★ ★ ★

Musicor Records has revamped the label's executive line-up. Art Talmadge, Musicor president, announced the following new duties: Stanley Kahan is now director of Creative product for Musicor and Dynamo, the label it distributes. Kahan had handled production and publishing for the firm. Danny Fortunato, sales and promotion chief for Dynamo. Irwin Rawitz moves from promotion to distributor relations, reporting to Chris Spinosa, vice-president in charge of sales.

★ ★ ★

Al Lewis has been assigned to the post of assistant to the president of MGM Records, Mort L. Nasatir. In his new capacity of administrative assistant, Lewis will be responsible for artist contract co-ordination and provide a liaison for Nasatir and the various executives and divisions of the company. Lewis is now in his eleventh year with MGM.

★ ★ ★

Elliot Goldman has joined CBS Records as director of business affairs. In his new capacity, Goldman will act in the negotiations and evaluation of contracts with CBS record artists and producers. In addition he will be involved in transactions involving soundtrack, CBS Records investments in Broadway productions, and April/Blackwood music publishing contracts. Before joining CBS Records, Goldman was executive assistant to Frederic S. Berman, City Rent and Rehabilitation Commissioner.

★ ★ ★

David Kruter has joined the public relations firm of Bernie Ilson, Inc., as a vice-president. Kruter previously was an account executive with Joe Wolhandler Associates. In his new post he will be responsible for Ilson's accounts in the industrial and entertainment fields.

★ ★ ★

Chuck Kardle has joined Arthur Prysock Enterprises as manager of A. Prysock Music (ASCAP) and J.J.J. Music (BMI). He will report to Don Palmer, manager of Prysock Enterprises. Kardle most recently was working on TV commercial projects with Dave Garroway.

★ ★ ★

Ronald Ettman has been named production manager for Kama Sutra Productions. He will be responsible for co-ordinating all staff and independent products for Kama Sutra and client labels. His first move was to place a new group, Pebbles and Shells, produced by

★ ★ ★

Rod McBrian, with Kapp Records. Before joining Kama Sutra, Ettman operated a personal management firm and a publishing company.

★ ★ ★

Thomas Organ Co. has named Joel Lifter to the newly created post of administrative assistant for sales. He will assist sales executive Joe Buzzelli and serve as a liaison man between Buzzelli and Thomas' three major divisions, organs, Vox guitars and amps and Vox musical instruments.

(Continued on page 6)

Harmony Push Based On Pre-Pak Concept

NEW YORK—Harmony Records, Columbia Records' economy-priced label, is launching a promotional push for the top-selling albums in its catalog. The campaign, which has the theme of "Enjoy the Luxury of Harmony," will be under the direction of Herb Linsky, merchandising manager of Harmony albums and special products.

Highlighting Harmony's campaign is a new Pre-Pak concept developed for dealer and sub-distributor use. The best-selling albums in the Harmony catalog have been broken down in categories of pop, country and variety selections and made available in three special album Pre-Paks. Order forms have been specially prepared for each Pre-Pak illustrated with the 20 album selections in each category.

To promote its line Har-

mony has prepared several merchandising aids. A Kleen-stik window streamer features the campaign's theme and lists some of the stars who appear on the Harmony label, including Vic Damone, Doris Day, Burl Ives, Harry James and Frank Sinatra.

Harmony will provide dealers with "dump" displays, floor merchandisers containing 100 albums and convertible browser boxes which can also serve as counter units. The display is backed with a header card featuring the campaign's motto and a list of the label's top artists, as on the window streamer.

The nine new albums in Harmony's October release are emphasized in the promotion. In addition, Harmony's new logo will be stressed on the release and the merchandising displays.

Billboard

AUDIO RETAILING 77

DISCOUNT STORES increased at an 18 per cent rate last year. A retail population report.

CLASSICAL 40

COLUMBIA MINI-PAK. Columbia Records sets three 10-album paks to promote lighter classical material with dealers and racks.

COIN MACHINE NEWS 79

WILL THE BIG BULK VENDORS squeeze the little guy out of the trade? An analysis by Earl Paige.

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The world's greatest festival of music—the annual "Grand Ole Opry" anniversary celebration—prepares for launching. Jeannie Seely, Don Bowman, Claude King Review.

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SPANISH, CHINESE AND INDONESIAN jazz will be among those taking part in this year's Berlin jazz festival—"Jazz Meets the World"—from Nov. 5-11.

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NEW PRODUCTS for the peak season, second in a series of reports on last-quarter merchandising.

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EDDY ARNOLD scores in appearance at Los Angeles' Coconut Grove.

TAPE CARtridge 68

MORE NEW CAR BUYERS will order factory-installed 8-track tape CARtridge units with their 1968 automobiles between now and Dec. 31 than during any other quarter of the model car year.

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Vol. 79 No. 41

NY Jazz Repertory Orchestra Seeks Recording, College Dates

NEW YORK — The newly formed New York Jazz Repertory Orchestra, under the direction of arranger-composer Ron Roullier, used Town Hall as a launching pad Thursday (28). The group's premiere performance was put on tape which is now being edited by Roullier for presentation to record companies. And, on the basis of the Town Hall concert, Roullier is now lining up college dates to take the orchestra on the road.

Roullier's aim in forming the new group is to play works from the repertoire of top jazz and/or big band composers and arrangers as well as to introduce new works. The composers and arrangers of the big band era came off best in the Town Hall presentation.

Even though the arrangements and sound were out of the past, the solid sidemen brought together by Roullier deliver with such verve and zest that the tunes become alive and fresh. Duke Ellington's "Jeeps Blues," Claude Thornhill's "Snowfall" and the John Lewis-

Dizzy Gillespie "Two Bass Hit" are some of the revivals that bring stature to jazz and make the New York Jazz Repertory Orchestra a project of cultural value. And when the boys take off on Chico O'Farrill's "Variations Espagnoles," with the composer as guest-conductor, the sound is electric.

The new works suffered in comparison but young jazz composers and arrangers need a showcase and the New York Jazz Repertory Orchestra is now the place for them to get a proper presentation.

The orchestra is made up of four trumpets, four trombones, two horns, one tuba, five reeds, guitar, bass, piano, drums and percussion. Among the musicians in the orchestra are Joe Bejamin, Ed Shaughnessy, Tony Studd, Jim Maxwell, Burt Collins, Wayne Andre, and Danny Bank. Roullier doubles as conductor and pianist. New York disk jockey Phil McLean did a neat job narrating the program, which was presented by Town Hall and Norman J. Seamen.

The new group is now planning an extensive research program into the works of such big bands as those of Charlie Barnet, Claude Thornhill, Boyd Rayburn, Elliot Lawrence, Benny Goodman and Chubby Jackson as well as earlier works of such still active bands as those of Woody Herman, Count Basie, Harry James and Duke Ellington.

There are also plans to develop a Jazz Repertory Library to preserve and catalog the works of such jazz composers as Eddie Sauter, Tiny Kahn, Tad Dameron, Quincy Jones, Gil Fuller, Neal Hefti, Ralph Burns, Manny Albam, Bill Holman, Al Cohn, Johnny Richards, Gil Evans, Sy Oliver, and Gerald Wilson.

On the new group's advisory board are Bill Byers, Hal Cook, Harry (Sweets) Edison, Duke Ellington, John Hammond, Joe Harnell, Phil McLean, Phil Ramone, Artie Shaw, Tony Tamburello and Mrs. Claude Thornhill. **MIKE GROSS**

Gospel Meeting to Draw 15,000

MEMPHIS—More than 15,000 are expected to cram Ellis Auditorium here this week for the five-day Gospel Quartet Convention.

Additional church services are planned for this year, taking place each afternoon at 2. Heretofore the services were restricted to Sunday morning.

The convention was expanded to five days this year to accommodate an increase in quartets participating and in crowds anticipated. Hotels report reservations from all over this nation and Canada, and the Virgin Islands. Convention headquarters will be the Claridge Hotel.

Several separate meetings are planned for the week, including gatherings of quartet managers, bookers and promoters. SESAC will host a luncheon Friday for members of the Gospel Music Association at the Four Flames restaurant.

Booths will be open each day

Shayne Suit On Copyright

NEW YORK — A suit charging Roger White's hit single, "Mystery of the Tallahatchie Bridge," on Big A Records, infringes on the copyright of Bobbie Gentry's "Ode to Billie Joe," has been filed by Larry Shayne Music, Inc., in Federal District Court here.

Named as defendants were Little Darlin' Corp., Aubrey Mayhew, Richard M. Heard, Johnny Paycheck, Big A Records, Jack H. Clement, White, and Marmaduke Music Co., listed as publisher of "Mystery of the Tallahatchie Bridge (Answer to 'Ode to Billie Joe')." According to the complaint filed by Lawrence J. Greene, attorney for Larry Shayne Music, Bobbie assigned the song to the plaintiffs. The complaint charges the White country hit "was copied largely from plaintiff's copyrighted musical composition entitled "Ode to Billie Joe."

Named as defendants were Little Darlin' Corp., Aubrey Mayhew, Richard M. Heard, Johnny Paycheck, Big A Records, Jack H. Clement, White, and Marmaduke Music Co., listed as publisher of "Mystery of the Tallahatchie Bridge (Answer to 'Ode to Billie Joe')." According to the complaint filed by Lawrence J. Greene, attorney for Larry Shayne Music, Bobbie assigned the song to the plaintiffs. The complaint charges the White country hit "was copied largely from plaintiff's copyrighted musical composition entitled "Ode to Billie Joe."

at the Auditorium at 2 p.m. for the sale of albums. Given the spotlight this year is a special GMA-produced album featuring 14 of the top names in gospel music. Proceeds from the sale of the record will be used to advance the cause of the association. All singers, writers, publishers and recording companies donated the songs on the record, which contains songs of

the Statesmen, Blackwood Brothers, Stamps, Imperials, Rebels, Chuck Wagon Gang, Singing Rambos, Speers, Oak Ridge Quartet, La Fevres, Blue Ridge, Dixie Echos, and Wendy Bagwell and the Sunlighters.

GMA will have its quarterly board meeting Wednesday at 2 p.m. and its election of new officers Friday at 10 a.m. The letter is open to all GMA membership.

On Saturday there will be a talent contest and a semi-professional contest. A special "Parade of Quartets" will perform Saturday night and Sunday afternoon.

Virtually every top name in gospel music will take part in the convention.

BIG ADVANCE ON BAEZ BOOK

NEW YORK — Ryerson Music, a division of Vanguard Records, reports advance orders of 100,000 on the upcoming "Noel — Joan Baez Christmas Songbook." Arrangements for voice and piano are by Peter Schickelle, with complete chord progressions and capo-key indications for guitarists. The book, edited by Maynard Solomon, Vanguard president, will list for \$2.50. The previous Joan Baez songbook was released in 1964.

Columbia Plans Push on Bonner

NEW YORK — Columbia Records has prepared an audio-visual showcase to introduce Garry Bonner to its regional and district field force. Bonner, a songwriter, is making his debut as a singer on the soon-to-be-released Columbia single, "The Heart of Juliet Jones."

The audio-visual showcase will also be used by Columbia's field men to introduce Bonner to key disk jockeys and record dealers. Highlighting the presentation are Bonner's performance of the tune and excerpts from his other songs. As part of a nationwide publicity campaign, a press kit will be distributed to the field force, newspapers and consumer magazines, and teen and radio-station publications. Also scheduled for Bonner is a round of personal appearances in major market areas.

Dexter Plans Ella Program

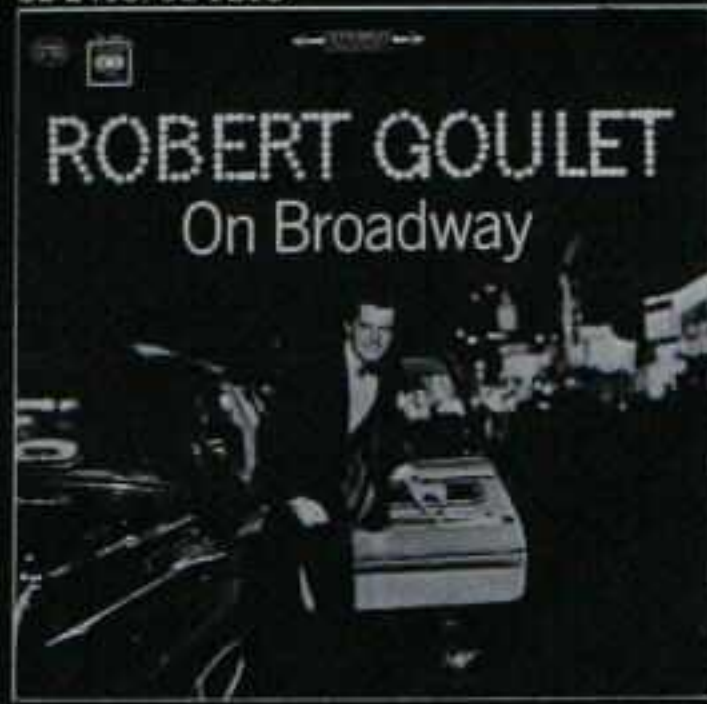
LOS ANGELES — Veteran producer Dave Dexter has mapped a program for Ella Fitzgerald, newly signed to Capitol, which will take her through spiritual music and the country field. The aim, Dexter says, is to re-establish the veteran vocalist as a fresh, new commodity with the new generation of record buyers who have no prior knowledge of Miss Fitzgerald's past.

Since 1936 the vocalist has had only two record affiliations: Decca and Verve.

Dexter hopes to record his country LP next month. "She won't sing country style; we won't use country musicians; we won't use Brill Building tunes. I want authentic tunes from Nashville, a fresh young arranger behind her to give her a totally different sound. We will take the current, recent hits."

The producer says he has complete autonomy from Norman Granz, her manager, to develop the vocalist along new creative paths. Granz first placed Miss Fitzgerald with the label on a one LP deal with that package, a spiritual titled "Brighten the Corner," released last February.

CL 2418 / CS 9218

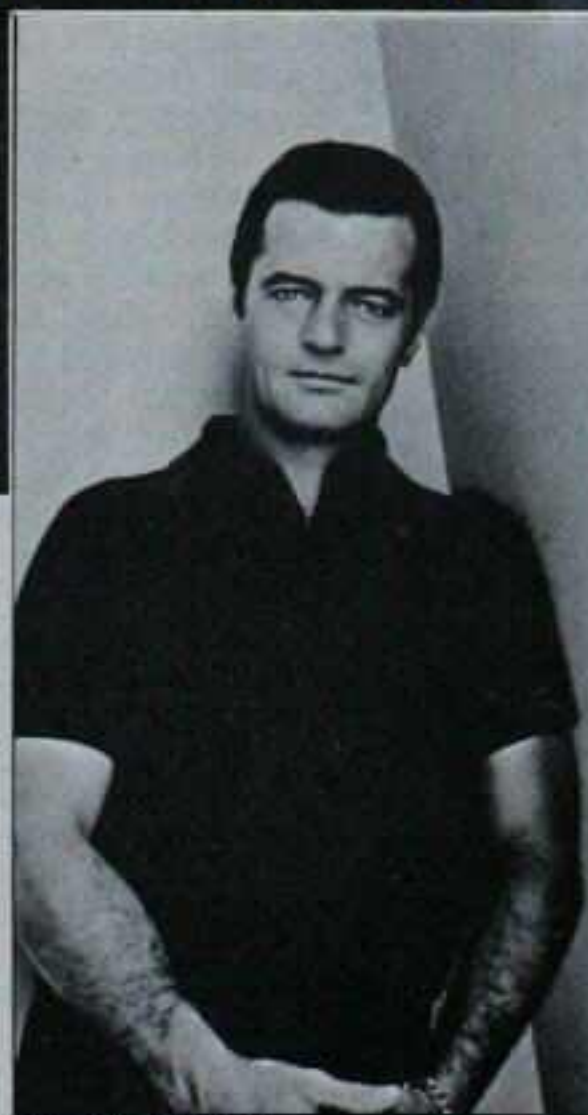


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Laura
FROM THE MOTION PICTURE
"LAURA"

CL 2727 / CS 9527

ON COLUMBIA RECORDS

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Mad Studio Space Scramble on As Waxing Splurge Hits Chicago

CHICAGO — Studio time is booked solid here as the Windy City enjoys its biggest recording boom in a decade. Prospering independents such as Dunwich Productions are dying for space with a number of major labels—ABC and RCA, for example—who are scheduling an increasing number of sessions in Chicago studios.

A high percentage of the Chicago sides are hitting the charts. Current examples are Jackie Wilson's "Higher and Higher" and Gene Chandler's "There Goes the Lover," both pro-

duced by Carl Davis for Brunswick and recorded at Universal Recording Corp.; "Get On Up" by the Esquires on Bunky, produced by Chicagoan Bill Sheppard and recorded at Universal; the Impressions' "I Can't Stay Away From You," also recorded at Universal and produced by Johnny Pate for ABC; and the American Breed's "Don't Forget About Me" on Acta produced by Bill Traut of Dunwich and recorded at Universal.

Chart merchandise out of recent Chicago sessions includes American Breed and the Maids

sides produced by Dunwich for Acta and Mercury, respectively, and material by H. P. Lovecraft produced by the same firm for Philips. Mercury's successful Spanky and Our Gang sides have been recorded at Universal, as have hits by the Shadows of Knight, the Buckinghams, Cryin' Shames, New Colony Six (newly signed by Mercury), Pride and Joy, Artistes, Esquires, Five Stairsteps and the Impressions.

Booked Solid

Meanwhile, the RCA studios have been handling such acts as the Metros and the Monkees and the new Chess studios on the South Side are booked solid with house and independent work.

"The sound, the music, the groups, and the records that are coming out of the Windy City are causing things to happen fast," said Universal president A. B. (Bernie) Clapper. His own firm, one of the most in demand, record industry service organizations in the country, has launched a \$1 million expansion of its Near North Side facilities, adding 26,000 square feet for four new studios, more dub-down and mastering rooms and added space for film rerecording and optical recording.

Universal, which is one of the largest independent recording companies in the world, has five air-conditioned studios. These facilities were recently put on a 24-hour basis. Clapper said that the round-the-clock policy was so well received that he's added a full complement of nighttime personnel and has been able to remove premium overtime rate charges on all afterhours recording activity. As we walked into Universal's vast Studio A with Clapper during a lunch break last week, he said, "You'd be surprised to know that at 3 this morning a 24-piece orchestra was working in here."

Clapper said that Universal is now switching to 8-track recording equipment in existing studios and its new studios "will be the world's first equipped with the new Ampex AG 440-8 recorders."

ABC Office

ABC has officially recognized the Chicago rebound by opening its own office on "record row" (South Michigan Avenue) under Chicago writer-arranger-producer Johnny Pate. Universal has been so deluged by pros and amateurs alike seeking recording advice that they've prepared a brochure describing the procedures and fees involved in recording and pressing records. "This brochure will help new groups get a quick insight into the record business," Clapper said.

Some Chicago producers see a Windy City "sound" emerging in all this new activity.

"Word is spreading that Chicago has the flavor and sound of the real true blues," said Traut. "We've had local groups playing this way for years. Now all the groups want a blues sound, so they're coming to Chicago where blues is played and recorded best. We're getting more and more requests from groups wanting to record in Chicago."

"Producers and performers picked up the pieces from other sounds, put them together, refined them, added some special touches, and created a sensational new r&b," Clapper said. "It's not an imitation, it's a fresh, new, exploding sound—a technique."

Woodie Guthrie Dies; U. S. Folk Music Titan

NEW YORK—Woody Guthrie—born Woodrow Wilson Guthrie—singer, composer and a titan in the world of American folk music, died Tuesday (3) at Creedmore State Hospital, Queens, of Huntington's chorea. He was 55, and had been ill for many years. Guthrie wrote and sang of the land and its people, of the glories of the American heritage, of the tragedies of the Depression, of the Dust Bowl and the Okies. His influence on the development of folk music and folk artists was profound.

Some of his well-known songs (he wrote hundreds of tunes) are "This Land Is Your Land," "Tom Joad," "Pretty Boy Floyd" and "So Long It's Been Good to Know You."

One of five children, Guthrie was born 1912 in Okemah, Okla. The family sang and danced to old ballads, square dances and blues. As a teenager Woody became an itinerant performer, playing harmonica and guitar, singing in

Hastings Sets 'Dolittle' Plans

NEW YORK — Hastings Music, a subsidiary of the Big 3, has set a five-point music publishing plan for the Leslie Bricusse songs from 20th Century-Fox's forthcoming "Doctor Dolittle."

Hastings is publishing sheet music on 11 songs, and has in the works a book of vocal selections, and another of choral arrangements, and is preparing separate editions of concert band arrangements and "easy" piano arrangements.

All of the publications will feature full-color illustrations from "Doctor Dolittle" on the covers. The film will have its American premiere at New York's Loew's State Theater Dec. 19. The soundtrack album will be distributed by ABC Records.

NARM WINNERS IN COLLEGE

PHILADELPHIA — The first four recipients of NARM \$4,000 college scholarships are now attending college. They are Barbara Brenner at the University of Minnesota, Ronald Jansinski at the University of Connecticut, Gregory Rasmussen at Wabash College and Michael Wong at the University of California. They are all sons or daughters of employees of NARM member companies.

pool rooms, carnivals and rodeos and traveling on freight trains.

Many of Guthrie's early songs he recorded for the Stinson, Folkways and RCA Victor labels. Last year, Stewart L. Udall, Secretary of the Interior, presented a U. S. government award to Guthrie in recognition of his work in making the people aware of their heritage. Udall termed him a "poet of the American landscape."

A private funeral service was held Wednesday (4). A memorial tribute in the next two months is planned by friends.

Critters Sign Project 3 Record Pact

NEW YORK — Project 3, Enoch Light's sound label, has entered the teen pop field with the signing of the Critters. The group had been with Kapp Records and had been produced by Kama Sutra. Under the new arrangement, they will produce their own records. While at Kapp, the Critters had five chart records.

This week the Critters cut five sides for Project 3, with the first single to be released in two weeks. The label is already in the pop singles field with the Kissin' Cousins, but this group has an easy listening sound as contrasted with the rock sound of the Critters.

3M Cassette Runs 90 Mins.

NEW YORK — The 3M Company is marketing a 90-minute magnetic tape cassette using its Dynarange oxide coating. The tape, the company claims, provides better recording and playback characteristics at 1 7/8 inches per second. Another feature of the 3M tape, marketed under the "Scotch" logo, is its silicone lubrication, which reduces friction and wear. Suggested list price of the blank cassette, No. 292 C-90, is \$4.76.

'Street' Writer, Pub.

NEW YORK—Steve Gillette wrote "Back on the Street Again," the new Sunshine Company single on Imperial. The song was published by Cherry Lane Music, Inc., ASCAP. Incorrect writer and publisher credits appeared in last week's Billboard when the disk received a Top 20 Spotlight.

Executive Turntable

• Continued from page 3

Dick Burns named Southern California promotion man for Dunhill and ABC Records.

Songwriter Bryan Ryman has joined Wingate Music, Dunhill's publishing company.

★ ★ ★

Terry Powell to Columbia's Hollywood office as singles promotion man, replacing Jeff Clark who has resigned. Powell was formerly with Warner/Reprise for six months and before that with Dot in similar posts.

★ ★ ★

John Rose has been named West Coast manager for Mercury Record Corp. music publishing division. He'll be based in Mercury's corporate office in Hollywood, handling the territory west of the Mississippi.

★ ★ ★

George Cooper has resigned as Dot's vice-president and national sales manager. He had been with the company seven years.

★ ★ ★

Caroline Molzan has joined Dot as Mary Brewer's replacement as production manager. Miss Molzan had held a similar post at Liberty Records for the past four years.

★ ★ ★

Mercury Record Corp. has three new Merrec branch managers: Frank Peters moves from the Chicago branch to head Atlanta Merrec; Arnold Orleans moves from Capitol to head Chicago Merrec and Eddie Grady moves from Dallas to head New Orleans Merrec.

★ ★ ★

Mrs. Sylvia Netherland has been appointed director of sales promotion for CBS Direct Marketing Services. Mrs. Netherland will be responsible for developing and assisting in the development of sales promotion pieces, planning and implementing sales promotion programs and policies, and for general supervision of the department. Mrs. Netherland has been with Columbia since 1959 as a proofreader.

★ ★ ★

Bob Goemann has joined the RCA Victor Record Club as administrator of merchandising. He reports to Bernard Braddon, merchandising manager. Goemann was formerly with E. J. Korvette as a record buyer.

★ ★ ★

Ken Revercomb, who recently joined Dot Records has been named national sales director of oversee branch and distributor operations in sales and promotion.

★ ★ ★

Willie Morganfield, spiritual recording artist, has been named national promotional director of Jewel Records' Jewel Devotional Series.

★ ★ ★

George A. Kiernan, former Date, Ode promotion man, Atlanta, started Monday (2) as Philips Smash Fontana promoter for Merrec Distributors, Cleveland.

★ ★ ★

Gary Kagen has been named public relations head for Queen Booking Corp.

★ ★ ★

Tina Poe has been named vice-president, general manager and executive director of Invincible Recording Co., succeeding Beverly Spruill. Miss Poe will handle the company's New York office. . . . Bob Smith, formerly with Dot Records, has been added to the field promotional staff for Warner Bros.-Reprise and Loma Records. He will headquarter in Seattle.

Hank Williams Suit

• Continued from page 3

in the best interest" of Hank Jr. He explained, "Earnings on the compositions involved were on the upgrade. You don't sell these things that far in advance, unless you need money."

Testimony pointed out that Hank Williams Jr. was not in need of extra funds at the time of the 1963 contract.

Mystery prevailed at several points of the trial when the case produced testimony about an unidentified illegitimate child who possibly could be one of Williams' heirs. A Montgomery attorney representing the child said the child is entitled to inherit from its natural father.

However, attorneys for Acuff-Rose argued that the child does not comply with Alabama's legitimation laws and should not inherit any of the estate. Earlier testimony claimed that the child, a girl, lived with Hank Williams' mother for a time and was adopted by another family.

Radio Spots Pull On Col. Albums

PHILADELPHIA — A Columbia Records premium album featuring big bands—"Columbia Big Band Hits"—pulled in 1,028 orders by mail from a series of 80 one-minute spot commercials on WPBS-FM, stereo station here. The commercials, handled by the Victor and Richards agency in New York, were spread over four weeks through Sept. 17. Album cost was \$4.98. Orders came from mostly Pennsylvania, New Jersey, Delaware, Maryland, and Virginia.

Rice Into Soul

NASHVILLE — Rice Records, the label of Jimmy Key Talent Agency, has entered the soul field with a release by Teddy Hill and the Southern Soul.

Title is "I Just Dropped In." Label has been confined to country and contemporary pop heretofore.

NEW ALBUMS for OCT.

RCA VICTOR
The most trusted name in sound



**NEW
POP
ALBUMS**



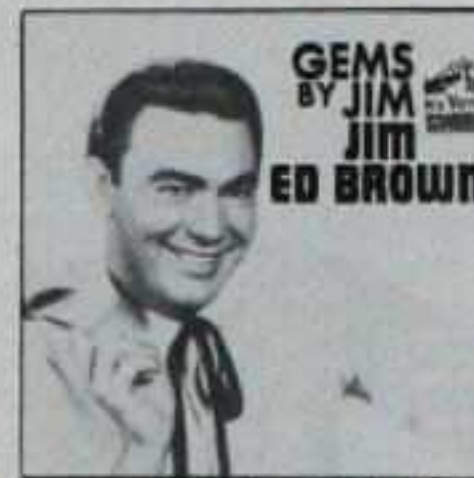
LPM/LSP-3852*



LPM/LSP-3885*



LPM/LSP-3851*



LPM/LSP-3853*



LPM/LSP-3879*



LPM/LSP-3862*



LPM/LSP-3876*



LPM/LSP-3861*



LPM/LSP-3844*



LPM/LSP-3850*



LPM/LSP-3846*



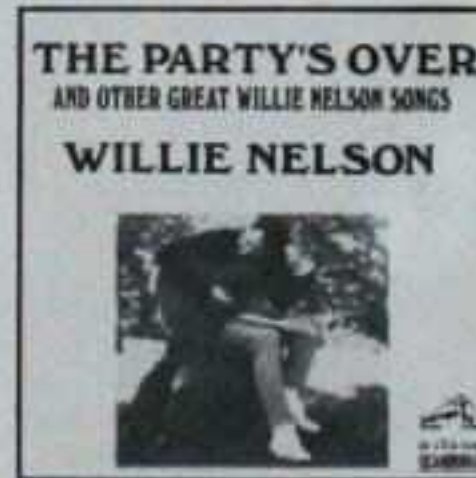
LPM/LSP-3877*



LPM/LSP-3849(E)



LPM/LSP-3863



LPM/LSP-3858*



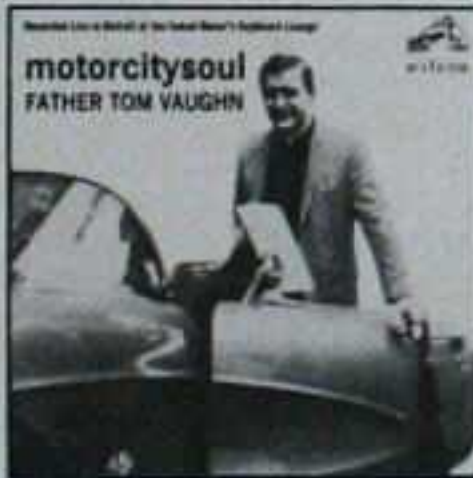
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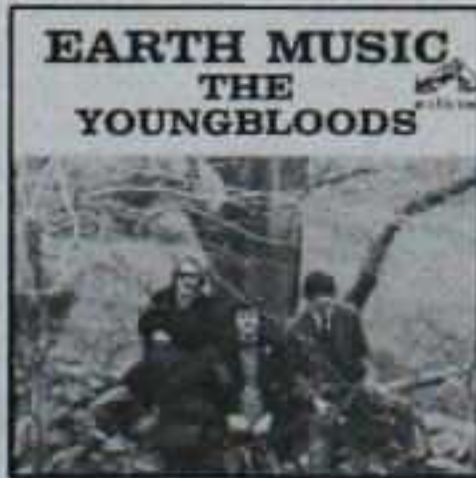
LPM/LSP-3866*



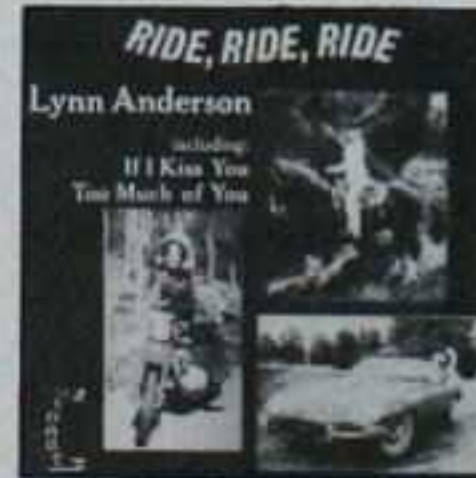
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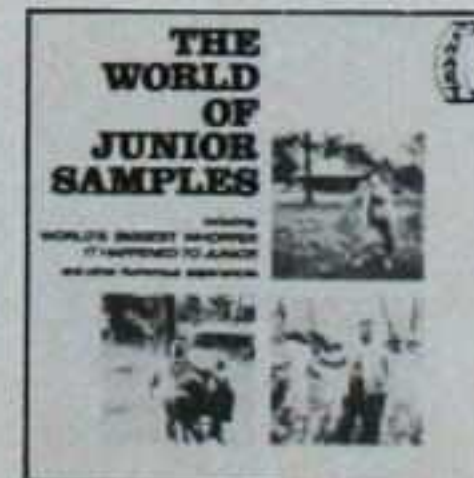
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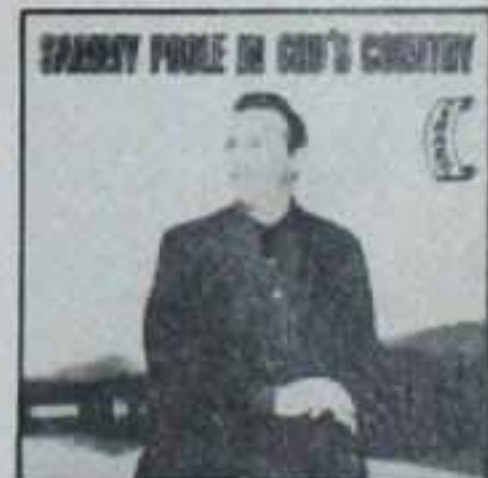
LPM/LSP-3865



CHM/CHS-1001(e)†



CHM/CHS-1002†

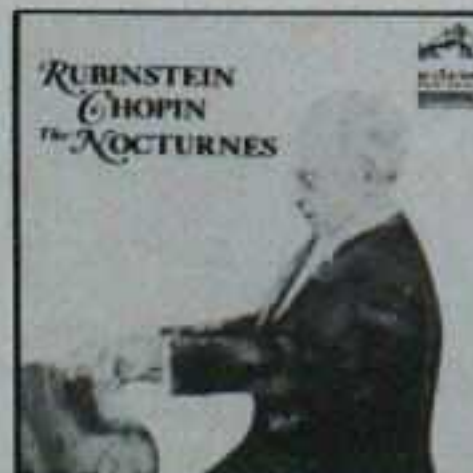


CHM/CHS-1003†

NEW RED SEAL RECORDINGS



LM/LSC-6180



LM/LSC-7050



LM/LSC-2965



LM/LSC-2939



LM/LSC-2976



LM/LSC-2966

RCA VICTOR PRESENTS PERRY COMO'S HOLIDAY SPECIAL
with Rowan & Martin, Jefferson Airplane, Bobbie Gentry. Special Guest Stars: Sergio Mendes & Brasil '66 in color, on NBC-TV, November 30, 7:30-8:30 EST; 6:30-7:30 CST

*Recorded in Dynagroove sound

†Manufactured and distributed by RCA

Market Quotations

As of Noon Thursday, October 5, 1967

NAME	High	Low	Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
Admiral	38	20 3/4	532	26 1/2	24 3/4	24 3/4	- 1
American Broadcasting	102	72 3/4	385	82 3/4	79 1/2	82 3/4	+ 2 3/4
Ampex	40 3/4	22 3/4	865	37 1/2	35	36 1/4	+ 3/8
Audio Devices	30 3/4	21 3/4	131	27 1/2	26 1/2	26 3/4	+ 1/8
Automatic Radio	8 1/4	3 1/4	274	8 3/4	7 1/2	8	+ 1/8
Automatic Retailer Assoc.	80	51 3/4	165	79 3/4	76 1/4	76 3/4	- 2 3/4
Avnet	49	16 3/4	717	49	46 3/4	47 1/2	+ 3/8
Cameo Parkway	55	2 1/2	1474	53 3/4	35	39 1/2	-14 3/4
Canteen Corp.	28 3/4	21 1/2	287	24 3/4	24	24	- 1/4
CBS	76 3/4	59 1/2	889	64 1/4	60 3/4	61 3/4	- 3/8
Columbia Pic.	52 3/4	33 1/2	114	52 3/4	49 3/4	49 3/4	- 2
Consolidated Elec.	57 3/4	36 3/4	489	44 1/4	41	41 3/4	- 2 3/4
Disney, Walt	106	75	167	101	96 1/2	96 3/4	- 3/8
EMI	5 3/4	3 1/2	646	5 1/4	4 3/4	5	Unchg.
General Electric	115 3/4	82 1/2	834	115 3/4	111 3/4	114 3/4	+ 2 1/4
Gulf + Western	64 3/4	30 3/4	1537	55 3/4	51 3/4	53 3/4	- 1 1/4
Handleman	47 3/4	17 1/2	478	47 3/4	41 3/4	47 3/4	+ 6 1/4
MCA	59 3/4	34 3/4	35	58 3/4	57 3/4	58	Unchg.
Metromedia	63 1/4	40 3/4	168	62 3/4	59 3/4	62 1/2	+ 2 1/2
MGM	64 3/4	32 3/4	249	63 1/2	59 1/4	60 1/4	- 3/4
3M	93 1/2	75	403	90	88 3/4	89 3/4	- 3/8
Motorola	134 1/2	90	279	129 1/2	125 3/4	127 3/4	+ 2 1/2
RCA	62 3/4	42 3/4	1925	62	59 3/4	61 3/4	+ 1 1/4
Seeburg	23 3/4	15	498	23 3/4	21 1/2	21 1/2	- 1 3/4
20th Amer.	47 3/4	28 1/2	890	47 3/4	46 3/4	47 3/4	+ 3/8
Trans Century	59 1/2	32 3/4	1079	56 3/4	51 3/4	55 1/2	+ 3
WB	28 1/2	16 3/4	74	28 1/4	27 1/4	28	+ 1/8
Wurlitzer	36	18 1/2	70	24 3/4	23 1/2	23 1/2	- 1/2
Zenith	72 1/4	47 3/4	515	70	67 3/4	68 3/4	- 1/8

OVER THE COUNTER*

As of Noon Thursday, October 5, 1967

NAME	Week's High	Week's Low	Week's Close
GAC	10 1/2	8 3/4	9 3/4
ITCC	15 1/4	13 1/4	14 1/4
Jubilee Ind.	8 3/4	7 3/4	8
Lear Jet	19 3/4	18 1/2	19 3/4
Merco Ent.	15	14 1/4	14 1/4
Mills Music	31 1/2	29	31 1/2
Orrtronics	7 1/4	6 3/4	6 3/4
Pickwick Int.	15 1/2	14 3/4	15 1/2
Telepro Ind.	3 3/4	3 1/4	3 1/4
Tenna Corp.	9 3/4	9 1/4	9 3/4
National Mercantile	11 1/4	10 3/4	11

*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.

CLUB REVIEW

Cool, Charming Peggy Lee Sets a Feverish Pace

NEW YORK — The range of professionalism between a master of song like Capitol Records Peggy Lee and a novice—everybody else—was never demonstrated better than Thursday night (5) at the Copacabana nightclub as she put a sad, sweet torch to songs like "Alfie" and "Our Love Is Here to Stay" and a spine-tingling chill to a swamp bottom tune, "Fever." One can't help getting the impression she's a blues belter—or could be, or can be when

she wants to be—but she has every note locked up tight and is in control.

From the opening number, "Just Like Old Times," she moved into a tune telling everybody "Gee, It's Good to See You, Babe," a rippling song accented by the beat of the drums. From that, she shifted to a soft "The More I See You" and followed with perhaps two dozen more tunes. Her show was well-paced, well-balanced

(Continued on page 12)

Award Vs. Pickwick Upset

NEW YORK — A \$540,000 award given Lou Monte against Pickwick International, Inc., has been reversed by Judge Samuel Spiegel in New York State Supreme Court. Spiegel ordered a new trial of the case. Due to a mechanical error, last week's issue of the Billboard contained separate stories on the original jury award and the reversal. In his decision, Spiegel said, "In this type of action the jury is generally considered to be the supreme arbiter on the question of damages. However, where the damages awarded are grossly excessive and out of all

proportion to the malice demonstrated, it becomes the duty of the trial judge to set aside the verdict absolutely or conditionally. . . . Under the circumstances of this case, the jury shocked the conscience of the court with this verdict which exceeds the bounds of reasonable compensation where no injury has been shown to have been inflicted."

Monte had charged that a Pickwick/33 album, "Spotlight on Lou Monte," was issued from a 20-year-old demo without his permission. The suit also referred to Pickwick's use of Monte's picture on the jacket.

Pubs Wooing Writers

• Continued from page 1

season with "The Happy Time." Valando recently signed the team of Marion Grudoff and Ray Jessell who will be on the Broadway boards early next year with the score for "Hellzapoppin'."

And now the Richmond Organization, Howie Richmond's firm, is getting back into the Broadway picture with the signing of Richard Adler. The first project under the new agreement will be the publication of the forthcoming musical "A Mother's Kisses." Adler's previous Broadway credits include "Pajama Game" and "Damn Yankees" (with the late Jerry Ross) and "Kwamina." The musicalization of the Bruce Jay Friedman novel, "A Mother's Kisses," will be produced by Quartet Productions, which is comprised of Alan King, Gene Walsk, Manny Azenberg and Walter Hyman.

TRO is mapping an intensive promotion, publicity and exploitation campaign for "A Mother's Kisses." In the past, TRO has published the scores for such Broadway musicals as "Stop the World I Want to Get Off," "The Roar of Greasepaint," "High Spirits" and "Oliver!" Also upcoming for TRO this season is the Oscar Brand-Paul Nassau score for "The Education of Hyman Kaplan."

United Artists Music, which is tied in with United Artists Records, is also rounding up new writers with Broadway potential. The UA music firm has signed Robert Waldman and Alfred Uhry, who will be represented on Broadway this season with "East of Eden," which will be co-produced by Mitch Miller and United Artists.

Sam Fox Music, which clicked last year with the Mitch Leigh-Joe Darion score for "Man of La Mancha," is also expanding its activities into Broadway. The firm recently signed Albert Hague and Alan Sherman who are currently working on two Broadway properties.

Decca Sales Meeting Stresses 'Total Entertainment' Concept

• Continued from page 3

the Hobbit books of J. R. R. Tolkien, Vincent Bell, Annie Ross, Andres Segovia, New York Pro Musica, the Cincinnati Symphony Orchestra, and pianist Amiram Rigai.

Martin P. Salkin, vice-president in charge of recording, pointed out that Decca's stress would be on "the sound of 1968." In this respect, he mentioned that the label was lining up ties with independent record producers and has already nailed down deals with Mike Leander, Shel Talmei, Tito Burns, Charlie Greene and Brian Stone, Terry Phillips, and Koppelman and Rubin.

It was also pointed out that such artists on the LHI label, which recently left Decca, as the Kitchen Cinq, the Friday's Fire and Virgil Warner would still be released by Decca or Coral if the labels want them.

Decca is also has a tie-in for its single "Stranger on the Run" by Bill Anderson with

NBC-TV. The song is the title theme of the film which will be shown on NBC-TV, Oct. 31. The film was produced by MCA, Decca's parent company. Other singles in the label's October drive are by Brenda Lee and Conway Twitty. And waiting in the wings is the launching of the Mandella, a Canadian group.

Murray Lorber, Decca's advertising director, pointed out that "The Big Kickoff" would be backed up with a national advertising campaign that will include a full-page color advertisement in Look Magazine Nov. 28 and a full-page color advertisement in Life Magazine Dec. 11. Advertisements are also scheduled for Esquire, New Yorker, High Fidelity, Schwann and the American Record Guide. Pre-prints of the Look and Life advertisements will be sent to all branches as an additional selling tool.

A pitch was also made by Lou Sebock, assistant general sales manager, for the non-

Decca product. This includes lines from London, Elektra, Caedmon, World, Colonial, and labels issue by Randall Wood.

Howie Kaye, of the Home Entertainment Division, said that an expansion program was under way. Decca will soon be adding five or six new guitar models, is considering adding a three-drum set, and developing a full line of chord organs. He also has worked out a program making it unnecessary for the dealer to stock up on drums. All the dealer is required to carry is a sample drum set and Decca will ship the drums sold directly to the customer. Decca also is making a Musical Accessories Merchandiser available to dealers to aid in impulse buying.

Leo Refice, of the tape division, gave a rundown of Decca's involvement in 4-track and 8-track tape cartridges and pointed out that if the company ever swings to cassettes it will make no licensing arrangements but will manufacture the cassette itself.

Bulova's New CARtridge System

• Continued from page 1

system. Product is expected to be on the market by next summer. Bulova also will manufacture units under its own label as well as for the O.E.M. and private brand markets. Since Bulova sells its products through 16,000 franchised outlets, it appears likely that the Bulova brand player will be handled by its dealers. Players and cartridges will be aimed at the car, home, boat and portable markets, similar to the existing systems.

The Bulova-Warner cartridge is a reel-to-reel assembly, uses half-inch non-lubricated tape, and plays at 2 1/2 inches per second. It measures one-third the size of a conventional 8-track cartridge and is equal in thickness to either a 4- or 8-track pack. It requires less than 60 feet of tape to provide the playing time of an average LP, as compared to 300 feet in the 4-track and 175 feet in the 8-track continuous loop cartridges.

The Bulova-Warner cartridge uses two spools

that are flanged top and bottom. The double-flanged spools assure low torque tape transport and accurate tracking, according to Gewertz. This differs from the continuous loop cartridge which winds tape on a single flanged platform as opposed to a spool, and differs from the cassette which is core-wound. The double-flanged spool feature is said to achieve more uniform tape tension, and maximum distortion-free playback while the unit is in transit.

While the initial cartridge is designed to provide playing time equal to that of an LP, a family of cartridges will follow to accommodate other musical and non-musical applications requiring longer duration. The longer playing time will be achieved by slightly increasing the size of the cartridge to accommodate larger spools of tape. The larger cartridges will play in the regular Bulova unit.

The playback is smaller in size than the conventional continuous loop car unit. It weighs approximately five pounds, thus enhancing its port-

(Continued on page 12)

NOW HEAR THIS!

**YOU'VE MADE ME
SO VERY HAPPY**

BRENDA HOLLOWAY

TAMLA 54155

ACTION
COAST TO COAST
FROM
MOTOWN
RECORD CORPORATION
The Sound of Young America®



SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 107—Last Week, 132

*This record is predicted to reach the TOP 40 EASY LISTENING Chart.

POP SPOTLIGHTS

TOP 20 Spotlights—Predicted to reach the top 20 of the Hot 100 Chart

NANCY SINATRA & LEE HAZLEWOOD—LADY BIRD (Prod. Lee Hazlewood) (Writer: Hazlewood) (Hazlewood, ASCAP)—**SAND** (Prod. Lee Hazlewood) (Writer: Hazlewood) (Criterion, ASCAP)—That hot "Jackson" duo strikes back with two potent sides. First side should take off fast initially and flip should catch up in short order. Both are exceptional easy-beat ballads. Reprise 0629

JAY & THE TECHNIQUES—KEEP THE BALL ROLLIN' (Prod. Jerry Ross) (Writers: Randall-Linzer) (Screen Gems-Columbia, BMI)—The group's "Apples, Peaches, Pumpkin Pie" smash is fast followed up with this strong rocker with as much sales potential as their initial entry. Flip: "Here We Go Again" (Akbesta, BMI). Smash 2124

GLADYS KNIGHT & THE PIPS—I HEARD IT THROUGH THE GRAPEVINE (Prod. N. Whitfield) (Writers: Whitfield-Strong) (Jobete, BMI)—

TOP 60 Spotlights—Predicted to reach the top 60 of the HOT 100 Chart

PROCOL HARUM—HOMBURG (Prod. Denny Cordell) (Writers: Reed-Brooker) (Total, BMI)—The "Whiter Shade of Pale" group switches labels and comes up with more potent, compelling ballad material which should have no trouble climbing up the Hot 100 in short order. Flip: "Good Captain Clock" (Essex, ASCAP). A&M 885

"BOB CREWE GENERATION—BIRDS OF BRITAIN (Prod. Bob Crewe) (Writers: Crewe-Davie) (Saturday, BMI)—The "Music to Watch Girls By" group has another programming and sales item in this infectious dance number. Another top Hutch Davie arrangement that can't miss. Flip: "I Will Wait For You" (Vogue/Ware, BMI). DynoVoice 902

FIFTH ESTATE—HEIGH HO (Prod. Steve & Bill Jerome) (Writers: Morey-Churchill) (Bourne, ASCAP)—From "Ding, Dong, the Witch is Dead" to this rocking baroque revival of the Seven Dwarfs' classic, the creative group has another not idea here loaded with sales appeal. Should prove a big one. Flip: "It's Waiting There for You" (Goodness-Truth, BMI). Jubilee 5595

"LOVE OF THE COMMON PEOPLE (Writers: Hurley-Wilkins) (Tree, BMI)—**EVERLY BROTHERS** (Prod. Dick Glasser) Flip: "A Voice Within" (Warner Bros. 7088)—**WAYNE NEWTON** (Prod. Al De Lory) Flip: "It's Still Loving You" (Capitol 2016)—Having hit in the country market via Waylon Jennings' version, this top material has powerful pop sales potential via either or both of these well-done renditions. Both are loaded with commercial appeal for all ages.

CRITERS—LITTLE GIRL (Prod. Ripp-Anders-Poncia) (Writer: Darway) (Tender Tunes/Elmwin, BMI)—Raucous rocker has all the earmarks of a fast smash. Loaded with discotheque appeal and sales for the teen market, this should hit with impact. Flip: "Dancing in the Streets" (Jobete, BMI). Kapp 858

ROY ORBISON—SHE (Prod. Rose & Vienneau) (Writers: Orbison-Dees) (Acuff-Rose, BMI)—Following up his recent "Cry Softly, Lonely One," the soulful blues stylist has another strong ballad entry here that should meet with the same sales success. Flip: "Here Come the Rain, Baby" (Acuff-Rose, BMI). MGM 13817

UNION GAP Featuring **GARY PUCKETT—WOMAN, WOMAN** (Prod. Jerry Fuller) (Writers: Glaser-Payne) (Glaser, BMI)—Featuring a strong lead singer and good easy rock ballad material with a well-written lyric, this new group has all the ingredients to make it big with their initial record entry. Flip: "Don't Make Promises" (Faithful Virtue, BMI). Columbia 44297

CHART Spotlights—Predicted to reach the HOT 100 Chart

CHER—You Better Sit Down Kids (Chrimarc/Cotillon, BMI). IMPERIAL 06261
SANDPIPERS—Cuando Salí De Cuba (Miller, ASCAP). A&M 880
CARE—You Can Have Him (Big Billy/Harvard, BMI). DECCA 32212
ROBERT PARKER—Holdin' Out (Bonatemp Shirley, BMI)—I Caught You in a Line (Bonatemp Juptant, BMI). NOLA 738
EDDIE FLOYD—On a Saturday Night (East, BMI). STAX 233
DON & GOODTIMES—Bambi (Screen Gems-Columbia, BMI). EPIC 10241
WEBSTER'S NEW SOUND—Henry Thatchet (Remember, ASCAP). RCA VICTOR 9337
JIMMY JONES—True Love Ways (Nor Va Jak, BMI). BELL 689
SHEB WOOLEY—The Love-In (Channel, ASCAP). MGM 13827
STAN FREEMAN—When I Look in Your Eyes (Hastings, BMI). PROJECT 3 1317
JOHNNY HODGES—Don't Sleep in the Subway (Duchess, BMI). VERVE 10555
BILL SODEN—Stop! In the Name of Love (Jobete, BMI). COMPASS 7012
BILLY VERA & JUDY CLAY—Storybook Children (Blackwood, BMI). Atlantic 2445
SUPER GENERATION—Heart Full O'Soul (Kaskat, BMI). LAURIE 3413
PERCY FAITH—Can't Take My Eyes Off You (Saturday/Seasons Four, BMI). COLUMBIA 44319

This pulsating pile driver is just what they needed to top their "Everybody Needs Love" hit. Loaded with electricity and soul, it should ride straight to the top. Flip: "It's Time to Go Now" (Jobete, BMI). Soul 35039

PLATTERS—SWEET, SWEET LOVIN' (Prod. Richard (Popcorn) Wylie) (Catalogue, BMI)—This blackbuster never lets up from start to finish. Swinger should prove their hottest sales item since their "With This Ring" winner. Flip: "Sonata" (Gleam, ASCAP). Musicor 1275

MUSIC EXPLOSION—WE GOTTA GO HOME (Prod. Big Kahoonia Prod.) (Writers: Gentry-Cordell) (Patricia, BMI)—Back with the excitement of their first hit "Little Bit O' Soul," the group has a sure-fire topper for their recent "Sunshine Games" chart item. Solid dance beat throughout. Flip: "Hearts and Flowers" (Kaskat/Rozniqne, BMI). Laurie 3414

LOOKING GLASS—VIRGINIA DAY'S RAGTIME MEMORIES (Prod. Yodan Critch) (Writers: Price-Walsh-Bottler) (Tamerlane, BMI)—The label's hot now via the Strawberry Alarm Clock and this fine group should keep the label active on the charts with this well-done folk rocker, cleverly arranged and performed. Fresh and potent sound. Flip: "What Am I Doing Cryin'" (Roxanne, BMI). UNI 55034

THE HASSLES—YOU'VE GOT ME HUMMIN' (Prod. Tony Michaels & Vinny Gormann) (Writers: Hayes-Porter) (Pronto/East, BMI)—The Sam and Dave rocking hit of the past gets a pulsating work-over by a new quintet loaded with excitement. Backed by a big promotional drive, group could fast prove hot disk sellers. Flip: "I'm Thinkin'" (Unart, BMI). United Artists 50215

THE HERD—FROM THE UNDERWORLD (Prod. Steve Rowland) (Writer: Blaikley) (Spectorious, BMI)—British import, currently climbing their chart, is a fascinating piece of material with interesting lyric line and infectious dance beat in strong support. Should prove equally big in the U. S. Flip: "Sweet William" (Hill & Range, BMI). Fontana 1602

KEITH WEST—A TEENAGE OPERA (Prod. Mark P. Writz) (Writers: Philwit-Hopkins) (Miller, ASCAP)—This one has to be one of the most interesting British import productions of the year. Exceptionally well performed, the material could put this newcomer high on the Hot 100. Must be heard throughout. New Voice 825

BARBARA RANDOLPH—I GOT A FEELING (Prod. Hal Davis) (Writers: Holland-Dozier-Holland) (Jobete, BMI)—Loaded with that swinging Motown sound, this smooth rocker should hit with impact and fast establish the fine new blues stylist. Flip: "You Got Me Hurtin' All Over" (Jobete, BMI). Soul 35038

THE FIRST EDITION—I FOUND A REASON (Prod. Mike Post) (Writer: Settle) (Hollis, BMI)—Former lead of the Christy Minstrels, Mike Settle comes up with an explosive new vocal group loaded with commercial appeal and top folk-rock material penned by Settle. Build-up campaign should fast establish strong group as hot disk sellers. Groovy blues belting sounds throughout. Flip: "Ticket to Nowhere" (Hollis, BMI). Reprise 0628

THE HUNG JURY—BUSES (Prod. Chris Houston) (Writers: Parker-Moeller) (Saturday, BMI)—Exceptional new group of five from Glen Cove, Long Island, have a fresh rock sound and creative material that should put them on the charts in short order. Flip: "Let the Good Time In" (Screen Gems-Columbia, BMI). Colgems 1010

BOBBY WOOD—Break My Mind (Windward Side, BMI). MGM 13797
BOBBIE GENTRY & JODY REYNOLDS—Stranger in the Mirror (Dolly Bee, BMI)—Requiem For Love (Dolly Bee, BMI). TITAN 1736
BEN E. KING—She Knows What to Do For Me (Ten East/I Found It, BMI). ATCO 6527
JIMMY CASTOR—Mini Sonata (Jimplre/Bozart, BMI). SMASH 2120
BILLY LEE RILEY—Mississippi Delta (Shayne, ASCAP). MOJO 8001
LEN BARRY—Come Rain or Come Shine (A-M, ASCAP). RCA VICTOR 9348
MARY McCASLIN—Rain (Maclean, BMI). CAPITOL 2020
BILL FAY—Some Good Advice (Gil, BMI). DERAM 85017
WAYNE COCHRAN—When My Baby Cries (Winlyn, BMI). CHESS 16002
CHAPINS & WILL JORDAN'S FRIENDS—Old Time Movies (Chapin/Ramapo, BMI). ROCK-LAND 664
MITCHELL TRIO—Like to Deal With the Ladies (Cherry Lane, ASCAP). REPRISE 0630
JERRY LEE LEWIS—Turn On Your Lovelight (Dan, BMI). SMASH 2122
FRANKIE RANDALL—When the World is Ready (Famous, ASCAP). RCA VICTOR 9346
ANITA BRYANT—The Happy Time (Sunbeam, BMI). COLUMBIA 44324
GUNTER KALLMANN CHORUS—Tammy (Northern, ASCAP). 4 CORNERS OF THE WORLD 146

COUNTRY SPOTLIGHTS

TOP 10 Spotlights—Predicted to reach the top 10 of the HOT COUNTRY SINGLES Chart

JIM REEVES—I HEARD A HEART BREAK LAST NIGHT (Prod. Chet Atkins) (Writer: Payne) (Hill & Range, BMI)—Potent Leon Payne ballad material is sung to perfection by Reeves with all the sales potential of another No. 1 item. Flip: "Golden Memories and Silver Tears" (Open Road, BMI). RCA Victor 9343

CHARLIE WALKER—I WOULDN'T TAKE HER TO A DOGFIGHT (Prod. Billy Sherrill) (Writers: Snow-Kingston) (Window, BMI)—Hot on the heels of "Don't Squeeze My Sharmon," Walker can't miss with this infectious novelty that should quickly carry him to the top of the charts. Flip: "Tonight, We're Calling It a Day" (Wilderness, BMI). Epic 10237

DOLLY PARTON—WHY, WHY, WHY (Prod. Fred Foster) (Writer: Owens) (Combine, BMI)—Bill Owens penned this strong rhythm item and Miss Parton sings it for all it's worth. Should prove just as big as her giant "Somethin' Fishy." Flip: "I Couldn't Wait Forever" (Combine, BMI). Monument 1032

DALLAS FRAZIER—EVERYBODY OUGHT TO SING A SONG (Prod. Kelso Herston) (Writer: Frazier) (Blue Crest, BMI)—That top country composer has written himself a powerful piece of catchy rhythm material that should spiral right up to the top of the charts. Fine performance loaded with jukebox appeal as well. Flip: "Only a Fool" (Blue Crest, BMI). Capitol 2011

JUNE STEARNS—RIVER OF REGRET (Prod. Frank Jones) (Writer: Francis) (Ma-Ree, ASCAP)—This strong performance should prove to be the one to establish this fine stylist as a top disk seller. With a feel of Patsy Cline, but her own individual style, Frank Jones has an important discovery here. Flip: "Where Did the Good Times Go" (Bettye Jean, BMI). Columbia 44321

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

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

RAY PENNINGTON—Who's Gonna Walk the Dog (Pamper, BMI). CAPITOL 2006
JERRY WALLACE—This One's on the House (Forest Hills, BMI). LIBERTY 54001
BUCKAROO'S—Chicken Pickin' (Blue Book, BMI). CAPITOL 2010
HANK COCHRAN—Speak Well of Me to the Kids (Pamper, BMI). MONUMENT 1033
SLIM WHITMAN—The Keeper of the Key (Vidor, BMI). IMPERIAL 66262
BOB LUMAN—The Best Years of My Wife (Four Star, BMI). HICKORY 1481
LEROY PULLINS—Gypsy Rose and I Don't Give a Curse (Buckhorn, BMI). KAPP 863
ROY ACUFF—I'm Movin' On (Hill & Range, BMI). HICKORY 1479
BARBARA CUMMINGS—Anything She'll Do For You (Acclaim, BMI). LONDON 117
C. W. MITCHELL—That See Me Later Look (Tree, BMI). ABC 10992

R&B SPOTLIGHTS

TOP 10 Spotlights—Predicted to reach the TOP SELLING RHYTHM & BLUES SINGLES Chart

J. J. BARNES—NOW THAT I GOT YOU BACK (Prod. Bullet Prod.) (Writers: Davis - Barker) (Groovesville, BMI)—A natural, hot follow up to his smash "Baby, Please Come On Back Home" is this driving easy beat mover that should soar up the r&b chart and rapidly spill over into the pop field. Groovy performance and material. Flip: "Forgive Me" (Groovesville, BMI). Groovesville 1008

WALTER JACKSON—MY SHIP IS COMIN' IN (Prod. Ted Cooper) (Writer: Brooks) (January, BMI)—More top blues ballad material performed in the wailing, emotional Jackson style could easily prove one of his biggest hits ever. Blockbuster entry. Flip: "A Cold, Cold Winter" (Shapiro, Bernstein, ASCAP). Okeh 7295

CHART Spotlights—Predicted to reach the R&B SINGLES Chart

BILLY WADE AND THE 3rd DEGREES—Tear It Up (Pamco/Yvonne/Jay-Pon, BMI). ABC 10991
T-BONE WALKER—Confusion Blues (Pamco/LZMC, BMI). BLUESWAY 61008
STATUS CYMBAL—Takin' My Time (Tandem, BMI). RCA VICTOR 9344
BUCKLE—I've Got Something On My Mind (Twin Tons, BMI). L.P.I. 1001
LARRY CHELSEI—Glad Rag Doll. LEOPARD 392
THE DATE WITH SOUL—Yes Sir, That's My Baby (Donaldson/Bourne, ASCAP). YORK 408
BARBARA MERCER—So Real (Macan & Sidrian, BMI). SIDRA 9012
LENNY O'HENRY—Across the Street (Saturday, ASCAP). ATCO 6525
GROUP THERAPY—Magic in the Air (Moplop, BMI). CANTERBURY 517
THE MEANTIME—Friday Kind of Monday (Unart, BMI). ATCO 6524
PLANT LIFE—Flower Girl. DATE 1572
LISTER SHAW—Vaya Con Dios (Ardmore, ASCAP). MGM 13823
SHELIA HERN—Monday Wednesday and Friday Girl (Yonah, BMI). CHART 1007

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Copyrighted material

Copyright Owners, CATV Reach Accord on 58,000 Renewals

• Continued from page 1

objectors to a legislated moratorium on CATV suits), broadcasters, music licensors and CATV people, brought together by Senator McClellan and by Copyright Office Register Abraham Kamenstein. The Senator said he expects the interim agreement will hold until the subcommittee can draw up some CATV copyright legislation modifying its liability, which will permit the Senate to finish action on the over-all revision next year.

In view of the "assurances" made by TV film producers and other "representations" from broadcast and music copyright interests, Senator McClellan said he had decided there was no present need for his proposed moratorium on CATV copyright suits. Originally, the Senator threatened to attach the controversial moratorium to the extension bill. (Billboard, Aug. 12, 1967.)

Such songs as "Alexander's Ragtime Band," "I Wonder Who's Kissing Her Now," "Shine On Harvest Moon" and the World Series favorite "Take Me Out to the Ball Game" would fall into public domain, the Senator pointed out, without the extension renewal. This third extension bill carries to Dec. 31, 1968, by which time it is hoped the Copyright Revision will become law, with a life plus 50-year term, and a duration of 75 years from registry for copyrights in renewal term.

Senator McClellan outlined the CATV copyright dilemma to the Senators, pointing out that two lower courts have ruled CATV fully liable for copyright fees on all their programming under current law. The test case, brought by United Artists Television against Fortnightly Corp., has now gone to the Supreme Court, which opened its current session last week. The decision to review, or to let lower court judgments stand, is expected by the end of this year. CATV people have told the high court that copyright performance liability suits could run to \$1 million a month for a single system and ruin the industry.

Senator McClellan said assurances received and in prospect, from industries involved, cover 95 per cent of the copyrighted programs on CATV. "These representations provide that, while the parties are negotiating contractual arrangements, and discussing appropriate legislative formulas,

the copyright owners will refrain from instituting legal action against CATV systems. It is further provided that in the event such negotiations are terminated, no infringement suits will be filed for a period of 90 days."

Senator McClellan said a plethora of lawsuits against CATV "could disrupt the television viewing of millions of our citizens," served by the systems.

Negotiations on CATV fees to copyright owners are continuing, and as long as both sides continue to negotiate "in good faith," the film owners have agreed to refrain from suits. Meanwhile, the subcommittee will be keeping a "watchful eye" on things, and could take "appropriate action" in the future if necessary.

At Copyright Office meetings, spokesmen for ASCAP, BMI and SESAC reportedly were willing to observe the interim freeze on lawsuits. Also, broadcasters are expected to give similar assurances to the National Cable Television Association, the NCTA has told the Senator.

The agreement on behalf of music licensors and others not to file suit does not mean they will give up on the negotiating for fees from CATV. It could turn into a waiting game, with both sides hoping for a win in the Supreme Court decision. If the high court upholds copyright liability, music licensors will be in a strong position to demand even fees from local fill-in CATV use of music, at least for the duration of the current law.

Cool reason is expected to prevail in all fee collecting from CATV, particularly since the Senate Copyright Subcommittee has yet to frame the final—and probably decisive—terms for CATV copyright. The House floor action on the copyright Revision bill killed the House Judiciary committee proposals to provide different degrees of liability for CATV, ranging from exemption for purely local fill-in service, to full liability, and protection of exclusive licenses. It also provided a framework of compulsory licensing for other ranges of CATV use. The Senate Copyright Subcommittee is expected to work out something along similar lines, to "modify" CATV liability.

If the copyright owners should violate their assurances and bring suits, the Subcommittee might not feel favorably toward them when it sets up provisos for CATV copyright liability.

Forum to Zoom in On World of CARtridge

• Continued from page 1

motive industry to pinpoint precisely the tape cartridge situation.

The second annual Forum, which will be held Oct. 16-17 at the New York Hilton here, snaps into focus at 9:30 a.m. with a keynote session featuring several pictures of the industry as presented in speeches by Oscar P. Kusisto, vice-president and general manager of the automotive products division of Motorola; Stanley Gortikov, president of Capitol Record Distributing Corp., and Jack Wayman, staff vice-president of Electronic Industries Association. Gortikov will speak on "The Cartridge—Son of a Disk." Kusisto will detail what has happened in the cartridge field in recent weeks and what's going to happen in weeks to come. Wayman will pinpoint development in product and promotional programs for the home.

David Nager, sales manager

Rumors Off: Vaughn Still A Dot Artist

• Continued from page 1

lion sellers was interpreted by many here as a vote of confidence for the label's new administration.

Vaughn's contract was signed last week with Arnold D. Burk, Paramount Pictures vice-president in charge of music operations and president of Dot, a Paramount subsidiary. Duration and other terms were not revealed. Reliable sources, however, indicate that Vaughn will receive in excess of \$1 million for the agreed-upon long term.

Vaughn's contract with Dot had expired but had not been renewed at the time Randy Wood, Dot's former president, resigned from the label a month ago. There had been considerable trade speculation as to which direction Dot artists not tied to contracts would choose to go. The securing of Vaughn, one of the label's top earners, is seen as a significant step towards solidity and expansion of the firm's artist roster.

Dick Peirce, Dot's vice-president and general manager, said that Vaughn is currently completing an album scheduled for January release. Vaughn's million sellers have been "Sail Along Silvery Moon," "Wheels," "P.S. I Love You," "La Paloma," "Blue Hawaii," "Theme for a Summer Place," "Come September," "Dark on the Top of the Stairs," among others. His recent chart LP's include "Alfie," "Ode to Billie Joe" and "The Best of Billy Vaughn."



BULOVA-WARNER'S new cartridge system in plastic model form, showing general relationship of critical components within the playback and cartridge. Of particular note is use of double capstans which permits bi-directional tape transport, and eliminates need for cartridge turnover. Knob at left provides instant, noiseless selectivity.

for Automatic Radio Sales, will chairman an information session Monday afternoon at the tape cartridge Forum at the New York Hilton.

To make sure that everyone is up-to-date on the latest developments in all of the systems, another Monday afternoon session will feature Martin Ehrlich, of Lear Jet, speaking on 8-track; Ralph Cousino of Orrtronics on 4-track; Frank Stanton, president of Playtape, on 2-track, and Edward Hanson of North American Philips on cassette.

Other sessions will deal with how to make more profits from tape cartridges, as well as topics to fit the needs of everyone in the business.

As it shapes up, the Forum stands to be both educational as well as potentially profitable. Besides a vast range of seminar topics covering every aspect of the field, there'll be opportunity for informal elbow-rubbing with tape cartridge and music executives flying in from all over the world, including Japan, Germany, Argentina, Holland, South America, Italy and England.

As a bonus to the Forum, International Tape Cartridge Corp. is throwing a cocktail party at the Hilton Sunday night (15) 6-8 p.m. Muntz Stereo Pak will provide a cocktail party Monday 6:30-7:30. Billboard and its sister publication, Merchandising Week, will sponsor the lunches Monday and Tuesday. There will be a desk at the Forum where tickets to all Broadway plays will be available at cost.

The Magnetic Tape Equipment Subdivision of the Electronics Industries Association is meeting at the Hilton Wednesday following the Billboard Forum.

Registration for the Forum—sponsored by Billboard and Merchandising Week—is \$100. Contact: Tape Cartridge Forum, 300 Madison Ave., New York, N. Y. 10017 (Phone: 212—MU 7-5523) to register or register the morning of the Forum.

Peggy Lee Big Click at Copa

• Continued from page 8

with a variety of material. Her delivery was sensational.

Perhaps a highlight—though everything was great—was "Somethin' Stupid." The fantastic Peggy Lee style was whipped around by little musical inflections and a solid arrangement worked out by her conductor Lou Levy and herself. She also previewed a new tune that will be in the Broadway musical, "How Now Dow Jones"—"You'll Get Over It."

"Lonesome Road," a folk standard, because an entirely new thing as Miss Lee delivered it behind a pounding rocking blues arrangement. "Release Me," a country standard, came close to the nitty gritty with a blues-fied feeling emphasized by amplified harmonica. Later in her act, the harmonica player (Toots Thielmans, who played lead guitar in her orchestra) joined her at the mike for a terrific, swinging "It Don't Mean a Thing If You Ain't Got That Swing." London Lee, a very funny cat on Audio Fidelity Records, provided the comedy that led off the evening's entertainment.

CLAUDE HALL

Bulova's New CARtridge System

• Continued from page 8

ability. Bulova's target price for the player is around \$75 at retail. Licensing manufacturers will set their own suggested list prices.

Gewertz said units to be manufactured will be playback only, and will not include a record capability. This, he said, will be done purposely so as to prevent users from making off-the-air tapes of recordings or cartridge copies from disks. However, he said that the system's high speed selectivity, its compact design and portability will permit its application to stenographic and other non-music areas. For these markets, Gewertz said, record and playback machines will be offered.

Two Capstans

The Bulova playback uses two capstans which drive the automatic bi-directional tape transport. Thus, the tape in its travel automatically reverses itself. This makes possible several significant features.

(1) It permits the listener to play a cartridge from start to finish with the unit automatically switching tracks instantly without any discernible interruption of the performance or mechanical noise.

(2) Since the capstans are in continuous operation, the user can skip from one point of the recording to any spot he chooses without encountering time-loss, wow or flutter. (These usually result from a mechanism building momentum to the required speed after its operation is interrupted.) Selections are made by turning a numbered knob.

(3) The bi-directional operation permits the Bulova-Warner cartridge to be played in its entirety without the necessity of flipping over the cartridge as in the case of the cassette.

The start-to-finish uninterrupted playback feature provides this cartridge flexibility not found in the other configurations. In adapting recordings to this system concern is no longer necessary in timing selections so that they suit the duration of a given track. Thus, this cartridge lends itself readily to long and uninterrupted passages as found in musicals or classical works.

Bulova is the nation's largest producer of watches and also is engaged in numerous non-

consumer operations. The company grossed in excess of \$125,000,000 last year, and is listed on the New York Stock Exchange. In addition to its consumer, military, and industrial operations, Bulova manufactures automation machinery designed and built to process micro-electronic components such as transistors and integrated circuit modules.

Bulova became interested in the Warner cartridge system 18 months ago. Prior to acquiring the rights to it, Gewertz said his firm subjected the system to intensive technical analysis, patent search and market studies.

Patent Coverage

According to Gewertz, "the system is protected by adequate patent coverage on both the playback and the cartridge to provide security to anyone interested in their manufacture and sale. We will indemnify all our licensees. Licenses will be made readily available without special conditions or encumbrances, and Bulova will act as technical consultant to all licensees."

The system was invented by Edward Schroter. Ralph J. Samuels, an attorney and president of the Warner Development Corp., acquired the rights to it in 1963. Samuels had been involved with tape and playbacks for a number of years as the outgrowth of one of his enterprises engaged in business machines. He and the inventor worked for three years on the system to develop a device which they felt would satisfy a market need.

According to Gewertz, Samuels approached Bulova more than two years ago with the Warner system. "At that time," Gewertz recalled, "the field was all 4-track. We felt that the surge of the 4-track left the Warner system at the starting gate. As time passed, it appeared to us that the burgeoning market had evident problems that were not being satisfied by any existing system. The Bulova-Warner talks were resumed, and we concluded our world rights arrangement with Samuels."

Gewertz has been with Bulova for the past 17 years. He is involved in the firm's non-consumer activities related to military and industrial operations, including military safe-arm mechanisms and artillery fuzing. Bulova's activities in perfecting the Warner system has been under his supervision.

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LEWIS

Indian Music May Prove Boon to Electronic Sound

NEW YORK — The recent surge of interest in Indian music may prove to be a boon to electronic music. According to independent arranger and producer Joe Renzetti, electronic music, keyed to Western pop

rock, is likely to bridge the gap between Indian music, which Renzetti claims is completely alien to the Western ear, and the current attempts to imitate electronic sounds in rock 'n' roll today.

Sonny's 'Views' Get Atco Drive

NEW YORK — Atco Records has set a large-scale advertising and promotion campaign on Sonny's first solo album, "Inner Views." KHJ, Los Angeles, is filming "Pammie's on a Bummer," one of the cuts, for use as a pilot and the first show of a new series for KHJ-TV that will be syndicated. Consumer and radio advertising are slated for the album. The promotion also will include giant posters and a heavy mailing to deejays.

Country Music Luncheon Set

NEW YORK—Nearly 1,000 radio, TV, and advertising executives are expected at the Monday (9) luncheon here at the Waldorf-Astoria Hotel.

The luncheon, which will showcase the sound of modern country music through performances by several top artists, will be produced by the International Radio and TV Society members by the Country Music Association.

Performing will be Tex Ritter, LeRoy Van Dyke, Jeannie Seely, Ray Price, the Stonemans and the Nashville Sound. The country music luncheon is not a first; the forerunner of the IRTS (the Radio and TV Executives Society) held a similar luncheon on Oct. 11, 1957.

C/P Buys Building

PHILADELPHIA — Cameo/Parkway Records has bought the three-story building which it had been renting. A new 8-track machine is being installed in the studios there.

"I'm not talking about endeavoring to computerize music or imitating amplified instruments," Renzetti said. "Why imitate a guitar?" Renzetti refers to electronically producing tones, varying the pitch and electronically altering voices.

"The sitar is capable of bending notes," he continued, "but its entire spectrum of music is foreign to our ears. With an electronic console, the sound of an instrument can be stretched, while maintaining the Western tone system."

Renzetti cited a number of rock groups which are imitating electronic sounds. "The Supremes are using a basic simulated electronic sound in 'Reflections,' and other groups such as the Byrds and Yardbirds are becoming noted for it. 'Why not use the electronics initially?'"

The cost, according to Renzetti, is the major obstacle in the path of electronic music exploitation. "Cost of the console is now about \$3,000. Renzetti, who is working on writing, arranging and producing electronic numbers, arranges material for Jay and the Techniques, Spanky and Our Gang, the Intruders, the Kit Kats, Bunny Sigler and Bobby Hebb.

He is also moving into producing, with an instrumental version of "A Whiter Shade of Pale" set for release on 20th Century. In another venture, Renzetti will be arranger and

CPA Analyzes Disk Problems

NEW YORK — Problems and techniques in connection with special audits of record companies were the subject of a talk by Leo Strauss, CPA, of the firm of Prager and Strauss, at a program Tuesday (3) presented to the members of the New York State Society of Certified Public Accountants at the Hotel Biltmore. Strauss analyzed the types of record royalties—including monies accruing to publishers, artists, unions and fees for masters.

He discussed the language of record company contracts, noting the confusion inherent in such terms as "sold and paid for." He also elaborated upon problems inherent in such trade practices as promotional and freebie shipments and discontinued merchandise. He discussed what is and what is not subject to royalties and the limitations upon royalties imposed by record club operations. Strauss also analyzed aspects of accounting in connection with export sales and sales to post exchanges.

In his discussion of auditing techniques, Strauss pointed out that a knowledge of data processing is required.

He warned that in view of the wide range of record company types—from the smallest to giant sophisticated firms—alertness on the part of the accountant is necessary.

producer for a group on Mercury whose name is to be chosen from the entries in a contest run in a 56-newspaper feature, "Pop Scene Syndicate."

A&M Building Planned

LOS ANGELES — A&M will construct a two-story building on its Labrea Avenue lot to house its accounting department and IBM computer. Jolene Maddin, controller and five-year associate with A&M, will shift her 16-person staff to the new fa-

city. Construction should start late this month.

According to co-owner Jerry Moss, \$400,000 worth of equipment has been ordered. "We have over 1,000 copyrights, many artists and a number of foreign things to handle," Moss said. Programmers and key-punch operators will be needed for the 360/30 computer.

Operations manager Stuart Coleman will assist Miss Maddin. The new facility will be located at the rear of the firm's former film studio property.

Construction of A&M's recording studios on the lot has intensified with the decision to build three rooms instead of two. The third studio will be designed for small groups. A&M will have a staff of three engineers when the facilities are operable in January.

London to Stage 'Robbery' Push

NEW YORK — London Records plans a large-scale campaign for the soundtrack of the Embassy Productions film "Robbery." Included are album jackets, streamers, hangers and photos from the movie. Release of the album was rushed to tie in with the film's New York opening on Wednesday (27). The picture's national release will be just prior to Christmas.

London also has slated several singles of theme material from "Robbery." The Burlington Music Group controls worldwide publishing rights to the score by arrangement with Embassy Pictures Corp.

Billboard SPECIAL SURVEY For Week Ending 10/14/67

BEST SELLING JAZZ LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
11	2	A DAY IN THE LIFE Wes Montgomery, A&M LP 2001 (M); SP 2001 (S)	2
2	4	THAT'S LOU Lou Rawls, Capitol T 2756 (M); ST 2756 (S)	7
3	3	SERGIO MENDES & BRASIL '66 A&M LP 116 (M); SP 4116 (S)	17
4	1	CALIFORNIA DREAMING Wes Montgomery, Verve V 8672 (M); V6-8672 (S)	32
5	6	BIG SWING FACE Buddy Rich, Pacific Jazz PJ 10117 (M); ST 20117 (S)	15
6	5	LOVE-IN Charles Lloyd, Atlantic 1481 (M); SD 1481 (S)	10
7	7	EQUINOX Sergio Mendes & Brasil '66, A&M LP 122 (M); SP 4122 (S)	23
8	2	DYNAMIC DUO Jimmy Smith & Wes Montgomery, Verve V 8678 (M); V6-8678 (S)	22
9	9	SWEET RAIN Stan Getz, Verve V 8693 (M); V6-8693 (S)	10
10	16	ALLIGATOR BOOGALOO Lou Donaldson, Blue Note BLP 4263 (M); BLP 84263 (S)	2
11	—	RESPECT Jimmy Smith, Verve V 8705 (M); V6-8705 (S)	1
12	12	BRAVO BRUBECK Dave Brubeck, Columbia CL 2695 (M); CS 9495 (S)	4
13	8	LOU RAWLS LIVE Capitol T 2459 (M); ST 2459 (S)	32
14	10	BEAT GOES ON Herbie Mann, Atlantic 1483 (M); SD 1483 (S)	10
15	15	FRANCIS ALBERT SINATRA/ANTONIO CARLOS JOBIM Reprise R 1021 (M); RS 1021 (S)	3
16	17	I'M MOVING ON Jimmy Smith, Blue Note BLP 4255 (M); BLP 84255 (S)	3
17	—	LUSH LIFE Nancy Wilson, Capitol T 2757 (M); ST 2757 (S)	1
18	14	THE MOVIE ALBUM Ramsey Lewis, Cadet LP 782 (M); LP5 782 (S)	14
19	19	MELLOW YELLOW Odell Brown & the Organ-izers, Cadet LP 788 (M); LP5 788 (S)	6
20	20	BILL EVANS AT TOWN HALL, VOL. I Verve V 8683 (M); V6-8683 (S)	9

Cameo Is Sued by Taylor and Wholey

NEW YORK — Chip Taylor and Dennis Wholey, producers of the Hardly Worthit Players, have filed suit against Cameo-Parkway Records in New York Supreme Court. The plaintiffs seek a total of \$130,000 on various charges involving royalty payments on their "Wild Thing" record released by Cameo-Parkway. They also seek rights to the master.

'Clay' Publisher Inks Sub-Pub Deal

NEW YORK — Schwartz-Greenberg, publisher of "Child of Clay" in the U. S. and Canada, has signed subpublishing deals with Schwartz Music Verlag for Germany, Austria and Switzerland. All other international subpublishing rights, with the exception of Italy, France and the Belux countries, are held by Rondor Music.

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1. Sales through Dealers and Carriers, Street Vendors and Counter Sales	4,712	4,600
2. Mail Subscriptions	22,150	23,343
C. Total Paid Circulation	26,862	27,943
D. Free Distribution (including samples) by Mail, Carrier or Other Means	863	950
E. TOTAL DISTRIBUTION (Sum of C and D)	27,725	28,893
F. Office Use, Left-Over, Unaccounted, Spoiled after printing	4,260	4,074
G. TOTAL (Sum of E & F should equal net press run shown in A)	31,985	32,967

I certify that the statements made by me above are correct and complete. (Signature of editor, publisher, business manager or owner)
(Signed) John W. Ross, Secretary, Billboard Publications, Inc.

OCTOBER 14, 1967, BILLBOARD

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Table with columns: Wk. Ago, Wk. Ago, Wk. Ago, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes songs like 'THE LETTER', 'NEVER MY LOVE', 'TO SIR, WITH LOVE'.

Table with columns: Wk. Ago, Wk. Ago, Wk. Ago, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes songs like 'MEMPHIS SOUL STEW', 'INCENSE AND PEPPERMINTS', 'A BANDA'.

Table with columns: Wk. Ago, Wk. Ago, Wk. Ago, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes songs like 'PURPLE HAZE', 'FOR WHAT IT'S WORTH', 'FALL IN LOVE WITH ME'.

HOT 100—A TO Z (Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs A-Z with columns: Song Title, Weeks on Chart.

Table listing songs A-Z with columns: Song Title, Weeks on Chart.

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Table listing songs A-Z with columns: Song Title, Weeks on Chart.

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Talent

Arnold Hard-Hitting With His Easy Style

LOS ANGELES—Eddy Arnold opened at the Coconut Grove Tuesday (2) with a low-pressure, simple style that was totally effective during his 75 minutes on stage. Arnold's roots may be in the South, but his presentation here was a compendium of both American folk-love and love stories.

Arnold's gently gliding voice and almost effortless style carried him through his program

Paul & Thomas Ink Deal With Wilkes

NEW YORK—David Wilkes Music Corp. has concluded a management and producing agreement with a new act from Illinois, named Paul & Thomas. The two young men, Paul Hansen and Thomas Hill, recently finished their first New York engagement at Gerdy's Folk City. The boys are now writing material for their first album.

Gamble Rodgers, ex-member of the Serendinity Singers, also managed by David Wilkes, will leave shortly on a college tour of the South.

of 27 songs, with big band charts by his pianist-arranger Bill Walker. The 24-piece Dick Stabile orchestra offered full-sounding pop, not country support.

Before sitting down with his guitar to "play a few old chestnuts," Arnold moved around the large stage with the mike. He favors the medley form, tying together such songs as "Dear Heart," "Lonesome Me" and "Hello, Dolly!" or "Turn the World Around the Other Way," "What's He Doing In My World?" and "Make the World Go Away."

Arnold, who records for RCA Victor, has great vocal power, but it's barely exposed. He is successful in communicating but defies the traditional show business axiom of building one's act to a climax.

ELIOT TIEGEL

'Winkle' Awakens As a New Musical

CATSKILL, N. Y. — Songwriter Kermit Goell is building a 3,000-seat Washington Irving Amphitheater here with an outdoor production of a musical version of "Rip Van Winkle" slated for next June. The outdoor amphitheater also will be available on a rental basis for concerts and other events.

"Rip Van Winkle" has book by Janis Torre and Goell, music by Fred Spielman, lyrics by

Cowsills Takes Nashville With Act That's 'Inn'

NASHVILLE—The Cowsills captured the Nashville Sound and captivated the Nashville audience.

The MGM family group, appearing at the Ramada Inn as part of a promotional tour, received a standing ovation from a predominantly music industry audience.

Particularly effective was their rendition of "Nashville Cats," performed after an introduction by Bob Cowsill in which he said "This is where it's happening."

The group opened with "The Rain, the Park and Other Things," their current single, and performed several numbers from their new album, including a couple of original tunes penned by members of the family. Swinging back to Nashville music, the Cowsills got a heavy round of applause for "Oh Lonesome Me."

Frank Mancini, MGM's head of promotion and artists relations, said the Cowsills had never performed the same show twice on their promotional swing, and planned this program particularly for Nashville. It showed good planning and exceptional talent.

BILL WILLIAMS

Goell, who also is the musical's producer. The production will be styled after outdoor dramas of Virginia and North Carolina.

McKenzie in Overseas Pitch on His Hit Disk

NEW YORK — Scott McKenzie is solidifying the European success of his single, "San Francisco (Be Sure to Wear Flowers in Your Hair)," on Ode Records, with a promotion tour of England and the Continent this month. Accompanied by Lou Adler, head of Ode, McKenzie will be introducing his new single, "Like an Old Time Movie."

A highlight of McKenzie's trip will be an Oct. 30 appearance at London's Albert Hall, where he will be a guest star at a Mamas and Papas concert. CBS International affiliates are moving quickly to release the new single in their markets to coincide with McKenzie's tour.

In conjunction with his new Ode release, CBS Records is giving McKenzie a hefty promotional push stressing the theme, "The Voice of Scott McKenzie."

The "San Francisco" disk has taken off in England, Germany,

Belgium, Holland, Luxembourg, Norway, Sweden, Denmark and Australia. It's now beginning to move out in France, Italy, Japan, Latin America and Spain.



VAN MORRISON, left, goes over the score with arranger Gary Sherman during a recording session for Bang Records at New York's Incredible Sound Studio.

'Dark Horses' Play It Light

NEW YORK — "Dark Horses," the new review at Upstairs at the Downstairs, tosses some musical barbs at Fun City, LBJ, Mayor Lindsay, venereal disease ("It's not a dirty word") and bank credit cards.

Five of the six performers are holdovers from last year, and the three boys and three girls perform in polished and sophisticated fashion. The two previous Upstairs at the Downstairs reviews, "Mixed Doubles"

and "Below the Belt," have been issued as album, old through mail-order and in New York stores.

This year the group does not plan to record itself, but is looking for a label to handle the session and issue the album under its own logo.

Most of the material in the review is geared to an upper middlebrow New York audience.

AARON STERNFIELD



"ODE TO BILLIE JOE" is promoted during the recent Venetian Night festival on Chicago's lakefront. The Elk, owned by Ed Keeley, singles promotion manager of the Niles, Ill., Capitol branch, is seen as it appeared with 48 other boats. Inventory clerk Dottie Gianopolous played the role of Bobbie Gentry.

N.Y. Rock 'n' Roll Ensemble Versatile Group to Watch

NEW YORK — The New York Rock 'n' Roll Ensemble demonstrated flexibility Tuesday night (3) at the Wheel discotheque. Their performance ranged from a hard rocking blues number, "I Love You, Baby," to an instrumental by Bach on which three of the group — Marty Fulterman on

(drums), Dorian Rudnytsky (bass guitar), and Mike Kamen (organ) abandon their usual instruments for cello and oboes. All three are students of Juilliard. Cliff Knivison and Brian Corrigan round out the Atco Records group.

Probably their best effort of the night was a medley that included "La-La" and "I Love You, Baby." Their inventive interpretation gave the latter number immense commercial appeal. Their "Broken World," an original by the group, was also commercial.

They turned it on for dancing in "Whiter Shade of Pale," copying the arrangements of the hit record. If the group has any drawback, it could be in lack of production in their show. However, on weekends the group appears in black tie and tails and the production may improve. But there's no doubt about the musical ability of the group and their hit-record potential.

CLAUDE HALL

5 Jazz Artists To Milestone

NEW YORK — Milestone Records is expanding its efforts in the jazz field with the signing of five new artists, the first musicians added since the label began expansion plans under new ownership.

Included is pianist-composer Bobby Timmons, whose earliest disks were produced for Riverside Records by Orrin Keepnews, Milestone general manager. Timmons joins Milestone from Prestige Records. Tenor saxophonist Joe Henderson, previously with Blue Note Records, has completed an album slated for fall release.

Albert Marx, West Coast producer, will record vibraharpist-composer and arranger Tommy Vig for Milestone. Vig is based in Las Vegas. Singles have been set from the Henderson and Vig albums, the label's first serious entry into the singles field. Other new artists signed besides Vig are alto saxophonist Gary Bartz and guitarist Phil Upchurch.

Signings

The Meantime, a new female vocal group featuring Ellie Greenwich as lead singer, has been signed to Atco Records. "Friday Kind of Monday," written by Miss Greenwich and Jeff Barry, is group's first side. . . . Brian Foley's session and the imprimator "A David Kapp Production" will be featured on the disks. . . . Yaphet Kotto to Chisa Records. "Have You Ever Seen the Blues" is the first release. . . . Joann Pearson signed by Invincible Records.

Brian Hyland has joined Dot after two years on Philips. Snuff Garrett, who is Dot's singles a&r director and who recorded him for Philips, will handle his Dot sessions. . . . TV actor Edgar Buchanan also to Dot. His debut single will be a narrative titled "Phantom 309."

Cesar Costa, Mexican vocalist-film personality, to Capitol for recordings in the U. S.

Fallen Angels Is A Hard Driving, Solid Group

NEW YORK — The Fallen Angels, a talented rock group recently signed by Roulette, made an impressive debut at Trude Heller's Thursday night (26).

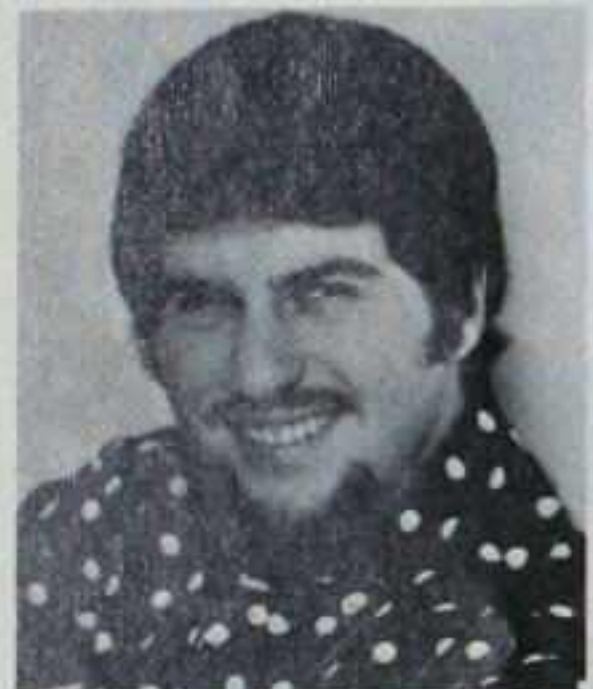
It's a hard driving group (three electric guitars, an electric organ and drums) with a wild, rhythmic beat. The group performed their Roulette release, "Room at the Top," with a frenzied discipline which should have a strong teen and young adult appeal. Their performance of "Light My Fire" was in the same vein. With the exception of "Light My Fire" and one other number, all the material was written by the group.

While the Fallen Angels are competing in a rough league, they do have the potential to push other rock groups off the charts and rack up some respectable sales for Roulette.

AARON STERNFIELD

Mrs. Weems Deal

NEW YORK — Warren Bills, of Continental Productions, a Chicago based firm, has entered into a written agreement with Mrs. Eleanor Weems, widow of band leader Ted Weems, giving Bills the sole and exclusive right to the use of the name and style of "The Ted Weems Orchestra."



"The Great Johnny Rivers" album for Unart (M2007M; M321007S) promises to reap great sales in popular records outlets. It's a carefully culled collection of the best of his early material, including favorites like "Oh! What a Kiss," "So Doggone Lonesome" and "Blue Skies." Perhaps the most appealing selection is one written by Rivers: "Too Good to Last." One of the qualities that makes this album outstanding is Johnny Rivers' choice of guitar. He plays a Gibson—the choice of professionals. (Advertisement)

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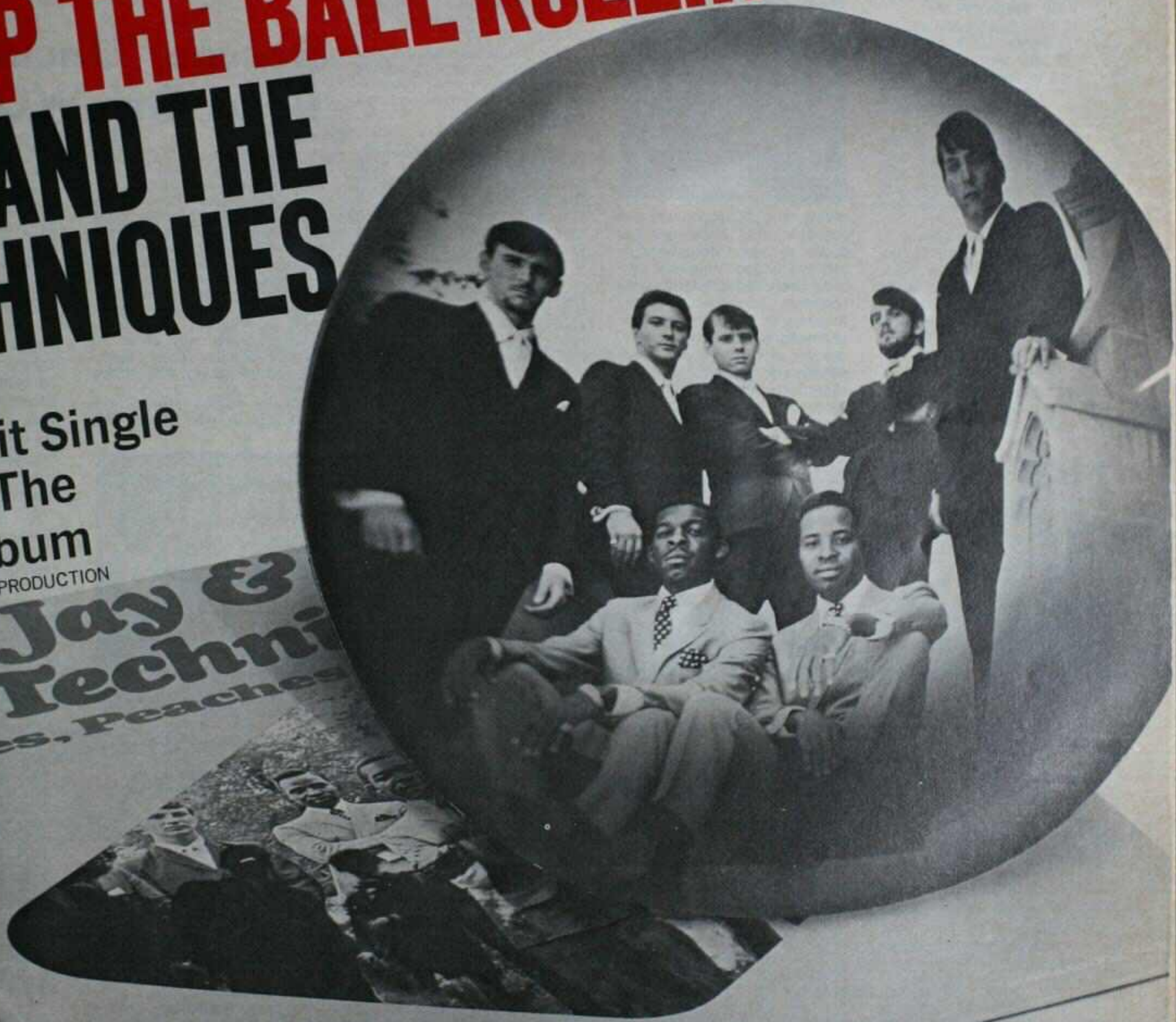
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Radio-TV programming

W. German Nets Looking to Staff Cleffers as Buffer in DJ Strife

By OMER ANDERSON

BERLIN—West German radio networks are looking with sudden favor on their staff dance bands and symphony orchestras in the light of demands by German disk jockeys for "artist" status.

Several German networks which had intended disbanding their own musical organization as an economy measure are holding off now because of the campaign by the disk jockeys for artist status and pay.

The West Berlin radio station, Sender Freies Berlin (SFB), is one of the German networks deciding to hold onto its dance orchestra pending the outcome of the bid of the disk jockey for status.

Dieter Finfern, chief of the station's TV entertainment and radio dance music sections, said that Berlin radio definitely will retain its orchestra for the time being.

He said that the station is seeking a top conductor for the orchestra, and that in any event SFB will keep its staff musicians intact through 1968. The disk jockey hassle threatens to be a big liability for the record companies.

Foreign Talent

German musicians have been hit hard by the influx of foreign talent, partly through the

Common Market set-up. Foreign competition will become a permanent part of the German scene next year when Common Market agreements permitting the "free flow of labor" through-



KNEW AIR PERSONALITY Ron Reynolds, left, introduces Lou Rawls of Capitol Records to an audience at San Francisco's Fairmont Hotel. KNEW, a Metromedia operation, is following in the footsteps of WNEW in New York, in presenting taped live spectacles for later broadcast. Rawls was the star of a recent luncheon show for advertising executives sponsored by the West Coast station.

out the six-nation trade area take effect.

German musicians have been seeking action by the Bonn government to bar foreign musical talent, but have been rebuffed.

The status-seeking disk jockeys have raised the hackles of radio network executives, one of whom compared them to Nasser and the Suez Canal. "They are just like Nasser," he said. "They use recorded music against us just like Nasser uses the Suez Canal against his enemies."

"We are getting fed up with the uncertainty surrounding the use of recorded music, and we are examining various alternatives."

1,000 Deejays

There are now 1,000 German disk jockeys, and they have formed an organization—Deutsche Disk Jockey Organization (DDO), which contends that beneath the glib exterior of every deejay there is the sensitive soul of an artist.

A big stimulus to the status aspirations of the disk jockeys is a tax advantage (granted by German law to artists) of between 25 and 50 per cent. Another consideration is the mushrooming discotheque business in West Germany. There are now around 2,000 which employ at least half the disk jockeys.



DEEJAYS JOHNNY CARL AND HAL WHITNEY, right, of WGLI in Babylon, L. I., welcomes the Aesop's Fables (sitting) of Atco Records. Group's latest release is "Girl, I've Got News for You."

Roscoe, 'Uncurbable,' Bows Off WOR-FM

NEW YORK — With all of the flourish and grandeur of a swashbuckler—and they're a vanishing breed—Roscoe resigned on-the-air Monday night from WOR-FM. The RKO General stereo FM station had blazed a programming path in FM radio with album cuts but recently fell prey to consultant Bill Drake and a tight playlist. The word is out that WOR-FM is playing only about 30 records—the hits. These are being padded heavily with golden oldies.

Roscoe follows Murray (the K) Kaufman, who literally was

fired on-the-air a couple of weeks back on a Friday. His show had been taped for the night (the deejays were working five nights live and the other two nights on tape); he got a telegram at home about the moment his show was jerked off the air.

In bowing off of WOR-FM, Roscoe said his action had nothing to do with the old management but with the programming consultants who'd taken over. He said the reason for "doing this without letting management know is that usually when a deejay leaves the reasons are smoothed over."

It was about half an hour into his show, which started at 10 p.m. that Roscoe spoke of honoring the letters and respect listeners had for the station . . . he spoke of the programming consultants, saying that "what you're asking us to do is dishonest to us and to you." If there had been anyway to continue, he said, "we would have. I did a lot of soul-searching. This has nothing to do with the old management we started out with. We presented a lot of beautiful new things. This has been curbed." He said he couldn't go on with the new policy because people would be saying, "Hey, Roscoe, you're not the same anymore."

Scott Muni has taken over the evening slot, followed by a new deejay.

Interview Set By WKYC-TV

CLEVELAND—A new daily half-hour variety and interview program was launched here last week by WKYC-TV as part of NBC's new program development project. Clay Cole, host of a WPIX-TV bandstand-type show in New York, teams up with comedian-singer Mark Russell to co-host the new weekday 1-1:30 p.m. color show. Russell is set to join the show after a few weeks when he finishes previous commitments. Show is produced by Alan Neuman. Show will be distributed to other NBC-owned TV stations and also placed in syndication. No title has been set as yet.

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'Flowers' Garden' CBS-Owned

NEW YORK — "Flowers' Garden," a two-hour, twice-a-week show that bowed July 20 as a pilot on KXLS-FM in Oklahoma City, will be launched on all CBS-owned stations within the next two weeks. Show starts Oct. 6 on WCBM-FM here, then on KMOX-FM, St. Louis; WEEL-FM, Boston; WCAU - FM, Philadelphia; WBDM-FM, Chicago; KCBS-FM, San Francisco; and KNX-FM, Los Angeles on Oct. 13.

KNOB-FM 24 Hrs.

ANAHEIM, Calif.—Starting Sunday (1), KNOB-FM began broadcasting around the clock. General manager Jack Banoczi said the move was made at the request of listeners and sponsors. The 79,000-watt stereo station, which serves the entire Los Angeles-Orange County area from a transmitter atop Signal Hill in Long Beach, formerly shut off at midnight.

WITL, FM in C&W

LANSING, Mich. — Both 500-watt WITL and WITL-FM here are now full-time country music stations, announced Program Manager Tom Allen. Station publishes a chart for all who wish copies.

Bell Trims 'Brown'

NEW YORK — Bell Records last week reshipped radio stations shorter versions of the Rupert's People single "Reflections of Charles Brown." New version is 2:58 minutes compared to the old 3:24 single.

Show will be 11 p.m.-2 a.m. Friday and Saturday in New York, fitting into the "Young Sound" programming of WCBM that is also heard on the other CBS-owned operations and syndicated to other stations around the nation. Ray Dawson, manager of KXLS-FM, also uses the "Young Sound" package and said he is now in the black in profits.

The Flowers show, hosted by I. M. Flowers, is produced by John DeWitt, who also produces the "Young Sound" material. Bill Greene, head of CBS/FM, is in charge of the operation. The Flowers show

has an unusual programming policy—material is slated until the record gets on the chart, then dropped. DeWitt feels that after AM stations began playing the record, it has lost some of its specialized appeal to a hip audience—basically the audience the show aims at.

Such records as "The Letter," "Brown-Eyed Girl," and "Little Ole Man," received initial play on "Flowers' Garden," many from dubs before the record actually reached the market. DeWitt claims that Flowers is battling about 50 per cent, according to his personal records, in helping expose potential hits.



RECEIVING AWARDS FOR major promotional efforts at MGM Records' recent Osage Beach, Mo., conclave were Ron Saul of C&C Distributors, Seattle, on Every Mother's Son; Bob Greenberg of Eastern Record Distributors, Hartford, Conn., for all-around effort, and Grant Gibbs of Mainland Distributors, San Francisco, for "The First Family of 1967" LP. From left: Mike Bece, MGM national promotion man; Mort Nasatir, MGM president; Saul, Greenberg, Gibbs, and Harold Berkman, MGM national promotion manager.

Vox Jox

By CLAUDE HALL
Radio-TV Editor

WLSR in Akron, needs a good deejay with a first-class ticket. The station programs country music, but program director Ken Speck feels a good man in any format might fit in. Call (216) 535-6165 or write Speck at station, Main and Mills streets, Akron, Ohio 44308. Jerry Graham, former program director of WNEV in New York, and Bernard Rutenberg, public relations director for the Easy Listening station, have formed a broadcast consulting firm to offer programming, news, promotion and public relations advice to radio and TV stations.

Funeral services were held in Larchmont, N. Y., a week ago for Robert Hall, host of WCBM's "Music 'Til Dawn" show in New York since it originated in 1953. Star of "The Green Hornet" radio show 1944-1947, he had also served as announcer for such TV shows as "The Ed Sullivan Show" and "The Ernie Kovacs Show." He was 43. Death came from cancer. Joe Kelly has been upped to program director of WQI in Atlanta, replacing Tony Taylor, who has shifted to WOXI in New York; returning to WQXI from CKLW in Detroit is Bob Todd, who'll be music director, assistant program director and afternoon drive deejay.

The news you have been waiting for: Johnny Gunn, program director of country-formatted KVEG in Las Vegas, has won the World Championship Wild Burro Races for the third time in a row in Beatty, Nev. Race contestants consisted of radio and TV personnel from Nevada and California. Ken Glenn, program director

of WNVY, P.O. Box 8098, Pensacola, Fla., needs Easy Listening records (market is 245,000, plus two major air bases). James Austin, former general manager of WKAZ in Charleston, W. Va., is now an account executive with WFUN, Miami. Jim Carr, who'd been in the drive time slot 4-8 p.m. at WCOY in Columbus, Pa., has returned to the Cambridge School of Broadcasting in Boston to complete his senior year; he's working part time at WRML-FM.

Lou Waters has been appointed program director of KKUA in Honolulu; he'd been music director for KNEW in San Francisco. Bill Hardy, who worked this summer at Hot 100-formatted KGHQ in Hoquiam, Wash., has returned to the State College of Washington at Pullman; he's music director of the campus station—KUGR.

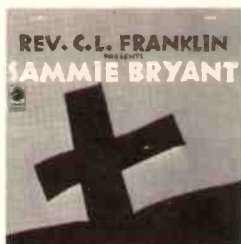
Jerry Smithwick, now program director at WONN, Lakeland, Fla., is shifting to WYLD, New Orleans. Dan Morris, director of operations for WCOL, Columbus, Ohio, has been appointed vice-president of Air Trails. Gil Haug, music director of KDKA in Pittsburgh, married Janice Verner about a week ago. Mike Sarto and his show, "Rhythm Corral," has moved from WNAE, Warren, Pa., to WFIN, Findlay, Ohio. Needs country music records. Monroe Berkman has been named general manager of FM operations for the Rust Craft chain; he was assistant general manager of WRCP in Philadelphia.

Bob Jones has been upped to
(Continued on page 30)

CHESSE-CHECKER Presents The 'ten commandments' OF RELIGIOUS ALBUMS



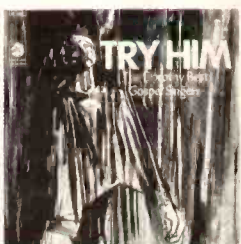
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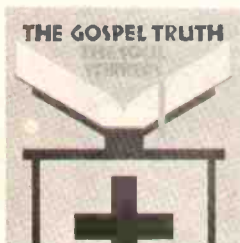
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TWO WINGS
STEVIE HAWKINS



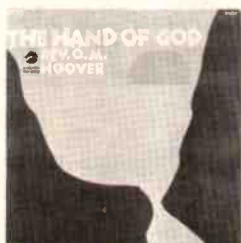
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DOROTHY BEST
GOSPEL SINGERS



V CHECKER LP/LPS 10026
GOD NEVER FAILS
HAROLD SMITH &
HIS MAJESTIC CHOIR



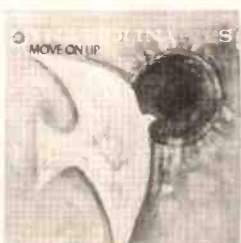
VI CHECKER LP/LPS 10027
THE GOSPEL TRUTH
THE SOUL STIRRERS



VII CHECKER LP 10028
THE HAND OF GOD
REV. O. M. HOOVER



VIII CHECKER LP/LPS 10029
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MEDITATION SINGERS



IX CHECKER LP/LPS 10030
MOVE ON UP
THE VIOLINAIRES



X CHECKER LP/LPS 10031
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ERNEST FRANKLIN & CHOIR

TONY MAKES IT HAPPEN AGAIN

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ONCE
IN MY
LIFE**



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TONY BENNETT

COLUMBIA RECORDS

I want to thank the D.J's for their great comments

Best wishes,

Tony

PERSONALITY PROFILE

KMPC's Cook Caters to All Tastes

LOS ANGELES — After 18 years as a morning disk jockey, KMPC's Ira Cook has learned that daytime radio here doesn't totally mean an exclusive housewife audience. Recent contests have drawn 50 per cent male responses during his 10-1 p.m. air slot.

Consequently, Cook has begun programming his show with more men in mind. This has resulted in airing more female vocalists, he says. Men hold a 60-40 edge over female performers. Previously it was 75-25. Cook's most recent contest, in which a heavy male response resulted in his re-evaluation of his audience; involved sending in a pet hostility.

Cook plays an even split be-

tween LP's and singles, all in the middle-of-the-road genre. He plays 12 disks per hour, keeping his chatter brief.

Cook's show has several well-known features: His almost exclusive (for Los Angeles) emphasis on Hawaiian music, his "something you didn't expect to hear corner (Johnny Mercer doing "Strip Polka" for example)," plus the "star of the day" (one artist, one track each half-hour).

Cook says he's had no reaction from women to the increase in female vocalists. "It's kind of a subtle thing; a lot of people won't recognize it overnight."

The 30-year radio veteran (20 years with the station plus previous stints with KFAC and KABC) acknowledges that he has to follow trends. "You used to look for a new artist or a new song; now I've found that people want to hear something familiar."

Cook's star of the day are artists with a hot record. He selects his week's roster on the prior Friday. At home he estimates he has 25,000 albums plus 8,000 singles in his garage which he uses for the unexpected feature.

Cook works his own turntable while improvising his music selections. There is nothing formal about his playlist, which can range from the Association to Dionne Warwick. He plays one Hawaiian cut each hour. The program is fed to Armed Forces Radio TV Service where

it is made into transcriptions for overseas stations. "It's really fascinating getting letters from servicemen in Iceland asking about Hawaiian music. It seems to be as popular there as country music."

KTXR-FM Adds Younger Sounds

SPRINGFIELD, Mo. — KTXR-FM, the only stereo operation here, is up-dating its format to include younger sounds—especially Easy Listening records, said program director Rod S. Tucker. Kenneth E. Meyer is president and general manager of the station. The station, headquartered in the Empire Building here, will broadcast Billboard's Top 40 Easy Listening Chart every day 4:30-5:30 p.m. and records from the survey will make up the foundation of the station's playlist throughout the day. Deejays include Ed Gregory, Jim Price, Byron White, and Tucker.

Vox Jox

• Continued from page 28

station manager of WLOS, Asheville, N. C. . . . Dick Blondi, the first of the big rock radio personalities in Chicago, is returning to the scene; he'll take over the mid-night to dawn slot on WCFL.

Yesteryear's Hits

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

POP SINGLES—5 Years Ago October 13, 1962

1. Sherry—Four Seasons (Vee Jay)
2. Monster Mash—Bobby (Boris) Pickett and the Crypt Kickers (Garpax)
3. Ramblin' Rose—Nat King Cole (Capitol)
4. Let's Dance—Chris Montez (Monogram)
5. I Remember You—Frank Ifield (Vee Jay)
6. Green Onions—Booker T & the M.G.'s (Stax)
7. Do You Love Me—Contours (Gordy)
8. Patches—Dickey Lee (Smash)
9. Alley Cat—Bert Fabric (Atco)
10. If I Had a Hammer—Peter, Paul & Mary (Warner Bros.)

POP SINGLES—10 Years Ago October 14, 1957

1. Wake Up Little Susie—Everly Brothers (Cadence)
2. Honeycomb—Jimmie Rodgers (Rolette)
3. Tammy—Debbie Reynolds (Coral)
4. Jailhouse Rock/Treat Me Nice—Elvis Presley (RCA Victor)
5. Diana—Paul Anka (ABC-Paramount)
6. That'll Be the Day—Crickets (Brunswick)
7. Chances Are—Johnny Mathis (Columbia)
8. Happy, Happy Birthday, Baby—Tina Turner (Checker)
9. Mr. Lee—Bobbettes (Atlantic)
10. Keep A' Knockin'—Little Richard (Specialty)

R&B SINGLES—5 Years Ago October 13, 1962

1. Green Onions—Booker T & the M.G.'s (Stax)
2. You Beat Me to the Punch—Mary Wells (Motown)
3. Sherry—Four Seasons (Vee Jay)
4. Lie to Me—Brook Benton (Mercury)
5. Do You Love Me—Contours (Gordy)
6. Stormy Monday—Bobby Bland (Duke)
7. Beechwood 4-5789—Marvelettes (Tamla)
8. Party Lights—Claudine Clark (Chancellor)
9. Someday, Someway—Marvelettes (Tamla)
10. Monster Mash—Bobby (Boris) Pickett & the Crypt Kickers (Garpax)

POP LP'S—5 Years Ago October 13, 1962

1. West Side Story—Sound Track (Columbia)
2. Peter, Paul & Mary—(Warner Bros.)
3. Modern Sounds in Country & Western Music—Ray Charles (ABC-Paramount)
4. The Music Man—Sound Track (Warner Bros.)
5. Ramblin' Rose—Nat King Cole (Capitol)
6. Ray Charles Greatest Hits—(ABC-Paramount)
7. Roses Are Red—Bobby Vinton (Epic)
8. I Left My Heart in San Francisco—Tony Bennett (Columbia)
9. Hairs—Henry Mancini (RCA Victor)
10. The Stripper & Other Fun Songs for the Family—David Rose & Ork. (MGM)

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Produced by Jack L. Warner
Directed by Richard Lester

Music Composed by Frederick Loewe

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Screenplay and Lyrics by
ALAN JAY LERNER

Produced by
JACK L. WARNER

Directed by
RICHARD LESTER

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BACH, HINDEMITH, HAYDN, MESSIAEN: FOUR FLUTE SONATAS—Various Artists; ALP 715, ALPS 715

CADET

THE BOBBY BRYANT SEXTET—Ain't Doing Too B-A-D. Bad; LP 795, LPS 795

RAY BRYANT—The Ray Bryant Touch; LP 793, LPS 793

AHMAD JAMAL WITH VOICES—Cry Young; LP 792, LPS 792

THE JOHN KLEMMER QUARTETS—Involvement; LP 797, LPS 797

RAMSEY LEWIS—Dancing in the Street; LP 794, LPS 794

Groovin' With the SOULFUL STRINGS; LP 796, LPS 796

CAPITOL IMPORTS (ALGERIA)

DAHMANE BEN ACHOUR—Algerian Classical Music; 40908 (M)
FARID OUDJI—Algerian Classical Music; 40909 (M)

CAPITOL IMPORTS (ITALY)

SERGIO BRUNI—D'maggio A Vian; DELP 8165 (M)
VARIOUS ARTISTS—Sole E Musica Vol. 1; CPSQ 502 (M)

CHECKER

ERNEST FRANKLIN & CHOIR—Blessed Quietness; LP 10031, LPS 10031

THE SOUL STIRRERS—The Gospel Truth; LP 10027, LPS 10027
HAROLD SMITH & THE MAJESTIC CHOIR—God Never Fails; LP 10026, LPS 10026

CHESS

CHARLIE CHALMERS—Sax & The Single Girl; LP 1518, LPS 1518
PIGMEAT MARKHAM—Save Your Soul, Baby; LP 1517, LPS 1517

COLUMBIA

MAGDA FRANCO—Love Songs From Mexico; EX 5197, ES 1897

GERSHWIN: RHAPSODY IN BLUE, CONCERTO IN F—Entremont/Philadelphia Orch. (Ormandy); ML 6413, MS 7013

JAVIER SOLIS—I Still Love You; EX 5196, ES 1896

CROSSROADS

THE PRAGUE CHAMBER ORCH.—Baroque Works for Chamber Orch.; 22 16 0158

DOLLIE

CARL PERKINS—Country Boy's Dream; DLP 4001

EPIC

LUIS BORDON—A New Christmas Spirit Holiday for Harp & Holly; LN 24309, BN 26309

MIKE DOUGLAS—My Kind of Christmas; LN 24322, BN 26322

NORMAN LUBOFF—Wolfgang Amadeus Mozart Is a Dirty Old Man; LC 3966, BC 1366

GROSS

DOUG CLARK & THE HOT NUTS—Summer Session; 106

JEWEL

THE TRAVELING ECHOES—On the Battlefield; LP 0012

JUBILEE

Boyl Am I Glad We Joined the Indians; JGM 2067

Burlesque With the Nuts Inside; JGM 2065

CANTOR SAMUEL LAVSKY—The New Year Heritage; JGM 8006

DICK WALDEN'S World of Comedy; JGM 20066

MGM

THE COWSILLS; E 4498, SE 4498

MTA

KING RICHARD'S FLUEGEL KNIGHTS—Something Super!; MTA 1005, MTS 5005

ORIGINAL SOUND

DYKE & THE BLAZERS—The Funky Broadway; LPM 5016, LPS 8876

PARLIAMENT

BARTOK: STRING QUARTET NO. 1/MILHAUD: STRING QUARTET NO. 7—Svorak Quartet; PLP 630, PLPS 630

BEETHOVEN: SONATA #1 & #2 FOR CELLO AND PIANO—Chuchro/Holecek; PLP 632, PLPS 632

BEETHOVEN: STRING QUARTET IN E MINOR RASUMOVSKY—Janacek Quartet; PLP 627, PLPS 627

CHOPIN: CONCERTO #2 IN F MINOR/LISZT: CONCERTO #2 IN A MAJOR—Rauch/Prague Symphony (Smetacek); PLP 628, PLPS 628

RAVEL: CONCERTO IN G MAJOR FOR PIANO & ORCH.—Prague Symphony (Smetacek); PLP 631, PLPS 631

ROUSSEL: SYMPHONY #3 IN G MINOR—Brno State Philharmonic (Neumann); PLP 629, PLPS 629

CHOPIN: CONCERTO #2 IN F MINOR/LISZT: CONCERTO #2 IN A MAJOR—Rauch/Prague Symphony (Smetacek); PLP 628, PLPS 628

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PICKWICK

BEETHOVEN: CONCERTO IN D MAJOR OP. 61 FOR VIOLIN & ORCH.—Pittsburgh Symphony Orch./Nathan Milstein (Steinberg); PC 4037, SPC 4037

MAHLER: SYMPHONY NO. 1 IN D MAJOR—Pittsburgh Symphony Orch. (Steinberg); PC 4038, SPC 4038

RICHARD STRAUSS, A Hero's Life—Minneapolis Symphony Orch. (Dorati); PC 4041, SPC 4041

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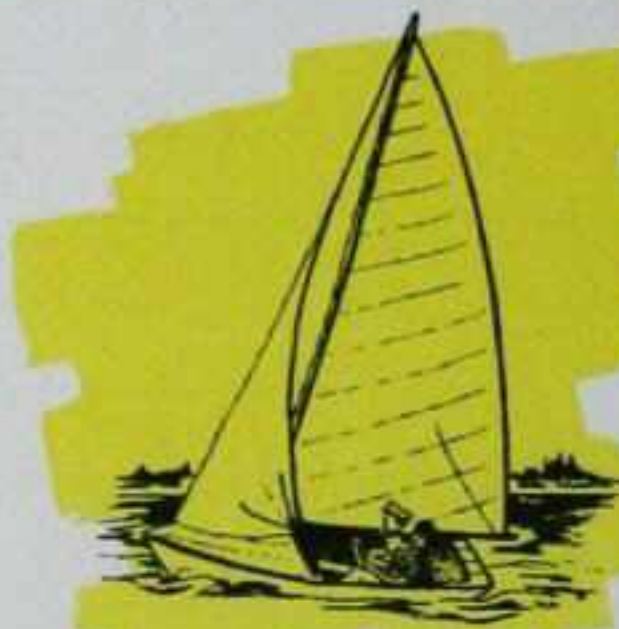
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The Lonely Bull The Lonely Bull; Desafinada; Struttin' with Maria;	MB101	X4101	F101 (DP) (This album combined with T. Brass Vol. 2)
Tijuana Brass, Vol. 2 Spanish Harlem; Swinger from Seville; 10 others	M38103	X4103	F101 (DP)
South of the Border South of the Border; The Girl from Ipanema; Hello Dolly; 9 others.	MB108	X4108	C108
Whipped Cream & Other Delights A Taste of Honey; Lemon Tree; Lollipops & Roses; 9 others.	MB110	X4110	B110
Going Places Tijuana Taxi; I'm Getting Sentimental Over You; 10 others.	MB112	X4112	C112
What Now My Love What Now My Love; It Was A Very Good Year; 10 others.	MB114	X4114	C114
S.R.O. Our Day Will Come; I Will Wait For You; Mame; 9 others.	MB119	X4119	C119
Sounds Like Herb Alpert & Tijuana Brass Gotta Lotta Livin' To Do; Casino Royale; 9 others.	MB124	X4124	C124

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	8-TRACK	4-TRACK	OPEN REEL
Baja Marimba Band Comin' In The Back Door; Up Cherry Street; 10 others.	MB104	X4104	F104 (DP)
Baja Marimba Band Rides Again Brasilia; Guacamole; More; 10 others.	MB109	X4109	F104 (DP)
For Animals Only For Animals Only; Puff; Yellow Bird; 9 others.	MB113	X4113	X113
Watch Out! The Portuguese Washer-woman; The More I See You; 10 others.	MB118	X4118	X118
Heads Up Born Free; Winchester Cathedral; Georgy Girl; 8 others.	MB123	X4123	X123
Lucille Starr . . . The French Song Dominique; My Man; and others.	MB107	X4107	
We Five . . . You Were On My Mind Somewhere Beyond the Sea; Small World; Softly As I Leave You; and others.	MB111	X4111	X111
Chris Montez . . . The More I See You/Call Me Fly Me To The Moon; Day By Day; 10 others.	MB115	X4115	X115
Time After Time Time After Time; I Wish You Love; Yesterday; 8 others.	MB120	X4120	X120



The Baja Marimba Band . . . Heads Up!—123



Claudine Longet . . . Claudine—121



Chris Montez . . . Time After Time—120

	8-TRACK	4-TRACK	OPEN REEL
Foolin' Around Foolin' Around; Girl Talk; On a Clear Day; 10 others.	MB128	X4128	X128
Sergio Mendes . . . Sergio Mendes & Brasil '66 One Note Samba; The Joker; 8 others.	MB116	X4116	X116
Equinox Constant Rain; Night And Day; 9 others.	MB122	X4122	C122
The Sandpipers . . . Guantanamo Guantanamo; Strangers In The Night; and others.	MB117	X4117	X117
The Sandpipers Try To Remember; Michele; Yesterday; 9 others.	MB125	X4125	X125
Claudine Longet . . . Claudine A Man And A Woman; Hello, Hello; Sunrise, Sunset; My Guy; 8 others.	MB121	X4121	C121
Tommy Boyce & Bobby Hart . . . Test Patterns Shadows; Girl; I'm Out To Get You; Out And About; 7 others.	MB126	X4126	X126
Wes Montgomery . . . A Day In The Life A Day In The Life; When A Man Loves A Woman; Willow Weep For Me; 8 others.	MB3001	X43001	C3001
Antonio Carlos Jobim . . . Waves Wave; The Red Blouse; 8 others.	MB3002	X43002	C3002

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TOP SELLING R & B SINGLES

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
4	1	SOUL MAN Sam & Dave, Stax 231 (East/Pronto, BMI)	5
2	1	(Your Love Keeps Lifting Me) HIGHER & HIGHER Jackie Wilson, Brunswick 55336 (Jalynne/BRC, BMI)	8
3	3	GET ON UP Esquires, Bunky 7750 (Hi-Mi, BMI)	7
4	2	FUNKY BROADWAY Wilson Pickett, Atlantic 2430 (Routine/Drive-In, BMI)	10
5	13	YOUR PRECIOUS LOVE Marvin Gaye & Tammi Terrell, Tamla 54156 (Jobete, BMI)	3
6	6	MEMPHIS SOUL STEW King Curtis, Atco 6511 (Pronto/Kilynn, BMI)	5
7	7	YOU KEEP RUNNING AWAY Four Tops, Motown 1113 (Jobete, BMI)	4
8	9	APPLES, PEACHES, PUMPKIN PIE Jay & the Techniques, Smash 2086 (Akbestal/Act Three, BMI)	6
9	8	YOU'RE MY EVERYTHING Temptations, Gordy 7063 (Jobete, BMI)	10
10	5	BABY I LOVE YOU Aretha Franklin, Atlantic 2427 (Pronto, BMI)	12
11	22	EXPRESSWAY TO YOUR HEART Soul Survivors, Crimson 1010 (Double Diamond/Downstairs, BMI)	6
12	11	COLD SWEAT James Brown & the Famous Flames, King 6110 (Dynatone, BMI)	13
13	14	DIRTY MAN Laura Lee, Chess 2013 (Chevis, BMI)	5
14	17	LOVE BUG, LEAVE MY HEART ALONE Martha Reeves & the Vandellas, Gordy 7062 (Jobete, BMI)	5
15	15	ODE TO BILLIE JOE Bobbie Gentry, Capitol 5950 (Shayne, ASCAP)	5
16	16	KARATE BOO-GA-LOO Jerry O., Shout 217 (Boogaloo/Love Lane, BMI)	5
17	33	SHOUT BAMALAMA Mickey Murray, 555 715 (Macon, BMI)	3
18	12	KNOCK ON WOOD Otis & Carla, Stax 228 (East, BMI)	7
19	18	REFLECTIONS Diana Ross & the Supremes, Motown 1111 (Jobete, BMI)	9
20	21	LITTLE OLE MAN (Upright—Everything's Alright) Bill Cosby, Warner Bros. 7072 (Jobete, BMI)	6
21	19	CASANOVA (Your Playing Days Are Over) Ruby Andrews, Zodiac 1004 (RicWil/Colfam, BMI)	8
22	37	A NATURAL WOMAN Aretha Franklin, Atlantic 2441 (Screen Gems-Columbia, BMI)	2
23	23	IN THE HEAT OF THE NIGHT Ray Charles, ABC 10970 (United Artists, ASCAP)	6
24	20	GROOVIN' Booker T. & the M.G.'s, Stax 224 (Slascar, BMI)	9



GERTIE KATZMAN, MUSIC director of WNEW in New York, had her copy of Luiz Bonfá's new Dot single "Bubala" delivered by Bonfá in person. From left, Dot's New York promotion man Micky Addy, Mrs. Katzman, Dot promotion man Lanny Lee, and Bonfá.

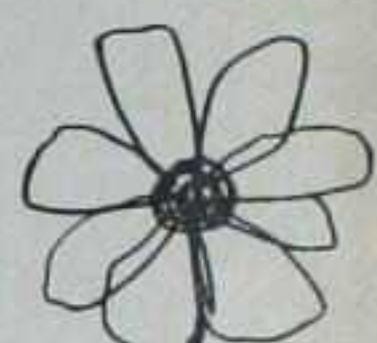
A SONIC BLOOM FROM TOWER

Bows Country 'Request' List

LUBBOCK, Tex. — KDAV, one of the nation's first full-time country music operations, has kicked off a new Reaction Request Survey. The printed 45-record list contains a "cut out and return section" for listeners to indicate their favorite hits. Drawing is made each day from the returns and an LP is given to the winner. Co-owner and general manager Robert E. Clark said that reaction to the new survey will determine future programming on the station. The station has just set in motion up-dating of promotion and programming under the guidance of Ralph Paul, former operation manager and personality at KLAQ, Denver.

WRVR-FM Series

NEW YORK — WRVR-FM here has launched a new series — "Just Rock" — Fridays 12:30-2:30 a.m. (with rebroadcast 2-4 p.m. Saturdays). S. J. Levine, a graduate student in Latin American Studies at Columbia, is host and will introduce the rock 'n' roll tunes in both English and Spanish.



TOP SELLING R & B LP's

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
4	1	DIANA ROSS & THE SUPREMES GREATEST HITS Motown M 2-663 (M); MS 2-663 (S)	3
2	1	ARETHA ARRIVES Aretha Franklin, Atlantic 8150 (M); SD 8150 (S)	8
3	2	WITH A LOT O' SOUL Temptations, Gordy M 922 (M); S 922 (S)	10
4	6	FOUR TOPS GREATEST HITS Four Tops, Motown M 662 (M); MS 662 (S)	3
5	5	COLD SWEAT, PARTS 1 & 2 James Brown & His Famous Flames, King 1020 (M); S 1020 (S)	3
6	3	I NEVER LOVED A MAN THE WAY I LOVE YOU Aretha Franklin, Atlantic 8139 (M); SD 8139 (S)	28
7	7	REACH OUT Four Tops, Motown M 660 (M); S 660 (S)	10
8	9	GROOVIN' Young Rascals, Atlantic 8148 (M); SD 8148 (S)	9
9	11	I WAS MADE TO LOVE HER Stevie Wonder, Tamla T 279 (M); TS 279 (S)	3
10	10	MAKE IT HAPPEN Smokey Robinson and the Miracles, Tamla T 276 (M); TS 276 (S)	3
11	8	LUSH LIFE Nancy Wilson, Capitol T 2757 (M); ST 2757 (S)	5
12	13	SUPER HITS Various Artists, Atlantic 501 (M); SD 501 (S)	9
13	26	MARVIN GAYE & TAMMI TERRELL UNITED Tamla T 277 (M); TS 277 (S)	2
14	17	THE TEMPTATIONS GREATEST HITS Gordy 919 (M); S 919 (S)	44
15	—	ODE TO BILLIE JOE Bobbie Gentry, Capitol T 2830 (M); ST 2830 (S)	1

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
16	18	REVENGE Bill Cosby, Warner Bros. W 1691 (M); WS 1691 (S)	19
17	14	WINDOWS OF THE WORLD Dionne Warwick, Scepter SRM 563 (M); SPS 563 (S)	5
18	20	HERE WHERE THERE IS LOVE Dionne Warwick, Scepter SRM 555 (M); SPS 555 (S)	40
19	19	MARVIN GAYE'S GREATEST HITS, VOL. 2 Tamla T 278 (M); TS 278 (S)	3
20	15	BILL COSBY SINGS/SILVER THROAT Warner Bros. W 1709 (M); WS 1709 (S)	5
21	23	COWBOYS AND COLORED PEOPLE Flip Wilson, Atlantic 8149 (M); SD 8149 (S)	4
22	24	KING & QUEEN Otis Redding & Carla Thomas, Stax 716 (M); S 716 (S)	24
23	25	JR. WALKER & THE ALL STARS "LIVE" Soul 705 (M); S 705 (S)	2
24	16	THAT'S LOU Lou Rawls, Capitol T 2756 (M); ST 2756 (S)	8
25	12	HIP-HUG-HER Booker T. & the M.G.'s, Stax 717 (M); S 717 (S)	17
26	—	ARE YOU EXPERIENCED? Jimi Hendrix Experience, Reprise R 6251 (M); RS 6251 (S)	1
27	27	BILL COSBY IS A VERY FUNNY FELLOW, RIGHT? Warner Bros. W 1618 (M); (No Stereo)	12
28	28	SUPREMES SING RODGERS & HART Motown MLP 659 (M); SLP 659 (S)	7
29	—	BIG BROTHER & THE HOLDING COMPANY Mainstream 56099 (M); S 6099 (S)	1
30	30	LISTEN Ray Charles, ABC ABC 595 (M); ABCS 595 (S)	14

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Classical Music

Certain Col. LP's Issued On Veritas

NEW YORK — Certain Columbia product will be released on Veritas Records as the result of an agreement between Columbia Special Products and Veritas. The first albums in the new series will be composer-violinist Georges Enesco playing Handel, Corelli, Chausson and Pugnani in recital, and tenor Roland Hayes in art songs and spirituals. Both are slated for November release.

Among the other artists who will appear on the Columbia-Veritas series will be Percy Grainger, Alexander Kipnis, Efrem Zimbalist, Helen Traub-

(Continued on page 42)

Col. Releases 3 Mini-Paks

NEW YORK—Columbia Records is aiming a new 30-album pre-pak promotion at dealers and rack jobbers. The series of three 10-album mini-paks is entitled "World's Favorite Music—World's Favorite Artists."

A special album "100 Great Moments From the World's Favorite Music" is being offered free with the purchase of any of the 30 albums. The sampler album includes a complete illustrated catalog of all of the albums in a special fold-over sleeve.

Columbia also will supply dealers with a floor merchandiser holding 100 albums and a header card which clips over a step-down browser containing all 30 album facings. A color backer card also will be available for browser bins. An ad mat listing the albums and announcing the limited offer sampler also will be supplied.

Mini-pak No. 1, entitled "Top 10," contains lighter music featuring Leonard Bernstein and the New York Philharmonic, the Mormon Tabernacle Choir, and Eugene Ormandy and the Philadelphia Orchestra. Most of the album contain col-

lections of shorter material. Grofe's "Grand Canyon Suite" with Bernstein and the Philharmonic is the only album containing only one selection.

Mini-Pak No. 2, "10 Terrific Sellers," has eight albums by Ormandy and the Philadelphia, and one each by Bernstein and the Philharmonic, and Andre Kostelanetz and his orchestra. Shorter pieces predominate. In Mini-Pak No. 1, Bernstein and the Philharmonic were featured in six albums and Ormandy and the Philadelphia in three.

In Mini-Pak No. 3, "10 All-Time Favorites," Bernstein and the Philharmonic are on four LP's, Ormandy and the Philadelphia on three, and Kostelanetz on two, including one with pianist Ivan Davis. The 10th album features violinist Isaac Stern with the Columbia Symphony under Milton Katims.

Special divider cards have been made up for each mini-pak. Window streamers also are available. The sampler album lists selections in alphabetical order from "Ave Maria" to "Zampa Overture" with the albums they appear in. The mini-paks are being supplied in stereo only.

Previn Debut With Houston

HOUSTON — Andre Previn opened his first season as conductor of the Houston Symphony on Monday (2) with an all-orchestral program. Previn, who succeeded Sir John Barbirolli, will conduct nine of the orchestra's 18 pairs. Barbirolli will lead six pairs. The remaining pairs will be conducted by Ernest Ansermet, Charles Munch and A. Clyde Roller, the Houston's associate conductor.

Pianist Leonard Pennario will be soloist on Monday (9) and Tuesday (10). The programs on Monday (16) and Tuesday (17) will include cellist Shirley Tre-

(Continued on page 36)

RECORD REVIEW

Richmond's New Look A 'Sound' Investment

NEW YORK — London Records is revitalizing its Richmond line with the four-opera inauguration of the Richmond Opera Treasury Series. And the quartet is excellent in all respects. Included are the first stereo release on Richmond, Mozart's "The Magic Flute," and a justly famed package of "Der Rosenkavalier" of Richard Strauss. "Der Rosenkavalier" and Wagner's "Parsifal" and "Die Meistersinger" are the first budget releases of these operas and the first Richmond sets to have more than three records. The first contains four LP's, while the Wagnerian operas have five disks each.

The Strauss opera has an outstanding trio of female principals in Maria Reining as the Marchallin, Sena Jurinac as Octavian and Hilde Gueden as Sophie. Also noteworthy are Ludwig Weber as Baron Ochs, Anton Dermota as the Singer, and Alfred Poell as von Faninal. Miss Reining's First Act monologs, the rose presentation

with Miss Jurinac and Miss Gueden in the Second Act, and the Third Act trio are among the many high points. Erich Kleiber expertly leads the principal soloists, the Vienna State Opera Chorus and the Vienna Philharmonic.

Miss Gueden also is in fine voice in two of the other sets, including Pamina in "Die Zauberfloete (The Magic Flute)" with Karl Boehm the expert conductor with the same chorus and orchestra. Wilma Lipp's Queen of the Night is brilliant, while Kurt Bohme also excels in his two arias. But, the well-rounded cast also offers top performances in the Tamino of Leopold Simoneau and the Papageno of Walter Berry, who had a small role in "Der Rosenkavalier." Emmy Loose as Papagena and Paul Schoeffler as the Speaker also handle their smaller roles well.

Miss Gueden's other fine role is Eva in "Meistersinger," but the principal attraction of this set is the historic portrayal of Schoeffler, a memorable Hans Sachs. But, even a true master like Schoeffler cannot dwarf such fine performances as Karl Doench, a superb Beckmesser, and Otto Edelmann, a top Pogner, who has also recorded Sachs, Gunther Treptow and Dermota as Walther and David respectively also turn in fine tenor performances. Poell is a capable Kothner. Hans Knapertsbush, another fine conduc-

(Continued on page 42)

Atlanta on TV

ATLANTA — WSB-TV will televise four concerts of the Atlanta Symphony during the 1967-1968 season including the opener on Thursday (19), the debut of Robert Shaw as the orchestra's conductor. A young people's concert and a Christmas carol program also will be included in the TV schedule.

BMI TO AWARD \$14,300 TO STUDENT COMPOSERS

NEW YORK—The 16th annual Student Composers Awards competition sponsored by BMI will award prizes ranging from \$250 to \$2,000, with a total of \$14,300 available for the project.

The 1967 competition closes next Feb. 15. It is open to students who are citizens of permanent residents of the Western Hemisphere and are enrolled in accredited secondary schools, colleges and conservatories or are engaged in private study with recognized and established teachers. Entrants must be under 26 years old as of this Dec. 31.

William Schumann, president of the Lincoln Center for the Performing Arts, is chairman of the judging panel, which includes composers, publishers and interpreters of music. Official rules and entry blanks are available from Oliver Daniel, director, SCA Project. Broadcast Music, Inc., in New York.

Frank to Open Philharmonia

NEW YORK—Claude Frank will be soloist at the opening of the 1967-1968 Brooklyn Philharmonia season on Nov. 18. Seigfried Laudau, music director, will conduct.

Violinist Ruggiero Ricci will be soloist with the orchestra on Jan. 27, pianist Grant Johannesen on Feb. 24 and pianist David Bar-Illan on May 18 in a program that will include the first New York performance of Benjamin Lees' "Interlude for Strings."

Soloists in Verdi's "Manzoni Requiem" on April 21 will be soprano Earamae Endirch, mezzo-soprano Beverly Wilff, tenor Seth McCoy, and bass Arar Berberian. An orchestral program is listed for March 23.



LILI KRAUS has recorded her first album for Vanguard Records. The pressing, which will be released early next year, will contain concertos of Schumann and Weber.

'Romeo' Gets Styling and Singing

NEW YORK—The Metropolitan Opera's new production of Gounod's "Romeo et Juliette" proved robust on Monday (2) mainly because of strong performances by tenor Franco Corelli and soprano Mirella Freni as the star-crossed lovers. Miss Freni, whose latest Angel disk is a collection of operatic excerpts with Nicolai Gedda looked beautiful and sang beautifully. Her "Waltz," the best known selection from the opera, was handled stylishly. An Angel ad also listed a forthcoming Puccini operatic album by the soprano.

Corelli was full-voiced throughout, although he valiantly tried some pianissimos. His latest album is Puccini's "Tosca" on London, which was advertised in the program. His Angel program ad listed a future "Aida" he recorded with Birgit Nilsson. Corelli and Miss Freni also appear on RCA Victor. Their duets last week were gems, especially in the balcony scene and in Juliette's chamber.

Baritone John Reardon, who appears on Columbia, Decca, Desto and Victor, was a fine Mercutio, while bass John Macurdy, who has re-

corded for Columbia and CRI, was an excellent Friar Laurence in every respect and, along with Lorenzo Alvaray as Gregorio, was a model in French diction. Mezzo-soprano Marcia Baldwin, the Stephano, and tenor Charles Anthony, the Tybalt, also were assets.

Francesco Molinari-Pradelli, who is tackling his first French opera at the Met with "Romeo," gave the performance a fine musical direction. His latest album is Puccini's "La Rondine" with Anna Moffo and Daniele on Victor, while an Angel ad plugged a forthcoming Verdi "Rigoletto" with Cornell MacNeil, Nicolai Gedda and Reri Grist. He also has recorded extensively for London.

The only complete recording of "Romeo" currently in the catalog is a three-record mono set on London featuring Raoul Jobin and Janine Micheau. A pressing of excerpts starring Rosanna Carteri is available in mono and stereo on Angel. With Miss Freni, Corelli and Gedda all available to EMI, Angel's parent company, a complete stereo version should be a must.

FRED KIRBY

RECORD REVIEW

Cardinal Flies High With 10-Pkg. Issue

NEW YORK — Vanguard Records' medium-priced Cardinal series makes an impressive debut with a 10-package release, which, hopefully, is a sampling of the excellent things to come.

Generally, the package represents a wide variety of music and musical styles performed with independence of thought and creativity of taste. Individually, it wisely includes war-horses, church music, chamber works and orchestral pieces.

Leading the LP release parade are two magnificent Mahler works, the No. 5 and the No. 2 ("Resurrection") symphonies. The Leipzig Gewandhaus Orchestra, conducted by Vaclav Neumann, tackles the tempestuous 5th with a courageous sweep which engulfs the work and makes it both delicate and powerful. Highlight in the two record set is the "Monstrous" scherzo, ignited by Neumann's fiery handling. A very effective "Three Excerpts for Voice and Orchestra From Wozzeck," by Berg, completes the effort. Hanne-lore Kuhse is the soprano soloist.

The No. 2 brings Maurice Abravanel, the much-praised Mahler interpreter, to the recording podium. And his efforts here with the Utah Symphony

are authoritative and intense and should gain for him even more plaudits. The University of Utah Civic Chorale and two fine vocal soloists, Beverly Sills and Florence Kopleff, help give the selection a tender elegance. Organist Alexander Schreiner is flawless.

Still another valuable two-record set is Monteverdi's "Vespers of the Blessed Virgin Mary," performed by the Orchestra of the Accademia Monteverdiana, the Ambrosian Singers and several individual voices such as Ursula Conners, Shirley Minty and Nigel Rogers, the "Vespers" is sacred music at its

(Continued on page 42)

'SMILES' TIE BY LONDON

NEW YORK—London Records is releasing excerpts from Lehar's "The Land of Smiles" to coincide with an American tour of the operetta starring Giuseppe de Stefano, who is featured on the disk with Dagmar Koller. Heinz Lambrecht conducts the orchestra of the Vienna Volksoper. The album was recorded in Vienna.

An Announcement from

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must be submitted by November 30, 1967.*

UA BACK IN CLASSICAL; CUT CONCERT

NEW YORK—United Artists Records is returning to the classical field with the live recording on Sunday (22) of a Town Hall concert with pianist Elmer Bernstein and violinist Marc Brown. UA, which formerly produced classical albums, has had no new classical product in the past few years.

The Town Hall concert, a benefit for the Walden School, will consist of Schubert's "Sonatina, Op. 137, No. 1"; Beethoven's "Sonata No. 5 (Spring)"; Brahms' "Sonata No. 2"; and Piston's "Sonatina." Bernstein has composed the scores for more than 70 films, many of which have been UA soundtrack albums. Brown heads MBA Music.

Regal Rec'ds For Students

PORTLAND, Ore. — Regal Records is branching into the conventional commercial record field with a Young Artists Series designed principally for the school market. An album by the Vancouver High School Stage Band also is being issued.

The new series will feature small chamber groups, with the initial release being a collection by the Havre Flute Quartet. The album's liner contains notations on the grade of difficulty of the different pieces. The series will feature artists from the Pacific Northwest.

Regal was founded in 1963 by Dan Gordon as Dan's Recording. Until its new venture, Regal has concentrated on the custom records field.

Cardinal Flies High With 10-Pkg. Issue

• Continued from page 40

best. The recording is full of exciting delights, inspired by Denis Stevens' vivid, knowledgeable approach.

For the baroque buyer are Volumes I and II of "Musique De Table" by Telemann issued on separate recordings. The 17th century composer is at present enjoying a "rediscovery," and this contribution should help him along. Vol. 1 contains the larger scaled work and features some charming interplay of two solo oboes with two solo violins. The second volume, which consists of three chamber work, is an exhilarating piece which shows such chamber masters as Alice Harnoncourt, Jurg Schaeftlin and Nikolaus Harnoncourt, who is also director, in striking form.

Guimar Novaes shines brightly in a single LP of the oft-recorded Beethoven's "Moonlight" and "Farewell" sonatas. Her treatment is basically straightforward, deceptively simple, and is warm and fresh and beautifully controlled. Another standard Brahms' "Variations on a Theme by Paganini," and a Liszt "Study

BEST SELLING CLASSICAL LP's

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	WEST MEETS EAST Yehudi Menuhin/Ravi Shankar, Angel 36418 (M); S 36418 (S)	14	21	20	HISTORIC ORGANS OF EUROPE—SWITZERLAND E. Power Biggs, Columbia ML 6255 (M); MS 6855 (S)	7
2	2	MAHLER: SYMPHONY NO. 8 (2-12" LP's) Various Artists/London Symphony (Bernstein), Columbia M2L 351 (M); M2S 751 (S)	36	22	22	RACHMANINOFF: CONCERTO NO. 2 IN C FOR PIANO Van Cliburn/Chicago Symphony Orch. (Reiner), RCA Victor LM 2601 (M); LSC 2601 (S)	30
3	3	ART OF DENNIS BRAIN Seraphim IC 60040 (M); (No Stereo)	21	23	17	RAVEL: BOLERO/RHAPSODIE/LA VALSE New York Philharmonic (Bernstein), Columbia ML 5293 (MO); MS 6011	47
4	4	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	17	24	29	ART OF GERALD MOORE Various Artists, Seraphim 60044 (M); (No Stereo)	6
5	6	PUCCINI: LA RONDINE (2-12" LP's) Moffo/Barbironi/RCA Italiano Orch. & Chorus (Molinari-Pradelli), RCA Victor LM 7048 (M); LSC 7048 (S)	5	25	25	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	62
6	5	MAHLER: DAS LIED VON DER ERDE James King/Dietrich Fischer-Dieskau/Vienna Philharmonic Orch. (Bernstein), London OM 36005 (M); OS 26005 (S)	32	26	28	RODGERS: VICTORY AT SEA, VOL. I RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2335 (M); LSC 2335 (S)	46
7	7	PUCCINI: TOSCA (2-12" LP's) Nilsson/Corelli/Fischer-Dieskau/Various Artists (Maazel), London A 4267 (M); OSA 1267 (S)	4	27	24	OLD TIMERS' NIGHT AT THE POPS Boston Pops (Fiedler), RCA Victor LM 2944 (M); LSC 2944 (S)	11
8	8	ORFF: CARMINA BURANA New Philharmonic Orch. (DeBurgos), Angel 36333 (M); S 36333 (S)	60	28	37	LEONTYNE PRICE—PRIMA DONNA, VOL. 2 RCA Victor LM 2968 (M); LSC 2968 (S)	2
9	10	HOLST: THE PLANETS New Philharmonia Orch. & Chorus (Boult), Angel 36420 (M); S 36420 (S)	18	29	35	MAGNIFICENT MARCHES Philadelphia Orch. (Ormandy), Columbia ML 6379 (M); MS 6979 (S)	2
10	9	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	80	30	23	NIELSEN: SYMPHONY NO. 1 Philadelphia Orch. (Ormandy), Columbia ML 6404 (M); MS 7004 (S)	14
11	11	BEETHOVEN: NINTH SYMPHONY Mormon Tabernacle Choir/Philadelphia Orch. (Ormandy), Columbia ML 6416 (M); MS 7016 (S)	6	31	31	MOZART: PIANO CONCERTO NO. 15/SYMPHONY NO. 36 Bernstein/Vienna Philharmonic (Bernstein), London CM 9499 (M); CS 6499 (S)	4
12	14	ARTURO TOSCANINI CONDUCTING BEETHOVEN SYMPHONIES NO. 1, 4 & 6 (3-12" LP's) BBC Symphony Orch. (Toscanini), Seraphim IC 6015 (M); (No Stereo)	17	32	—	SHOSTAKOVICH: SYMPHONY NO. 10 USSR Symphony (Svetlanov), Melodiya/Angel R 40025 (M); SR 40025 (S)	1
13	16	BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's) Berlin Philharmonic (Von Karajan), DGG (No Mono); SKL 101/108 (S)	22	33	—	PROKOFIEV: CINDERELLA (2-12" LP's) Moscow Radio Symphony (Rozhdestvensky), Melodiya/Angel R 4102 (M); SRB 4102 (S)	1
14	12	PUCCINI: LA BOHEME (2-12" LP's) Various Artists/RCA Victor Orch. (Beecham), Seraphim IB 6000 (M); (No Stereo)	53	34	—	PROKOFIEV: SYMPHONY NO. 5 New York Philharmonic (Bernstein), Columbia ML 6405 (M); MS 7005 (S)	1
15	13	HOROWITZ IN CONCERT (2-12" LP's) Vladimir Horowitz, Columbia M2L 357 (M); M2S 757 (S)	24	35	30	THE WORLD OF CHARLES IVES Philadelphia Orch. (Ormandy)/New York Philharmonic (Bernstein)/American Symphony (Stokowski), Columbia ML 6415 (M); MS 7015 (S)	17
16	15	A TOSCANINI TREASURY OF HISTORIC BROADCASTS (5-12" LP's) NBC Symphony (Toscanini), RCA Victor LM 6711 (M); (No Stereo)	26	36	—	IVES: HOLIDAYS SYMPHONY Dallas Symphony (Johanos), Turnabout (No Mono); 34146 (S)	1
17	21	ORMANDY-PHILADELPHIA ORCHESTRA'S GREATEST HITS Philadelphia Orch. (Ormandy), Columbia ML 6334 (M); MS 6934 (S)	22	37	38	SATIE: PIANO MUSIC/TROIS GYMNAPEDIES Ciccolini, Angel 35442 (M); (No Stereo)	2
18	26	RACHMANINOFF: SYMPHONY NO. 1 Philadelphia Orch. (Ormandy), Columbia ML 6386 (M); MS 6986 (S)	11	38	39	DVORAK: NEW WORLD SYMPHONY New Philharmonia Orch. (Dorati), London (No Mono); SPC 21025 (S)	2
19	19	GERSHWIN: RHAPSODY IN BLUE New York Philharmonic (Bernstein), Columbia ML 5412 (M); MS 6091 (S)	60	39	40	PUCCINI: MADAME BUTTERFLY (3-12" LP's) Scotto/Bergonzi/Rome House Orch. & Chorus (Sir John Barbirolli), Angel (No Mono); SCL 3702 (S)	2
20	18	WAGNER: DIE WALKUERE (5-12" LP's) Crespin/Vickers/Various Artists/Berlin Philharmoniker (Von Karajan), DGG 39 229/233 (M); 139 229/233 (S)	22	40	—	DVORAK: SYMPHONY NO. 9 (New World)/SCHUMANN: MANFRED OVERTURE NBC Symphony (Toscanini), RCA Victrola 1249 (M); (No Stereo)	1

BEST SELLING BUDGET-LINE CLASSICAL LP's

Title, Artist, Label & No.	Title, Artist, Label & No.
1. ART OF DENNIS BRAIN—Seraphim 60040 (M); (No Stereo)	4. ART OF GERALD MOORE—Various Artists, Seraphim 60044 (M); (No Stereo)
2. PUCCINI: LA BOHEME (2-12" LP's)—Various Artists/RCA Victor Orch. (Beecham), Seraphim IB 6000 (M); (No Stereo)	5. IVES: HOLIDAYS SYMPHONY—Dallas Symphony (Johanos), Turnabout (No Mono); 34146 (S)
3. ARTURO TOSCANINI CONDUCTING BEETHOVEN SYMPHONIES NO. 1, 4 & 6 (3-12" LP's)—BBC Symphony Orch. (Toscanini), Seraphim IC 6015 (M); (No Stereo)	6. DVORAK: SYMPHONY NO. 9 (New World)/SCHUMANN: MANFRED OVERTURE—NBC Symphony (Toscanini), RCA Victrola 1249 (M); (No Stereo)

No. 2 in E Flat Major" give Earl Wild ample opportunity to display his light-fingered wide-stretching technique. The result: a rich recording throughout by this fine pianist.

Charles Ives' "Orchestral Works" has all the rigorous expressiveness and unsettling seasoning of typical Ives' compositions, and the Royal Philharmonic and conductor Harold Farberman give it plenty of spice of their own to make the LP, which contains, among others, the "Robert Browning Overture" and "The Unanswered

Question," highly charged and colorful.

The Yale Quartet makes its recording debut with Beethoven's "Quartet No. 15 in A Minor" and rounding out the package is an LP of selections by Danzi, Widor and Reincke, featuring Swiss flutist Raymond Meylan, the Vienna State Opera Orchestra led by Felix Prohaska in "The Romantic Flute." Both are worthy editions of which this new series can well be proud. All records are in stereo but may be played on mono as well. **ROBERT SOBEL**

Richmond Look

• Continued from page 40

tor, also handles the Vienna State Opera Chorus and Vienna Philharmonic well.

In "Parsifal," Knappertsbush directs a 1951 Bayreuth Festival performance excellently. Here, too, the cast is outstanding as Wolfgang Windgassen assays the title role; George London, Amfortas; and Hermann Uhde, Klingsor. Martha Moedl is heard in one of her most famous roles, Kundry, another

Columbia LP's

• Continued from page 40

bel, Lauritz Melchior, Lily Pons and Lillian Nordica. The disks will be produced and pressed by Columbia Special Products. Veritas will prepare the packaging and handle world-wide distribution of the albums.

asset of the package, which also has Weber's Gurnemanz and Armond van Mill's Titarel to commend it. **FRED KIRBY**

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Album Reviews

Continued From Back Cover



POP SPOTLIGHT

THE SAM THE SHAM REVUE
MGM E 4479 (M); SE 4479 (S)

The Sham Review turns out a high camp, highly enjoyable LP here that's mixed with honky tonk, straight rock and a country satire ("The Cockfight"). "I'm Not a Lover Anymore," "Let It Eat," "Groovin'" and "Leave My Kitten Alone" are single chart possibilities. Every cut is on target.



LOW PRICE CLASSICAL

SPOTLIGHT

BARTOK: TWO VIOLIN CONCERTOS

The Czech Philharmonic (An-cerl) (2-LP's). Crossroads 22 26 0011 (M); 22 26 0012 (S)

Bartok's unusual form and selective design is fused in this two-LP by violinist Andre Gertler's tasteful, colorful performance. Conductors Karel Ancerl, the Czech Philharmonic, and Janos Ferencsik and the Brno State group excell and provide much enjoyable backing.



POP SPOTLIGHT

EARTH MUSIC
The Youngbloods. RCA Victor LPM 3865 (M); LSP 3865 (S)

The boys should break through with this, their second Victor album. With good numbers like "Euphoria," "Reason to Believe," "I Can Tell," "All My Dreams Blue" and seven others, this package has consumer appeal. "The Wine Song" is another good one.



LOW PRICE CLASSICAL

SPOTLIGHT

MAHLER: SYMPHONY NO. 1
Pittsburgh Symphony (Stein-berg). Pickwick PC 4038 (M); SPC 4038 (S)

This budget reissue restores a fine treatment by Steinberg and the Pittsburgh to the catalog in an album that should benefit from the current popularity of Mahler. The vigor and color of this modern stand-ard is captured admirably.



LOW PRICE POP SPOTLIGHT

WARM AND MELLOW.
Al Caiola. Unart M 20003 (M); S 21003 (S)

As part of its initial release this new label marks an impressive debut with this Caiola offering of tunes culled from other albums. There's much variety here, from the evergreen "Temptation" to the contemporary "Feliz Brasilia." Arrangements are lush, bright and fresh. Caiola's guitar couldn't be better.



LOW PRICE CLASSICAL

SPOTLIGHT

COPLAND: BILLY THE KID
Dallas Symphony (Johanna). Turnabout TV 34169 (M)

The Dallas Symphony does a magnificent job capturing the Americana of the Cop-land ballet. It's both symphonic and folk, and American as apple pie. The DSO tells the story of the short and unhappy life of Billy the Kid as the composer wanted it told.



LOW PRICE POP SPOTLIGHT

SWEET SOUL MUSIC
The Soul Finders. RCA Camden CAL 2170 (M); CAS 2170 (S)

Some sock-it-to-'em instrument soul stuff, a feat of stirring organ, sax, drum efforts such as "Sweet Soul Music," "Respect," "The Happening." Many of the tunes are helped by vocals by a female chorus. An excellent r&b-type package.



LOW PRICE RELIGIOUS

SPOTLIGHT

IVORY PALACES
George Beverly Shea. RCA Camden CAL 2174 (S)

His regular priced LP's, of which there are many, are all still selling; few artists have the longevity of product as does Shea. That's why this low-price LP featuring some of his earlier material such as "I'll Walk With God," "Old Time Religion," and others will be a blockbuster.

NEW ACTION ALBUMS

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

★ NEW ACTION LP's

These new albums, not yet on Billboard's Top LP's Chart, have been reported getting strong sales action by dealers in major markets.

OUR GOLDEN FAVORITES . . .

Ferrante & Teicher, United Artists UAL 3556 (M); UAS 6556 (S) (875-03556-3; 875-06556-5)

TELL HIM . . .

Patti Drew, Capitol T 2804 (M); ST 2804 (S) (300-02804-3; 300-02804-5)

TAKE A LOOK . . .

Aretha Franklin, Columbia CL 2754 (M); CS 9554 (S) (350-02754-3; 350-09554-5)

YOU'RE A VERY LOVELY WOMAN . . .

Merry-Go-Round, A&M LP 132 (M); SP 4132 (S) (108-00132-3; 108-04132-5)

LIVE AT THE FILLMORE AUDITORIUM . . .

Chuck Berry, Mercury MG 21138 (M); SR 61148 (S) (650-21138-3; 650-61138-5)

A LATIN LOVE-IN . . .

Tony Matola Guitar, Project 3 PR 5010 (M); PR 5010 SD (S) (759-05010-3; 759-05010-5)

15 HITS OF PAT BOONE . . .

Dot DLP 3814 (M); DLP 25814 (S) (430-03814-3; 430-25814-5)

PEAS 'N' RICE . . .

Freddie McCoy, Prestige PR 7487 (M); PR 7487 (S) (755-07487-3; 775-07487-5)

HAPPY IS THE SUNSHINE COMPANY . . .

Imperial LP 9359 (M); LP 12359 (S) (50-09339-3; 570-12359-5)

THE TRIP . . .

Soundtrack, Sidewalk T 5908 (M); ST 5908 (S) (809-05908-3; 809-05908-5)

CHILD OF CLAY . . .

Jimmie Rodgers, A&M LP 4130 (M); SP 4130 (S) (108-04130-3; 108-04130-5)

FOR YOU . . .

Jackie DeShannon, Imperial LP 9353 (M); LP 12352 (S) (570-09352-3; 570-12352-5)

PETER MATZ BRINGS 'EM BACK . . .

Project 3 PR 5007 (M); PR 5007 SD (7) (759-05007-3; 759-05007-5)

BRANDED MAN . . .

Merle Haggard & the Strangers, Capitol T 2789 (M); ST 2789 (S) (300-02789-3; 300-02789-5)

THE ORIGINAL SPINNERS . . .

Motown 639 (M); S 639 (S) (678-00639-3; 678-00639-5)

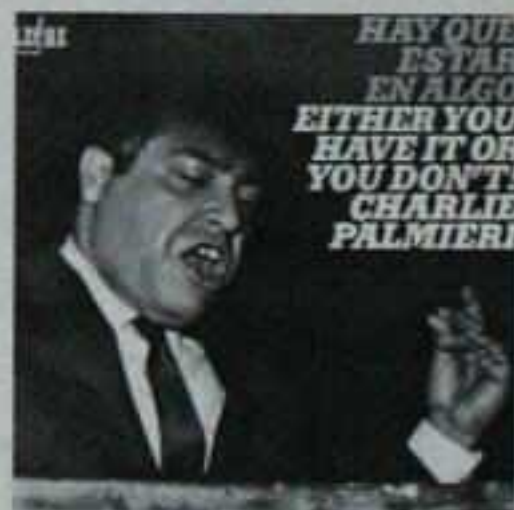


INTERNATIONAL SPOTLIGHT

I STILL LOVE YOU

Javier Solis. Columbia EX 5196 (M); ES 1896 (S)

Javier Solis turns in his usual brilliant performance on another set of romantic ballads. Probably the best is "Y Todavia te Quiero (I Still Love You)," but mariachi accompaniment adds a special touch to "Luz de Luna," "Serrana" and "Reconciliacion."



INTERNATIONAL SPOTLIGHT

EITHER YOU HAVE IT OR YOU DON'T

Charlie Palmieri. Alegre LPA 858 (M); SLPA 8580 (S)

Hard-driving Latin rhythms by the Charlie Palmieri orchestra and singer Victor Velazquez come on strong with English lyrics on songs such as "Fat Papa," which also has an infectious dance-jazz flavor. The group slows down the pace for "Duerme," a romantic ballad, brings it back up with "El Yo-Yo."



SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

POP SPECIAL MERIT

THE PLEASURE FAIR

Uni 3009 (M); 73009 (S)

Here's a group which is chock-full of first-rate talent. With a rich, exciting, robust group sound, the Pleasure Fair clicks on its initial disk with such tunes as "Stay Around for the Good Times" and "Turnaway." An excellent blending of voices makes this album perfect for easy listening stations.

POP SPECIAL MERIT

FASCINATION

Stan Freeman, His Piano & Orch. Proj-ect 3 PR 5012 SD (S)

This is a better-than-average instrumental, with Freeman giving a competent piano performance and the lush backing from the orchestra adding to the mood. The imaginative cover, gatefold packaging and the Project 3 logo should give this one respect-able sales.

POP SPECIAL MERIT

LISTEN TO THE WARM

Rod McKuen. RCA Victor LPM 3863 (M); LSP 3863 (S)

The latest poem of Rod McKuen, narrated and sung to music, will strike even harder than before. "I'll Never Be Alone" is a romantic easy listening ballad, "A Cat Named Sloopy" is about a pet; "Listen to the Warm" is about love.

POP SPECIAL MERIT

ANOTHER SHADE OF LANA

Lana Cantrell. RCA Victor LPM 3862 (M); LSP 3862 (S)

With a style reminiscent of Barbra Streisand, Miss Cantrell could burst through with this one. And with the excellent aid of producer Danny Davis and arranger Chuck Sagle, she blossoms on such numbers as "The House of the Rising Sun" and "On the Good Ship Lollipop." Miss Cantrell's rendition of the Beatles' "She's Leaving Home" is a blockbuster.

CLASSICAL SPECIAL MERIT

WOLFGANG AMADEUS: MOZART IS A DIRTY OLD MAN

Norman Luboff. Epic LC 3966 (M); BC 1366 (S)

A novelty that could draw interest beyond the usual classical market, this album has the fine Norman Luboff Chorus with soloists in light, slightly off-color canons and songs of Mozart, a side of the composer not previously realized by many persons. The music is delightful as are the performances. Igor Kipnis provides top harpsichord accompaniment.

CLASSICAL SPECIAL MERIT

BIZET: L'ARLESIENNE SUITES 1 & 2

Chicago Symphony (Martino). RCA Victor LM 2939 (M); LSC 2939 (S)

Jean Martino expertly leads the virtuoso Chicago Symphony in lush, idiomatic readings of Bizet's two L'Arlesienne suites. A spirited performance of the overture to Lalo's "Le Roi d'Ys" and a pensive Meditation from Massenet's "Thais" round out the disk. This last number includes a fine job by violinist Stephy Staryck.

COUNTRY SPECIAL MERIT

THE INCREDIBLE KENNY ROBERTS

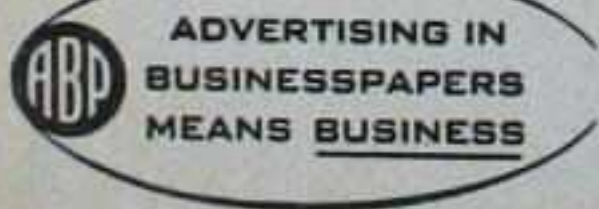
Starday SLP 406 (S)

Kenny Roberts, one of the stars of the WWVA "Jamboree" in Wheeling, W. Va., does more singing than yodeling on this album. His "The Singing River" received heavy airplay and considerable sales across the nation; other tunes that score include "Blue" and "Anytime."

(Continued on page 56)

ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Bill-board's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LP's are listed under their respective categories.



MUSICOR RECORDS
★★★

SWINGING SINGLES

JUST RELEASED

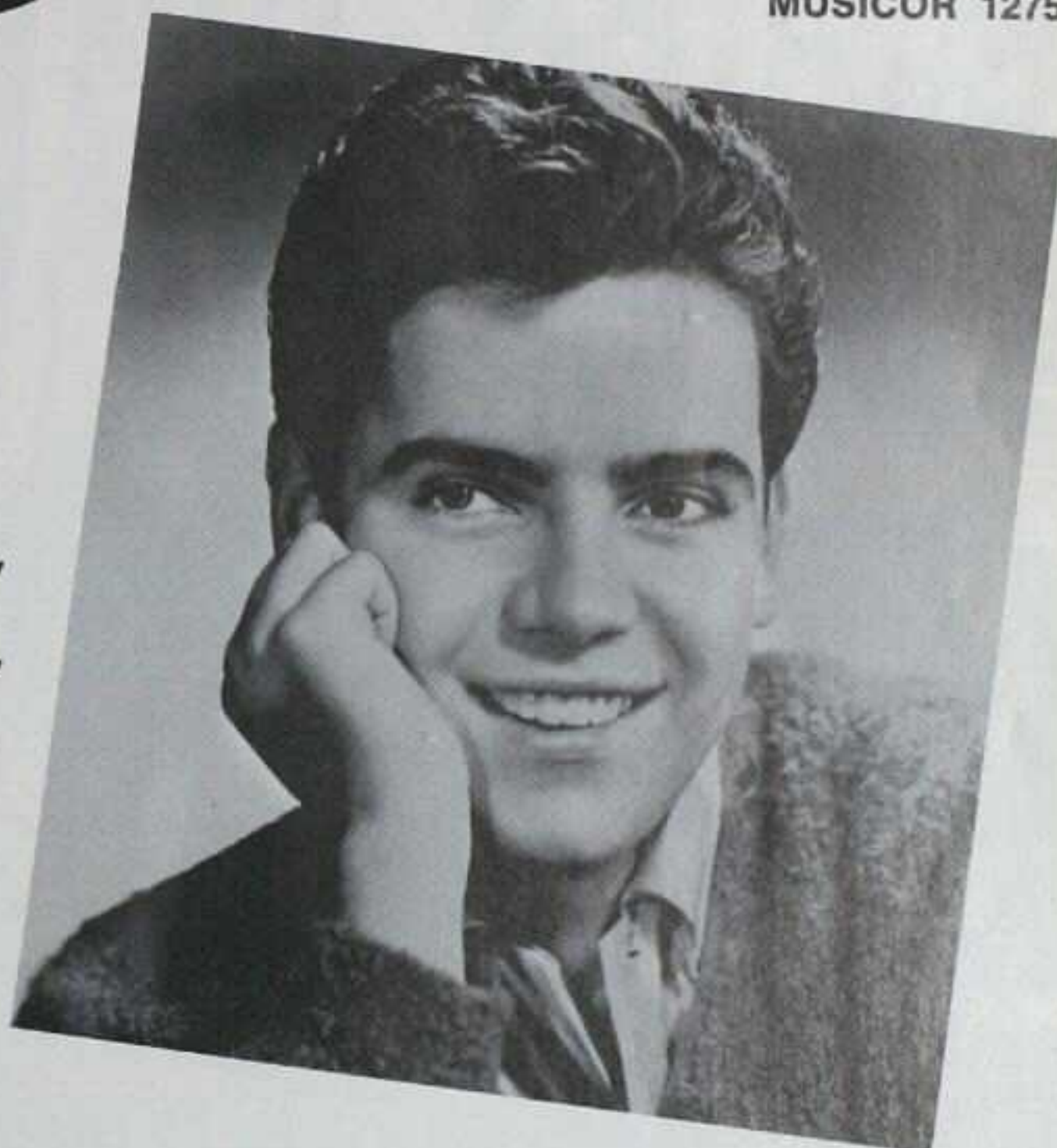
THE PLATTERS



BRAND NEW
HIT SINGLE

"SWEET, SWEET LOVIN'"

MUSICOR 1275



JOHNNY CYMBAL

"THE MARRIAGE OF CHARLOTTE BROWN"

"Penned and performed to perfection by "Mr. Bass Man" himself. This creative single could put Johnny right back on top! Surprise ending must be heard!"

MUSICOR 1272

BILLBOARD TOP 60 PICK

"Off-beat love story, great lyric should carry Cymbal high on the pop chart. Unusual melody and surprise ending."

CASH BOX PICK OF THE WEEK



NEW R & B HIT ON DYNAMO

BARBARA & BRENDA

"NEVER LOVE A ROBIN"

DYNAMO RECORD D-108

BILLBOARD SPOTLIGHT PICK

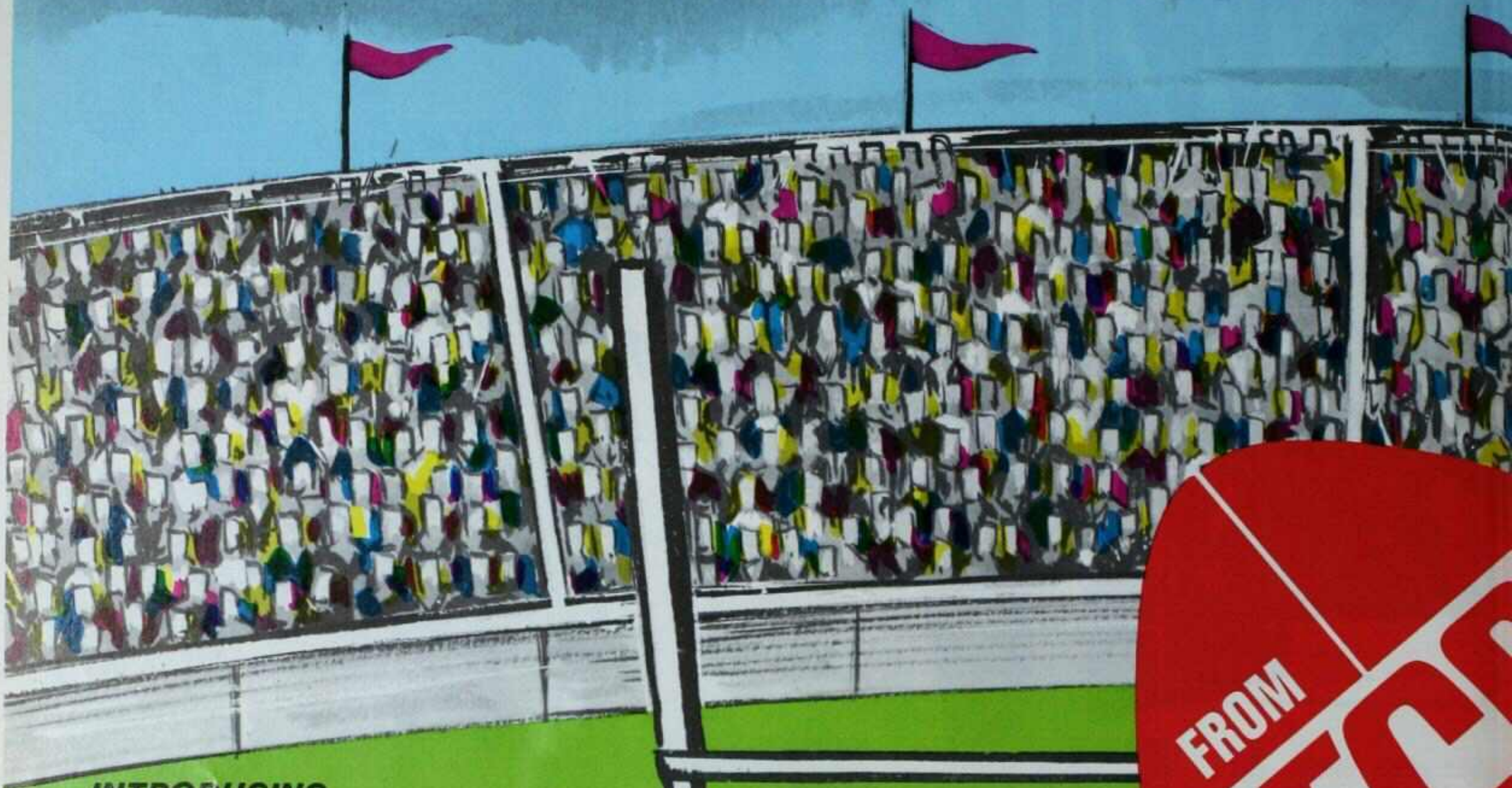
... should prove the biggest winner the group has ever had.

"NO MORE TEARS"

MUSICOR 1270

THE JIVE 5

THE BIG KICK OFF



INTRODUCING... JAZZ HERITAGE SERIES



DL 9222 (M) DL 79222 (SE)



DL 9223 (M) DL 79223 (SE)



DL 9229 (M) DL 79229 (SE)



DL 9224 (M) DL 79224 (SE)



DL 9225 (M) DL 79225 (SE)



DL 9226 (M) DL 79226 (SE)



DL 9221 (M) DL 79221 (SE)



DL 10144 (M) DL 710144 (S)



DL 10145 (M)



(M) Monaural (S) Stereo (SE) Enhanced for Stereo

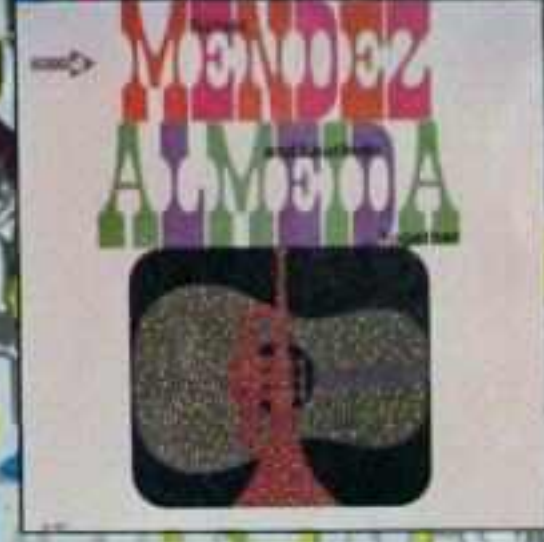
FOR OCTOBER



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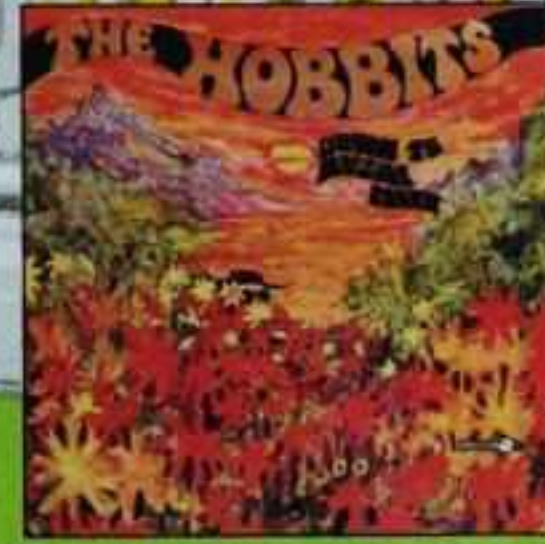
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DL 4921 (M) DL 74921 (S)



DL 4927 (M) DL 74927 (S)



DL 4920 (M) DL 74920 (S)



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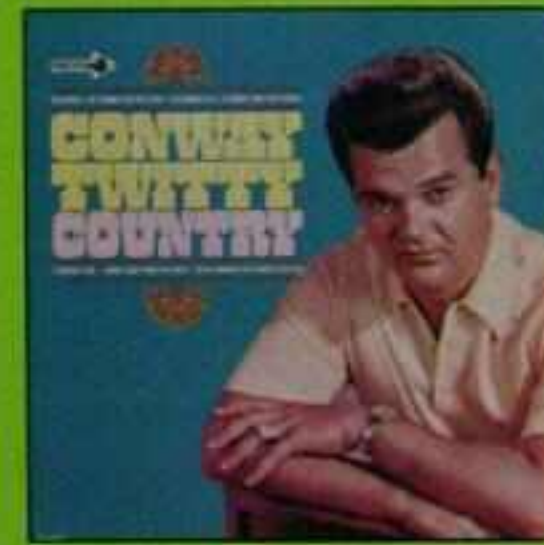
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DL 4929 (M) DL 74929 (S)



DL 4859 (M) DL 74859 (S)



DL 4913 (M) DL 74913 (S)



DL 4912 (M) DL 74912 (S)



DL 4924 (M) DL 74924 (S)



DL 710145 (S)



DL 9431 (M) DL 79431 (S)



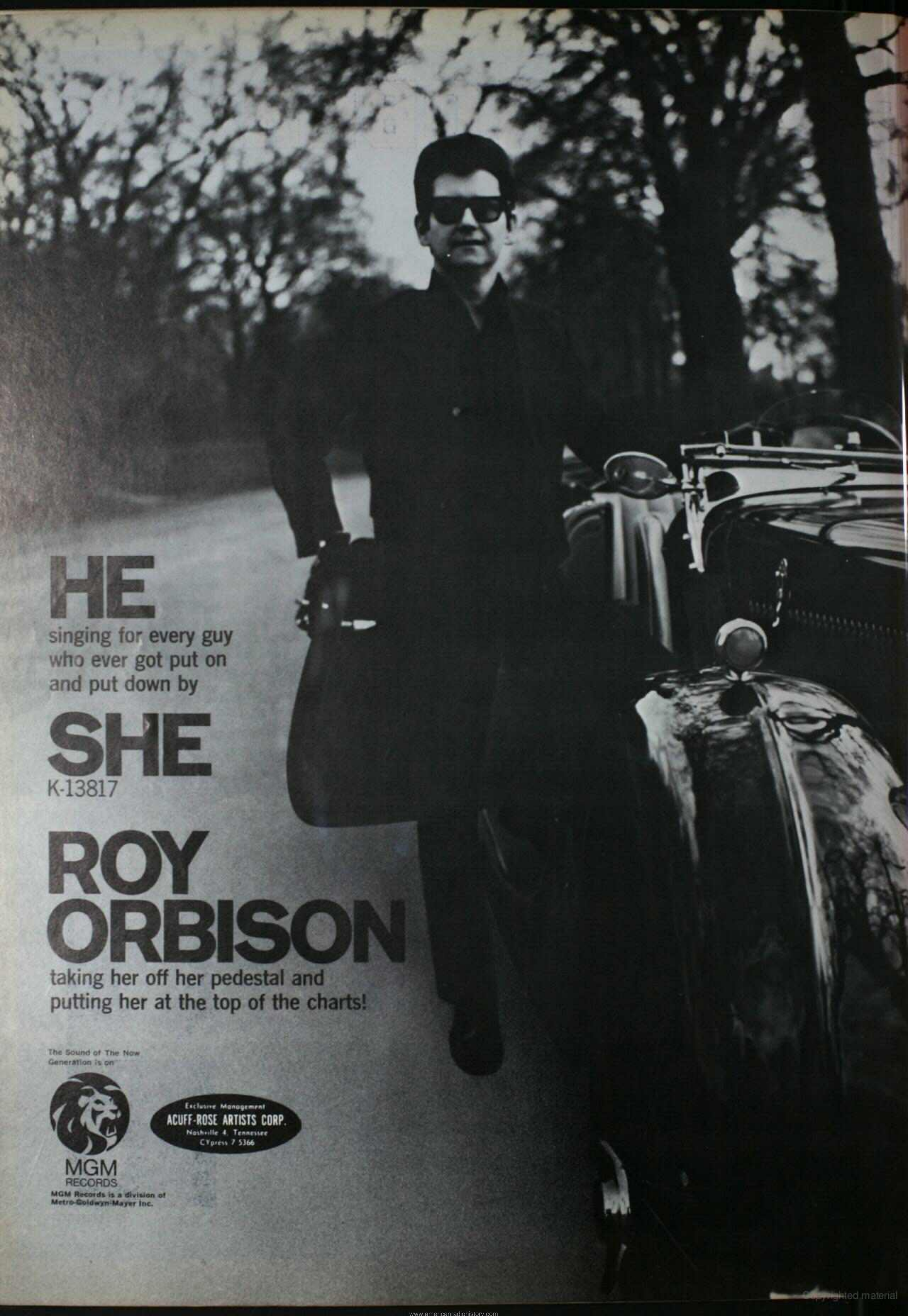
DL 10143 (M) DL 710143 (S)



DL 4887 (M) DL 74887 (SE)



DL 4922 (M) DL 74922 (S)



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TOP 170's

★ STAR performer—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million dollar LP's.

Table with columns: This Week, Last Week, Title-Artist, Label & No., (RPM Mono & Stereo No.), Wks. on Chart. Includes entries like ODE TO BILLIE JOE, SGT. PEPPER'S LONELY HEARTS CLUB BAND, DIANA ROSS & THE SUPREMES GREATEST HITS, etc.

Table with columns: This Week, Last Week, Title-Artist, Label & No., (RPM Mono & Stereo No.), Wks. on Chart. Includes entries like MOBY GRAPE, OTIS REDDING LIVE IN EUROPE, FRANKIE VALLI SOLO, THE MONKEES, etc.

Table with columns: This Week, Last Week, Title-Artist, Label & No., (RPM Mono & Stereo No.), Wks. on Chart. Includes entries like SMILEY SMILE, THE BLUES PROJECT LIVE AT TOWN HALL, OUTSIDERS... HAPPENING "LIVE!", etc.

(Continued on page 58)

Billboard charts are compiled by the Bureau of Music Research, Inc. based on data provided by record companies and independent sources. This listing system is available on request from Billboard's Music Research Department.

Country Music

Pop, Premiere & Parties to Be Order of Day at 'Ole Opry' Fete

By BILL WILLIAMS

NASHVILLE—Everything from a movie premiere to a pop show with dancing girls will be part of the fete marking the 42d anniversary of the "Grand Ole Opry." The expected 5,000 registrants will be feted to almost constant entertainment, partying and serious business sessions during the three-day affair, Thursday (19) to Saturday.

WSM also has established an international and national news bureau, staffed by radio personnel. The bureau will provide up-to-date coverage from the convention scene. Located on the main level of the Municipal Auditorium, the bureau will be a free service to convention participants and their sponsoring stations. WSM also will furnish phone news reports complete with interviews with the stars and music industry officials to stations calling a special "beeper" number. This will be handled by Mrs. Emily Bradshaw, public relations manager for WSM.

The convention will get under way with a

special Minnie Pearl Fried Chicken presentation, featuring long-time Broadway musical star Jack Irvin and 12 Rockette-type dancing girls, and Hickory's outstanding new pop discovery, Gail Wynters. Minnie then will come on to entertain.

Fender Musical Instrument Co. is bowing a show this year, and it represents a breakthrough for an instrument firm. The show will feature leading country musicians who play Fender guitars.

Between the Minnie Pearl and Fender shows, Crescent Amusement Co. will premiere a movie, "Water Hole Number Three," featuring a theme song by Mercury's Roger Miller. Invitations to this private showing will be mailed out or issued to those at the convention. Miller will be on hand for the showing.

The WSM breakfast and Opry spectacular will feature all of the 50 stars of the Opry in a fast-

(Continued on page 55)



HICKORY RECORDS executives Lester Rose, left, and Dee Kilpatrick, right, present the portrait of the late Hank Williams painted by Nashville artist Paul Garrison, third from left, to Roy Acuff. The portrait was commissioned by Hickory for the cover of its new LP "Roy Acuff Sings Hank Williams." Acuff accepted the portrait for permanent display in the Roy Acuff Museum on Broadway in Nashville.

Jeannie Seely a Hit — Bowman Funnyman

NEW YORK — A well-balanced and thoroughly entertaining bill of diversified acts moved into the Nashville Room of the Hotel Taft Thursday (3), much to the delight of the opening night crowd. Headliner Jeannie Seely, marking her first New York appearance, immediately won the audience with her soulful, compelling style of heart singing. Having burst upon the record scene only last year as a Grammy Award winner for her smash "Don't Touch Me," Miss Seely displayed remarkable growth as a performer in stage presence and poise.

With complete command of her material and audience, she based her program upon the hits of females over the past 10 years. Her song introductions were wisely kept to a minimum. A highlight of her show

was her reference to her composer, Hank Cochran, who penned her first hit, and the classic "I Fall to Pieces," which Miss Seely performed superbly. Her current Monument hit, "I'll Love You More," scored heavily with the crowd as did her change of pace to "Queen of the House" and then to the poignant "I Don't Wanna Play House," which was delivered with great sensitivity. If there is a heart and soul conveyer of modern country music, Miss Seely proved she is second to none.

RCA Victor's man of comedy, Don Bowman, delivered his clever, easy-sell style of humor in fine fashion, although hampered, as were all three acts, by difficulties of lights, sound, and accompaniment unfamiliar with the acts' material. Bowman's comedy song material relies on support from the band to punctuate his lines, and this was lacking opening night. The Billboard award-winning comic showed much potential as a character actor for TV or films, and scored with the audience with his take-off on "Big Bad John" and lines such as "I'm now going to sing an instrumental for you."

Opening the bill was Columbia's Claude King, who won the crowd with his disk winners: "Wolverton Mountain," "Catch a Little Raindrop," and "Tiger Woman."

(Continued on page 55)

Minnie Pearl Exits Moeller

NASHVILLE—Minnie Pearl will spend less time on personal appearances next year and more time in her new business venture, Minnie Pearl's Fried Chicken. As a result of the change in booking plans, she is ending "10 long years of happy association" with the Moeller Talent Agency in Nashville.

"Jim Halsey of Independence, Kan., has been handling my television and movie work," Miss Pearl said, "so we have decided to co-ordinate everything and Halsey will handle what booking I do. The Moellers and I are parting the best of friends."

Nashville Scene

By BILL WILLIAMS

Carl Ballew's son mending after surgery. . . . Guest stars on the new WSM-TV series, "Pop and Country" include Ray Stevens, the Lonesome Rhodes, Boots Randolph, Don Bowman and Sami Smith. The show, hosted by Teddy Bart and Pete Sayers, is said to have syndication potential. . . . Roger Miller has written the liner notes for Curley Putman's first album, due for an October release.

Decca's Jan Howard has in the past few days duplicated all of her personal and business papers. The originals and copies of all of her financial accounts were "lifted" while she was taping a recent TV show. Several days later her purse and contents were found on the side of a road by a motorist. . . . Red Foley is preparing for a trip overseas. Prior to his departure he appeared before troops at Fort Campbell, Ky. . . . Bob Wills came in for a Kapp session under the supervision of Paul Cohen. He's backed up by 25 local musicians. . . . Don Bowman re-enacted his RCA Victor album "From Mexico With Laughs" on WSM's "Pop 'N Country" show, hosted by Teddy Bart and Pete Sayers. There is a strong chance this show will be syndicated. . . . A talent package headlining Bobby Bare, Lester Flatt and Earl Scruggs, Jimmy Newman, Dave Dudley and Linda Manning will appear at LaCrosse, Wis. (13), Fargo, N. D. (14) and Duluth, Minn. (15), with Billy Grammer subbing for Newman on the Fargo show. . . . Claude King is playing at the Stage House, the new Min-

neapolis country music showcase, this coming week.

Bill Anderson has three "Opry" appearances and two tapings in the next few weeks. . . . KBER Radio, San Antonio, held a popularity poll among its listeners.

Finishing one-two-three were Willie Nelson, Charlie Pride and Ray Price. The poll was held to aid the station in selecting talent for future shows. . . . Buckley's Record Shop, around the corner from the Opry House, brought in customers with personal appearances by Archie Campbell, Dottie West and Bill Anderson. . . . Jim Gemmill Productions, Richmond, Va., reports the biggest year in history for country entertainment at outdoor fairs. The Barbara Allen show, featuring Teenie Chenault and the Country Rockers worked 152 days thus far in 1967, with one fair (Orangeburg, S. C.) still to go. Gross bookings were triple that of a year ago. Miss Allen will have a new release out on the Pussy Cat label shortly. . . . Two of ASCAP's leading writers, Ricci Mareno and Gordon Galbraith, have moved to Nashville for full time writing efforts on an exclusive basis with Combine Music Publishing Co. The two have worked primarily in the New York area. . . . Ethel Delaney has a new release titled "Sing Me a Song of Sadness" on the Ohio label. A song with a similar title was released a few months ago by another artist on another label. . . . Stonewall Jackson has joined the Wil-Helm

(Continued on page 55)

Mono Price Hike Is 'Hurting' C&W Sales

NASHVILLE — The price increase on mono albums has had a sharp, although probably temporary, affect on the country LP market.

Wade Pepper, country promotion director for Capitol Records, said rack jobbers and others, in many instances, are refusing to stock the mono albums because they are afraid of being stuck with a large inventory.

"The country music buyer therefore can't find the product he's seeking," Pepper said. He noted that many of them still have the mono record players,

and have not made the switch to stereo.

Pepper said Capitol had offered a 20 per cent discount for stocking the mono albums, "which has helped a little." He felt some other labels also were offering such a discount.

The Capitol official looks on this downswing as short-lived. He said that eventually the country music buyer would join everyone else in switching to stereo, and the album sales would catch up.

Single sales, at an all-time high for the country product, have not been affected in any way.

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AND POP

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Willie Nelson

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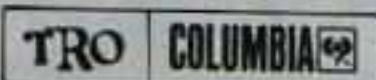
Shreveport, La.

TITLE-SONG FROM THE MOTION PICTURE

MON AMOUR... MON AMOUR

MUSIC BY FRANCIS LAI, COMPOSER OF "A MAN AND A WOMAN"
ENGLISH LYRIC BY CARL SIGMAN, AUTHOR OF "WHAT NOW, MY LOVE"

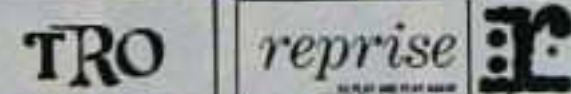
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HOLE IN MY SHOE

Stevie Winwood's brilliant new group—

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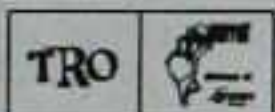
traffic

MAKING A STEADY CLIMB IN U.S.A.

TOM JONES

I'll Never Fall In Love Again

Produced by Peter Sullivan



TRO COLUMBIA



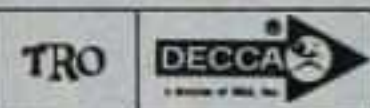
HERE TODAY &
GONE TOMORROW

THE BROTHERS FOUR

THE WHO

I CAN SEE FOR MILES

A FAST-BREAKING
CHART CONTENDER!



SINGING ONE OF HIS OWN "WINKY" SONGS

LOVE YOU TILL TUESDAY



TRO RCAVICTOR

NICK PALMER ON SATURDAY NIGHT

OFF KEY (DESAFINADO)

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Robert Cameron

"I'll Get By"



Pete Seeger sings his own—"Waist Deep in the Big Muddy."



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- WATCH FOR THE MOVE—FLOWERS IN THE RAIN— (TOP 3 IN ENGLAND)
- WATCH FOR PINK FLOYD—NEW LP ON TOWER

TRO The RICHMOND ORGANIZATION

Billboard SPECIAL SURVEY For Week Ending 10/14/67

HOT COUNTRY SINGLES

★ 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
2	1	I DON'T WANNA PLAY HOUSE 8 Tammy Wynette, Epic 10211 (Gallico, BMI)	8	45	4	I TAUGHT HER EVERYTHING SHE KNOWS 4 Billy Walker, Monument 1024 (Piedmont, ASCAP)	4
2	1	TURN THE WORLD AROUND 8 Eddy Arnold, RCA Victor 9265 (Fingerlake, BMI)	8	39	28	THROUGH THE EYES OF LOVE 13 Tompall & Glaser Brothers, MGM 13754 (Jack, BMI)	13
3	3	LAURA (What's He Got That I Ain't Got) 12 Leon Ashley, Ashley 2003 (Gallico, BMI)	12	40	40	ODE TO BILLIE JOE 6 Margie Singleton, Ashley 2011 (Shayne, ASCAP)	6
4	6	A WOMAN IN LOVE 10 Bonnie Guitar, Dot 17092 (Lin-Cal/Ring-a-Ding, BMI)	10	41	43	ADORABLE WOMEN 7 Nat Stuckey, Paula 276 (Stuckey/Su-Ma, BMI)	7
5	5	WHAT DOES IT TAKE (To Keep a Man Like You Satisfied) 13 Skeeter Davis, RCA Victor 9242 (Glaser, BMI)	13	42	58	WHAT LOCKS THE DOOR 3 Jack Greene, Decca 32190 (Acclaim, BMI)	3
6	4	MY ELUSIVE DREAMS 14 David Houston & Tammy Wynette, Epic 10194 (Tree, BMI)	14	43	41	JACKSON AIN'T A VERY BIG TOWN 9 Norma Jean, RCA Victor 9258 (Acclaim, BMI)	9
7	7	YOUR TENDER LOVING CARE 14 Buck Owens, Capitol 5942 (Blue Book, BMI)	14	44	49	LEARNIN' A NEW WAY OF LIFE 4 Hank Snow, RCA Victor 9300 (East Star, BMI)	4
8	15	CHOKIN' KIND 9 Waylon Jennings, RCA Victor 9259 (Wilderness, BMI)	9	45	31	TRUCKER'S PRAYER 14 Dave Dudley, Mercury 72697 (Central Songs, BMI)	14
9	12	PHANTOM 309 12 Red Sovine, Starday B11 (Starday, BMI)	12	46	48	GOODY GOODY GUMDROPS 6 Wilburn Brothers, Decca 32169 (Sure-Fire, BMI)	6
10	9	I'M STILL NOT OVER YOU 13 Ray Price, Columbia 44195 (Pamper, BMI)	13	47	47	HOW FAST THEM TRUCKS CAN GO 4 Claude Gray, Decca 32180 (Vanjo, BMI)	4
11	11	FOOL, FOOL, FOOL 11 Webb Pierce, Decca 32137 (Sure-Fire, BMI)	11	48	70	THIS WORLD HOLDS NOTHING (Since You're Gone) 2 Stonewall Jackson, Columbia 44263 (Cedarwood, BMI)	2
12	10	'CAUSE I HAVE YOU 14 Wynn Stewart, Capitol 5937 (Central Songs, BMI)	14	49	32	LONG LEGGED GUITAR PICKIN' MAN 17 Johnny Cash & June Carter, Columbia 44185 (Perkins, SESAC)	17
13	17	YOU CAN'T HAVE YOUR KATE AND EDITH TOO 7 Statler Brothers, Columbia 44245 (Tree, BMI)	7	50	50	LAURA (What's He Got That I Ain't Got?) 8 Claude King, Columbia 44237 (Gallico, BMI)	8
14	24	YOU MEAN THE WORLD TO ME 4 David Houston, Epic 10224 (Gallico, BMI)	4	51	51	HERE WE GO AGAIN 6 Virgil Warner & Suzi Jane Hokom, LHI 17018 (Dirk, BMI)	6
15	16	JULIE 14 Porter Wagoner, RCA Victor 9243 (Wilderness, BMI)	14	52	68	A DIME AT A TIME 2 Del Reeves, United Artists 50210 (Pass Key, BMI)	2
16	19	LIKE A FOOL 8 Dottie West, RCA Victor 9266 (East Star, BMI)	8	53	66	IF MY HEART HAD WINDOWS 2 George Jones, Musicor 1267 (Glad/Blue Crest, BMI)	2
17	18	ODE TO BILLIE JOE 6 Bobbie Gentry, Capitol 5950 (Shayne, ASCAP)	6	54	56	SHE'S LOOKING GOOD 5 Stan Hitchcock, Epic 10182 (Tree, BMI)	5
18	22	DOES MY RING HURT YOUR FINGER 7 Country Charlie Pride, RCA Victor 9281 (Jando, ASCAP)	7	55	60	YOU'VE BEEN SO GOOD TO ME 6 Van Trevor, Date 1565 (Summerhouse/Harmony Hill, ASCAP)	6
19	14	YOU PUSHED ME TOO FAR 14 Ferlin Husky, Capitol 5938 (Tree, BMI)	14	56	71	COME SEE WHAT'S LEFT OF YOUR MAN 2 Johnny Darrell, United Artists 50207 (Combine, BMI)	2
20	8	BRANDED MAN 15 Merle Haggard, Capitol 5931 (Blue Book, BMI)	15	57	67	PINEY WOOD HILLS 2 Bobby Bare, RCA Victor 9314 (T. M./Gypsy Boy, BMI)	2
21	23	DEEP WATER 8 Carl Smith, Columbia 44233 (Milene, ASCAP)	8	58	59	MABEL (You Have Been a Friend to Me) 4 Billy Grammer, Rice 5025 (Newkeys, BMI)	4
22	13	NO ONE'S GONNA HURT YOU ANYMORE 16 Bill Anderson, Decca 32146 (Painted Desert, BMI)	16	59	62	A WORKING MAN'S PRAYER 3 Tex Ritter, Capitol 5966 (Window, BMI)	3
23	26	TEAR TIME 8 Wilma Burgess, Decca 32178 (Forrest Hills, BMI)	8	60	61	I WANNA GO BUMMIN' AROUND 4 Sonny Curtis, Viva 617 (Viva, BMI)	4
24	25	ALL MY LOVE 8 Don Gibson, RCA Victor 9266 (Acuff-Rose, BMI)	8	61	—	IT TAKES PEOPLE LIKE YOU 1 Buck Owens, Capitol 2001 (Blue Book, BMI)	1
25	34	PARTY PICKIN' 6 George Jones & Melba Montgomery, Musicor 1238 (Glad/Zanetis, BMI)	6	62	63	THE WHEELS FELL OFF THE WAGON 5 Johnny Dollar, Date 1566 (Mayhew, BMI)	5
26	36	GARDENIAS IN HER HAIR 5 Marty Robbins, Columbia 44271 (Hill & Range/Mariposa, BMI)	5	63	65	I DON'T SEE HOW I CAN MAKE IT 3 Jean Shepard, Capitol 5983 (Champion, BMI)	3
27	42	IT'S THE LITTLE THINGS 4 Sonny James, Capitol 5987 (Marson, BMI)	4	64	64	YOU LOVE ME TOO LITTLE 4 Lorane Mann, RCA Victor 9288 (Novachaminjo, BMI)	4
28	37	GRASS WON'T GROW ON A BUSY STREET 6 Kenny Price, Boone 1063 (Pamper, BMI)	6	65	52	BIG DUMMY 4 Tommy Collins, Columbia 44260 (Seashell, BMI)	4
29	29	BREAK MY MIND 16 George Hamilton IV, RCA Victor 9239 (Windward Side, BMI)	16	66	46	GENTLE ON MY MIND 12 Glenn Campbell, Capitol 5939 (Glaser, BMI)	12
30	30	QUEEN OF HONKY TONK STREET 10 Kitty Wells, Decca 32163 (Wells, BMI)	10	67	44	BALLAD OF THUNDER ROAD 4 Jim & Jesse, Epic 10213 (MCA, ASCAP)	4
31	33	TOO MUCH OF YOU 10 Lynn Anderson, Chart 1475 (Peach, SESAC)	10	68	54	NOBODY'S CHILD 8 Hank Williams Jr., MGM 13782 (Milene, ASCAP)	8
32	27	GOODBYE WHEELING 14 Mel Tillis, Kapp 837 (Cedarwood, BMI)	14	69	—	BOTTLE, BOTTLE 1 Jim Ed Brown, RCA Victor 9329 (Window, BMI)	1
33	38	WHAT KIND OF A GIRL (Do You Think I Am?) 4 Loretta Lynn, Decca 32184 (Sure-Fire, BMI)	4	70	—	MYSTERY OF TALLAHATCHIE BRIDGE 1 Roger White, Big A 103 (Marmaduke, ASCAP)	1
34	35	THE CAVE 7 Johnny Paycheck, Little Darlin' 0032 (Mayhew/Window, BMI)	7	71	—	AND YOU WONDER WHY 1 Fred Carter Jr., Monument 1022 (Moss-Rose, BMI)	1
35	39	TINY TEARS 7 Liz Anderson, RCA Victor 9271 (Greenback, BMI)	7	72	75	HANGIN' ON 2 Gosdin Brothers, Bakersfield Int'l 1002 (Garpax/Alanbo, BMI)	2
36	20	CALIFORNIA UPTIGHT BAND 12 Lester Flatt & Earl Scruggs, Columbia 44194 (Newkeys, BMI)	12	73	74	MAKE A LEFT AND THEN A RIGHT 2 Johnny & Jonie Mosby, Capitol 5980 (Central Songs, BMI)	2
37	21	HOW LONG WILL IT TAKE 17 Warner Mack, Decca 32142 (Page Boy, SESAC)	17	74	—	THE LOSING KIND 1 Bobby Barnett, K-Ark 766 (Gallico, BMI)	1
				75	—	DALLAS 3 Vern Stovall, Longhorn B1 (Saran/Deepcross, BMI)	3

CARL SMITH'S
in...

DEEP WATER

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On COLUMBIA RECORDS

written by
FRED ROSE

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c/w **'Only a Fool'**

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THE BARON STRIKES AGAIN



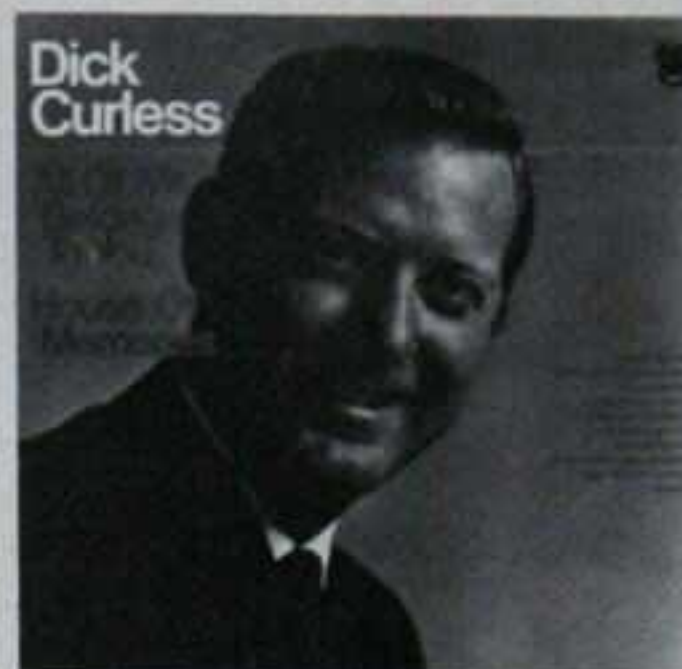
Dick Curless

BIG FOOT b/w TORNADO TILLIE

Record No. Tower 362



Ramblin' Country
Tower No. 5089



All Of Me Belongs To You
Tower No. 5066



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Billboard SPECIAL SURVEY For Week Ending 10/14/67

HOT COUNTRY ALBUMS

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	ODE TO BILLIE JOE Bobbie Gentry, Capitol T 2830 (M); ST 2830 (S)	5
2	3	YOUR TENDER LOVING CARE Buck Owens & His Buckaroos, Capitol T 2760 (M); ST 2760 (S)	7
3	9	TURN THE WORLD AROUND Eddy Arnold, RCA Victor LPM 3869 (M); LSP 3869 (S)	5
4	4	IT'S SUCH A PRETTY WORLD TODAY Wynn Stewart, Capitol T 2737 (M); ST 2737 (S)	17
5	5	TONIGHT CARMEN Marly Robbins, Columbia CL 2725 (M); CS 9525 (S)	7
6	6	ALL THE TIME Jack Greene, Decca DL 4904 (M); DL 74904 (S)	15
7	7	I'LL NEVER FIND ANOTHER YOU Sonny James, Capitol T 2788 (M); ST 2788 (S)	7
8	8	CARRYIN' ON WITH JOHNNY CASH & JUNE CARTER Columbia CL 2728 (M); CS 9628 (S)	7
9	10	LOVE OF THE COMMON PEOPLE Waylon Jennings, RCA Victor LPM 3825 (M); LSP 3825 (S)	8
10	2	JOHNNY CASH'S GREATEST HITS, VOL. I Columbia CL 2678 (M); CS 9478 (S)	13
11	11	MY ELUSIVE DREAMS David Houston & Tammy Wynette, Epic LN 24325 (M); BN 26325 (S)	7
12	13	HITS BY GEORGE George Jones, Musicor MM 2128 (M); MS 3128 (S)	10
13	16	BRANDED MAN Merle Haggard & the Strangers, Capitol T 2789 (M); ST 2789 (S)	3
14	14	BEST OF EDDY ARNOLD RCA Victor LPM 3565 (M); LSP 3565 (S)	25
15	15	SINGIN' AGAIN Ernest Tubb & Loretta Lynn, Decca DL 4872 (M); DL 74872 (S)	13
16	17	I'M A LONESOME FUGITIVE Merle Haggard, Capitol T 2702 (M); ST 2702 (S)	12
17	12	BLUE SIDE OF LONESOME Jim Reeves, RCA Victor LPM 3793 (M); LSP 3793 (S)	18
18	21	DANNY BOY Ray Price, Columbia CL 2677 (M); CS 9477 (S)	21
19	26	JACKSON AIN'T A VERY BIG TOWN Norma Jean, RCA Victor, LPM 3836 (M); LSP 3836 (S)	6
20	20	MR. MEL Mel Tillis, Kapp KL 1535 (M); KS 3535 (S)	9
21	19	THERE GOES MY EVERYTHING Jack Greene, Decca DL 4845 (M); DL 74845 (S)	39
22	18	ANOTHER STORY Ernest Tubb, Decca DL 4867 (M); DL 74867 (S)	14
23	43	GENTLE ON MY MIND Glen Campbell, Capitol T 2809 (M); ST 2809 (S)	2
24	22	ALL MY LOVE Don Gibson, RCA Victor LPM 3843 (M); LSP 3843 (S)	8
25	23	JUKEBOX CHARLIE Johnny Paycheck, Little Darlin' LD 4006 (M); SLD 8006 (S)	10
26	29	COLD HARD FACTS OF LIFE Porter Wagoner, RCA Victor LPM 3797 (M); LSP 3797 (S)	18
27	27	APARTMENT NO. 9 Bobby Austin, Capitol T 2773 (M); ST 2773 (S)	12
28	30	JUST BEYOND THE MOON Tex Ritter, Capitol T 2786 (M); ST 2786 (S)	6
29	40	YOUR FOREVERS DON'T LAST VERY LONG Jean Shepard, Capitol T 2765 (M); ST 2765 (S)	3
30	41	THE BIG HITS Statler Brothers, Columbia CL 2719 (M); CS 9519 (S)	2
31	32	COOL COUNTRY Wilburn Brothers, Decca DL 4871 (M); DL 74871 (S)	15
32	28	BUCK OWENS AND HIS BUCKAROOS IN JAPAN Capitol T 2715 (M); ST 2715 (S)	21
33	33	FOLKSY George Hamilton IV, RCA Victor LPM 3854 (M); LSP 3854 (S)	6
34	35	GOIN' TO CAL'S PLACE Cal Smith, Kapp KL 1537 (M); KS 3537 (S)	6
35	36	I FORGOT TO CRY Charlie Louvin, Capitol T 2787 (M); ST 2787 (S)	2
36	25	DIESEL ON MY TAIL Jim & Jesse, Epic LN 24314 (M); BN 26314 (S)	14
37	34	CARL SMITH (Country Gentleman Sings His Favorites) Columbia CL 2687 (M); CS 9487 (S)	4
38	24	TOGETHER AGAIN Kitty Wells & Red Foley, Decca DL 4906 (M); DL 74906 (S)	9
39	38	WALKIN' IN THE SUNSHINE Roger Miller, Smash MGS 27093 (S); SRS 67093 (S)	17
40	31	ALL MY TOMORROWS Nat Stuckey, Paula LP 2196 (M); LPS 2196 (S)	14
41	44	DAVE DUDLEY COUNTRY Mercury MG 21133 (M); SR 61133 (S)	3
42	42	LET'S GET TOGETHER George Jones & Melba Montgomery, Musicor MM 2127 (M); MS 3127 (S)	7
43	39	CONNIE SMITH SINGS BILL ANDERSON RCA Victor LPM 3768 (M); LSP 3768 (S)	17
44	—	HEAR THE WHISTLE BLOW Lester Flatt & Earl Scruggs, Columbia CL 2686 (M); CS 9486 (S)	1
45	45	NOW IS A LONELY TIME Roy Drusky, Mercury MG 21118 (M); SR 61118 (S)	2

Pop, Premiere & Parties to Be Order of Day at 'Ole Opry' Fete

• *Continued from page 50*

paced morning show. This will be followed by the WSM-CMA sales programming workshop in the lower level of the Municipal Auditorium. Joe Epstein of Luzianne Coffee, New Orleans, will moderate the panel which includes Ed Bunker, senior vice-president of Inter Public Inc. ("Good Operators Get the Business"); Dolly Kephart, Tucker Wayne Advertising, Atlanta ("Why I'll Never Buy Your Station"); and Harold Krelstein, Plough Inc., Memphis ("Will Success Spoil Country Music"). The workshop will be taped so that stations interested may play it at a later date.

Dot Show

The Dot Records luncheon and show will feature Bonnie Guitar, Sonny Curtis and Mac Wiseman, and will include Billy Vaughn. Eleven top executives of Dot are coming in for the occasion, including Arnold Burk and Dick Peirce.

The Decca Records party and show will feature all of Decca's top country acts, including Ernest Tubbs, the Wilburn Brothers, Loretta Lynn, Jack Greene, Jan Howard, Marion Worth, Jimmy Newman, the Osborne Brothers, Red Foley, Bill Monroe, Webb Pierce, Johnny Wright, Kitty Wells, Bill Anderson, Bill Phillips and others.

On Friday night CMA will have its massive awards presentation and Hall of Fame announcements. This function will take place at a banquet at the Municipal Auditorium. Additionally, WSM will program its regular Friday Night Opry.

The RCA Victor breakfast on Saturday morning will be emceed by Porter Wagoner, and will feature Bobbi Staff, Stu Phillips, Connie Smith, Jim Ed Brown, George Hamilton IV, and Lynn Anderson, who is a RCA Victor-affiliated Chart artist. She will be introduced by her mother, Liz

Anderson. Among those executives from RCA Victor on hand will be Norman Racusin, vice-president and general manager; Harry E. Jenkins, vice-president; Allen Clark, Joe D'Imperio, Steve Sholes, Dick Broderick, Vito Blando, and George Parkhill.

The Columbia luncheon will feature such stars as Ray Price, Carl Smith, Flatt and Scruggs, Claude King, Stonewall Jackson, the Hardin Trio, Lefty Frizzell, Carl and Pearl Butler, and several others who had not, at this writing, given positive commitment.

At the Capitol Records show and pizza party, artists on hand will include Sonny James, Ferlin Husky, Charlie Louvin, Ray Pillow, Jean Shepard, Dallas Frazier, Merle Travis, Wynn Stewart, Tex Ritter, Buck Owens, Wanda Jackson, the Geezenslaw Brothers and Ray Pennington. Top officials will include Stan Gortikov, Ken Nelson, Herb Henler, Maurice Lathower, Larry Hathaway, and Boyle Gilmore.

The party will be climaxed on Saturday night by the 42d anniversary show of the "Grand Ole Opry," again featuring every Opry act.

At the Pamper Music dance following the Opry, Jack Green and his band will entertain, along with Kenny Price.

In addition to the officially listed functions, CMA will conduct its quarterly board meeting, its general meeting, and its election of officers and board members for the coming year. This will take place on Thursday, again at the Municipal Auditorium.

Both BMI and ASCAP will host invitation-only parties, and several other parties are planned. Mrs. Mary Reeves of Jim Reeves Enterprises will present London recording artists at a special outdoor show adjacent to the Andrew Jackson hotel.

Britain Wants 'Pure' Demo: Bob Kingston

NASHVILLE—Britain's a&r men want to hear "pure" demonstration records, not those embellished by strings and other backgrounds.

This is the voiced opinion of Bob Kingston of London, who

represents the interests of Peer-Southern and Cedarwood Publishing companies in Britain.

Kingston, who said he came to Nashville to "get the feel" of the music, also had advice to offer. He said American publishers should present their music in the most simplified possible form when seeking recordings in England.

"The people there are interested in the melody and the lyrics, not in the background," Kingston said. "They (the producers) like to start virtually from nothing, to do their own building and arranging, and not be influenced by any embellishments they might hear on a demo."

It has become common practice in recent years to provide producers, in America and abroad, with the most complete demonstration tape possible, to give the producer the idea of the eventual sound envisioned by the writer and publisher. Many producers now almost demand this.

"That's not what we're after," Kingston emphasized.

The English publisher's representative, who also is in the film business, said his visit to Nashville gave him a "feeling of belonging." He also said he had been effectively placing both Peer-Southern and Cedarwood songs in London, but felt this would be stepped up more in the future. "My only concern is London," he said. "If it catches on there it will catch on internationally."



CAPITOL ARTIST Sonny James accepts an invitation to attend a practice session of the Baltimore Colts, who expressed an interest in his music. With James are Bob Boyd and John Unitas.

Jeannie Seely

• *Continued from page 50*

Although King came on warm and ingratiating, he was bogged down by too much talk early in his program, and therefore took too long to get to the hit material the audience was waiting for. However, he's still a top performer and proved a crowd pleaser. Lee Arnold of WJZZ, the metropolitan country music station, handled the introduction with ease and dignity befitting the three talented stars.

DON OVENS

'DRINK' OK'D BY NASHVILLE

NASHVILLE — Passage by substantial margin of a liquor-by-the-drink referendum here is expected to spur expansion activity in the music industry.

Overcoming strong religious opposition, the city thus changed a law which had stood in the way of entertainment growth.

The new law becomes effective at once, and the by-the-drink sales will begin as quickly as applications can be processed.

Nashville Scene

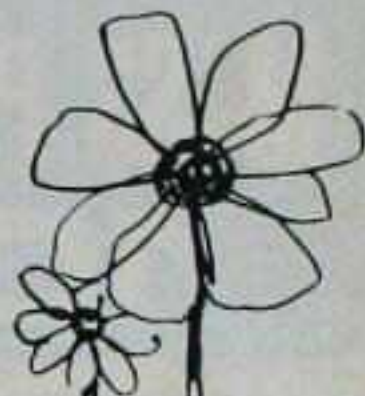
• *Continued from page 50*

agency after a long association with Bob Neil.

Judy Lynn concluded a four-week engagement in the Golden Nugget Lounge in Las Vegas, then flew to Hawaii for an engagement at the Waikiki Shell Bowl. . . . Elton Britt into Nashville for a recording session with Vaughn Horton. Britt now will record on the Peer-Southern label. Hank Williams Jr. off to the West Coast for movie commitments. . . . Don Bowman and his new bride had an undisturbed week in Estes Park and Colorado Springs, Colo., through the courtesy of a Denver fan. . . . A note from Vietnam to WENO's Neal Merritt advises that Alice Hoy (Mrs. Neal Merritt) has been named "Miss Force Logistic Command ISO." The letter praises her version of "Johnny." . . . An RCA Victor hostess will hand out flowers from a hospitality suite at the Nashville Municipal Airport during the Opry convention coming up. . . . Merle Travis made a strong appearance on the Boyce Hawkins show on Nashville's Channel 4. . . . Radio station WCTC, Houston, Miss., promoted a Bobby Gentry day with the governor and other top officials on hand. Houston is her home town. . . . Sevierville, Tenn., had a similar Dolly Parton day. The East Tennessee community is her home town.



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Album Reviews

• Continued from page 44

CLASSICAL SPECIAL MERIT

**PROKOFIEV: THE COMPLETE MUSIC
FOR SOLO PIANO (Vol. 1)**

Gyorgy Sandor. Vox SVBX 5408 (M)

Sandor, well known as an interpreter of Bartok, does equally well with Prokofiev in these two consecutively numbered three-LP Vox boxes, which include all nine Sonatas plus such other major works as "Ten Episodes, Op. 12," "Music for Children, Op. 65," and many short gems.

**Say You Saw It in
Billboard**

**LOW PRICE CLASSICAL
SPECIAL MERIT**

**ELECTRONIC MUSIC III BERIO/DRUCK-
MAN/MIMAROGU**

Various Artists. Turnabout TV 34177 (M)

A fascinating collection of electronic music styles and collaborations. Pianist George Flynn is expert in Mimaroglu's "Piano Music for Performer and Composer," while trombonist Andre Smith's is equally adept in Druckman's "Animus I." Mimaroglu's "Six Preludes for Magnetic Tape" also is inventive as is Berio's "Theme (Omaggio a Joyce)."

**LOW PRICE CLASSICAL
SPECIAL MERIT**

**BEETHOVEN: VARIATIONS AND
VIGNETTES**

Alfred Brendel. Turnabout TV 341625 (S)

Brendel, who has recorded all of Beethoven's solo piano music for Vox, has a chance to display his pianistic virtuosity in this disk of novelties from the larger collection. Included is the difficult, furious "Rage Over a Lost Penny" and variations on "God Save the King," "Rule Britannia" and the "Turkish March."

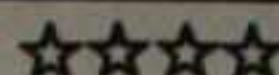
RELIGIOUS SPECIAL MERIT

FOR HEAVEN'S SAKE

Joe Feeney. RCA Victor LPM 3850 (M); LSP 3850 (S)

Joe Feeney, tenor featured with "The Lawrence Welk Show" on TV, offers a wide range of hymns, including "I Need Thee Every Hour," "I'll Walk With God" and "Teach Me How to Pray," a narrative TV exposure and RCA Victor promotion could make this a brisk seller.

**SEE ALBUM REVIEWS
ON BACK COVER**



FOUR-STAR ALBUMS

The four-star rating is awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, one-stops and rack jobbers handling that category.

POPULAR

BRAVO! BRAVO!
Charles Aznavour. Monument MLP 8084 (M); SLP 8084 (S)

**THE WORLD'S LONGEST LOVE
SONGS**
John Cacavas and His Orchestra. Unart M 20012 (M); 21012 (S)

SAX & THE SINGLE GIRL
Charlie Chalmers. Chess LP 1518 (M); LPS 1518 (S)

ACCORDION MY WAY-OLE!
Milton Delugg. RCA Victor LPM 3861 (M); LSP 3861 (S)

MEMORY LAINE
Frankie Laine. Tower T 5092 (M); ST 5092 (S)

NICO: CHELSEA GIRL
Verve V 5032 (M); V6-5032 (S)

LOW PRICE POPULAR

**MUSIC FROM THE
HAPPIEST MILLIONAIRE**
Living Voices. RCA Camden. CAL 2164 (M); CAS 2164 (S)

MAKING MEMORIES
The Organ Masters. RCA Camden CAL 2172 (M); CAS 2172 (S)

NO LETTER TODAY
Montana Slim. RCA Camden CAL 2171 (M); CAS 2171 (S)

COUNTRY

ALCOHOL & TEARS
Kay Adams. Tower T 5087 (M); ST 5087 (S)

**THE COUNTRY MUSIC
HALL OF FAME (Vol. 7)**
Various Artists. Starday SLP 9-409 (S)

RELIGIOUS

THE NEW YEAR HERITAGE
Cantor Samuel Lavsky. Jubilee JGM 8096 (M)

GOSPEL

BLESSED QUIETNESS
Ernest Franklin and Choir. Checker LP 10031 (M); LPS 10031 (S)

TIME IS MOVING ON
The Lewis Family. Starday SLP 408

CLASSICAL

**BARTOK: STRING QUARTET NO. 5
STRING QUARTET NO. 3**
Prague Quartet. Arto ALP 714 (M); ALPS 714 (S)

**BAROQUE WORKS FOR
CHAMBER ORCHESTRA.** Crossroads 22 16 0158 (S)

**BARTOK: STRING QUARTET NO. 1;
MILHAUD: STRING QUARTET NO. 7**
Slovak Quartet. Parliament PLP 630 (M); PLPS 630 (S)

LOW PRICE CLASSICAL

**BEETHOVEN: SONATA NO. 1 and
NO. 2 FOR CELLO AND PIANO**
Chuchro/Holecck. Parliament PLP 632 (M); PLPS 632 (S)

**BEETHOVEN: STRING QUARTET IN
E MINOR "RASUMOVSKY"**
Janacek Quartet. Parliament PLP 627 (M); PLPS 627 (S)

**BEETHOVEN: CONCERTO IN D
MAJOR O. 61 FOR VIOLIN
& ORCH.**
Pittsburgh Symphony Orch./Nathan Milstein (Steinberg). Pickwick PC 4037 (M); SPC 4037 (S)

**CHOPIN: CONCERTO NO. 1 IN F
MINOR**
**LISZT: CONCERTO NO. 2 IN A
MAJOR**
Rauch/Prague Symphony (Smetacek). Parliament PLP 628 (M); PLPS 628 (S)

**MENDELSSOHN: PIANO CONCERTO
IN A MINOR, SERENADE AND
ALLEGRO GIOIOSO**
Kyriakou/Pro Musica Orch., Vienna (Swarowsky). Turnabout TV 341705 (S)

(Continued on page 76)

Previn Debut

• Continued from page 40

pel and pianist Julius Katchen. Other soloists during the season will be pianists Rudolph Firkusny, Gary Graffman, Hans Richter-Haaser, John Browning, and Gorini and Lorenzi; violinists Itzhak Perlman, Ruggerio Riccio and John Corigliano; sopranos Pauline Stark and Elizabeth Vaughan; contralto Maureen Forrester; tenor Richard Lewis; narrator Scott Carpenter; and bass Yi-Kwei-Sze.

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Orpheum to Bow Popside Label

NEW YORK — Orpheum Productions will bow the Popside label for r&b and pop recordings, with another new label slated for jazz and Latin American disks. Orpheum also is signing new acts in all areas, the latest being the Webs, Leo McCorkle and William Hunt.

New releases also are set for Lou Courtney and the Gems. Otis Smith has been promoted to vice-president, general manager in charge of operations for Orpheum, with Talmus Strickling, formerly with Liberty Records, as national promotion manager. Orpheum has leased its Riverside catalog to ABC Records.

New Directors Set Up, TRO Program

NEW YORK — The Richmond Organization has set up a New Directions program to bring together Hot 100 and r&b publishing activities. Just appointed to head the new activities is Howie Kane, former general professional manager of Kama Sutra Music and a member of Jay & the Americans for six years.

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

(LONELINESS MADE ME REALIZE)
IT'S YOU THAT I NEED . . .

Temptations, Gordy 7065 (Jobete, BMI)

★ REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major market(s) listed in parentheses.

KITTY DOYLE . . .

Dino, Desi & Billy, Reprise 0619 (Chardon, BMI) (Chicago)

NEVER LOVE A ROBIN . . .

Barbara & Brenda, Dynamo 108 (Vee Vee/Catalogue, BMI) (Washington)

OOH BABY, YOU TURN ME ON . . .

Willie Mitchell, Hi 2132 (Jec, BMI) (Baltimore)

BY THE TIME I GET TO PHOENIX . . .

Glen Campbell, Capitol 2015 (Rivers, BMI) (Houston)

CAN'T LAST MUCH LONGER . . .

Betty Harris, Sensu 471 (Marsaint, BMI) (New Orleans)

A HUNK OF FUNK . . .

Gene Dozier & the Brotherhood, Minit 32026 (Metric/Dozier, BMI) (Washington)

ALLIGATOR BOOGALOO . . .

Lou Donaldson, Blue Note 1934 (Blue Horizon, BMI) (St. Louis)

TOP LP's • Continued from page 49

*151	166	HONEY AND WINE	5
		Gino Vercuppi, RCA Victor LP 3046 (M); LP 3046 (S) (775-0284-2; 775-0284-3)	
152	147	GREATEST HITS OF ALL TIMES	44
		Gene Pitney, MCA MCA 2122 (M); MCA 2122 (S) (685-0210-2; 685-0210-3)	
153	155	IN THE HEAT OF THE NIGHT	3
		Soundtrack, United Artists, UAL 4140 (M); UAL 4140 (S) (873-0414-2; 873-0414-3)	
154	154	A MAN AND HIS SOUL	30
		Ray Charles, ABC ABC 390 (M); ABC 390 (S) (710-0290-2; 710-0290-3)	
155	151	ERIC BURDON & THE ANIMALS, VOL. II	19
		MGM 4454 (M); SE 4454 (S) (640-0454-2; 640-0454-3)	
156	113	FRANCIS ALBERT SINATRA/ANTONIO CARLOS JOBIM	27
		Reprise R 1021 (M); RS 1021 (S) (790-01021-2; 790-01021-3)	
157	157	THE SANDPIPER	21
		A&M LP 133 (M); SP 4123 (S) (106-06133-2; 106-06133-3)	
158	158	BETWEEN THE BUTTONS	35
		Rolling Stones, London LL 3499 (M); PS 499 (S) (640-0249-2; 640-0249-3)	
*159	175	THE BEST OF BILLY VAUGHN	4
		Dot RLP 3811 (M); RLP 3811 (S) (420-03811-2; 420-03811-3)	
*160	179	JR. WALKER & THE ALL STARS "LIVE!"	2
		Swanwick 780 (M); SS 780 (S) (721-00780-2; 721-00780-3)	
161	167	FRESH CREAM	23
		Cream, Atco 33-304 (M); SS 33-304 (S) (175-02304-2; 175-02304-3)	
*162	—	I WANTED SOMEONE TO LOVE	1
		Frankie Laine, ABC ABC 408 (M); ABC 408 (S) (130-0408-2; 130-0408-3)	
163	172	BY REQUEST	22
		Jim Wakely, Columbia CL 2645 (M); CL 2645 (S) (330-02645-2; 330-02645-3)	
*164	—	THE LOOK OF LOVE	1
		Claudia Lennet, A&M LP 129 (M); SP 4129 (S) (106-06129-2; 106-06129-3)	
*165	—	OUR SONG	1
		Jack Jones, Kapp KS 1233 (M); KS 1233 (S) (660-01233-2; 660-01233-3)	
166	161	SUPREMES A' GO GO	56
		Motown MLP 649 (M); SLP 649 (S) (678-00649-2; 678-00649-3)	
*167	—	A COLLECTION OF SIXTEEN ORIGINAL BIG HITS, VOL. 7	1
		Various Artists, Motown M 641 (M); MS 641 (S) (178-00641-2; 178-00641-3)	
*168	—	GONE WITH THE WIND	1
		Soundtrack, MGM 18-10 (M); 18-10 (S) (640-00010-2; 640-00010-3)	
169	150	TINY BUBBLES	44
		Don Ho, Reprise R 4222 (M); RS 4222 (S) (790-04222-2; 790-04222-3)	
*170	—	EVERYBODY NEEDS LOVE	1
		Gladys Knight & the Pips, Soul 7 704 (M); SS 704 (S) (721-00704-2; 721-00704-3)	
171	173	STRANGERS IN THE NIGHT	69
		Frank Sinatra, Reprise R 1017 (M); RS 1017 (S) (790-01017-2; 790-01017-3)	
*172	189	RESPECT	2
		Jimmy Smith, Verve V 6792 (M); V6-6792 (S) (895-06792-2; 895-06792-3)	
173	178	MARTHA & THE VANDELLAS LIVE!	2
		Gordy G 923 (M); SS 923 (S) (320-00923-2; 320-00923-3)	
*174	199	THE JOHN GARY CARNEGIE HALL CONCERT	2
		RCA Victor LDC 1129 (M); LSC 1129 (S) (775-01129-2; 775-01129-3)	
*175	—	THE YIDDISH ARE COMING! THE YIDDISH ARE COMING!	1
		Lee Jacoby with Various Artists, Verve V 13688 (M); V6-13688 (S) (895-13688-2; 895-13688-3)	

*Indicates Star Performer

176	168	DYNAMIC DUO	22
		Jimmy Smith/Wes Montgomery, Verve V 6278 (M); V6-6278 (S) (895-06278-2; 895-06278-3)	
*177	—	GOLDEN INSTRUMENTALS	1
		Various Artists, Dot RLP 3820 (M); RLP 3820 (S) (420-03820-2; 420-03820-3)	
178	180	MARVIN GAYE'S GREATEST HITS, VOL. 2	3
		Tamla T 278 (M); TS 278 (S) (833-00278-2; 833-00278-3)	
*179	—	DR. DOLITTLE	1
		Soundtrack, 20th Century-Fox RTC 9101 (M); RTC 9101 (S) (870-02910-2; 870-02910-3)	
*180	—	ALL MITCH RYDER HITS	1
		New York, NY 2004 (M); NYS 2004 (S) (891-02004-2; 891-02004-3)	
181	191	BIG SWING FACE	14
		Bobby Rich, Pacific Jazz PJ 10117 (M); PJ 10117 (S) (720-10117-2; 720-10117-3)	
182	184	ALLIGATOR BOOGALOO	2
		Lou Donaldson, Blue Note RLP 4343 (M); RLP 4343 (S) (330-04343-2; 330-04343-3)	
183	187	BLOWIN' YOUR MIND	2
		Van Morrison, Bang RLP 218 (M); RLP 218 (S) (320-00218-2; 320-00218-3)	
184	182	SANDY POSEY	3
		MGM 4480 (M); SE 4480 (S) (640-04480-2; 640-04480-3)	
185	188	YOUR TENDER LOVING CARE	3
		Jack Decca & the Deccas, Capitol T 2740 (M); TS 2740 (S) (300-02740-2; 300-02740-3)	
186	181	COLONIZATION	7
		New Colony Era, Sonar ST 3061 (M); ST 3061 (S) (810-03061-2; 810-03061-3)	
187	200	FREAK OUT	12
		Mothers of Invention, Verve V 2002-2 (M); V6-2002-2 (S) (895-02002-2; 895-02002-3)	
188	—	GOLDEN HITS—THE BEST OF LAWRENCE WELK	1
		Dot RLP 3812 (M); RLP 3812 (S) (420-03812-2; 420-03812-3)	
189	177	CHANGES	44
		Johnny Rivers, Imperial LP 9234 (M); LP 9234 (S) (270-09234-2; 270-09234-3)	
190	162	TRINI LOPEZ—NOW!	7
		Reprise R 4233 (M); RS 4233 (S) (790-04233-2; 790-04233-3)	
191	198	JOHNNY'S GREATEST HITS	450
		Johnny Mathis, Columbia CL 1123 (M); CL 8434 (S) (330-01123-2; 330-08434-3)	
192	186	PAINT IT BLACK	8
		Small Faces, Cadet LP 774 (M); LP 774 (S) (245-00774-2; 245-00774-3)	
193	174	SOUNDS OF SILENCE	48
		Simon & Garfunkel, Columbia CL 2489 (M); CL 2489 (S) (330-02489-2; 330-02489-3)	
194	196	THE BEST OF WAYNE NEWTON	2
		Capitol T 2767 (M); TS 2767 (S) (300-02767-2; 300-02767-3)	
195	195	CARRYIN' ON WITH JOHNNY CASH & JUNE CARTER	2
		Columbia CL 2728 (M); CL 9328 (S) (330-02728-2; 330-09328-3)	
196	193	HAPPY JACK	21
		The Who, Decca DL 4092 (M); DL 74092 (S) (400-04092-2; 400-74092-3)	
197	125	HAPPINESS IS DEAN MARTIN	23
		Reprise R 4242 (M); RS 4242 (S) (790-04242-2; 790-04242-3)	
198	159	GOT LIVE IF YOU WANT IT	44
		Rolling Stones, London LL 3492 (M); PS 492 (S) (640-03492-2; 640-0492-3)	
199	164	ROGER	23
		Reggie Williams, Kapp KS 1012 (M); KS 1012 (S) (660-01012-2; 660-01012-3)	
200	134	THE KINKS GREATEST HITS	60
		Reprise R 4217 (M); RS 4217 (S) (790-04217-2; 790-04217-3)	

New Album Releases

• Continued from page 34

MENDELSSOHN: PIANO CONCERTO IN A MINOR, SERENADE & ALLEGRO GIOIOSO—Kyriakou/Pro Musica Orch., Vienna (Swarowsky); TV 341705
VARIOUS ARTISTS—Electronic Music III Berio/Bruckman/Mimaroglu; TV 34177
WEBER: PIANO CONCERTOS NO. 1 & NO. 2—Friedrich Muehler/Vienna Pro Musica Symphony (Swarowsky); TV 341555

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CHARLES IVES: ORCHESTRAL WORKS—Royal Philharmonic (Farberman); VCS 10013
MAHLER: SYMPHONY NO. 5/BERG: THREE EXCERPTS FOR VOICE & ORCH. FROM WOZZECK—Leipzig Radio Symphony (Kegel); VCS 10011/2
MAHLER: SYMPHONY NO. 2 RESURRECTION—Various Artists/Utah Symphony (Abravanel); VCS 10003/4
THE ROMANTIC FLUTE—Vienna State Opera Orch. (Prohaska); VCS 10010

MONTEVERDI: VESPERS OF THE BLESSED VIRGIN MARY—The Ambrosian Singers/Orch. of the Accademia Monteverdiana (Stevens); VCS 10001/2
TELEMANN: MUSIQUE DE TABLE—The Concentius Musicus; VCS 10008
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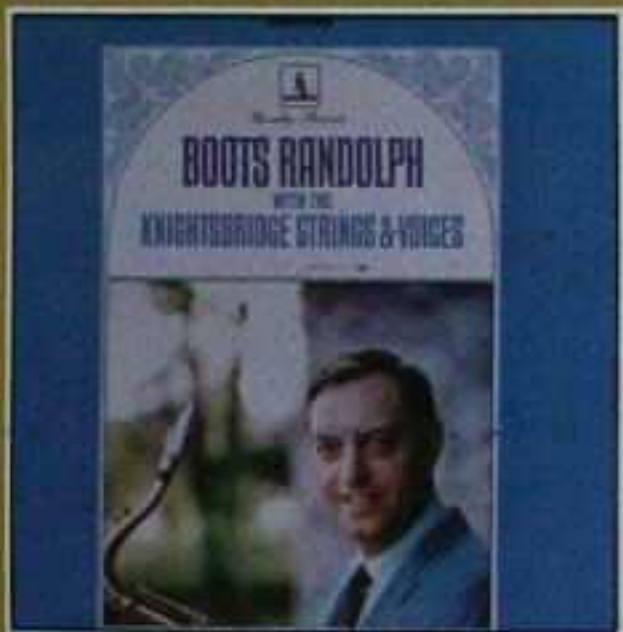
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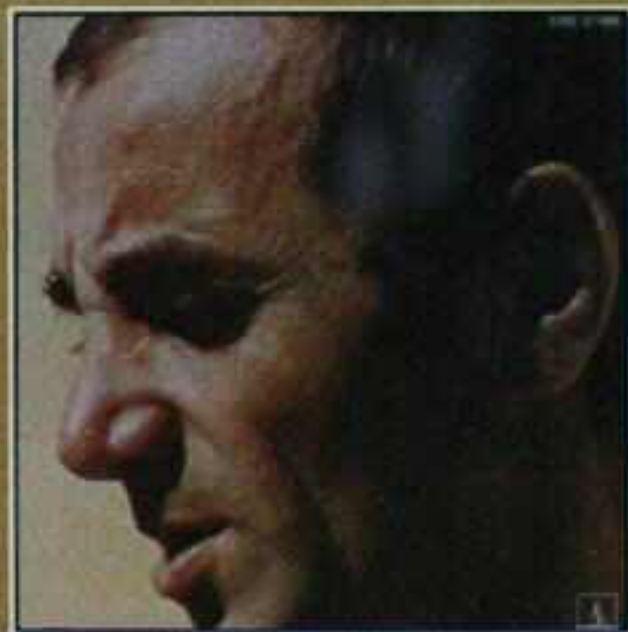
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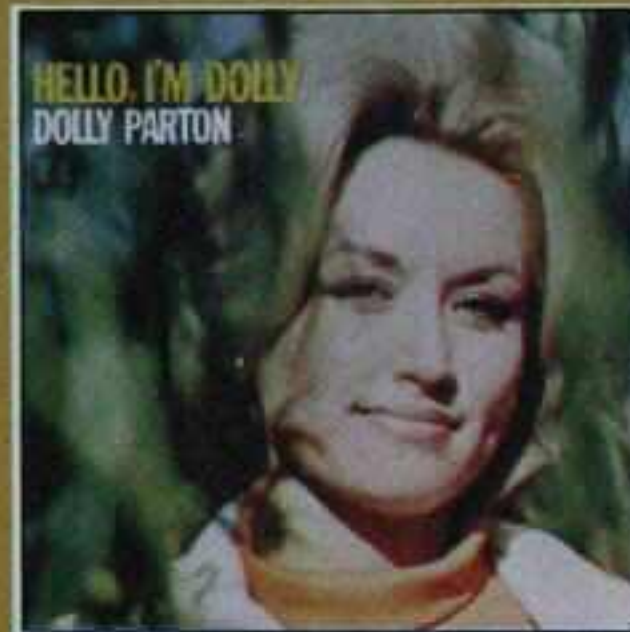
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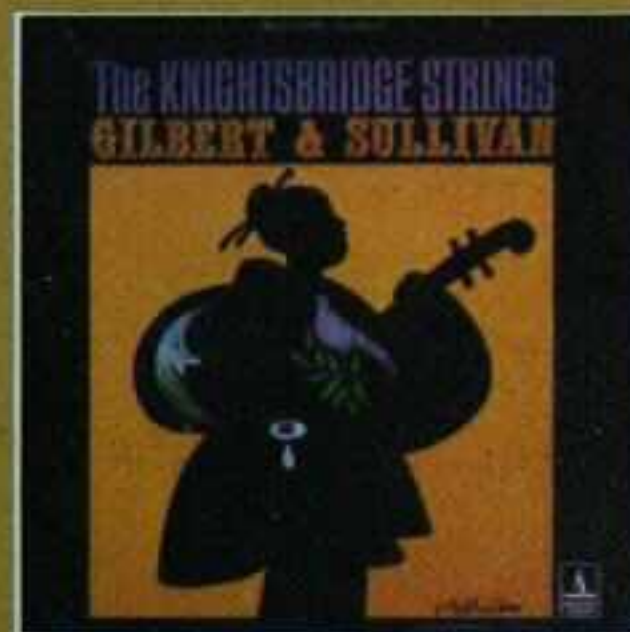
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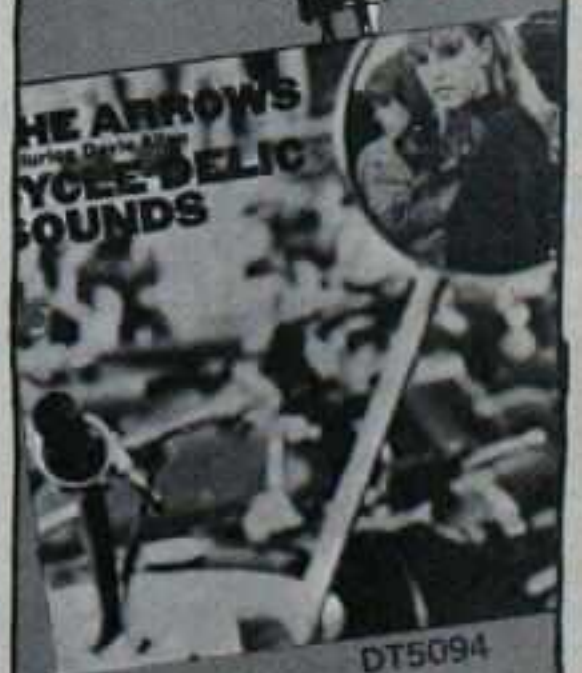
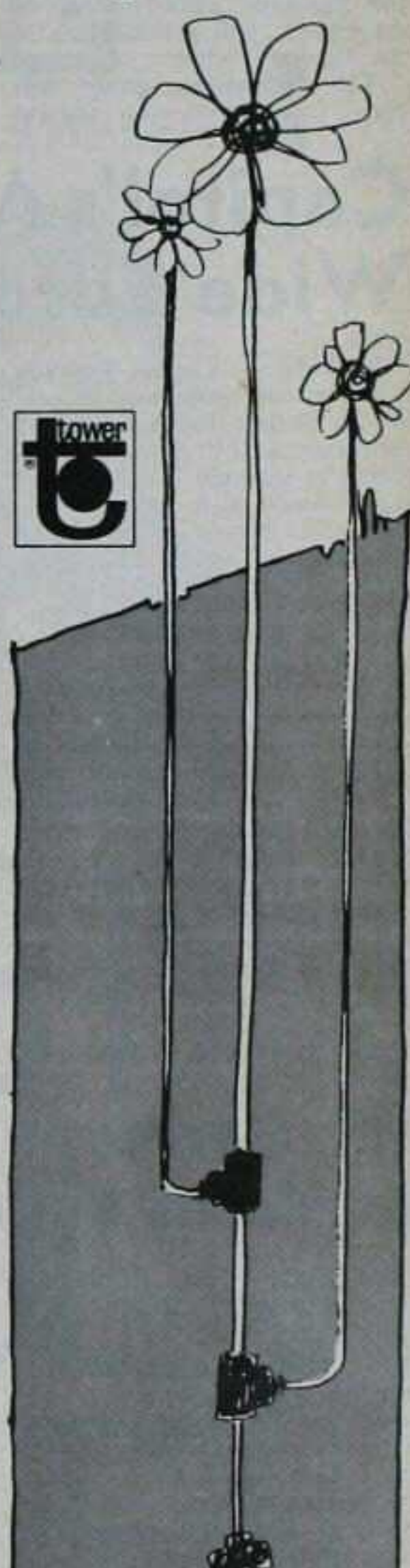
Billboard TOP 40

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	Wk. Ago			TITLE	Artist, Label & Number	Weeks On Chart
	1	2	3			
1	1	4	11	A BANDA	Herb Alpert & the Tijuana Brass, A&M 870 (Irving, BMI)	6
2	3	3	5	IT MUST BE HIM	Vikki Carr, Liberty 55986 (ASA, ASCAP)	10
3	4	6	8	TURN THE WORLD AROUND	Eddy Arnold, RCA Victor 9265 (Fingerlake, BMI)	9
4	9	11	18	MORE THAN A MIRACLE	Roger Williams, Kapp 843 (Robbins, ASCAP)	5
5	11	18	26	MORE THAN THE EYE CAN SEE	Al Martino, Capitol 5989 (Saturday, BMI)	5
6	2	1	1	THE WORLD WE KNEW	Frank Sinatra, Reprise 0610 (Roosevelt, BMI)	10
7	8	8	14	ODE TO BILLIE JOE	Bobbie Gentry, Capitol 5950 (Sheyne, ASCAP)	7
8	12	17	19	A STRANGE SONG	Harry Belafonte, RCA Victor 9263 (Blackwood, BMI)	5
9	10	10	13	THE CAT IN THE WINDOW	(The Bird in the Bush)	6

ANOTHER SONIC BLOOM! FROM TOWER



Holy Harleys!
The Arrows have done it again!
This'll peel and squeel straight to the top.

22	35	38	39	THE LAST WALTZ	Engelbert Humperdinck, Parrot 40019 (Donna, ASCAP)	4
23	32	—	—	CHILD OF CLAY	Jimmie Rodgers, A&M 871 (Marsoce, ASCAP)	2
24	25	32	—	ALL THE TIME	Patti Page, Columbia 44257 (Cedarwood, BMI)	3
25	—	—	—	ONE PADDLE, TWO PADDLE	Ray Conniff Singers, Columbia 44298 (Sunbeam, BMI)	1
26	27	27	38	BLAME IT ON ME	Jerry Vale, Columbia 44274 (Nellie, ASCAP)	4
27	—	—	—	I ALMOST CALLED YOUR NAME	Margaret Whiting, London 115 (Singleton, BMI)	1
28	28	37	—	I FEEL IT	Peggy Lee, Capitol 5988 (Almo, ASCAP)	3
29	—	—	—	TO SIR, WITH LOVE	Herbie Mann, Atlantic 2444 (Screen Gems-Columbia, BMI)	1
30	—	—	—	SOMEBODY SOMEPLACE	Jane Morgan, ABC 10969 (Ameco, ASCAP)	1
31	31	—	—	THE LOOK OF LOVE	Dusty Springfield, Philips 40465 (Colgems, ASCAP)	2
32	33	—	—	THROUGH THE EYES OF LOVE	Wayne Newton, Capitol 5993 (Jack, BMI)	2
33	—	—	—	LONELY AGAIN	Connie Francis, MGM 13814 (Four Star, BMI)	1
34	34	35	—	I HAD THE CRAZIEST DREAM	Astrud Gilberto, Verve 10548 (Bregman, Vocco & Conn, ASCAP)	3
35	—	—	—	ALL THE TIME	Jimmy Basell, United Artists 50217 (Cedarwood, BMI)	1
36	—	—	—	WHAT A WONDERFUL WORLD	Louis Armstrong, ABC 10982 (Valando, ASCAP)	1
37	37	—	—	YOUR PRECIOUS LOVE	Marvin Gaye & Tammy Terrell, Tamla 54156 (Jobete, BMI)	2
38	38	39	—	SERENATA	Joe Harnott, Columbia 44244 (Mills, ASCAP)	3
39	39	40	—	ODE TO BILLIE JOE	Ray Bryant, Cadet 5575 (Sheyne, ASCAP)	3
40	40	—	—	PLEASE LOVE ME FOREVER	Bobby Vinton, Epic 10228 (Selma, BMI)	2

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Billboard TOP 40

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4	9	11	18	MORE THAN A MIRACLE	Roger Williams, Kapp 843 (Robbins, ASCAP)	5
5	11	18	26	MORE THAN THE EYE CAN SEE	Al Martino, Capitol 5989 (Saturday, BMI)	5
6	2	1	1	THE WORLD WE KNEW	Frank Sinatra, Reprise 0610 (Roosevelt, BMI)	10
7	8	8	14	ODE TO BILLIE JOE	Bobbie Gentry, Capitol 5950 (Shayne, ASCAP)	7
8	12	17	19	A STRANGE SONG	Harry Belafonte, RCA Victor 9263 (Blackwood, BMI)	5
9	10	10	13	THE CAT IN THE WINDOW (The Bird in the Sky)	Petula Clark, Warner Bros. 7073 (Chardon, BMI)	6
10	6	7	9	ANYTHING GOES	Harpers Bizarre, Warner Bros. 7063 (Harms, ASCAP)	9
11	16	33	—	WHEN THE SNOW IS ON THE ROSES	Ed Amos, RCA Victor 9219 (Miller, ASCAP)	3
12	5	5	7	LITTLE OLD WINE DRINKER ME	Dean Martin, Reprise 0608 (Moss-Rose, BMI)	8
13	14	15	23	FOR ONCE IN MY LIFE	Tony Bennett, Columbia 44258 (Stein & Van Stock, ASCAP)	6
14	23	31	—	SMALL TALK	Claudine Longet, A&M 877 (Chardon, BMI)	3
15	15	23	27	I'M STILL NOT THROUGH LOVING YOU	Andy Russell, Capitol 5971 (Greenbar, ASCAP)	6
16	7	2	2	STOUT-HEARTED MEN	Barbra Streisand, Columbia 44225 (Harms, ASCAP)	11
17	17	25	30	I CAN'T HELP REMEMBERING YOU	Anita Kerr Singers, Warner Bros. 7065 (Roosevelt, BMI)	6
18	13	13	16	OUR SONG	Jack Jones, Kapp 846 (Maclean, BMI)	8
19	19	21	22	HORN DUEY	King Richard's Flugel Knights, MTA 131 (Jaypaal, SESAC)	7
20	26	—	—	YOU, NO ONE BUT YOU	Frankie Laine, ABC 10983 (Demian/Sawyer, ASCAP)	2
21	22	29	36	THE FROG	Sergio Mendes & Brasil '64, A&M 872 (Hodra, BMI)	4
22	35	38	39	THE LAST WALTZ	Engelbert Humperdinck, Parrot 40019 (Donna, ASCAP)	4
23	32	—	—	CHILD OF CLAY	Jimmie Rodgers, A&M 871 (Marasca, ASCAP)	2
24	25	32	—	ALL THE TIME	Patti Page, Columbia 44257 (Cedarwood, BMI)	3
25	—	—	—	ONE PADDLE, TWO PADDLE	Ray Conniff Singers, Columbia 44298 (Sunbeam, BMI)	1
26	27	27	38	BLAME IT ON ME	Jerry Vale, Columbia 44274 (Miles, ASCAP)	4
27	—	—	—	I ALMOST CALLED YOUR NAME	Margaret Whiting, London 115 (Singleton, BMI)	1
28	28	37	—	I FEEL IT	Peggy Lee, Capitol 5968 (Almo, ASCAP)	3
29	—	—	—	TO SIR, WITH LOVE	Herbie Mann, Atlantic 2444 (Screen Gems-Columbia, BMI)	1
30	—	—	—	SOMEBODY SOMEPLACE	Jane Morgan, ABC 10969 (Ampco, ASCAP)	1
31	31	—	—	THE LOOK OF LOVE	Dusty Springfield, Philips 40465 (Calgema, ASCAP)	2
32	33	—	—	THROUGH THE EYES OF LOVE	Wayne Newton, Capitol 5993 (Jack, BMI)	2
33	—	—	—	LONELY AGAIN	Cenille Francis, MGM 13814 (Four Star, BMI)	1
34	34	35	—	I HAD THE CRAZIEST DREAM	Astrud Gilberto, Verve 10548 (Bragman, Vocco & Conn, ASCAP)	3
35	—	—	—	ALL THE TIME	Jimmy Roselli, United Artists 50217 (Cedarwood, BMI)	1
36	—	—	—	WHAT A WONDERFUL WORLD	Louis Armstrong, ABC 10982 (Valando, ASCAP)	1
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38	38	39	—	SERENATA	Joe Nannoli, Columbia 44244 (Mills, ASCAP)	3
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40	40	—	—	PLEASE LOVE ME FOREVER	Bobby Vinton, Epic 10228 (Selma, BMI)	2

ANOTHER SONIC BLOOM! FROM TOWER

THE ARROWS
THE ARROWS
CYCLE DELICIOUS SOUNDS

DT5094

Holy Harleys!
The Arrows have done it again!
This'll peel and squeel straight to the top.

International News Reports

Berlin Fest to Meet Jazz-Folk, Flamenco and American Styles

BERLIN — Spanish, Chinese and Indonesian groups will be among those taking part at this year's Berlin Jazz Festival—"Jazz Meets the World"—from Nov. 5-11.

The Spanish tenor sax, Pedro Iturralde and his sextet, with the flamenco guitarist Jose de Antequera, will present jazz in the flamenco style.

The Indonesian group will play jazz based on ancient

Javanese and Bali folk music. The Indonesian group members are all pupils of the American jazz clarinetist Tony Scott, who also will play at the festival.

One of the big attractions of the festival will be the Herbie Mann group, which for many years has been a standout attraction of the Newport Jazz Festival in the U. S. For the Berlin festival, Mann will play jazz impressions of the Middle

East, using Turkish, Syrian, Israeli and Egyptian musical forms.

Other big names include pianists Thelonius Monk and Erroll Garner, singer Sarah Vaughan and trumpeter Miles Davis. The festival is getting liftoff from the highly successful alfresco jazz festival just held in Cologne, which has become the mecca of German jazz enthusiasts.

The Cologne festival featured the Kurt Edelhagen band, the Clarke Boland Sextet, the Klaus Doldinger Quartet, the School Quintet and trumpeters Dusko Goykovic and Ted Curson.

Cologne claims to have more jazz musicians than any other West German city. The festival opened in some of the city's numerous jazz cellars, then moved outdoors to the city's parks and its Rhine promenade.

Capitol's Acts Getting Wide European Pitch

MILAN — Capitol Records is extensively promoting its artists in Europe through concert appearances, TV dates, participation in festivals, TV film clips and recordings in various European languages.

Bob Klein, merchandising director of Capitol's international division, has been touring Europe for month to prepare the ground for this European initiative, beginning in Berlin where Al Martino appeared in the International TV gala inaugurating German color TV.

Klein has since visited Amsterdam, Cologne, Paris, London and Milan to discuss with Capitol's licensees future promotion of Capitol artists including Lou Rawls and Bobbie Gentry. He will make further calls in London, Munich, Copenhagen and Stockholm.

Lou Rawls and Bobbie Gentry

may participate in the 1968 San Remo Festival (Feb. 1-3) and Nancy Wilson in the Grand Gala du Disque to be held in Holland in March next year.

Klein said, "The market in Europe for American recordings is improving. When a song is a hit, people here want the original version or the original single performing in their language." Wanda Jackson had already recorded in German.

Klein said that the Capitol artists most popular in Europe were the Beach Boys, Al Martino, Wanda Jackson and Nancy Wilson. Currently Anthony Quinn's single "I Love You, You Love Me" was getting massive promotion.

Al Martino had an extensive following in Germany where his "Spanish Eyes" was a best-seller in 1966-1967. Sales had reached 500,000 and were continuing.

W. Germany TV Network Replaces Baden Baden Fest

BONN — West Germany's Second Program television network will replace the Baden Baden pop music festival this autumn.

But executives of the Second Program TV network (ZDF) said there would be no direct connection between their competition and that in Baden-Baden which was discontinued last year.

Caravan Sales Launches Label

TORONTO — A new label, Caravan, has been introduced by Caravan Record Sales Ltd. The two-year-old distributing company kicks off its own label with three singles and an album: "Knock on Wood" and "You're the One," a single from the album, "Jackie Shane Live," which also contains Shane's big hits, "Any Other Way" and "Money," produced by Caravan promotion man John Irvine at the Sapphire Tavern in Toronto, one of several Canadian clubs where the U. S. r&b artist is popular.

Also "Cherry Tree" and "Something to Do with the Weather" by a new Toronto rock-r&b group, the Wee Beasies; and "I'm in Love Again" and "Let the Four Winds Blow," by Ray Smith, who spends much of his time in Canada now, but recorded in Atlanta.

The Second Program competition will emphasize talent exclusively, and will thereby seek to avoid the controversy involving the record industry which scuttled the Baden Baden festival.

ZDF executives said the Baden Baden festival failed because it represented a compromise between the amateurs and professionals. The contest floundered on charges that the record companies had moved in and taken over from young talent, with the idea of using the festival as a record sales promotion vehicle.

The ZDF competition will be held in November in Munich. It will be strictly for young talent. Semi-finals will be held Nov. 21 and 23 and the finals Nov. 26 in Munich's Bayernhalle.

The semi-finals will not be televised, but ZDF will program the Nov. 26 wind-up live and in color in a two-hour spectacular.

The Second Program was stormed with 2,000 applications, of which about 500 have been accepted. The ZDF contest editor, Gerhard Wellner, plans to begin eliminations with 100 candidates.

This list will be narrowed by Nov. 23, when 20 will be picked for the finals. Marianne Koch and Rainer Holbe will be in charge of the color-televised finals.

RCA Canada Offers Special

MONTREAL — For the fourth consecutive year RCA Victor is presenting a consumer-oriented, store-traffic-building "Record Buy of the Week" program which offers eight current albums, regularly \$4.98 or \$5.98, as weekly specials at \$1.79 (up from \$1.49 in past years). Dealers are provided with newspaper ads, radio commercials, prepak header cards and streamers to promote the special. The program has been an outstanding success in previous years.

Record Buys of the Week this year are the Monkees' "Headquarter," Ed Ames' "My Cup Runneth Over," Van Cliburn's "My Favorite Chopin," the Jefferson Airplane's "Surrealistic Pillow," "Yours Sincerely, Jim Reeves," Julian Bream's "Baroque Guitar," "The Best of Eddy Arnold" and "The Mamas and the Papas Deliver." For the French-Canadian market, the promotion offers the same pop and classical product, but substitutes albums by popular French-Canadian artists Jen Roger and Daniel Guérard for the country product and "Fiesta Mexicana" by Los Tres Compadres for Ed Ames.

CBS TO BOW 2 SINGLE LABELS

LONDON — CBS will introduce two singles labels, one called Direction to be launched early next month, and another called Blue Horizon in 1968. Direction will be aimed at the r&b market. Among the first acts to record for the label will be the Velvet Opera, the Glories and Otella Smith and the Tobago Bad Boys. Blue Horizon, which will make its bow in January, will come under the hand of producer Mike Vernon who has produced material with John Mayall's Bluesbreakers for Decca. Blue Horizon will feature blues material and among the acts to record for the label are Peter Greens, Fleetwood Mac, the Ainsley Dunbar Retaliation and the Chicken Shack.



SINGERS NICOLE CROISILLE and Pierre Barouh and composer Francis Lai received gold disks to mark the \$1 million sales of the album "Un Homme et Une Femme" in the United States. This is the first French album ever to achieve this distinction. Left to right at the presentation ceremony in Paris are Claude Lelouch, director of the film "Un Homme et Une Femme"; Yves Montand, Nicole Croisille, Francis Lai, Pierre Barouh, actress Anouk Aimee, and Lucien Morisse, president of Disc'AZ.

CBS Mexico's Bustillos Offers Proof Solis' Disks Real Thing

CARACAS — Dr. Jose R. Bustillos, president of Mexico's CBS Records, offered what he claimed as proof of the authenticity of the recordings made by the late Mexican star Javier Solis that have been released

after his death on April 19, 1966.

"Before he died," said Dr. Bustillos, who was here last week to attend the Fifth Congress of Latin American Record Manufacturers, "Solis left behind recorded material equivalent to a little more than three long-playing records." He added: "We have released two so far and a third one ('Rancheras,' by Javier Solis) is forthcoming."

A publicity storm was raised in some countries of Latin America by reports that the material included in the first two albums was not genuine.

The evidence presented by Dr. Bustillos to representatives of the local and international press consisted of the recording sheets of the sessions, receipts of payments made to Solis for the recordings and copies of the original tapes of the recording sessions themselves in which Solis' voice can be distinctly heard chatting before each take.

Silver Disk to Pye's McEvoy

DUBLIN — At the city's Gaiety Theater, folk singer Johnny McEvoy was presented with a silver disk by deejay Terry Wogan on behalf of Pye's Irish chief John Woods, to mark sales of 50,000 for "Muirsheen Durkin."

McEvoy, whose last two 45's were chart-toppers, also has a best-selling LP that topped 2,000 copies in advance orders. His current single, the self-penned "Funny Man," isn't doing top 10 business, as it's included on the album.

The young singer-writer was in the U. S. earlier this year for five weeks during which he visited New York and San Francisco. Although primarily a look-around trip, he made several appearances. Currently he's working on another album for release before Christmas.

Solleveld Marks 25 With Philips

AMSTERDAM — Coen Solleveld, 48, director of Philips Phonographic Industries (PPI), at Baarn, celebrated his 25th year with the company Sept. 29.

He began his Philips career as a trainee in Eindhoven in 1942, and after the war became a salesman for Philips in the Netherlands and in Indonesia.

Solleveld was one of the group of Philips executives who initiated Philips' entry into the recording industry after the war, since which time the group has become the second biggest record manufacturing organization in Europe.

President of Phonogram, Philips' Dutch outlet, from 1956 to 1961, Solleveld transferred to the electronics branch until becoming president of PPI in 1965.

CBS to Push Tremeloes Disk

LONDON — Presenting CBS new product during the coming months, David Howells told the sales force a major effort will be made on a new single from the Tremeloes called, "Reach Out for Me" and the new Anita Harris record "Playground." He revealed new albums are from the Tremeloes, Anita Harris, Georgie Fame and Johnny Mathis.

Howells reported the company's entry into the music-cassette market through Philips records with acts such as Tony Bennett and Andy Williams, for this and a forthcoming cassette from the new musical starring Juliet Prowse, "Sweet Charity." Among the LP's which were bowed were albums by the Byrds, Nelson Eddy, and two new folk singers, Al Stewart and Roy Harper.

EMI, Pickwick Deal

OSLO—EMI has acquired representation of the American Pickwick label in Scandinavia.

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Germans Whooping It Up at Home With Fun & Games Party Records

By OMER ANDERSON

COLOGNE — The Germans have moved their bonhomie out of the beer cellar and into the cellar bar of their homes, and in the process they are giving a big lift to disk sales in this country.

German record companies have taken note of this expanding new market, which creates an additional dimension to the German disk market, with a rash of "party" pop labels.

Pop for home entertaining is given a big lift, too, by the carnival madness which grips wide areas of Germany from November through Lent. The Rhineland, Bavaria and Berlin are all noted for their carnival merry-making.

Jazz Surge Seen by CBS

LONDON — CBS pop product manager David Howells, speaking at the recent sales conference, said the company could expect substantial sales during the coming months from the jazz material in the CBS catalog. Howells said that the release of a Dave Brubeck album, "Bravo Brubeck," and "The George Benson Cookbook" was an ideal time, especially with the forthcoming jazz festival, Jazz Expo '67, based on the Newport Jazz Festival.

Howells said that CBS was entering a new program in jazz releases and an album by Benny Goodman, which has been long since deleted from the record catalogs, would spark off the issue. Howells said CBS is re-activating the Realm label as a jazz label and at the cut price of 83 cents.

The debut issue on Realm will feature albums by Duke Ellington, Buck Clayton and Louis Armstrong.

LP Out by Seven Canada Writers

TORONTO — "Heritage," an album of symphonic compositions by seven Canadian composers exploring Canada's folk song heritage, goes on the market this month. The album was commissioned, at a cost of some \$15,000, by St. Laurent Shopping Centre Ltd., developer of a new indoor shopping mall in Ottawa, to commemorate its grand opening. The albums were given to all those who had contributed to the development and success of the project to commemorate the occasion; then went into national distribution through Canadian Music Sales Corp. and profits will be donated by St. Laurent to the Rideau Kiwanis Club of Ottawa.

The album features the 65-piece Toronto Philharmonia, conducted by Victor Feldbrill, in compositions by Sir Ernest MacMillan, John Weinzweig, Claude Champagne, Howard Cable, Murray Adaskin, Kelsey Jones and Neil Chotem. The record was produced by composer-conductor Louis Applebaum, a leading figure in various campaigns to develop all-Canadian recordings.

Telefunken-Decca (Teldec) is frankly using sex to sell its party titles. The label has just released "Sex in Velvet," with "Kookie Freeman and His Velvet Sound."

New Teldec party releases release the "party approach" with titles such as "Hello, Boys!" and "Sound for Dancing." Other fast-selling Teldec LP's are "Dance Party 67" and "Hit 67."

Electrola has been a leader in spacing its party titles with

sex. A new Electrola release is "Barock-Sex and Jazz-Six." Electrola plugs what it calls the "smoky sex sound."

Ariola-Eurodisc is promoting the "Happy Sound of Joe Mente's Orchestra." Ariola claims that Mente's "happy sound" is tailored to the intimate home party mood. Polydor is plugging the home dance music of James Last, who has developed a large following among the German house-party set.



ARNOLD MAXIN, left, president of the Big 3, chats with Ben Nisbet, general manager of B. Feldman Ltd. of London. The Big 3 overseas publishing network includes the London firm.

From The Music Capitals of the World

DUBLIN

Despite a head start by the Johnny Kelly version, which has already been in the charts for the last couple of months, the Dubliners' "Black Velvet Band" is in the top five. The traditional song is the summer's biggest hit here. . . . The Ludlows, the folk trio whose "The Sea Around Us," issued in February 1966, is one of the all-time biggest Irish folk hits, have disbanded. Leader Jim McCann and Margaret O'Brien will shortly go their separate ways as solo artists, while Gerry Cairns has gone to Scotland. . . . The day after the group announced the news, its latest Pye 45, "Plaisir D'Amour," was issued. An LP is also in hand. . . . Telefis Eireann aired Frank Sinatra's "A Man and His Music." . . . Following British changes, Liberty distribution moves from EMI to Irish Record Factors (IRF) here. . . . IRF is heavily promoting the new Philips-Fontana series of two-for-the-price-of-one double LP's. . . .

CBS and Producer Hurst Sign Deal

LONDON — Speaking at the third annual CBS sales conference at the London Hilton Hotel, the company's a&r manager Derek Everett told the assembled sales force that CBS has signed an important deal with independent producer Mike Hurst who has cut disks with British acts such as Cat Stevens for Deram and the Warm Sounds for Immediate and that CBS has the rights to release the first record by Cat Stevens, "Emperors and Armies" by Peter Jaynes.

The firm also launched the new Deramic Sound System set of six albums.

LONDON

Hot U. S. act, the Vanilla Fudge, flew here on Tuesday (3) for a two-week promotion visit for their latest waxing, "Eleanor Rigby." Atlantic Records in London hosted a reception at the Speak-easy Club. . . . President and EMI have signed an agreement for EMI to distribute product from

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the President catalog in several European countries. President has also entered the religious market here with six albums set for October release, including several U. S. sacred singers, such as Brother Joe May. . . . Beatle drummer Ringo Starr has been signed to appear in the movie from the best-selling book "Candy" along with Richard Burton and Marlon Brando. . . . Philips Records has launched an album introduced by TV personality David Frost called, "A Christmas Album for Oxfam" in aid of Oxfam, the anti-famine Charity.

Philips Records held a reception here last week to launch the disk, attended by many disk jockeys including David Jacobs, Mike Raven and Radio 1 announcers Tony Blackburn and Mike Lennox. Georgie Gomelsky's Marmalade label bowed with its debut disk on Oct. 6 with the Blossom-toes group with "Look at Me I'm You." Many other hot British acts

have been signed to the label, including the Brian Auger Trinity, Chris Barber, Olivier Despax and Julie Driscoll.

Roy Orbison on the album charts here, giving Fred Foster's Monument label its first entry. MGM is soon to release the soundtrack album from Orbison's debut movie, "The Fastest Guitar Alive." . . . Cliff Richard has been announced as Britain's entry into next year's Eurovision Song Contest to be held at the Albert Hall, which was won this year by hot Pye artist Sandie Shaw.

Walt Disney Productions has issued the first single disk on its Buena Vista label from the "Happiest Millionaire" movie starring Tommy Steele. The waxing features Steel singing a song from the film called, "Fortuity." The company is also releasing the soundtrack album to coincide with the London premiere of the movie on Oct. 26. . . . EMI held a reception at its Manchester Square headquarters last week to launch the new Blue Beat series which will be released under the Columbia logo. Independent record producer Siggie Jackson has already produced disks by the Bees and Laurel Aitken for the debut release on the label.

Hot British act, the Move, has signed a deal with Herb Alpert's A&M label in the U. S., and the company has issued "Flowers in the Rain," as the first release. Denny Cordell, the ace British independent producer who waxes the group, reports that the new deal is worth an estimated \$2 million. The act will record under EMI in France and for Polydor in Germany and Scandinavia. . . . Page One record chief Larry Page and an assistant, Colin Frechter, fly to the U. S. Monday (16) for talks with several American record company chiefs to distribute his label over there. Page One also hopes to bring back rights to several U. S. disks to issue in Britain under his Page One banner.

PHILIP PALMER

NEW YORK

Arthur Prysock and his trio open a weekend engagement at the Stereo Lounge Supper Club in Hempstead, L. I., on Saturday (14). . . . Lionel Hampton will be guest soloist with the Toronto Symphony on Nov. 4, when his "The King David Suite" is performed. . . . Henry Mancini has started scoring the music for the Mirisch Corp.-Blake Edwards film "The Party," which co-stars Peter Sellers and Claudine Longet. . . . Neil Diamond acted and sang on the Mannix TV series on Saturday (7). . . . The Kingsmen play Eastern Carolina College of Greenville, N. C. on Oct. 28. . . . Bert De Coteaux is writing arrangements for two debuting disk artists, Billy Jackson on Brunswick and Johnny Thomas on United Artists.

Fannie Flagg headlines the New Orleans Press Club's annual Gridiron Show on Friday (13). . . . A son, Jason, to Mr. and Mrs. Wallace Schuster. The father di-

rects the new talent pop division at Big 3 Music. . . . The Four Seasons have retained Xanadu Productions to produce and integrate 16mm color graphic art effects into the act's new show, which will be augmented by additional musicians. . . . Pat Pipolo is leaving Greene-Stone Enterprises for independent promotion. His new Hollywood offices will be at 8275 Sunset Boulevard. . . . Sammy Davis Jr. and George Jessel are appearing at Harrah's, Lake Tahoe through Oct. 25. . . . The Chiffons, who concluded a four-month European tour, are recording new product for Laurie Records.

Gene Krupa and his quartet open Monday (16) at Boston's Jazz Workshop for one week. . . . Clyde Otis' Argon Productions will produce Oliver Bush and Scotty Williams for Jubilee Records. . . . Stan Pat Enterprises has signed long-term personal management contracts with Round Robin, Capitol artist, and Jewel Akens, Colgems artist. . . . The Third Bardo opened a four-week stand at Arthur on Tuesday (3). . . . The Fiendish Thingies have signed with D'Lisa Music. . . . Larry Fallon joins Denny Cordell in London on Sunday (15) for production assignments. . . . Herb Bernstein is arranging Gloria Loring's first MGM album. . . . Harry Belafonte and Joan Baez will appear in Houston on Tuesday (17) to raise funds for the Southern Christian Leadership Conference.

The New Christy Minstrels have signed a 12-week \$250,000 deal through Grief Garris Management with Frank Sennes, buyer, and Moe Dalitz of Las Vegas' Stardust Hotel for several dates from this December to December, 1968. Their initial Stardust stint will begin Dec. 1 and run until the group's three-week engagement at the Fairmont Hotel in San Francisco. . . . Ivor Raymond, British Decca producer and arranger in New York for business meetings with Paul Tannen on publishing and talent deals. . . . Jonathan King will host a weekly British TV program, "Good Evening." . . . Merle Debuskey & Associates have moved their publicity offices to the Westerly in New York.

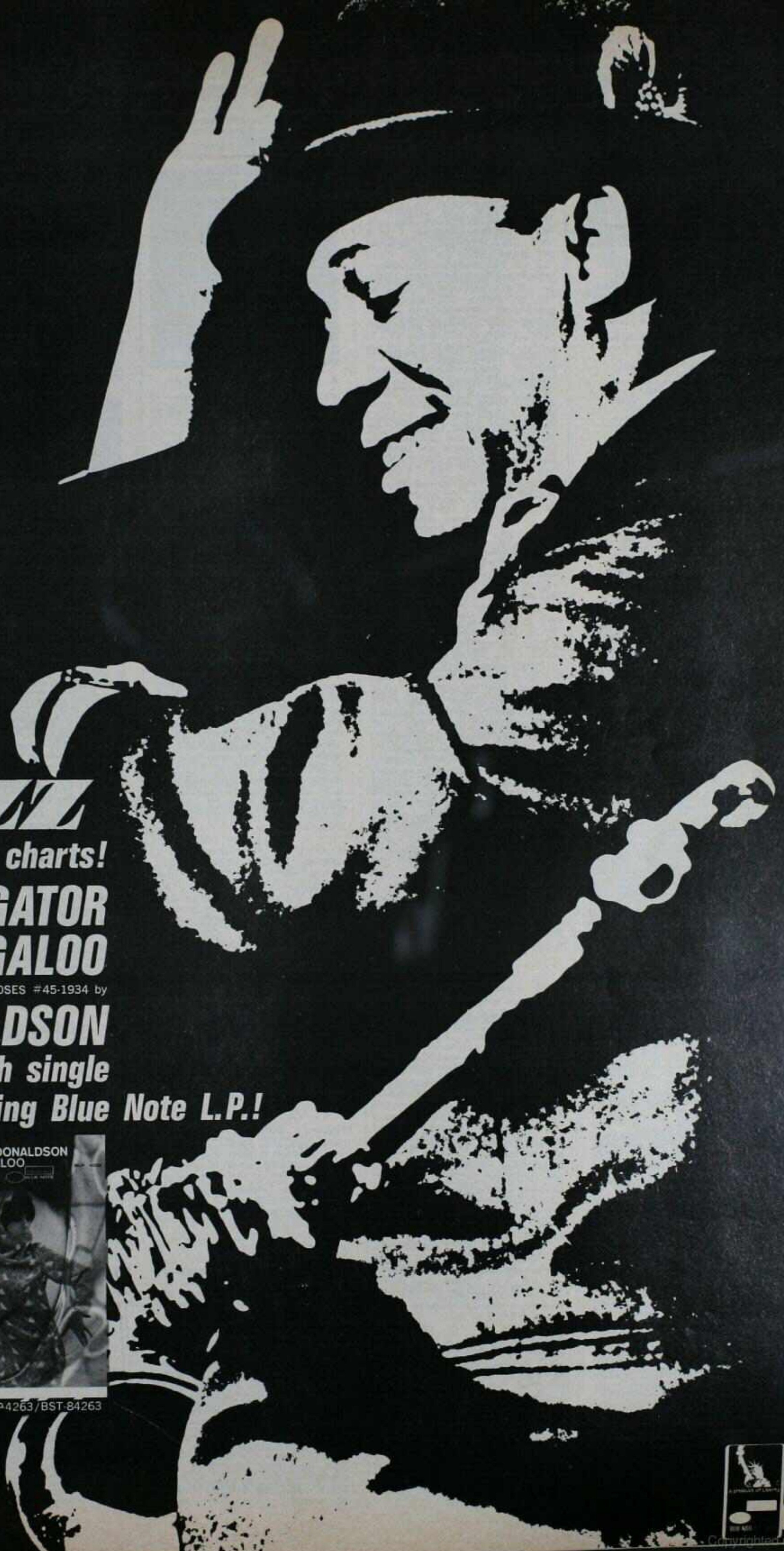
The Four Seasons play a Louisville, Ky. concert on Saturday (21). . . . Johnny Mercer, Morton Gould and Eubie Blake have been added to the list of stars for "A Salute to ASCAP" on Sunday (15) at Philharmonic Hall. . . . Gary McFarland composed the score for "Sole Art," a specially commissioned film presented at the Coty Fashion Awards Dinner at the Metropolitan Museum of Art. . . . The Young Americans, who appeared on the Ed Sullivan Show on Sunday (8), play the Danny Thomas Show on Oct. 23 and the Ernie Ford TV special on Dec. 3. . . . Alan Lorber has composed and scored the music tracks for Dream Whip's fall TV spot campaign. . . . Johnny Tillotson appears at Harry's American Bar

(Continued on page 67)



GEORGIE FAME, left, rehearses with Bill Martin, center, and Phil Coulter in preparation for the second International Pop Song Festival in Rio de Janeiro Oct. 23-29. Fame will represent U. K. and sing "Celebration," penned by Martin and Coulter, who wrote Sandie Shaw's hit "Puppet on a String."

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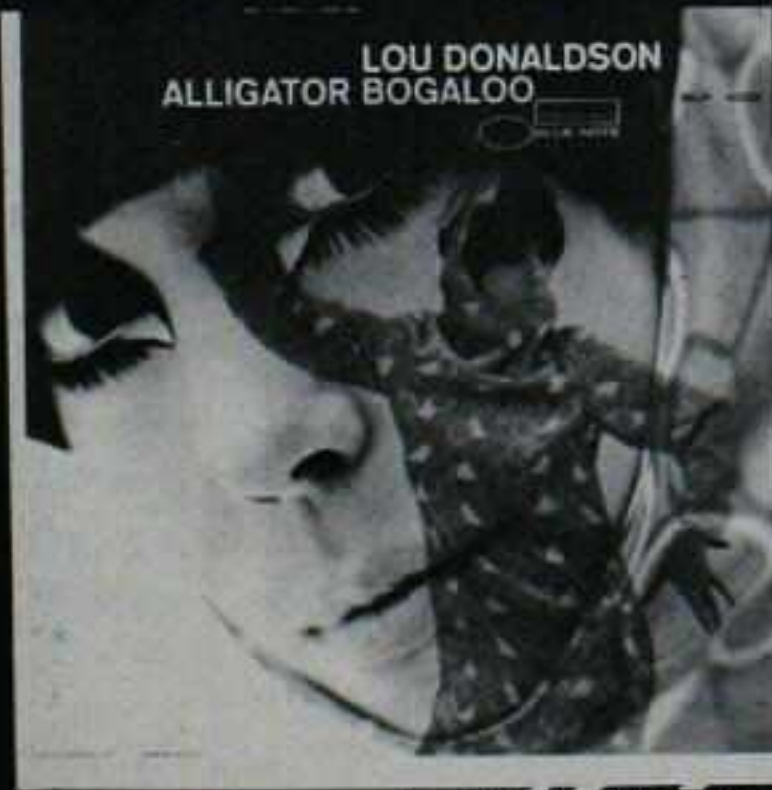
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ARGENTINA

(Courtesy Escalera a la Fama)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	TRISAGIO DEL SOLTERO	Napoleon Puppy (CBS); Los Wawanco (Odeon)
2	3	CAMPEONES DE AMERICA	Banda de Magallanes (RCA)
3	2	CELOSO	Jose Feliciano (RCA); Los Panchos (CBS); Olga Guillot (Music Hall); Edami
4	4	PROPIEDAD PRIVADA	Rosamel Araya (Disc Jockey)
5	—	MI LIMON MI LIMONERO	Eduardo Araujo (April); Billy Bond (Music Hall); Wilson Simonal (Ariel)
6	10	LA BALSA	Los Gatos (Vik)-Relay
7	7	SILENCE IS GOLDEN	Tremeloes (CBS); Four Seasons (Philips)
8	5	SUMMERTIME	Billy Stewart (Microfon)
9	—	ADORO	Armando Manzanero (RCA); Carmita Jimenez (CBS); Jose Antonio (Microfon)
10	6	QUE PASARA	Palito Ortega (RCA)-Fermata

AUSTRIA

(Courtesy Modern Melbourne)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	SAN FRANCISCO	Scott McKenzie (CBS)-Associated
2	1	THEME FROM THE MONKEES	Monkees (RCA)-Tu-Con
3	5	DON'T SLEEP IN THE SUBWAY	Petula Clark (Astor)-Leeds
4	—	IT MUST BE HIM	Vikki Carr (Liberty)-Alberts
5	7	THEME FOR A NEW LOVE	Davy Jones (Astor)-Tu-Con
6	—	I DIG ROCK 'N' ROLL MUSIC	Peter, Paul and Mary (W.B.)-Leeds
7	9	THE DAY I MET MARIE	Cliff Richard (Columbia)-Columbia Control
8	4	UP, UP AND AWAY	5th Dimension (Liberty)-Belinda
9	—	PLEASANT VALLEY SUNDAY	Monkees (RCA)-Tu-Con
10	—	SIMON SAYS	Groove (Columbia)-Castle

BRITAIN

(Courtesy Record Retailer)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LAST WALTZ	Engelbert Humperdinck (Decca)-Donna (Peter Sullivan)
2	3	FLOWERS IN THE RAIN	Move (Regal-Zonophone)-Essex (Denny Cordell)
3	7	SOLE IN MY SHOE	Traffic (Island)-Island (Wilson)
4	2	EXCERPTS FROM A TEENAGE OPERA	Keith West (Parlophone)-Robbins (Mark P. Wirtz)
5	5	REFLECTIONS	Diana Ross and the Supremes (Tamla-Motown)-Jobete/Carlin (Holland/Dozier)
6	17	MASSACHUSETTS	Bee Gees (Polydor); Abigail (Ossie Byrne/Robert Stigwood)
7	4	ITCHYCOO PARK	Small Faces (Immediate)-Avakak/Immediate (B. Marriot/R. Lane)
8	6	LET'S GO TO SAN FRANCISCO	Flowerport Men (Deram)-Carter-Lewis (Carter-Lewis)
9	14	THE LETTER	Box Tops (Stateside)-Barton (Dan Penn)
10	10	DAY I MET MARIE	Cliff Richard (Columbia)-Shadows (Norrie Paramor)
11	11	THERE MUST BE A WAY	Frankie Vaughan (Columbia)-Chappell (Mike Margolis)
12	16	JUST LOVING YOU	Anita Harris (CBS)-Chappell (Mike Margolis)
13	8	I'LL NEVER FALL IN LOVE AGAIN	Tom Jones (Decca)-Tyler (Peter Sullivan)
14	9	SAN FRANCISCO	Scott McKenzie (CBS)-Dick James (Lou Adler/John Philips)
15	24	ODE TO BILLIE JOE	Bobby Gentry (Capitol)-ASCAP (Kelly Gordon/Bobby Paris)
16	29	WHEN WILL THE GOOD APPLE FALL	Seekers (Columbia)-United Artists (Tom Springfield)
17	12	EVEN THE BAD TIMES ARE GOOD	Tremeloes (CBS)-Skidmore (Mike Smith)
18	22	FROM THE UNDERWORLD	Herd (Fontana)-Warlord (Steve Rowland)
19	18	BLACK VELVET BAND	Dubliners (Major Minor)-Scott Solomon (Tommy Scott)
20	21	GOOD TIMES	Eric Burdon and Animals (MGM)-Schroeder Slamina (Tom Wilson)
21	13	HEROES AND VILLAINS	Beach Boys (Capitol)-Immediate (Beach Boys)

This Week	Last Week	Title	Artist
22	45	KING MIDAS IN REVERSE	Hollies (Parlophone)-Gralto (Ron Richards)
23	26	FIVE LITTLE FINGERS	Frankie McBride (Emerald) Moss-Rose (Tommy Scott)
24	15	WE LOVE YOU DANDELION	Rolling Stones (Decca)-Variety (Andrew Oldham)
25	19	I WAS MADE TO LOVE HER	Stevie Wonder (Tamla-Motown)-Jobete
26	30	THERE GOES MY EVERYTHING	Engelbert Humperdinck (Decca)
27	20	BURNING OF THE MIDNIGHT LAMP	Jimi Hendrix Experience (Track)-Schroeder-Stamp-Lambert
28	47	LOVE LETTERS IN THE SAND	Vince Hill (Columbia)-Francis Day and Hunter (Bob Barrett)
29	25	YOU KEEP ME HANGING ON	Vanilla Fudge (Atlantic)-Carlin
30	31	YOU'RE MY EVERYTHING	Temptations (Tamla-Motown)-Jobete Carlin (Norman Whitfield)
31	33	RELEASE ME	Engelbert Humperdinck (Decca)-Burlington (Charles Blackwell)
32	29	YOU ONLY LIVE TWICE	JACKSON-Nancy Sinatra (Renise)-United Artists
33	37	SOMEWHERE MY LOVE	Mike Sames Singers (HMV/POP)-Robbins (Walter Ridley)
34	—	HOMBURG	Procol Harum (Regal Zonophone)-Essex (Denny Cordell)
35	32	THINKIN' AIN'T FOR ME	Paul Jones (HMV)-Two Four (John Burgess)
36	23	THE HOUSE THAT JACK BUILT	Alan Price Set (Decca)-Alan Price (Alan Price)
37	38	TRY MY WORLD	Georgie Fame (CBS)-Ivor (Denny Cordell)
38	48	FUNKY BROADWAY	Wilson Pickett (Atlantic)-Chart (Jerry Wexler)
39	—	ANYTHING GOES	Harper's Bizarre (Warner Brothers)-Chappell (Lenny Waronker)
40	27	ALL YOU NEED IS LOVE	Beatles (Parlophone)-Northern (George Martin)
41	28	PLEASANT VALLEY SUNDAY	Monkees (RCA Victor)-Screen Gems (Douglas F. Hatfield)
42	—	YOU'VE NOT CHANGED	Sandie Show (Pye)-Carnahy (Chris Andrews)
43	36	THE WORLD WE KNEW	Frank Sinatra (Reprise)-Copyright Control (Jimmy Bowen)
44	40	IT MUST BE HIM	Vikki Carr (Liberty)-Screen Gems (D. Farthing Hatfield)
45	41	SOIL FINGER	Bar Keys (Stax)-Tee Pee
46	44	TRAIN TO SKAVILLE	Ethiopian (Rio)
47	43	UP, UP AND AWAY	Johnny Mann Singers (Liberty)-Carline (Jack Tracy)
48	49	BABY NOW THAT I FOUND YOU	Foundations (Pye)-Welberk/Schroeder (Tony Macaulay)
49	50	THE LETTER	Mindbenders (Fontana)-Feldman (Graham Gouldman)
50	35	CREOQUE ALLEY	Mamas and the Papas (RCA Victor)-Dick James (Lou Adler)

EIRE

(Courtesy New Spotlight, Dublin)
*Denotes local origin

This Week	Last Week	Title	Artist
1	6	THE LAST WALTZ	Engelbert Humperdinck (Decca)-Donna
2	2	FIVE LITTLE FINGERS	Frankie McBride (Emerald) Moss-Rose
3	1	SAN FRANCISCO	Scott McKenzie (CBS)-Dick James
4	3	BLACK VELVET BAND	Johnny Kelly (Pye)-Segway
5	4	I'LL NEVER FALL IN LOVE AGAIN	Tom Jones (Decca)-Tyler
6	—	EXCERPTS FROM A TEENAGE OPERA	Keith West (Columbia)-Robbins
7	5	TAR AND CEMENT	Joe Dolan (Pye)-Robbins
8	7	EVEN THE BAD TIMES ARE GOOD	Tremeloes (CBS)-Skidmore
9	—	BLACK VELVET BAND	Dubliners (Major Minor)-Scott Solomon
10	9	THREE STEPS TO THE PHONE	Larry Cunningham (King)-Tee Pee

FRANCE

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	ARANJUEZ MON AMOUR	Richard Anthony (Columbia)-None
2	3	ADIOS AMOR	Shelia (Philips)-Carrere
3	4	MAIS QUAND LE MATIN	Claude Francois (Philips)-None
4	2	ALICE	Eddy Mitchell (Barclay)-Semi
5	8	PETITE FILLE	Johnny Hallyday (Philips)-Tulsa

This Week	Last Week	Title	Artist
6	5	THE WORLD WE KNEW	Frank Sinatra (Reprise)-Butterfield
7	7	A WHITER SHADE OF PALE	Procol Harum (Deram)-Essex
8	6	ALL YOU NEED IS LOVE	The Beatles (Odeon)-Tournier
9	—	SAN FRANCISCO	Scott McKenzie (CBS)-AMI
10	9	I LOVE YOU, YOU LOVE ME	Anthony Quinn (Capitol)-Chappel

GERMANY

(Courtesy Der Musikmarkt)

This Week	Last Week	Title	Artist
1	2	SAN FRANCISCO	Scott McKenzie (CBS)
2	1	ALL YOU NEED IS LOVE	Beatles (Odeon)
3	5	DEATH OF A CLOWN	Dave Davies (Deutsche Vogue)
4	—	WE LOVE YOU	Rolling Stones (Decca)
5	3	MEINE LIEBE ZU DIR	Roy Black (Polydor)
6	6	VERBOTENE TRAUME	Peter Alexander (Ariola)
7	7	PUPPET ON A STRING	Sandie Shaw (Deutsche Vogue)
8	8	JACKSON	Nancy Sinatra and Lee Hazlewood (Reprise)
9	—	MONSIEUR DUPONT	Manuela (Telefunken)
10	4	A WHITER SHADE OF PALE	Procol Harum (Deram)

HOLLAND

(Courtesy Platennieuws and Radio Veronica)

This Week	Last Week	Title	Artist
1	1	WE LOVE YOU/DANDELION	Rolling Stones (Decca)-Essex Holland/Basart
2	2	SAN FRANCISCO	Scott McKenzie (CBS)-Bospel
3	3	TIME SELLER	Spencer Davis Group (Fontana)-Leeds Holland/Basart
4	4	ITCHYCOO PARK	Small Faces (Immediate)
5	—	EXCERPTS FROM A TEENAGE OPERA	Keith West (Parlophone)-Trident/Melodia
6	5	DEATH OF A CLOWN	Dave Davies (Pye)-Belinda
7	—	SAN FRANCISCAN NIGHTS	Eric Burdon and the Animals (MGM)-Schroeder/Basart
8	10	DAY I MET MARIE	Cliff Richard (Columbia)-Belinda
9	8	EVEN THE BAD TIMES ARE GOOD	Tremeloes (CBS)-Bospel
10	6	I TAKE IT BACK	Sandy Posey (MGM)

ITALY

(Courtesy Musica e Dischi, Milan)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	A WHITER SHADE OF PALE	Procol Harum (Deram)-Aromando
2	2	NEL SOLE	Al Bano (VdP)-VdP
3	15	PAROLE	Nico e i Gabbiani (City)-Ariston
4	4	LA BANDA	Mina (Ri Fi)-Cicogna
5	3	LA COPPIA PIU' BELLA DEL MONDO	Adriano Celentano (Clan)-Clan
6	6	SENZA LUCE	Dik Dik (Ricordi)-Aromando
7	5	A CHI	Fausto Leali (Ri Fi)-Curci
8	9	DIO E' MORTO	Nomadi (Columbia)-VdP
9	7	LA MIA SERENATA	Jimmy Fontana (RCA)-RCA
10	8	STASERA MI BUTTO	Rocky Roberts (Durium)-Curci
11	—	ESTATE SENZA TE	Christophe (Vogue)-MAS
12	10	LA ROSA NERA	Giuliola Ciniqetti (CGD)-Aromando
13	11	NON C'E' PIU' NIENTE DA FARE	Bobby Solo (Ricordi)-Orsa Maggiore-Fono Film Ricordi
14	—	LA DONNA DI UN AMICO	MIO-Roberto Carlos (CBS)-Blue Sky
15	—	PUGNI CHIUSI	Rihelli (Ricordi)-Leonardi-Ritmi e Canzoni

JAPAN

(Courtesy Sega Enterprises Ltd.)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	MAKKANA TAIYO	Misora Hibari & Blue Comets (Columbia)-JASRAC
2	4	KIRI NO KANATANI	Mayuzumi Jun (Capitol)-Ishihara
3	2	KOYUBI NO OMOIDE	Ito Yukari (Kine)-JASRAC
4	3	BLUE FOUNTAIN	Yoshikawa & Blue Comets (Columbia)-Watanabe
5	6	SUKISA SUKISA SUKISA (I LOVE YOU)	Carna Beats (Philips)-Shinko
6	5	SHIRITAKU NAINO (I REALLY DON'T WANT TO KNOW)	Sugawara Yohichi (Polydor)-Aberback Tokyo
7	7	HANKY PANKY	Tommy James & the Shondells (Roulette)-Aberback Tokyo

This Week	Last Week	Title	Artist
8	8	AIWA OSHIMINAKU	Sono Mari (Polydor)-JASRAC
9	—	ONNA NO MISAKI	Mori Shinichi (Victor) JASRAC
10	9	YOGIRIYO KONYAMO ARIGATOU	Ishihara Yuujiro (Teichiku)-JASRAC

MALAYSIA

(Courtesy Radio Malaysia)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LET'S PRETEND	Lulu (Columbia)
2	9	SAN FRANCISCO	Scott McKenzie (CBS)
3	2	I'LL NEVER FALL IN LOVE AGAIN	Tom Jones (Decca)
4	5	A BAD NIGHT	Cat Stevens (Deram)
5	3	A WHITER SHADE OF PALE	Procol Harum (Deram)
6	4	A WOMAN'S WORLD	Naomi and the Boys (Philips)
7	6	CARRIE ANNE	Hollies (Parlophone)
8	—	ALL YOU NEED IS LOVE	Beatles (Parlophone)
9	—	THE HOUSE THAT JACK BUILT	Alan Price Set (Decca)
10	7	ALMOST PERSUADED	Crispian St. Peters (Decca)

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	ESTA TARDE VI LLOVER	Manzanero (RCA)-Emmi
2	2	MUSITA	Sonora Santanera (CBS)-Pham
3	3	THEME OF THE MONKEES	Monkees (RCA)-Morro-Mundo
4	5	SHE	Monkees (RCA)-Morro-Mundo
5	7	ALL YOU NEED IS LOVE	Beatles (Capitol)-Pending
6	4	CELOSO	Panchos (CBS)-Morro-Mundo
7	6	YO SOY AQUEL	Raphael (Gamma)-Campei
8	8	CUANDO TU NO ESTAS	Raphael (Gamma)-Campei
9	9	I'M A BELIEVER	Monkees (RCA)-Morro-Mundo
10	10	AUNQUE SE OLVIDEN	Sonora Santanera (CBS)-Mundo

NEW ZEALAND

(Courtesy New Zealand Broadcasting)

This Week	Last Week	Title	Artist
1	1	SAN FRANCISCO	Scott McKenzie (CBS)
2	4	AIRPLANE SONG	Royal Guardsmen (Stateside)
3	2	PLEASANT VALLEY SUNDAY	Monkees (RCA)
4	3	THANKS TO YOU	Mr. Lee Grant (HMV)
5	6	ROSALIE	La De Da's (Philips)
6	7	HEREOS AND VILLAINS	Beach Boys (Capitol)
7	5	TABATHA TWITCHIT	Dave Clark Five (Columbia)
8	9	LET'S THINK OF SOMETHING	Larry's Rebels
9	10	LET'S LIVE FOR TODAY	Grass Roots (RCA)
10	—	UP, UP AND AWAY	Fifth Dimension (Liberty)

PHILIPPINES

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	THIS IS MY SONG	Bobby Vinton (Epic)-Mareco, Inc.
2	1	SOMEBODY TO LOVE	Jefferson Airplane (RCA)-Filipinas Record Corp.
3	4	DON'T YOU CARE	Buckingham (CBS)-Mareco, Inc.
4	3	WHATEVER YOU ARE I LOVE YOU	Connie Francis (MGM)-Mareco, Inc.
5	5	SINGLE GIRL	Sandy Posey (MGM)-Mareco, Inc.
6	6	COME ON DOWN TO MY BOAT	Every Mother's Son (MGM)-Mareco, Inc.
7	8	NOW I KNOW	Jack Jones (Kann)-Mareco, Inc.
8	7	A LITTLE BIT ME, A LITTLE BIT YOU	The Monkees (RCA)-Filipinas Record Corp.
9	10	SHADES OF GRAY	The Monkees (RCA)-Filipinas Record Corp.
10	9	SOUL & INSPIRATION	Righteous Bros. (MGM)-Mareco, Inc.

PUERTO RICO

(Courtesy of TE-VE Gula and Radio WUNO)

This Week	Last Week	Title	Artist
1	1	CUANDO TU NO ESTAS	Raphael (United Artists)
2	4	CELOSO (JEALOUS HEART)	Marcos A. Muniz (RCA Victor)
3	2	COMO NACE EL AMOR	Al Zenny (United Artists)
4	3	NO VUELVAS	Raphael (United Artists)
5	5	OH, THAT'S NICE	Pete Rodriguez (Alegre)

This Week	Last Week	Title	Artist
6	6	PLEASANT VALLEY SUNDAY	Monkees (Colgems)
7	7	LO DE BOOGALOO	Joe Quijano Orch. (Cesta)
8	10	YESTERDAY	La Lupe (Tico)
9	—	CARTEL DE PUBLICIDAD	Rocio Durcal (Boringuen-Philips)
10	9	WASHED ASHORE	Platters (Musicor)

SINGAPORE

(Courtesy Radio Singapore)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	DON'T SLEEP IN THE SUBWAY	Petula Clark (Pye)
2	4	TO BE A WOMAN	The Boys (Philips)
3	6	I	

From The Music Capitals of the World

• Continued from page 64

in Miami Beach's Eden Roc Hotel through Thursday (12).

Sergio Franchi will make his film debut in Stanley Kramer's "The Secret of Santa Vittoria," which will also star Anthony Quinn. . . . Creed Taylor, president of CTI, back from Hollywood, where he contacted deejays, distributors and dealers in the Los Angeles area promoting A&M albums by Wes Montgomery and Antonio Carlos Jobin, which he produced. . . . Spanky and Our Gang have signed for three more Ed Sullivan TV appearances, the first being Dec. 17. . . . Sam Kaplan, independent promotion man, has been contracted by Stan Catron, general manager of Bornwin Enterprises for Midwest promotion of new singles by Patty Duke on United Artists, the Free Design on Project 3 and Click on Laurie. . . . The New Christy Minstrels play Trenton (N. J.) State College on Nov. 3.

MIKE GROSS

STOCKHOLM

EMI Svenska launched a big promotion campaign for the Regal line in Sweden throughout Septem-



SHIPMENT

OUR GUARANTEE . . . orders for diamond and sapphire needles, Power Points®, cartridges, spindles, tape and accessories are shipped from our central Mid-West location (near Chicago) the same day order is received . . . and at direct-to-you low prices.

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General Manager, Accountant, Marketing Executive available for Latin American countries. . . . Experience embraces 25 years with major record producer.

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Interested parties write or cable:

HAROLD MORRIS

c/o Mr. Richard Taylor
Sudamtex de Venezuela
Apt. 3025
Caracas, Venezuela

ber. Regal is the local designation of the British Music for Pleasure budget line.

EMI provided retailers with promotion material and shared advertising costs with them. The campaign was augmented by extensive press advertising drawing attention to the total of more than 70 albums available in the Regal catalog. . . . Swedish singer Lasse Loenn Dahl, now with CBS, has sold a million records in just under 10 years of recording. Loenn Dahl's records are produced by Carl Eric Hjelm. **ESPEN ERIKSEN**

TIFFANY RECORDS

presents
"CON QUELLA FACCIA"
by **MARINO MARINI**
co-published by
RIMI EDIZIONI MUSICALI

SYDNEY

It's a situation advertisers dream of—their commercial becoming a hit record. It's happened for Australia's internal airline Ansett-ANA, with the tune young composer Peter Best wrote around their image girl Susan Jones. It released four versions of the tune on an EP; two rock versions with and without vocals, a brass band version and a version by a baroque quintet. It's getting plenty of free air time and Festival Records, who grabbed the rights, say its selling well. . . . "Start Living," from the government-owned TV network, winds up this month. Also finishing is Australia's only national pop radio show, "Sunday Club," on the government-owned radio network. . . . The only glimmering of hope for new teen TV shows comes from Perth where ex-Easybeat Snowy Fleet has two shows coming up.

Former Sydney disk jockey and TV emcee Tony Murphy (he was dropped from TV when his "Saturday Date" teen show was axed) is off to Rhodesia for a three-month holiday. . . . Steve Neale, Sunshine Records production man, is now head of Ivan Dayman's Danceland Promotions here. His main job will be running the Op-Pop discotheque, booking out artists and record production. Former Sydney manager John Jennings has been transferred to Melbourne. . . . Sydney and Melbourne radio stations report a rush of unsolicited audition tapes from ex-British pirate disk jockeys, Britishers among them, but with lots of Aussies wanting to come home. . . . Leeds Music manager in Australia Jack Argent says there are now 231 released versions of "A Taste of Honey" released in Australasia.

JOCK VEITCH

TORONTO

Jazz specialist Hal Hill's H&H Distributors has been appointed exclusive Canadian distributor for expanding Milestone Records, initially importing 12 albums, including the seven new releases outlined in Billboard (Sept. 2). H&H has also just been named Canadian distributor for the new Revelation jazz label from Los Angeles, with three major releases by Dennis Budiner, Claire Fischer and Anthony Ortega. . . . Compo, Abnak's Canadian distributor, introduces Abnak's r&b label, Jetstar, with "Let Them Talk," by Bobby Patterson and the Mustangs.

A new independent label, MWC, Music World Creations, has been formed by Mel Shaw, manager of the hot pop group, the Stampeders, formerly from Calgary now based in Toronto. First release is "Morning Magic" and "All the Time," originals by group members, touted by the most extensive promotion package

ever mounted by an independent here, including teasers to deejays and dealers, followed by posters, a tabloid newspaper, and personalized taped intros for key deejays.

A FRESH NEW SOUND
BY A SPARKLING NEW TALENT

DICK MALONEY

sings

GETTING USED TO SOMEONE

b/w

FEELING OF BLUE

on

Stone Records—SX-718

Chingacousey Music—BMI Canada

Columbia Records in the U. S. is releasing the Canadian company's centennial project, a two-LP package by the Toronto Symphony conducted by Seiji Ozawa. The two LP's are being released separately in the U. S. with Berlioz' Symphonie Fantastique out this month, and November release for the LP of compositions by Canadians Sir Ernest MacMillan, Harry Freedman, Francois Morel and the late Pierre Mercus.

Capitol has signed the Brian Browne Trio and rush-released its instrumental version of "Ode to Billie Joe," with an album to follow later. The Toronto-based trio has built up a solid following in several Toronto clubs and two previous LP's for RCA Victor. . . . Sparton has appointed John Driscoll, formerly with Columbia recording group Larry Lee and the Leesures, as its western Ontario sales representative.

RCA has released, on its Camden label, "The Best of Like Young," recorded live from CFCF-TV Montreal's "Like Young" teen show's Talent Special, featuring the show's hosts, Jim McKenna and Diane Dickinson, with special guests Shirleen Lee, Lorraine Nied, Andre Marchand and Michel Claude, Les Siroccos, Vince Griffin and Ralph Walton, with the Dean Morgan orchestra. Getting great promotion in the home town.

The Staccatos are currently in Hollywood for sessions with producer Nick Venet for an upcoming Capitol LP. . . . Impulse artists Gabor Szabo and his quintet make their first Canadian appearance at Toronto's Colonial Tavern (2-14). . . . The Seekers hit Hamilton, Ont. Oct. 26 on their North American tour, with their single, "When the Good Apples Fall," released in advance.

Quality Records has acquired Canadian distribution of the new Crimson label out of Philadelphia and has rush-released "Expressway to Your Heart" by the Soul Survivors. . . . Stone Records continues to build its country label, Caledon, with the acquisition of Canadian rights to product from Rice Records, a division of Key Talent in Nashville, whose roster includes Billy Grammer.

Toronto's Mandala, recently signed by Decca, has now been signed to a motion picture contract by Universal Pictures, to include appearances in the new NBC-TV series, "Ironside." The group's fourth U. S. tour kicks off in New York next month and includes a date at Cheeta's in Hollywood.

Latest disk spin-off from Expo 67 is "Citerama," a seven-inch 33½ recording of the jazz score composed by Norman Symonds for the total environment spectacle in the Man and The Community Pavilion, originally sold only at Expo but now distributed nationally by Select Records for KL Records. "Citerama" features the voice of Ada Lee with sax, flugelhorn and sound effects with orchestra in a portrayal of the urban scene, while the flip, "Expo Session '67," also played at the Pavilion, is by Ada Lee and the Freddy Stone Quintet.

To strengthen its position in the country field, Stone's Caledon label is handling the CMA's Country Music Month album in Canada, adding messages from such Canadian country artists as Tommy Hunter, Orval Prophet and Diane Leigh to the big U. S. names on

the LP, packaged in a four-color jacket. Samples of promotions and contests suggested by the CMA are also included in the mailing to all stations.

One of the most popular r&b groups on the Toronto scene, the Majestics, make their disk debut on the Arc label with an album, "Instrumental R&B" and a single from the LP, "Respect." . . . Also new on the Arc label, The 3 to 1, now Toronto-based and gaining in popularity, with "See Emily Play." . . . It's Quality for the first record outing by the Toronto-based, Ontario-roving Marcatos, with "I Will See You." . . . The Guess Who follow up the success of their "This Time Long Ago" with another single recorded in England earlier this year, "Flying on the Ground."

New Broadway-bound musical, "Darling of the Day," starring Vincent Price, with music by Jules Styne and lyrics by E. Y. Harburg, will premiere at the O'Keefe Centre in Toronto (Dec. 4-16) as part of its 10-show subscription series, which also includes "Sweet Charity" with Chita Rivera, "Golden Boy" with Sammy Davis, and "Cabaret" with Signe Hasso and Leo Fuchs, all good for original cast LP sales. **KIT MORGAN**

VIENNA

Preiser Records has released two albums featuring Austrian jazz pianist Friedrich Gulda—"Gulda Live," recordings from his jubilee concert, and "Gulda and His Eurojazz Orchestra." The LP's will be released in Japan by Nippon Columbia. Preiser plans shortly to release two more albums by Gulda.

Egmont Lueftner, managing director of Ariola, has signed a new contract in London with Liberty giving Ariola sole distribution rights in Austria of the labels Liberty, Blue Note, World Pacific, Imperial, Dolton, Minit, Soul City, Double Shot and low-priced Sunset series. Liberty product was formerly distributed in Austria by Oesterreichische Columbia. . . . During his European tour Dave Brubeck will play concerts in Vienna on Nov. 12 and 13. . . . The Lower Austrian Orchestra and several singers from the Vienna State Opera are appearing in the Festival de Viena at Bilbao, Spain. Concerts will feature the works of Johann Strauss and the Mozart Opera "Cosi fan tutte." . . . The ballet ensemble of the Vienna State Opera appeared in the first ballet festival in Palma de Majorca.

MANFRED SCHREIBER

WARSAW

Polish singer Krystyna Konarska, who spent seven months in Paris at the stage training school of Olympia Theater boss Bruno Coquatrix, has signed a three-year exclusive recording contract with the French company Barclay for the release of four disks a year. She has also been signed to appear at the Olympia. . . . Four French singers, Michelle Arnaud, Dominique Walter, Christie Laume and Laurent appeared on Polish TV. . . . Polish singer Anna German has had to postpone plans to record in Milan, Italy, following a car accident which will keep her out of action for three months.

Polish singer Violetta Villas, currently appearing in Las Vegas, will be featured on the "Ed Sullivan Show" this month and in December will sing at the Lincoln Center, New York, with the Mantovani Orchestra. . . . Jerzy Petersburski, Polish composer of many big pre-war song hits, now living in Buenos Aires, visited Warsaw as a guest of the Polish Composers and Authors Association after an absence of 29 years. . . . Polish song and dance company Mazowsze scored a triumph on their tour of Australia. . . . Countries participating in the 31st session of the Inter-Visio Council held in Warsaw were Bulgaria (190,000 TV sets), Czechoslovakia (2,800,000), Finland (850,000), East Germany (3,600,000), Poland (2,700,000), Hungary (940,000) and USSR (17,000,000). Observers representing Austria (89,000 sets) and Yugoslavia (850,000) also attended.

ROMAN WASCHKO

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Breaking wide open, just like the single. It's got to be big!

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**TAPE
CARTRIDGE
TIPS**

by Larry Finley

With General Motors and American Motors offering the eight track stereo player as optional, factory-installed equipment in all of their models; with Ford doing the same in all models except the Ford Fairlane, and with Chrysler offering factory-installed eight-track equipment in all models except the Dodge Dart, the stereo tape cartridge industry is destined to become even greater than we anticipated this coming year. The popularity of the eight track cartridge player is gaining at such an unprecedented rate—that it promises to make the eight-track configuration an even bigger innovation in the entertainment industry than color television.

Added to the "lift" given this industry by the major automotive manufacturers is the noteworthy fact that many home entertainment manufacturers have reduced the prices of their eight track home units. This makes the home units more attractive to the consumer who has an automobile unit, inducing him to purchase an additional home player so he can get "double" use of his tapes.

To meet this growing demand for cartridges, ITCC has greatly increased its production facilities and has added many new and exclusive labels to its catalog.

One of the "hottest" releases in the ITCC line is the 20th Century-Fox original soundtrack cartridge of "Doctor Dolittle." The 20th Century-Fox line is exclusive with ITCC in both the four and eight track configurations. First sales indicate that this could easily be the biggest-selling soundtrack cartridge of all time.

ITCC was also met by a tremendous demand for its "Hot Six" plan which enables distributors to supply their dealers with an attractive, full-color display board containing six of the hottest releases as listed in the BILLBOARD "Top LP" chart. The cartridges are affixed with a special adhesive tape in such a manner that they can be easily removed from the board without damaging the shrink wrap and sleeve. These ITCC "Hot Six" cards are mailed on a weekly basis, enabling the dealer to keep up with the most current releases in both four and eight track.

ITCC is also making available to its distributors and to their dealers additional copies of its 40-page, full-color catalog, which lists over 3,000 titles in the four and eight track configurations. This catalog has proved to be another vital sales tool!

How about letting ITCC build up your profits???

New Car 8-Track Sales Hit Record

By HANK FOX

NEW YORK — More new car buyers will order factory-installed 8-track tape CARtridge units with their 1968 automobiles between now and Dec. 31 than during any other quarter of the model car year.

According to a Billboard statistical analysis of the total number of tape cartridge installations for the 1967 model car year supplied by Ford, General Motors, Chrysler and American Motors and 1966 statistics of Ford, sales reach their highest percentage for the period through Dec. 31, begin slowing down after Jan. 1 and continue to slide to the end of the car production year. Sales in the fourth quarter (July-September) are at their lowest level.

A compilation of player sales for Ford (including the Lincoln-Mercury Division), Pontiac and Oldsmobile broken down into quarters reveals that all automobile manufacturers are following the same pattern in cartridge installations. Quarterly statistics were not available from Chevrolet and American Motors. Buick and Chrysler offered dealer-installed players only.

Total installation for Ford, Oldsmobile and Pontiac during the first quarter of the 1967 model car year (October-December) was 64,409 or 4.8 per cent of total production. Ford's installation numbered 44,978 or 4.8 per cent of total production. Pontiac Division posted some 14,148 installation, also for 4.8 per cent. And the Oldsmobile figure was 5,283 (3.8 per cent).

During the second quarter (January-March), installations for Ford and the two GM divisions totaled 88,308 or 4.1 per cent. While more than 64,400 units were installed by these three during the first quarter, only 23,900 players (3 per cent) were ordered after the 1966 Christmas period through March. Of the 1,832 players installed by American Motors during the complete model year, some 1,100 were ordered

through the halfway mark. Chevrolet officials also reported that most of its tape cartridge players were installed through March 31. Some 28,500 units were installed by Chevrolet through September. And of that number, it is estimated that some 22,000 players were factory-installed by March 31. Chevrolet also offered dealer-installed units.

The slump which was plaguing the automobile industry through the first half of the model year (September-March) reversed year by mid-April and car sales picked up. Production for Ford, Oldsmobile and Pontiac for the three-month period ended June 30 was 829,315 as compared with 802,812 the preceding three months. The gap, however, between total production and cartridge installations continued to spread. Installation rate for the three companies combined, April-June, was 2.6 per cent (21,788 players).

July marks the end of the model year sales period, with all manufacturers slowing down production to a trickle. Cartridge installations tumbled to slightly above 2,100 for Ford, Oldsmobile and Pontiac as car production sagged to 258,000 during the period of July through September. Percentage of installations to cartridges in the last quarter (July-September) for the three manufacturers dropped to 0.8.

All statistics used in this analysis represent factory-installed 8-track cartridge players and do not include factory-sold-dealer-installed, or after market figures.

RCA Names Merco

NEW YORK — RCA Victor has named Merco Enterprises as its tape CARtridge distributor for metropolitan New York. Merco, with main offices in Garden City, will handle RCA's full line of 8-track cartridges.

Western Tape Shifts Operation to Nevada

LOS ANGELES — Western Tape Distributors, Inc., of San Francisco, the first tape rack jobber in the country, has moved its operation to Sparks, Nev., to take advantage of "no tax" laws.

Epic Releases 4 Oct. Cartridges

NEW YORK—Epic Records is releasing four 4-track and 8-track stereo tape CARtridges for October.

Two successful Epic albums, David Houston's "Golden Hymns," and "Hawaii's Greatest Hits," featuring Prince Kalua and the Tropical Islanders have been put into cartridge form. For the rhythm & blues market, Epic is issuing the Staple Singers' "Why" and Major Lance's "Major's Greatest Hits."

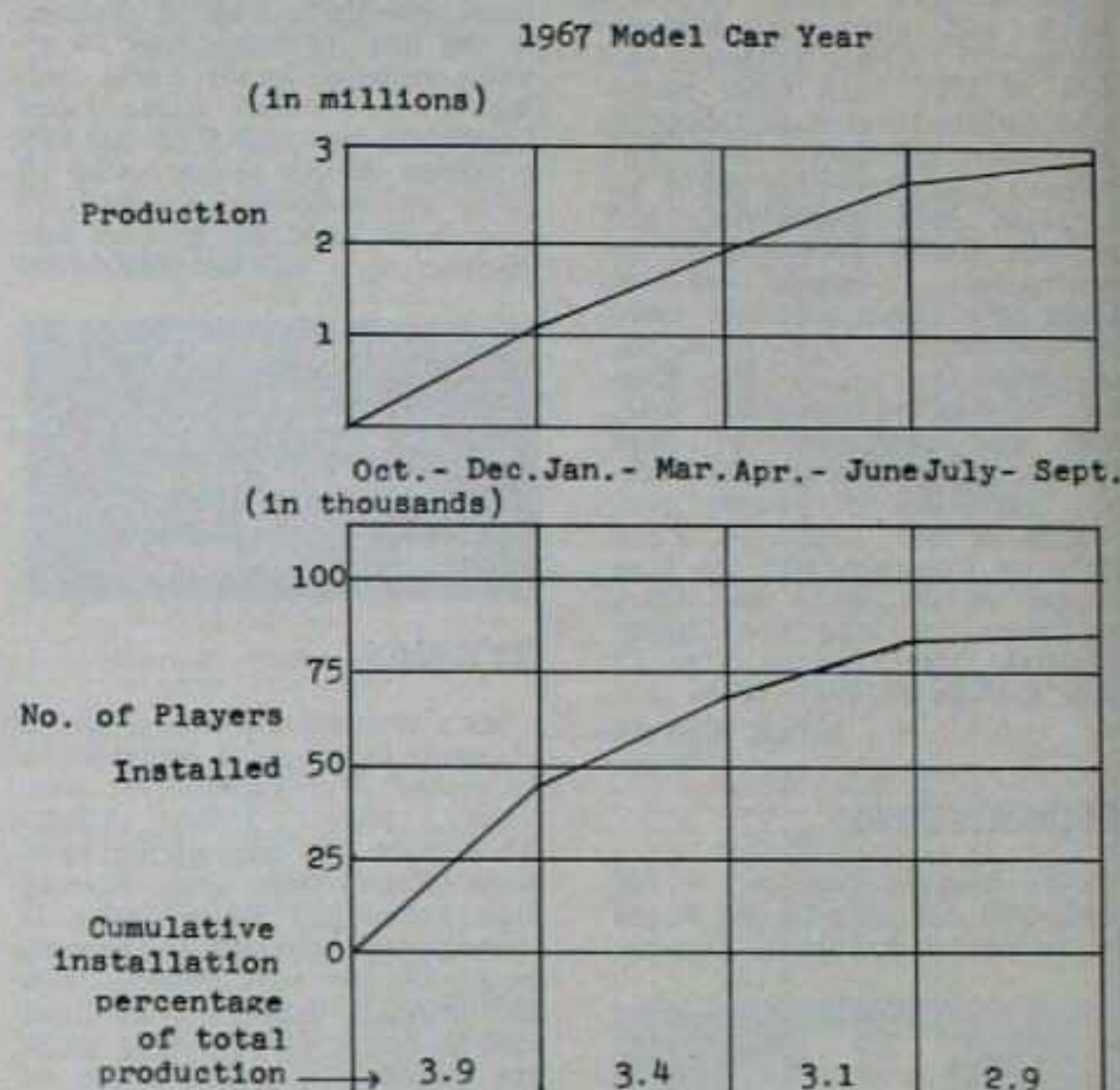
Mike Daniels, president, said the company will open Monday (15) and except for a sales office and executive offices in San Francisco, will have its entire operation in Nevada.

Nevada has no corporate taxes, no floor tax on merchandise and no State income tax—all attractive benefits, says Daniels.

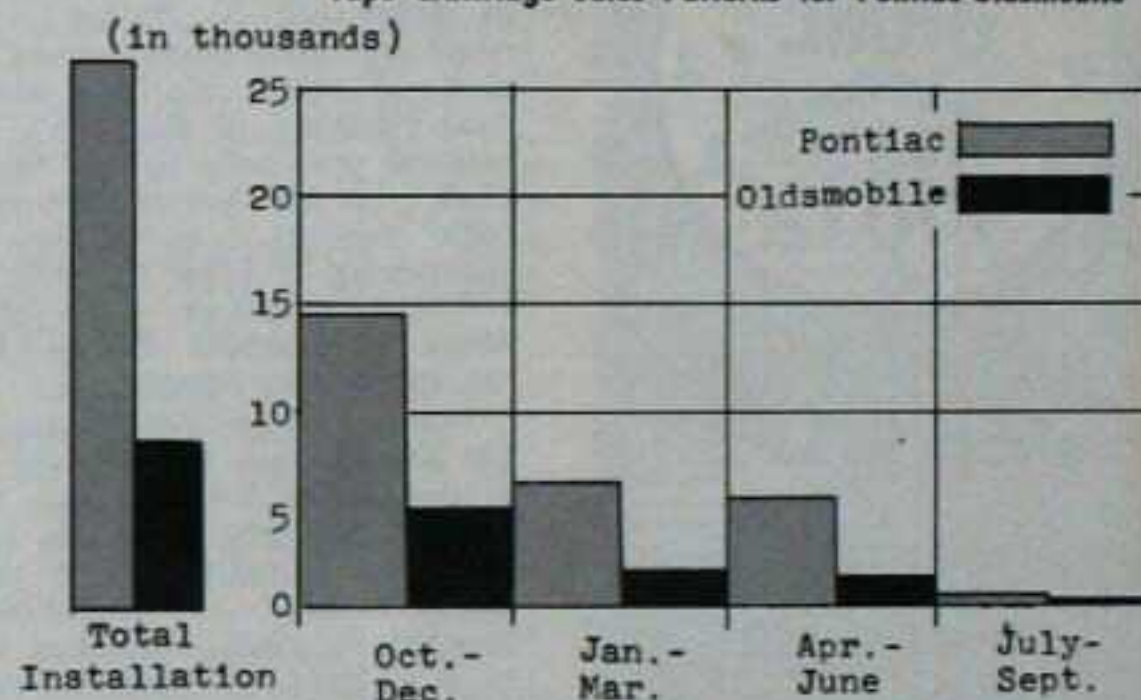
To kickoff its Nevada move, Western Tape will sponsor a sales convention at the Riverside Hotel, Reno, Oct. 27-29. Delegates representing Ampex, Decca, MGM, Capitol, UA, Muntz, Columbia, Liberty and GRT have confirmed reservations, asserts Daniels.

The gathering of a score of music suppliers by Western, marks the first time any tape cartridge company has scheduled a convention in the West to explore its plans and show off its new facilities.

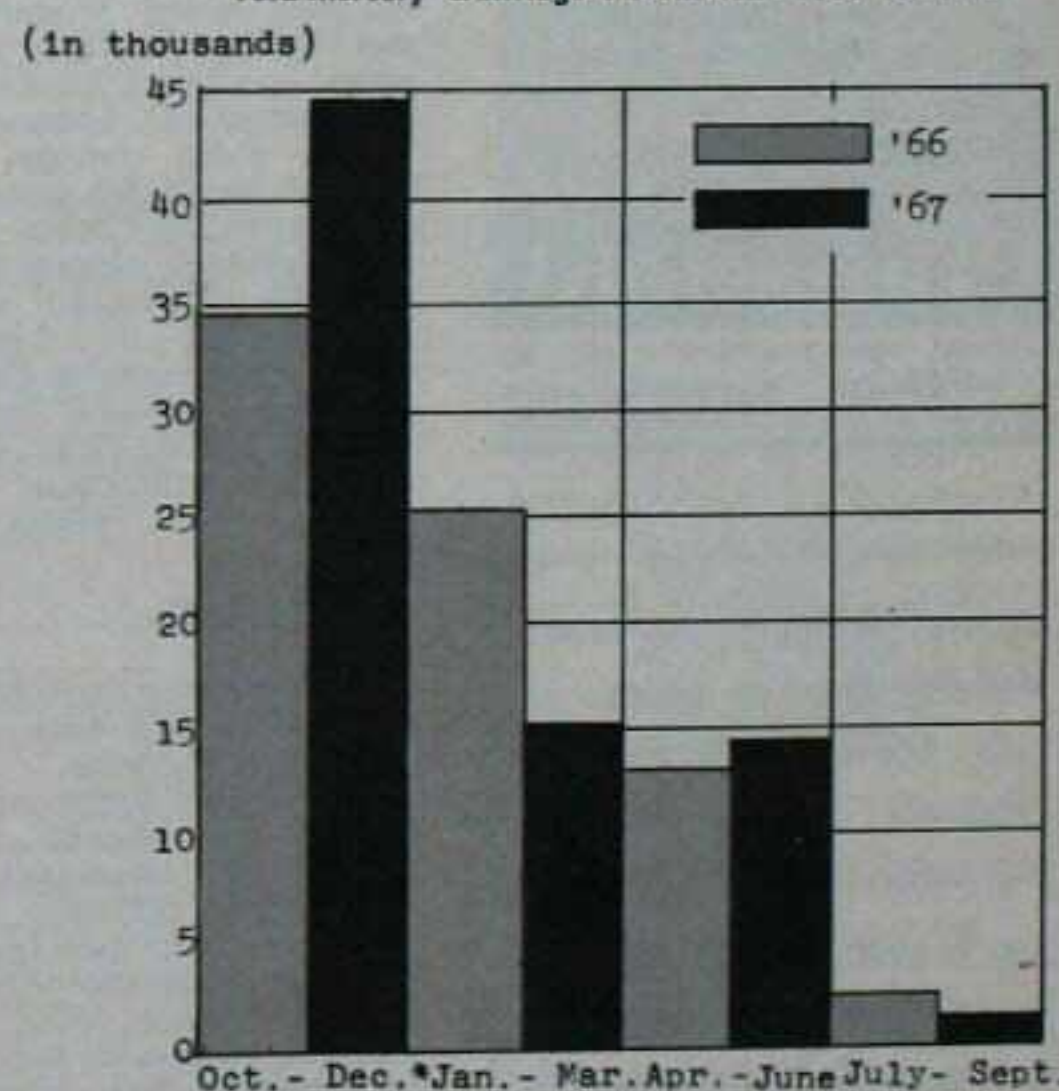
1967 Cumulative Tape CARtridge Installation Rate vs. Car Production (Ford Division and GM Pontiac and Oldsmobile Divisions)



Tape CARtridge Sales Patterns for Pontiac-Oldsmobile



Ford-Mercury CARtridge Installations 1966 vs. 1967



*Both bars include Mercury division installations through Jan.

New for October on RCA STEREO CARTRIDGE TAPES



The most trusted name in sound



088V-1002



P8KA-1024



T8SC-1010



P8WH-1001



P8S-1260



P8S-1261



P8S-1262



P8S-1263



P8S-1264



P8S-1269



08S-1030



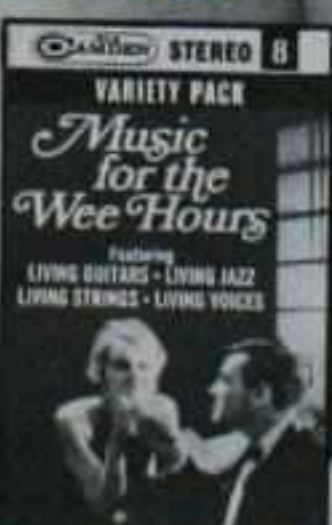
R8S-1080



R8S-1081



C8S-1028



C8S-1029

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Not long ago the experts were pretty loud when it came to the shortcomings of eight track stereo.

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experts are singing a new tune.

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They sound as good as they look.

If you want more sound advice; Lear Jet stereo eight will be seen and talked about at the Tape Cartridge Forum, October 16-17, at the New York Hilton Hotel.

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1. Portable stereo eight with detachable speakers. Plays on AC current or rechargeable batteries. Built-in battery charger operates automatically: Model PS-8.

2. 3-piece home music system. Eight track tape cartridge player with 20 watt peak amplifier and four high-fidelity speakers: Model HA-20.

3. Eight track stereo deck. Plugs into home stereo systems: Model HSA-901.

4. Solid state stereo eight for cars. Shown here, FM radio (FM stereo with multiplex adapter optional) and tape player: Model ASFM-871.

AM radio with tape player: Model ASR-851.

Automotive tape player only: Model AS-831.

**Lear Jet stereo eight
it plays happily ever after**

Sentry, Dubbings Sign \$360,000 Contract for Cassette Duplicating

By CLAUDE HALL

PARAMUS, N. J. — Sentry, the tape division of Atlas Rand Corp., last week signed a contract calling for \$360,000 in cassette duplicating from Dub-

blings. Harold Rosen, president of Sentry, said the deal included 30 releases each in October, November and December.

"In the equivalent six months that we have been selling cassettes, as compared to the first six months a couple of years ago that we entered into cartridges, the rate of flow has been four

times more in cassettes," Rosen said.

In a series of separate deals, Sentry has just acquired tape cartridge product for distribution of Capitol Records, Columbia Records, and Motown Records. Rosen said the deals entailed more than a \$1,000,000. The firm had only recently taken on the entire line of Mercury Records, including cassettes. Concentration of distribution is in the photo field (Sentry blankets 10,000-plus photo outlets), but Rosen said that Sentry also covers electronic, auto, and entertainment outlets. "We have a group of salesmen calling on these fields."

Sentry imports its own label of 4- and 8-track cartridge players from Japan. In addition, it distributes in photo outlets the entire line of Mercury cassette players, as well as a Peerless "Swinger" cassette playback-only model retailing for \$25. In cassettes, Sentry distributes the Mercury line, the Ampex line, and its own line. It was six months ago that Sentry started its own cassette line with 24 titles, it now has 78

with 90 soon to come. "The quality of sound on cassettes has so improved that it's difficult to tell the difference between a cassette and an album... it's comparable to 7 1/2 i.p.s. reel-to-reel tape," Rosen said.

Dick Price, sales manager of Sentry, said he felt cassettes to be the dominant system... "it's becoming a very significant part of our sales. Eight track is still the dominant part of our business. More than 50 per cent, in fact. But cassettes are coming fast."

Sentry pioneered in special programs for dealers in cartridges, offering 100 per cent return privileges, plus counter and floor racks free to dealers. The firm just moved into new quarters in Paramus, N. J., on Aug. 1.



DELCO RADIO DIVISION of GENERAL MOTORS has redesigned its tape CARtridge deck for three GM divisions—Bulck, Oldsmobile and Chevrolet (Chevelle and Chevy II). Pontiac and other Chevrolet models will use Delco's standard size player, which is similar to last year's unit.

CARTRIDGES OR CASSETTES

(or both)

If you have a professional interest in Cartridges or Cassettes, make it a point to visit the BASF/Computron hospitality suite during the Tape Cartridge Forum, October 15, 16, 17, 6-9 p.m., Warwick Hotel.

BASF

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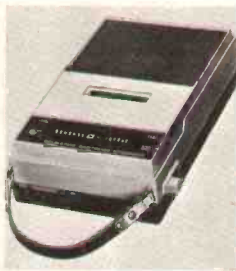
- KEY LOCKING Discourages Theft
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- UNIVERSAL MOUNTING Mounts Under Dash or Any Tape Deck
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- RETAILS for the Price of a Single Cartridge
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COMPANY _____	DISTRIBUTOR
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CITY _____ STATE & ZIP _____	WRITE TODAY
CREDIT REFERENCE _____	

Melody N. Y. Distrib Of Borg-Warner

NEW YORK — The Melody Record Supply Corp., a wholly owned subsidiary of Merco Enterprises has been named New York area distributor for the Borg-Warner Deluxe 3800 automobile stereo tape cartridge player and the B-W Cart/Able portable cartridge player.



GENERAL ELECTRIC has introduced this low-priced cassette recorder at \$49.95. In the firm's Tape Products Business line, the unit is designed for businessmen, students and housewives on the move. It plays and records, weighs about three pounds and operates on four "C" batteries. It has capstan drive.

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Duplicator Cartridge 4 & 8 T.
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4.



2.



1.

3.





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Sponsored By BILLBOARD & MERCHANDISING WEEK

OCTOBER 16-17, NEW YORK HILTON HOTEL

PROGRAM & SPEAKERS

SESSION 1 GRAMERCY SUITE

THE SHAPE OF THE TAPE CARTRIDGE FIELD—TODAY AND TOMORROW

Chairman: Hal B. Cook, Vice President
The Billboard Publishing Company
New York, New York

What Has Happened in the Tape Cartridge Field and Where Is It Heading?

Speaker: Oscar P. Kvalisto, Vice President & General Manager
Automotive Products Division
Motorola, Inc.
Franklin Park, Illinois

The Cartridge—Son of a Disc

Speaker: Stanley Gertikov, President
Capitol Records Distributing Corporation
Hollywood, California

The Development of Product and Promotional Programs for the Home Market

Speaker: Jack Wayman, Staff Vice President
Electronic Industries Association
Washington, D.C.

SESSION 2 GRAMERCY A

MARKET FACTS ON THE CUSTOMER AND HIS PURCHASE OF CARTRIDGES AND EQUIPMENT

Chairman: David Nager, Sales Manager
Automatic Radio Sales, Inc.
Melrose, Massachusetts

Who Is Buying and Why?

Speaker: Lee Zhitto, Editor-in-chief
Billboard
New York, New York

Analyzing the Type and Amount of Equipment Sold and Their Outlets

Speaker: Martin Miller, Editor-in-chief
Merchandising Week
New York, New York

The Potential in the European Market and Progress to Date

Speaker: Graeme Andrews, Editor
Record Retailer
London, England

SESSION 3 RHINELANDER GALLERY NORTH

HOW CAN A RETAILER PROFITABLY GET INTO THE TAPE CARTRIDGE BUSINESS?

Chairman: Denis C. Hyland, Publisher
Merchandising Week
New York, New York

The Experience of a Record Retailer

Speaker: Russ Solomon, President/General Manager
MTS, Inc./Tower Records
Sacramento, California

The Experience of an Appliance Retailer

Speaker: Harold A. Wittler, President
H & H Service & Sales, Inc.
New Castle, Indiana

The Experience of an Auto Accessory Retailer

Speaker: Murray Klein, Executive Administrator
AID Stores, Incorporated
Woodside, New York

SESSION 4 NASSAU SUITE

SOME DISTRIBUTOR APPROACHES TO INCREASE SALES

Chairman: Ronald J. Obsgarten, President
Channel Marketing Inc.
New York, New York

How the Distributor Can Diversify His Retail Outlets to Increase Sales

Speaker: James Shipley, President
Mainline
Cleveland, Ohio

Profit Opportunities in Setting Up Specialized Tape Dealers Under a Franchise Program

Speaker: Jerry B. Tenny, President
Tape Town
Fullerton, California

SESSION 5 MURRAY HILL A

SALES OPPORTUNITIES IN THE BROADENING APPLICATIONS OF TAPE CARTRIDGES AND EQUIPMENT

Chairman: Jack C. Cummings, President
Universal Tape Dex Corporation
Van Nuys, California

Its Use in Company Training Programs

Speaker: Thomas F. Hatcher, Director,
Experimentation & Innovation
The Equitable Life Assurance Society of the U.S.
New York, New York

Its Use in Adult Language Instruction

Speaker: Robert E. Livesey, President
Cortina-Institute for Language Study
New York, New York

Its Use in Keeping Doctors Informed of Medical Advances

Speaker: Claron L. Oakley, Vice President and Editor
Audio-Digest Foundation
Los Angeles, California

SESSION 6 MURRAY HILL B

CHARACTERISTICS AND DIFFERENCES AMONG MAJOR TAPE CARTRIDGE SYSTEMS—AN ENGINEERING EVALUATION FOR THE LAYMAN

Chairman: William T. Hack, President
Audio Devices, Inc.
New York, New York

The Four Track System

Speaker: Ralph E. Cousins, Director of Engineering
Orrtronics, Inc.
Toledo, Ohio

The Eight Track System

Speaker: Martin Ehrlich, Engineering Manager
Lear Jet Industries, Stereo Division
Detroit, Michigan

The Playtape System

Speaker: Frank Stanton, President
Playtape, Incorporated
New York, New York

The Cassette System

Speaker: Edward R. Hanson, Technical-Commercial Manager
North American Philips Co., Inc.
New York, New York

SESSION 7 GRAMERCY A

REACHING SPECIAL MARKETS TO EXPAND CARTRIDGE AND EQUIPMENT SALES

Chairman: Don Hall, General Manager
Ampex Stereo Tape
Elk Grove Village, Illinois

Selling to the Automobile After-Market

Speaker: Earl Muntz, President
Muntz Stereo Pak
Van Nuys, California

Selling to the Boat Market

Speaker: Harold Friedman, President
Harold Friedman Wholesale Co.
Miami, Florida

SESSION 8 NASSAU SUITE

GETTING GREATER MILEAGE IN SELLING AND DISPLAYING PRODUCT

Chairman: George W. Novak, Manager, Sales & Market Development for Columbia Tape Product
Columbia Records Sales
CBS Records
New York, New York

SESSION 9 MURRAY HILL A

MANAGERIAL CONSIDERATIONS IN LEGAL AND ENGINEERING ASPECTS OF TAPE CARTRIDGES

Chairman: Irwin Tarr, Division Vice President, Marketing
RCA Victor Record Division
New York, New York

The Critical Need to Know Music Copyright Dangers as Tape Use Expands

Speaker: Albert Berman, Controller
Harry Fox, Agent and Trustee
New York, New York

Progress in the Development of Standards and Compatibility for Equipment and Cartridges

Speaker: Robert C. Meyer, Chairman, Recording and Reproducing System Components Standards Committee
Electronic Industries Association and
Manager of Recording Development
RCA Victor Record Division
Indianapolis, Indiana

SESSION 10 RHINELANDER GALLERY NORTH

RUNNING AN INSTALLATION CENTER FOR AUTO EQUIPMENT WITH A RETAIL OPERATION

Chairman: Sal S. Zamek, President
West Coast Tape Cartridge Co.
Van Nuys, California

Selecting a City Location and Key Factors in Minimizing Costs of Operation

Speaker: Don Stromstad, President
Western Sound Corp.
Denver, Colorado

Selecting a Suburban Location and Key Factors in Minimizing Costs of Operation

Speaker: Marvin Talmatch, President
Stereomatic of Long Island
Floral Park, New York

SESSION 11 MURRAY HILL B

CREATING GREATER CONSUMER AWARENESS OF TAPE CARTRIDGE AND EQUIPMENT AT THE LOCAL LEVEL

Chairman: John S. Chamberlin, Manager-Tape Products Business
Section
Consumer Electronics Division
General Electric Company
Utica, New York

Promotional Approaches at the Local Level to Arouse Consumer Interest

Speaker: Larry Finley, President
International Tape Cartridge Corporation
New York, New York

Developing Consumer Interest Through Door-to-Door Selling

Speaker: Gerald (Jerry) Katcher, Secretary-Treasurer
Universal Stereo Studios, Ltd. & Tape-Rac, Inc.
Freeport, New York

SESSION 12 GRAMERCY SUITE

WHERE DO WE GO FROM HERE?

NOTE: Your assignment to a round table will be distributed on a list before this session begins.

The final session will deal with some of the critical questions facing companies in the tape cartridge field in the months ahead.

LAST CALL FOR REGISTRATION

Full information on available hotel accommodations will be sent you upon receipt of your registration.



TAPE CARTRIDGE FORUM

Sponsored By
Billboard Magazine & Merchandising Week

The Tape Cartridge Forum will acknowledge your registration immediately upon receipt, and will forward all details pertaining to procedures.

Please register _____ people from our company to attend the TAPE CARTRIDGE FORUM, October 16-17, 1967 in New York. Check is enclosed to cover all registrants.

Company Name _____

Address _____

City, State, Zip _____

We are _____ manufacturers _____ wholesalers _____ retailers _____ distributors _____ other _____

We are associated with the _____ music-record industry _____ automotive field _____ other _____

We are now in the tape cartridge field _____ Yes _____ No _____

REGISTRATION FEE:

\$100.00 per person

Fee includes attendance at all sessions, work materials, and luncheon on Monday and Tuesday. IT DOES NOT INCLUDE HOTEL ACCOMMODATIONS. Payment must accompany order. Please Make Check Payable to: Tape Cartridge Forum—and mail to 300 Madison Ave.—9th Floor—New York, N. Y. 10017.

Names of Registrants and their Titles:

(Additional registrants can be listed on your company letterhead)

Your signature and title _____

Tape Club Offers Auto Sound's Buyers Cartridges at a Discount

By JERIANNE ROGINSKI

CHICAGO—A Tape Club keeps customers coming back to your store for more cartridges, reports Gordon Fredericks, owner of Auto Sound, Inc., in Skokie, Ill.

"We offer customers a membership to our Tape Club after they have purchased three or four cartridges at our store for the normal price. We give them a card signifying that they fill the requirements and then they can purchase all their future cartridges at a small discount," Fredericks explained.

In addition to the Tape Club, Auto Sound offers numerous bonuses in their newspaper advertising to draw customers to the store. A customer gets a bonus tape with any tape cartridge unit purchased at Auto Sound. Fredericks carries a full line of 8-track, 4-track and cassette in both home and auto players—giving the customer a wide selection of machines to choose from. Installation of auto units is made immediately in the garage attached to the rear of the store.

Promotes Home Units

In promotion of his home units, Fredericks recently advertised 10 per cent off on any home player with the purchase of a car unit. "Sales of

home units are picking up," Fredericks said. "Most of the purchasers of the home units already have car units. Of the people who come into the store, I would say 50 per cent know what they want and the other 50 per cent have to be educated on tape cartridge machines."

Fredericks claims the cassette is the machine people know the least about because of the late development and lack of auto units. "We just began carrying the Aiwa auto cassette units. No one comes in and asks for them. They have to be introduced to them," he says.

About 75 per cent of Auto Sound's business is in 8-track, Fredericks estimates. Formerly most of the 8-track machines were sold to adults and the teen-agers bought the 4-track because of the cheaper price. "Lately, more kids have been buying 8-track because they want to hear the Monkees and the Jefferson Airplane. These are on RCA and RCA only makes 8-track."

Auto Sound stocks more than 40,000 musical selections in cartridges and includes all three types of tape cartridges in his selections. In addition to owning the retail outlet, Fredericks also has a distributorship from Tenna Corp.

Lear Launches Six 8-Tracks

CHICAGO — The Lear Jet Stereo division has introduced six 8-track tape cartridge players for 1968. Included are a portable stereo model with eight detachable speakers and automatic, built-in battery charger (PS-8) and 8-track deck for plugging into home stereo systems (HSA-901); a three-component home stereo system embracing 8-track cartridge player, 20-watt peak amp and four hi-fi speak-

ers (HA-20). Also a solid-state 8-track player for cars incorporating FM radio (ASF-87); 8-track auto player with AM radio (ASR-851) and straight 8-track car player (AS-831).

In its promotional campaign backing the new equipment, Lear is stressing quality.

New Amp Speakers By Electro-Voice

BUCHANAN, Mich. — Electro-Voice, Inc., has introduced a new series of heavy-duty replacement speakers (the SRO series) designed for use in guitar, organ and other musical instrument amplifiers.

Electro-Voice says the new speakers "faithfully" follow the wide extremes of frequency response in instrumental music as well as special effects. Heavy magnets are used, and edgewise wound copper voice coils put more wire in the magnetic gap for total radiated power that is said to be more effective. The EIA sensitivity rating of the series is said to be 3 db better than the power of most amplifiers. Cone strength and controlled low-compliance are said to give higher output in the very low tones between 50 and 80 Hz.

There are three models, 12-, 15- and 30-inch. The 12-inch model is priced at \$88.00, the 15-inch at \$99.00. No price has been announced for the 30-inch speaker.

SENTRY TO BOW EP CASSETTE

PARAMUS, N. J. — Sentry, which distributes its own line of cassettes as well as cartridges and cassettes of many of the major labels, will bow an EP cassette retailing for a suggested list of \$1.49 and including four songs. Harold Rosen, president of Sentry, said the cassettes will be aimed at the mass markets, especially the customers purchasing the new low-priced playback-only cassette players. Besides the entire Mercury line of cassette players, Sentry also distributes a \$25 Peerless "Swinger" cassette playback player.

DOT, MUNTZ SIGN A DEAL

LOS ANGELES — Dot Records has signed with Muntz Stereo-Pak for exclusive 4-track duplication of its line of companies. The label had previously been represented in 4-track with several companies. Muntz will duplicate and distribute Dot through its own outlets.

FREE



Send for this NEW TESTING CARTRIDGE and Discover a New Source of Sales!

Channel Marketing has developed the first accessory to enable owners of tape cartridge players to test their units at home or in the car. This means extra sales for you and a source of more profit because . . .

. . . If units need repair or adjustment, your customers will return to you with business for your service department. You'll make happy cartridge customers because they'll be getting top performance from their players. And happy customers represent more sales of your cartridge music and other equipment.

Channel's NEW cartridge — the only one designed for mass retailing — tests every important function of the tape player: frequency response, tape tracking, program and individual track volume balance, speaker and program identification and automatic switching. Instructions to the user are announced at the beginning of each test.

We want you to examine this NEW cartridge — at no charge to you — and see for yourself how profitable this accessory can be.

Send this coupon, attached to your business letterhead, for one FREE test cartridge and price list. We will also send you literature on our other profit-making cartridge accessories. This offer is for bona fide dealers and distributors only.

FREE
CHANNEL MARKETING INC.
342 Madison Ave., New York, N.Y. 10017 Tel.: (212) 682-2848

TO: Channel Marketing, Inc., Dept. B
342 Madison Ave., New York, N.Y. 10017

Please send me — FREE — your NEW test cartridge (check one): 4-track 8-track .
I am a music and/or entertainment equipment dealer distributor interested in increasing my tape cartridge sales.

Name _____ Title _____

IMPORTANT: In order to qualify for this offer, you must attach this coupon to your business letterhead.

Our Thanks and Congratulations to the six manufacturers who have just completed installation of the **FINEST QUALITY TAPE DUPLICATING SYSTEM IN THE INDUSTRY**

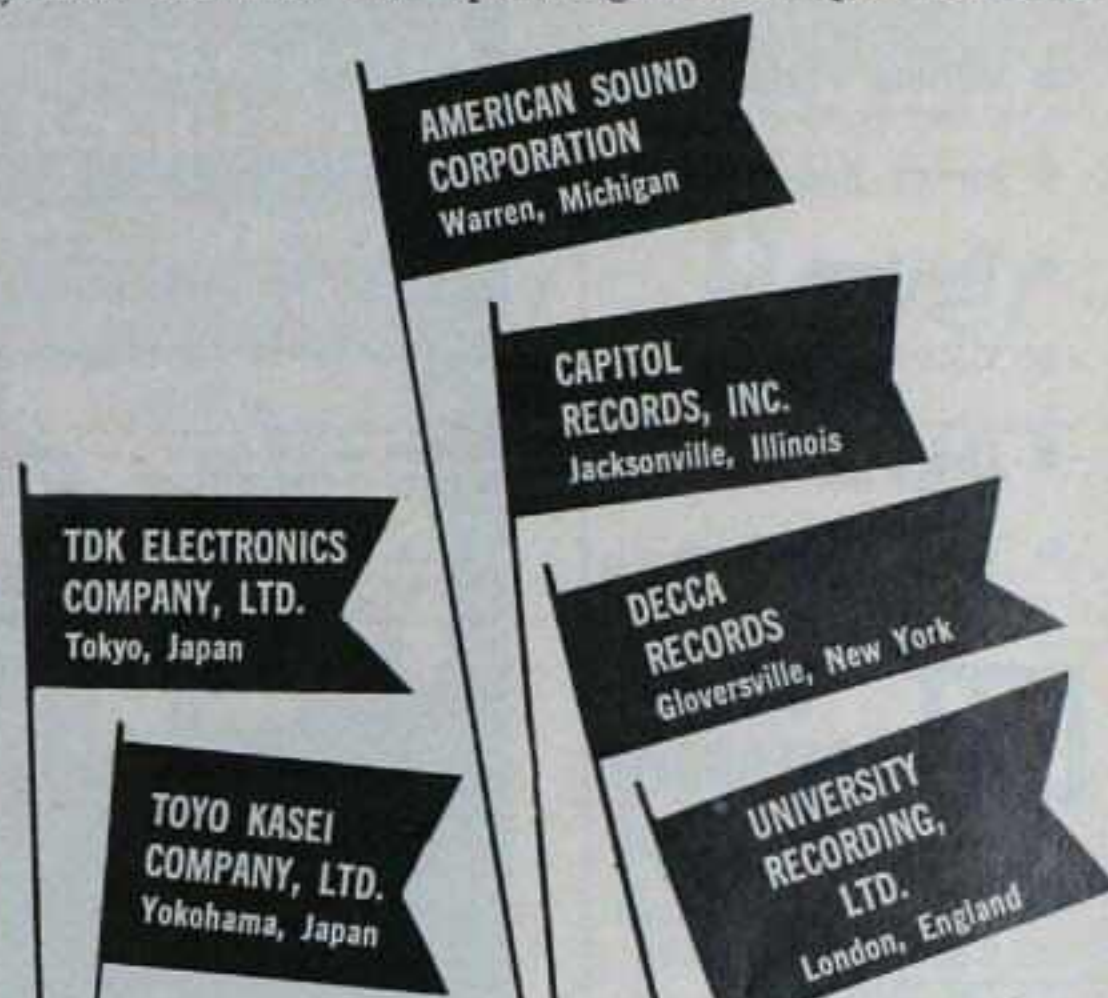
The Gauss G12*

ULTRA HIGH SPEED TAPE DUPLICATOR . . .

FROM Gauss Electrophysics

"WHERE QUALITY COMES FIRST"

GAUSS G12 Ultra High Speed Tape Duplication Systems Installed and operating as of September 1967



AMERICAN SOUND CORPORATION
Warren, Michigan

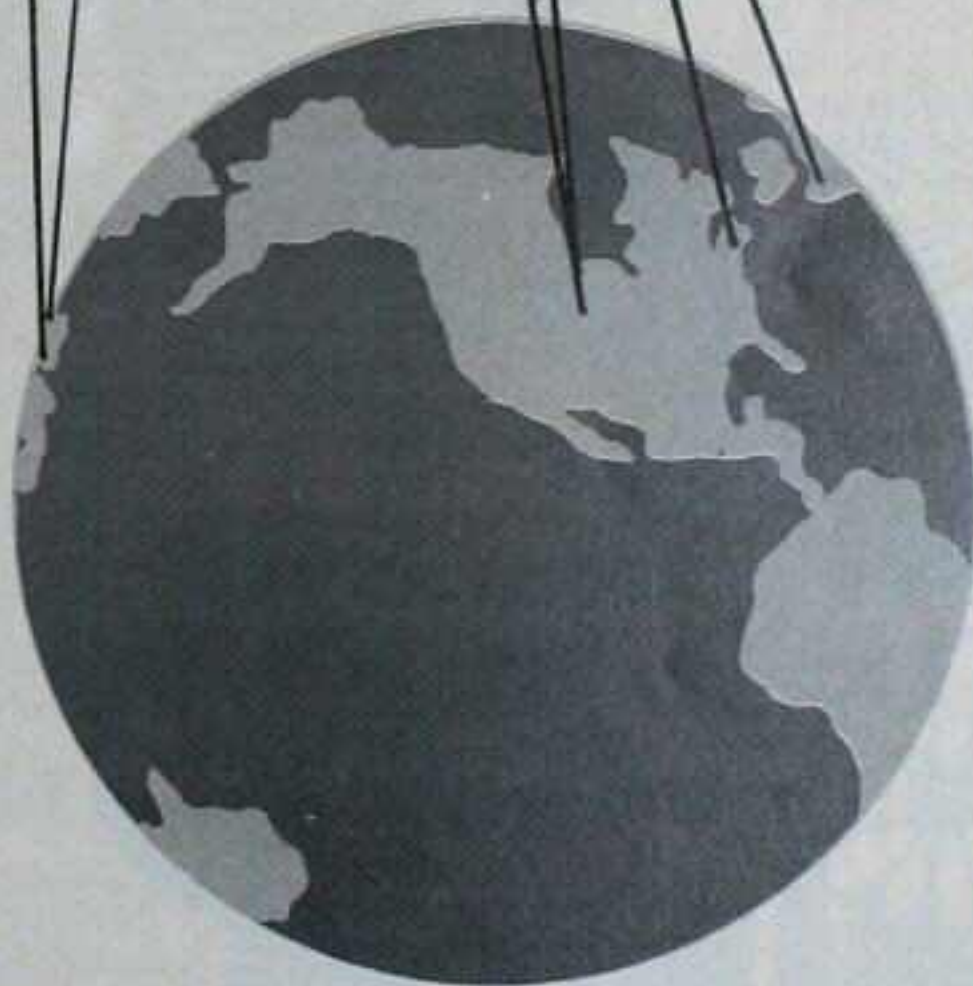
CAPITOL RECORDS, INC.
Jacksonville, Illinois

DECCA RECORDS
Gloversville, New York

UNIVERSITY RECORDING, LTD.
London, England

TDK ELECTRONICS COMPANY, LTD.
Tokyo, Japan

TOYO KASEI COMPANY, LTD.
Yokohama, Japan



For a demonstration of the G12's top quality, you are cordially invited to visit our booth (#32) at the Audio Engineering Society Exhibit/Convention (October 16-19) at the Barbizon Plaza Hotel.

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Learn more about this amazing G12 Ultra High Speed Tape Duplicating System. Ask for brochure and delivery information from closest representative.

WORLD WIDE REPRESENTATIVES IN PRINCIPAL AREAS . . .

- U. S. A.**
- North East: N P M Associates, Greenwich, Conn.
 - N.E. Central: Daniel Flickinger, Hudson, Ohio
 - North West: Audio Video Forum, Mt. View, Calif.
- OVERSEAS**
- Latin America: Worldex Mfg., Los Angeles, Calif.
 - Europe: University Recording Ltd., London, England
 - Japan: Warren Birkenhead, Inc., Tokyo, Japan

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cartridge hits
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- James Brown
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- Neil Diamond
- The Impressions
- The Grass Roots

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RECORDED
TAPE

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Sunnyvale, California 94086
(408) 734-2910

Album Reviews

• Continued from page 56

RAVEL: CONCERTO IN G MAJOR FOR PIANO AND ORCHESTRA
Prague Symphony (Smetacek), Parliament PLP 631 (M); PLPS 631 (S)

ROUSSEL: SYMPHONY NO. 3 IN G MINOR
Brno State Philharmonic (Neumann), Parliament PLP 629 (M); PLPS 629 (S)

R. STRAUSS: A HERO'S LIFE
Minneapolis Symphony (Dorati), Pickwick PC 4041 (M); SPC 4041 (S)

WEBER: PIANO CONCERTOS NO. 1 AND NO. 2
Friedrich Woehrer/Vienna Pro Musica Symphony (Swarowsky), Turnabout TV 341555 (S)

JAZZ

AIN'T DOING TOO B-A-D, BAD
The Bobby Bryant Sextet, Cadet LP 795 (M); LPS 795 (S)

THE RAY BRYANT TOUCH
Ray Bryant, Cadet LP 793 (M); LPS 793 (S)

INTENTS AND PURPOSES

The Bill Dixon Orchestra, RCA Victor LPM 3844 (M); LSP 3844 (S)

INVOLVEMENT

The John Klemmer Quartet, Cadet LP 797 (M); LPS 797 (S)

AFRO BRAZIL OBA!

Phil Moore III & the Afro Latin Soullet, Tower T 5085 (M); ST 5085 (S)

GROOVIN' WITH THE SOULFUL STRINGS
Cadet LP 796 (M); LPS 796 (S)

MOTOR CITY SOUL

Father Tom Vaughn, RCA Victor LPM 3845 (M); LSP 3845 (S)

COMEDY

BOY! AM I GLAD WE JOINED THE INDIANS
Jubilee JGM 2067 (M)

BURLESQUE WITH THE NUTS INSIDE
Jubilee JGM 2065 (M)

Any cartridge is only as good as the tape it contains.

Audiopaks contain Audiotape.



Audiopak
TAPE CARTRIDGE
Audio Devices, Inc., 235 E. 42nd St., N.Y. 10017

THE BEST OF SPIKE JONES AND HIS CITY SLICKERS
RCA Victor LPM 3849 (M); LSP 3849 (S)

DICK WALDEN'S WORLD OF COMEDY
Jubilee, JGM 2066 (M)

CHRISTMAS

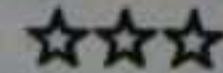
A NEW CHRISTMAS SPIRIT HOLIDAY FOR HARP & HOLLY
Luis Bordon, Epic LN 24309 (M); BN 26309 (S)

INTERNATIONAL

LOVE SONGS FROM MEXICO
Magda Franco, Columbia EX 5197 (M); ES 1897 (S)

SILENT NIGHT
St. Joseph's Choir, Request RLP 8102 (M); SRLP 8102 (S)

CHRISTMAS IN GERMANY
Mannerchor der Volkswagenstadt Wolfsburg, Request RLP 8100 (M); SRLP 8100 (S)



THREE-STAR ALBUMS

The three-star rating indicates moderate sales potential within each record's music category.

POPULAR

HOT BRASS
Port Vancouver Stage Band (Beacock), Regal ST 1001 (S)

COUNTRY

THE BIG STARS & THE BIG HITS OF COUNTRY MUSIC
Various Artists, Starday SLP 407

GOSPEL

GOD NEVER FAILS
Harold Smith & the Majestic Choir, Checker LP 10026 (M); LPS 10026 (S)

THE GOSPEL TRUTH
The Soul Stirrers, Checker LP 10027 (M); LPS 10027 (S)

CLASSICAL

YOUNG ARTISTS SERIES, VOL. 1
Havre Flute Quartet, Regal ST 1065 (S)

BACH, HINDEMITH, HAYDN, MESSIAEN: FOUR FLUTE SONATAS
Various Artists, Arta ALP 715 (M); ALPS 715 (S)

COMEDY

SUMMER SESSION
Doug Clark & the Hot Nuts, Gross 106 (M)

CHRISTMAS

CHRISTMAS IN THE UKRAINE
St. John's Ukrainian Catholic Church Choir, Request RLP 8103 (M); SRLP 8103 (S)

INTERNATIONAL

A MERRY CHRISTMAS
St. Cecilia Choir of Holy Rosary Church/Various Artists, Request RLP 8101 (M); SRLP 8101 (S)

Quality 1st Canada Firm Into Duping

TORONTO — The first Canadian talent album to make the tape CARtridge scene is now in production in 4-track, 8-track and reel-to-reel form at Quality Records, first Canadian company to go into tape cartridge duplication. It's "The Merry Ploughboy" by the Carlton Showband on the Cast label; the title tune was the Canadian hit of 1966, made popular by a beer commercial on TV and radio.

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the world's finest
recording tapes
to the record,
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Here it is! At last . . . the publication you've been wanting and waiting for!

THE GLASS LIST

The first magazine with complete
4 & 8 track cartridge tape listings

Yes, it's finally been done. A magazine with complete—and we mean complete—listings of every cartridge tape available—both 4 and 8 track—every artist, every label—nothing's left out. But that's not all. Every issue will feature pictures and stories of top artists. A special section on new release cartridge tape reviews.

To be published 6 times a year, THE GLASS LIST will be a must for all your cartridge tape fans. You'll sell it for 50c . . . there's big profit in it for you. Here's a sure-fire hit. Be sure to take advantage of the one and only complete cartridge tape listing—THE GLASS LIST. Your customers will be asking for it . . . will you be ready for them?

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Audio Retailing

18% More Discount Stores

CHICAGO—There are now 2,600 discount stores in the U. S., and 18 per cent increase over the 2,200 operating last year. The rate of increase in the opening of discount stores is the greatest in retailing, according to a study just completed by Audits & Surveys, Inc., a New York market research firm.

The study shows that other fast-growing segments of retailing include drug outlets, taverns and bars. Food stores are in considerable decline. The number of radio and TV and music and

record stores is holding steady.

There are 1,736,990 retail outlets in the U. S. today, the study shows, compared with 1,733,300 in 1966. And the growth in the number of retail outlets has not kept pace with population growth. The store-to-people ratio has declined to one store for every 113 persons. In 1958 there was one store for every 97 persons, one for every 110 in 1963 and one for every 112 persons last year.

While discount stores are increasing in number, so are de-

partment stores of all types. The number jumped from 5,300 to 6,160 in a year.

Concentrated

"It has been increasingly apparent for several years that the nation's marketplace is becoming more concentrated in fewer but larger outlets," said Audit & Surveys President Solomon Dutka. "This year's census firmly establishes this pattern as a dominant factor in the industry."

Dutka observed that over the past 20 years, "discount operators have been credited with an exaggerated influence. Now, however, it appears they are emerging as a solidly significant force in retailing."

The Audits & Surveys census is conducted yearly and provides the basis for the firm's National Total-Market Audit. The study is based on a national probability sample of 40,000 retail and service outlets.

Six-Month Statistics

CHICAGO—The Electronics Industries Association (EIA) has released the following sales totals for the U. S. during the first six months of 1967:

RADIO	
Type	Total U.S. Sales
Table	1,474,346
Clock	2,129,978
Portable	9,694,069
Table, Clock & Portable	13,298,293
Automobile	4,583,594
Total	17,881,887

TELEVISION RECEIVERS	
Type	Total U.S. Sales
Total monochrome and color	5,129,326

PHONOGRAPHS	
Total	2,567,573

TAPE RECORDERS	
Total magnetic tape recorders (complete units)	1,064,690 (est.)

New From Pilot

YONKERS, N. Y. — Pilot Radio-Television Corp. has introduced a new line of console phonographs, the Royale 8000 series. There are three models in the line. The new series and the recently introduced Premiere 9000 series are available for immediate delivery.

Yule Tapes From Capitol

LOS ANGELES—Capitol has released five single-pack, open reel stereo tapes of Christmas music:

Al Martino, "A Merry Christmas" (YIT 2165).

"Christmas with Buck Owens & His Buckaroos" (YIT 2396).

Lou Rawls, "Merry Christmas Ho! Ho! Ho!" (YIT 2790).

Jackie Gleason, "'Tis The Season" (YIT 2791).

"Ella Fitzgerald's Christmas" (YIT 2805).

Capitol has also released "On Parade" by the Soviet Army Chorus & Band (YIS 40018) and Puccini's "Madame Butterfly," Sir John Barbirolli conducting the Rome Opera House Orchestra and Chorus (Y3S 3702).

New Receivers From H. H. Scott

MAYNARD, Mass. — Two new 65-watt solid-state stereo receivers have been introduced by H. H. Scott, Inc. Both have the firm's field-effect transistor circuitry which is said to virtually eliminate all cross modulation and drift in both FM and AM.

Model 342B, at \$299.95, has integrated circuitry, dual speaker switches for selecting main, remote, or both sets of speakers, noise filter, front panel headphone jack, separate controls for each channel.

At \$339.95, model 382B offers Scott's Automatic Variable tuner section and automatic gain control.

Avnet Acquires Channel Master

NEW YORK — Avnet, Inc., has acquired Channel Master Corp. as a fourth operating division.

Avnet claims to be the largest manufacturer of outdoor TV antennas and accessories, and the firm is also involved in consumer electronics items such as TV picture tubes, transistor radios, tape recorders and other electronic products.

Channel Master manufactures a variety of home entertainment products.



THE ROVER FROM MASTERWORK, five pounds of record player for \$24.95.

Columbia's Rover A 'Youth' Product

CHICAGO—At \$24.95, compact, lightweight, capable of playing singles in any position—even while spiraling through the air like a football—the new Rover phonograph from the Masterwork Audio Products department of Columbia Records has all the attributes for the burgeoning bazaar of "youth products" from entertainment electronics manufacturers.

All the major firms are eagerly serving youth with low-cost, mobile musical merchandise, and this Columbia singles player is a unique entry. It is played by inserting the 45-r.p.m. record in a slot. The record may be stopped during play or changed during play by pressing a reject button. At the end of a record, the unit shuts off automatically.

For youth products, color is important. The Rover is available in fire-engine red and bright-azure blue.

Circuitry and other technical matters are also sometimes im-

portant. The Rover has a solid-state amplifier and operates on eight flashlight batteries. Weight: five pounds.

Masterwork is also offering a black-leatherette carrying case for the player, with shoulder strap and compartment for storing records, for \$2.95.

The player is packed in a self-merchandising carton for display on counters and in windows.

New Allied Book

CHICAGO — All basic electronic components are described and illustrated in a new publication by Allied Radio Corp. called "Encyclopedia of Electronics Components."

Priced at \$1, the 112-page paperback is hip pocket size for easy reference by technicians and electronics lovers. Easy layman language is used and any special handling or installation requirement of various components is covered.

20-Year-Old Tape Industry Hits \$2.1 Billion in Sales

CHICAGO—Since its birth in October of 1947, the magnetic tape recording industry has unreeling a growth pattern that will take it to an estimated \$2,101,000,000 in world-wide sales this year.

This is an estimate of the Ampex Corp., which takes credit for having launched the industry with its Model 200, unveiled before an audience of broadcasters in Hollywood 20 years ago next month. Ampex estimates the sale during 1967 of \$550 million worth of recorder-reproducers for broadcasting, mastering, duplicating, industrial use, home entertainment, cassettes and cartridges, microphones, accessories and speakers; \$300 million worth of magnetic tape for all applications; slightly over \$1 billion worth of tape transports for computers; \$110 million worth of video broadcast and closed-circuit videotape recorders, receivers and systems, \$91 million worth of instrumentation recorders and systems for laboratory and mobile use and several million dollars worth of

videofile document filing and retrieval systems.

Poulsen

Magnetic recording is much more than 20 years old, of course. The Danish scientist Valdemar Poulsen invented the technique in the 1890's, but the concept lay dormant for decades because of lack of parallel electronic development for amplifying sound.

It was the World War II government of Germany which propelled the state of the art forward, utilizing a handful of engineering models for propaganda broadcasts. These were wire recording machines, and the recordings of Nazi leaders, including Hitler, were sometimes represented as the men themselves, so realistic was the sound.

Several of these engineering models were retrieved after the War and brought to the U. S. They contributed somewhat to the advance in technology which bred the tape recording industry.

ABC

Ampex' own Model 200 re-
(Continued on page 78)

Scanning The News

At its recent membership meeting in Chicago, the Electronic Industries Association (EIA) Consumer Products Division elected officers and directors. New vice-president is George H. Fezell, the Magnavox Co.; Charles N. Hoffman, Warwick Electronics, Inc., is chairman. New directors are William M. Day, Westinghouse Electric Corp.; Glenn A. Evans, Warwick Electronics, Inc.; George H. Fezell, the Magnavox Co.; Grant Gardner, Wells-Gardner Electronics Corp.; Joseph H. Gillies, Philco-Ford Corp.; K. Robert Hahn, Lear Siegler, Inc.; Stanley Pressman, KLH Research & Development Corp.; Morris Sobin, Pilot Radio, Inc.; John Sohn, Arvin Industries, Inc.; Max J. Zimmer, Symphonic Electronic Corp. Named to the executive committee were Charles N. Hoffman, chairman, Warwick Electronics, Inc.;

Armin E. Allen, Philco-Ford Corp.; Darrell H. Boyd, Minnesota Mining & Mfg. Co.; Thomas H. Cashin, Sylvania Electric Products Inc.; William M. Day, Westinghouse Electric Corp.; B. S. Durant, Radio Corporation of America; E. E. Evans, Bendix Radio Division; George Fezell, the Magnavox Co.; Ellis Friedman, Hoffman Products Corp.; Grant Gardner, Wells-Gardner Electronics Corp.; Walter Goodman, Harman-Kardon, Inc.; Harold Goldsmith, Olympic Radio & Television; H. M. Greenspon, Waters Conley Co., Inc.; S. R. Herkes, Motorola, Inc.; R. J. Mayer, Bulova Watch Co.; Stanley Pressman, KLH Research & Development Corp.; Donald D. Scarff, General Electric Co.; John Sohn, Arvin Industries, Inc.; Morris Sobin, Pilot Radio, Inc.; Howard M. Stelzki, Delco Radio, and Max J. Zimmer, Symphonic Electronic Corp.



BOB KRUEGER of Chicago won this 1967 Camaro in a contest by Tent 14 of the Variety Club in Milwaukee. Taylor Electric Co., RCA Victor distributors, participated. Shown here, from left, are Chief Barker Lee Rothman, who is vice-president and assistant general manager of WRIT radio, Milwaukee; Sally Field, Colgems artist; Krueger, and Pete Stocke, Taylor Electric record department manager.

Coin Machine News

Vendor Buys Miami Mar-Tab

MIAMI—One of Florida's biggest vending companies has acquired the largest jukebox and game operation in Metropolitan Miami.

The acquisition of Sol Tabb's Mar-Tab Vending by Ace-Saxon of Broward, Inc., is seen as a move to strengthen on-street location operation and is part of a growing trend documented in these pages during recent months.

Billboard has learned that prominent industry figure Sol

Tabb retains Mar-Tab Vending's extensive routes in out-State Florida and will continue to headquarter here.

Mar-Tab Vending's Dade and Broward county routes involve locations throughout the Fort Lauderdale and Miami metropolitan area and have flourished under the promotion-minded and progressive Tabb.

Two Choices

Ace-Saxon owner Mel Chasen was formerly an executive with Continental Vending Co., manufacturers and operators of Corsair cigarette vending units. The Vendo Co. purchased manufacturing rights to the Corsair machine.

Chasen's operation here, which grew out of an acquisition from Continental some

years ago, is one of the largest cigarette vending operations in Florida. Ace-Saxon is a member of the National Automatic Merchandising Association.

Tabb, known widely in the industry for his innovations in promoting music and games, has routes in Ocala, Daytona Beach, Fort Myers and Cocoa Beach. He is a director of the Florida Amusement and Music Association.

Commenting on the Ace-Saxon move, a leading Miami vending executive said, "In order to expand, the vendor has two choices today: to enter the institutional field or to expand on-the-street operation. But to be competitive on the street, the vendor must offer the full package of music, games and vending."



WEST VIRGINIA BUSINESS LEADERS as photographed at the recent annual convention of the State trade association. Front row, from left, newly elected president Andrew C. Kniska, Clarksburg Amusement Co., Clarksburg; director E. M. (Mitch) Oliver, Mammoth Amusement Co., Montgomery; director James Hutzler, Hutzler Vending Machine Co., Martinsburg; outgoing president J. C. (Buddy) Hunt, Southern Distributors, Inc., Welch; honorary director Jack Bess, executive director, Automatic Vendors Association of Virginia and executive secretary, Virginia Manufacturers of Carbonated Beverages, Roanoke, Va., and director Chris Ballard, Belle Amusement Co., Belle. Others identified in the photo are director "Spec" Cruz, Cruz Music Co., Charleston; director Guy Moss, Capitol Cigarette Vending Co., Charleston; second vice-president Jerry Derrick, Derrick Music Co., Charleston; first vice-president James Stevens, Gerard Amusement Co., Grafton; director Del DeHaven, DeHaven Vending Machine Co., Martinsburg; treasurer Mrs. Leoma Ballard, Belle Amusement Co., Belle; director William Anderson, Broom & Anderson Amusement Co., Logan, and director A. M. Springer, Springer Vending Machine Service, Inc., Fairmont.

A 50th...No, 30th...No, 20th Birthday for United Distributors

By BENN OLLMAN

MILWAUKEE — Anniversaries generally arrive one at a time. But Harry Jacobs, of United, Inc., is approaching a parlay this fall that few coinmen can match: 30 years in the coin machine industry; 20 years as a Wurlitzer distributor and his 50th birthday.

The milestones will all be marked at a gala Appreciation Party planned for his customers, Oct. 14 at the Pfister Hotel. One big feature of the celebration will be the unveiling of the new Wurlitzer phonograph model.

Harry Jacobs' coin machine career actually began taking shape in 1936 when he was hired as a bookkeeper by Bill Happel, of Badger Novelty Co. Before long, floor sales were added to Jacobs' bookkeeping chores. The boss soon realized that his bookkeeper was earning more money for the company by closing deals than poring over the ledgers. Result: young Harry Jacobs was given full time selling responsibilities.

CPA

"I originally took the job to fulfill my ambition to become a certified public accountant," recalls Harry Jacobs. "To qualify for a CPA license I needed

three years of practical bookkeeping experience. But that taste of selling coin machines I got at Badger Novelty Co. encouraged me to change my direction. By 1938 I knew I wanted to go in business for myself."

That early hunger to tack a CPA degree after his name was never satisfied. Nevertheless, Harry Jacobs' accounting training and background has proved highly beneficial.

"Lack of elementary bookkeeping knowledge has been a major cause of trouble for many coin machine operators," said Harry Jacobs. Unfortunately too many still work out of there pockets. A surprising percentage don't even understand what a profit and loss statement is all about, and when the tax collector gets through with them they generally wind up broke. To keep solvent in this business requires more than a strong back for moving equipment from one location to another. Proper bookkeeping methods make the difference between success and failure nowadays."

Back in 1936 when Harry Jacobs got his start with Badger Novelty Co., the firm was distributor here for both Rock-Ola

and Seeburg. In those days many distributors handled both

(Continued on page 83)

MOA SHOW

Exhibitor Total Swells to 63

CHICAGO — An unprecedented 63 firms have reserved space at the 1967 convention and trade show of the Music Operators of America (MOA). Two more firms signed last week, one a Japanese firm, Taito Trading Co., Ltd., which will show its game line. The other newly signed company is Automatic Minit Machine Corp. of New York City. This company will exhibit a coin-operated shoeshine machine.

For the first year in its 17-year history, the MOA exhibit may honestly be billed as an "international" event. In addition to Taito Trading Co., these foreign firms are exhibiting as well: Sega Enterprises, Japan (games); Jupiter Sales of America (Swiss-made jukebox); Associated Coin Amusement Co. (German-made jukebox); David Rosen, Inc. (Italian-made video machines); Discomatic, Inc.

(Swiss-made jukebox) and Newport Sales, Inc., Freeport, Bahamas (record vender).

Labels

Record labels signed for the show are Capitol, Columbia, Decca, Epic, London, MGM and RCA.

U. S. jukebox manufacturers to exhibit are Rock-Ola, Rowe, Seeburg, Wurlitzer and the domestic distributor of audio-

video machines, Cameron International.

Tape-Athon Corp. will again exhibit its background music systems and libraries.

Domestic makers having reserved space are All-Tech, American Machine & Foundry Co., American Shuffleboard, Bally, Chicago Coin, Fischer, Irving Kaye, Midway, Mike

(Continued on page 84)

New Ariz. Assn. Will Fight Location Selling, Break-Ins

SCOTTSDALE, Ariz. — Music Operators of America (MOA) officials helped in the organization of the Arizona Coin Machine Operators Association here last week. Plans were adopted to combat direct-to-location selling and losses from break-ins

and burglaries. "The association is definitely off the ground. There's very little skepticism about its success now," said MOA President James Tolisano, Clearwater, Fla.

With Tolisano here were MOA executive vice-president Fred Granger, Chicago, and MOA past-president J. Harry Snodgrass, Albuquerque, N. M.

"A number of operators told us they already belonged to MOA and they thought this was sufficient. But in our talks we brought out the necessity of local organizations. The operators here are not unique. It is just that some of their problems are different from those in other States," Tolisano said.

The meeting was held in conjunction with that of the Arizona Automatic Merchandising Association.

Plan Tourney

"In a situation where operators are not organized and are

(Continued on page 84)

Will National Bulk Routes Choke Out Small Operations?

By EARL PAIGE

CHICAGO—National bulk vending companies are a reality—have been for some time. Regional giants are numerous, and several are on the threshold of national operation. What's all this mean to the little guy who for over a half century has been the backbone of this colorful business? Will adverse competitive factors erase him from the picture?

While the advocates of national as against local operations differ in approach, both stress individualized service at the location level.

"The life blood of this business is the small, independent operator. He's the fellow who'll get out on the street and hustle for a couple of extra dollars," said Irwin Nabel, Schoenbach Co., Brooklyn, and president of the National Vendors Association (NVA).

It still boils down to individual service and this is why there'll always be a place for the small operator who can take care of the

mom 'n' pop store on the corner. You can get too big, you know. Look at the big cigarette operator who can't afford to take the stop that only moves 75 packs a week. That's still a very good stop for the smaller operator."

More Big Firms

"I think you'll see more and more big, national operating companies," said Bob Kantor, owner of Confection Specialties, Chicago, and NVA's first president. "Once you're established with a national chain store it's very easy to fill in along the line."

But Kantor, despite his far-flung operation in 50 States and such overseas areas as Guam and Puerto Rico, still thinks individual service is the key factor. "We tailor product to the local area by leaving our area men with the option of what to fill machines with."

"We also operate on a commission basis so our men in these

(Continued on page 80)

Vending News

Will National Bulk Routes Choke Out Small Operations?

• Continued from page 79

areas have incentives and cover more ground and do a better job. We believe in service with a capital 'S' and we're constantly hammering this into our men.

"A man has to feel he's in business for himself to work for us," said Roger Folz, who with his brother, Harold, operates one of the largest national operations. "We use commissions and contests and have our own incentive programs.

"But there will always be room for the independent operator and it's not only the larger companies who can make use of advanced business methods. The statistics are available and it's more a matter of individual interpretation.

Intangibles

"The bulk vending business is unique, you're dealing with intangibles and you have to feel your way. It's kind of like playing the stock market. You just can't jump in and learn this business."

Folz Vending, as with Confection Specialties, operates all over the U. S. and has operations in Canada.

Regional Views

"It's still a small man's business," said Lee Smith, Smith-Regal of Carolina, Charlotte, N. C., who is somewhere between the local, independent operator and the huge giants like Confection Specialties and Folz Vending.

"We operate on a local and regional basis," said Smith, an NVA director and president of the Carolina Bulk Vendors Association. "We lease equipment to small operators and we distribute product. We also sell machines outright and refinish machines. We sell whole routes and we also operate routes, so you can see we're integrated into every phase of the business.

"This is a business of diminishing returns," said Smith. "When you go out a mile to service a machine you have really gone two miles because you have to come back. I don't believe in spreading out too far. It's like deploying troops, you want to form an inner circle and have shortened supply lines and work from an inside perimeter."

Another Approach

Just as Smith-Regal differs from Folz Vending and Confection Specialties, another national giant, Ford Gum & Machine Co., Akron, N. Y., has still another approach. "Our position as a national operating company is probably unique," said Vice-President John H. Fry.

"We specialize," he said, in characterizing the 50-year-old firm,

now operating all over the U. S., in Canada and many South American countries. "First of all, we're not in the charm business at all, we merchandise 1-cent gum exclusively. And secondly, we make our own gum and our own machines and work mainly through service clubs such as Kiwanis, Rotary, Lions and others."

A number of independent operators agreed that Ford Gum didn't interfere with their own operations and many seemed unaffected by the larger national operating concerns, too. "I may be wrong as rain but I don't see how these big companies can keep track of their operations," said Lew Block, a veteran St. Louis operator.

"They're too spread out. You can tell by what you find in their machines. They just can't stay on top of the business and know what should be promoted in every area the way smaller vendors can."

Flexibility

"The servicing operator is much to be preferred," said Chicago attorney Don Mitchell, legal counsel for NVA, and this is the direction the larger national companies have taken. They have sufficient accounts so that they can have sufficient personnel in each area to handle these accounts.

"There are advantages and disadvantages in the large-scale operation. On the plus side, the large operations can apply controls such as through the use of IBM equipment and they are also in a good position to use everything they buy.

"If a product proves to be a dud in one area they can shift it to another area and finally dispose of it. Some items really die, but in many cases the flexibility of the larger operator is quite an advantage.

"On the minus side you might say the large operation is relatively unable to quickly adapt to changes in any given local area and there are always problems involved in interstate operations where you confront different laws and tax situations."

Local Needs

"Each area has different tastes as to what products sell best," said H. B. Hutchinson, NVA vice-president and head of the large Atlanta distributorship under his own name. "What goes in Miami, New York or Chicago may not go at all in other areas. This is why as much as possible you need to know your own local area and be able to service it on that basis."

"I think this business will still revolve around the smaller, local type of operation," said Leonard Quinn, veteran owner of Confection Products, Columbus, Ohio. "You can still count all the really national firms on one hand.

"It's difficult to make decisions up at a high level and then carry them out locally. You might send a man in one area a batch of baseball cards and then learn that this item just isn't any good there.

"A locally operated company knows what products will sell in its own area and it can gear things to its own locations on a much more individual basis than is the case with the big operation."

Plenty for All

Should smaller operators be dismayed by the sophistication of the national companies? "No," said Jack Nelson, Logan Distributor, Chicago. "I think there's room for tremendous growth in both directions, by the big companies and by the smaller operators."

Nelson, president of the National Bulk Vendors Distributors Association and an NVA director, said, "If the small operator wants to tie in with a chain of stores he can, but a lot of operators probably aren't equipped to spread out this far.

"But look at the smaller chains and even the larger stores in every market, especially in the growing suburban areas around the large cities. There's enough business for everybody today, whether you're talking about the large national operations or the one-man operator."

'Promotion Prompts Profits' Says Gold Medal's Evans

TORONTO — "All good promotion has one prerequisite," Gold Medal Products Co. executive J. C. Evans told some 600 members of the National Association of Concessionaires at their convention ended Sept. 27 here, "an alert management attitude—a desire to buck complacency."

He added: "Most certainly, the success of promotion ends up in an increased profit per person (sometimes difficult to measure because we mainly keep track only of sales per person). Maybe you ought to look at profit con-

tributions for each item you sell, or at least for each group of items. How else can you evaluate unless you have facts."

Evans listed the following as key elements to successful promotions: (1) Facts on which to base a decision (2) Creation of an atmosphere where promotions or creative ideas can succeed (3) Having the equipment and the trained personnel capable of delivering what you promise in the promotion and (4) Assurances that the quality is in the product so that the customer does not feel that he has been "promoted."



NEW STYLE SLUG. St. Louis vendor Don Block holds ring-pull tabs from canned drink containers plaguing bulk operators over the country.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe, 1¢ or 5¢ Comb.	12.00
N.W. 10-Cent, 1¢ Tab Gum Mach.	18.00
Atlas 1¢ & 5¢ 100 Ct. Ball Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.92
Pistachio Nuts, Jumbo Queen, White	.87
Afgan Crown Red Lip Pistachio Nuts	.63
Afgan Prince Red Lip Pistachio Nuts	.57
Cashew, Whole	.83
Cashew, Butts	.75
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.60
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Munchies, 16-lb. carton, per lb.	.39
Hershey-ets	.47

Wrapped Gum—Fleets, Topps, Bazooka & Pal, 4M pcs.	\$14.00
Rain-Bio Ball Gum, 1800 per ctn.	4.25
Rain-Bio Ball Gum, 1800 printed per carton	4.40
Rain-Bio Ball Gum, 5250 per ctn.	8.35
Rain-Bio Ball Gum, 4250 per ctn.	8.35
Rain-Bio Ball Gum, 3500 per ctn.	8.35
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
Wrightley's Gum, all flavors, 100 ct.	.45
Beech-Nut, 100 ct.	.45
Hershey's Chocolate, 200 ct.	1.30
Minimum order, 25 Boxes, assorted.	

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The popular Model 60... now adapted to vend wrapped confections. Write for circular and prices. To better serve our customers we have free parking facilities adjacent to our premises.

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60 has the most foolproof coin mechanism in its field. Extra-wide chute and interchangeable globe accommodates all sizes of products. Model 60's attractive, modern design is sure to corner profits for you—at any location. Wire, write or phone for complete details.

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LEAF BRANDS, as somehow typified by this lass attired in rabbit ears, bow tie and nutmeat pile, is entering the manufacture of candy for large vending machines. First products are a "Playboy" line of milk chocolates, seven to the package to vend for a dime, a dime wafer in assorted flavors and Mal-Etts, a 10-cent box of malted milk balls.

Sega Appointment

TOKYO — Sega Enterprises, Ltd., has named Ted Hollie to the post of special assistant to management. Hollie has been attached to Sega and affiliated companies for five years as a consultant.

Sega is a major distributor, operator and manufacturer of coin machines and has branches throughout Japan.

More will
LIVE



the more
you **GIVE**

HEART FUND

MacMAN to Sell Tootsie Roll

OCEANSIDE, N. Y. — MacMAN Enterprises Corp. has been appointed the national broker for 1-cent wrapped Tootsie Roll candy. The merchandising move was worked out with Lawrence B. Heller, national sales manager, Tootsie Roll Industries, Inc., Hoboken, N. J., and Manny Greenberg of MacMAN.

Greenberg is currently establishing distributors for the 1-cent size wrapped item which will be available this fall. The candy, long established as a popular over-the-counter item, will vend through wrapped gum wheels.

Distributors now assigned by MacMAN will have the "first

Can Drink Rings Create Slug Woe

CHICAGO — This city's 30,000-plus parking meters are being plagued by the same type slug bugging operators of bulk vending units in many areas: the ring-pull tabs from canned drink containers. Of the 108,628 slugs taken from Chicago meters in a one-month period, 74,524 were rings from cans.

Commissioner of streets and sanitation, James V. Fitzpatrick, estimates Chicago's loss from slugs at \$350,000 a year and is skeptical about can container manufacturers' promises to change designs.

Fitzpatrick said he learned that three large makers of cans estimate it would cost \$7 million the first year to re-tool for changing the size of the ring-pull tabs. An additional re-tooling cost of \$10 million to \$15 million would occur over the next five years, it was estimated.

crack" at the new item, Greenberg said. Initial distributors and packaging of the new item will be announced soon.

Elect Roseland Again in Ariz.

PHOENIX—Gerald L. Roseland, Watkins Cigarette Service here, has been re-elected president of the Arizona Automatic Merchandising Council.

Other officers elected at the organization's Sept. 29-30 meeting were Arthur Kaufman, Valley Vendors, Phoenix, vice-president and Michael C. Purcell, Flagstaff Vending, Flagstaff, secretary-treasurer.

Board members elected were Spencer Hoopes, Gila Electric and Music Co., Safford; Kaufman; J. Bowen Kindred, Kindred Music Co., Ajo; Robert Mader, Canteen Food and Vending Service, Tucson; Purcell; Roseland, and Claude Sharpsteen Jr., AA Amusement Co., Yuma.

N. J. Elects Costello Again

ATLANTIC CITY — The New Jersey Automatic Merchandising Council has re-elected as its President John V. Costello, Servomation of New Jersey, Inc., Bloomfield.

Other officers elected were Edward A. Dierickx, Dierickx Vending Co., Irvington, vice-president; Larry Arico, Automatique New Jersey, Inc., Kearny, vice-president and Kenneth Andrews, Swain's Automatic Merchandisers, Inc., Morristown, treasurer.

Vending News Digest

NRI Providing Convention Buses

CHICAGO—Free bus service between the Conrad Hilton Hotel and the International Amphitheatre's Donovan's Hall, site of the National Automatic Merchandising Association exhibit, will be provided by National Rejectors, Inc., a subsidiary of UMC Industries, Inc. The shuttle buses will run every 10 minutes.

Interstate Trains Management

LOS ANGELES—After a year's planning, Interstate United Corp. is beginning a management training program intended to groom new management personnel much needed in the coin machine industry today. The new program is being set up at the firm's Chicago headquarters and will be offered here and in Seattle as well. The program will include classroom training and on-the-job training.

Coming: 140-Item Vender

HOUSTON—Tenneco, Inc., here will soon begin tests on a vending machine that dispenses 140 different items. Called Stormatic, the unit could vend groceries. There are cold units that could be used to vend frozen foods. Objects measuring up to a maximum of 13 inches may be vended. The machine is manufactured by a German firm, Acker Verkaufsautomation. Price of the machine is expected to be between \$3,000 and \$5,000. Tenneco say it has manufacturing and marketing rights to the machine in the U. S. and Canada.

NAMA State Council Meet Oct. 27

CHICAGO—The annual pre-convention meeting of the National Automatic Merchandising state council presidents and officers will be held Friday, Oct. 27, at 2 p.m. in the Waldorf Room on the third floor of the Conrad Hilton Hotel, Chicago. This year's meeting is planned as a workshop on council problems.

July Cigaret Shipments Up

WASHINGTON—In July, cigaret shipments rose to 41,376,000,000, a 9.1 per cent increase over July of 1966. This was reported by the Internal Revenue Service.

Burglars Cut Into Canteen Cash

ST. LOUIS—Burglars broke open the back door of Canteen Corp.'s offices here several days ago, used one of the shop's acetylene torches to cut through the metal door into the service department and then drilled and sawed their way into the cash cage. They then dumped about \$2,000 into the shop's rolling waste baskets and fled.

A Trend Toward Carton Buying?

CLEVELAND—A poll of cigaret vending location owners here indicates that more smokers may be buying their cigarets in carton lots since the State's new tax increase went into effect Sept. 1. The extra 2-cent tax forced many vendors to increase pricing from 35 to 40 cents per pack. In most cases, 100mm prices remain at 40 cents. An estimated 25,000 machines have been going through costly changeover. Said one location owner: "Some machine buyers are going to the chain stores and buying cartons."

Wometco Earnings Increase 5%

MIAMI—Wometco Enterprises, Inc., reports that for the third quarter ended Sept. 9, earnings were up 5 per cent over the same 1966 period. Revenue for the same period was up 10 per cent over 1966.

Marlboro 100's in Flip-Top

NEW YORK—Philip Morris, Inc., has introduced Marlboro 100's in "flip-top" box. Marlboro 100's in soft pack were introduced nationally during the first week in June.

Halloween, Yule Promotions

CHICAGO—The National Confectioners Association is involved in special candy promotions for both Halloween and Christmas. Promotional kits created and printed by the association have been distributed to 6,000 Kiwanis Clubs for the sixth annual Share-the-Treats Halloween campaign. And, as in 1966, the organization has arranged with Fawcett Publications to create Christmas candy design ideas to appear in all their magazines. The association reports, incidentally, that Christmas 1967, will see candy sales increase 15 to 25 per cent over last year.

Sugar Dispenser From Avenco

MINNEAPOLIS—Avenco has in delivery a new, compact, electrically operated sugar dispenser, believed to be the first of its kind on the market. It is powered by a 1-amp, fractional horsepower motor and may be plugged into any standard 110-volt circuit. The sugar bin holds 7½ pounds, enough for about 600 average servings. The dispenser features one-hand operation and is designed primarily for use in institutional or industrial cafeterias. For information contact Avenco, 5001 Boone Avenue North, Minneapolis, Minn. 55428.

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Las Vegas . . . 8.50
Humptee . . . 9.50
Space Men . . . 9.00
Ast. Mix . . . 7.00-8.00
Finger Puppets . . . 8.00

Hot 5c VEND ITEMS (all 250 per bag)

Bangles & Beads . . . \$5.00
Jokes & Tricks . . . 5.00
Bugs & Reptiles . . . 5.00
Rings . . . 5.00
Assortments . . . \$4.25 to \$5.00

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New Products

PENNY KING

A new ring mix for penny vending is bagged in 250 quantities with a front that contains 28 extra rings. For every 1,000 rings, 112 are extra. The mix is called Penny Ring Mix #2.

Mad, Mad Rings is another assortment for penny vending that is now being offered at a special price. Again, this series is bagged in 250 quantity lots.

Four new items are being offered for 1-cent gum and charm mixes. These are: Greasy Kid Stuff, a tiny bottle that spoofs hair tonic; Locket Charm, gold lockets with embossed designs; Sheriff Charms, Matt Dillon badges, U. S. Marshall emblems and others; Hat Charm, brilliantly gold-plated sombreros.

All four of the above items are included in the V. I. P. Bag #9 along with jumbo-size footballs, crawly creepers, skeletons, and silver basketballs.

Other new charm items include: Forty Niner Series (gold, silver and multicolor guns, boots, horses and other western items); Multicolor Road Signs (20 different designs); Cowboy and Indian Rings; Head and Space Rings; Troll Dolls (half multicolored and half solid color); Dog Series; Color Plated Western Rings; and Bird Series. All are in 1M and 5M bag quantities.

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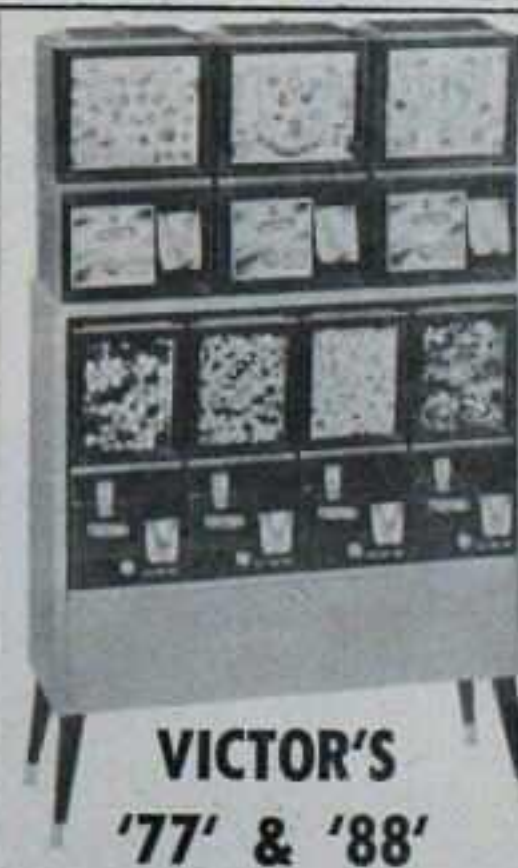
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Interim Coinage Canadian Solution

QUEBEC—Canadian Minister of Finance, the Hon. Mitchell Sharp, has announced that to help prevent chaos in the nation's vending machine industry the government will issue special 10-cent and 25-cent coins during a short period until coin-machine mechanisms can be changed over to accept the nation's new pure-nickel coins.

An announcement Dec. 23, 1966, that Canadian coins, due

to an acute silver shortage, would be changed to pure nickel took the Canadian coin-machine industry by surprise. The Canadian Automatic Merchandising Association (CAMA) and other industry groups urged the government to delay the change-over until slug rejectors that properly accept both the new and old coins might be perfected and installed. (Both National Rejectors and Coinco have announced that they have perfected such mechanisms and are rushing them into production.) The CAMA also petitioned the government for a subsidy to help defray the cost of changing mechanisms on all the nation's 500,000-plus machines. No word on that proposal has been handed down by the government.

The special interim coins, which will help conserve silver but at the same time work in current coin machine mechanisms, consist of half silver and half copper. The government estimates that these coins, now going into circulation, will be needed only until early 1968, when wholesale conversion of Canadian coin machines will be well underway. The new "interim" coins look just like present coins, but they are not as durable. And when they begin to wear, the coin collectors, realizing they have a rarity in their pockets, will hoard them out of circulation.

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New Equipment



Midway—Target Gun

A moving flying saucer, four stationary saucer targets and a flashing radar beacon, offer shooting challenges in this new gun game from Midway Mfg. Co. There are three position jacks for varying the degree of difficulty and another trio of jacks to adjust the movement of the saucer. The game is finished in bright orange, white and blue. There is a lifetime warranty on every part of the motorized drum and score reels; a 12-month warranty on all motors, and a 6-month warranty on all parts.

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Schedule
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Events

FRIDAY, OCTOBER 27

9:00 AM—Exhibits Open
12:00 PM—Ladies Luncheon
3:00 PM—Exhibits Close
3:30 PM—MOA Seminar on Record Industry
4:45 PM—Seminar Coffee Break
5:00 PM—Seminar Continues on Amusement Games
6:00 PM—Seminar Closes
Hospitality Suites Open in Evening

SATURDAY, OCTOBER 28

9:00 AM—Exhibits Open
11:30 AM—Bruncheon for MOA Members and guests followed by program on self-motivation
5:00 PM—Exhibits Close
Hospitality Suites Open in Evening

SUNDAY, OCTOBER 29

10:00 AM—Exhibits Open
11:00 AM—Meetings of Regional Associations
3:00 PM—Exhibits Close
6:00 PM—Cocktail Hour
7:00 PM—Gala Banquet & Stage Show



Music Operators of America, Inc.

228 North LaSalle Street • Chicago, Illinois 60601 • (312) 726-2810



A 50th...No, 30th...No, 20th Birthday for United Distributors

• Continued from page 79

lines. Harry Jacobs broke into the business on the Rock-Ola Rhythmmaster and Seeburg's Concert Grand—both 20 selection phonographs. (In 1956, Badger Novelty Co. became sole distributor here for Rock-Ola and the S. L. London Music Co. took over the Seeburg line.)

Interestingly, in the years that followed, the only major lines he has not handled as a distributor have been Rock-Ola and Seeburg, the first two machines Harry Jacobs sold.

La Verne

Harry Jacobs' first business venture came when he founded United Sales in suburban West Allis. The year was 1938, soon after he had left his post at Badger Novelty Co. He and office girl, La Verne Ryeberg, both quit their jobs on the same day. No coincidence: the two were wed shortly afterward.

The first coin machine that Harry Jacobs put out on location was a \$10 used pistol novelty counter game. The first week's receipts: \$22.50 in pennies.

"That did it. I decided I was really going into the coin machine business to stay. So I bought some more machines."

In 1938, the city of West Allis relaxed its restrictions and let down the bars on pinball games. Harry Jacobs bought several 5-ball pin games and found locations for them. Business proved good. Every few weeks he drove down to Chicago, bought several machines, ploughed his route receipts into fresh equipment.

In 1940, the company name became United Coin Machine Co., and the final switch to United, Inc., was made official in 1944. By that time the firm had transferred its headquarters to a new, much roomier location on Milwaukee's West Side.

Several more expansion moves were in the offing before settling in the present spot in Milwaukee's inner city. Plans are now being made for still another relocation, according to Harry Jacobs.

Jobbing

As an operator, Harry Jacobs promptly sensed the opportunities that existed in used equipment jobbing. It wasn't long before he was buying used

machines and selling them to other operators at a markup.

"I had learned the used equipment business while working for Badger Novelty Co. Bill Happel was not very much interested in handling the used stuff. As a rule he would ask me to take care of the trade-in deals. Later, as an operator on my own, I discovered that to step up to new, more costly equipment, beginners and even veterans in this field have to unload their old machines. Before long, used equipment jobbing had become a major element in my business."

The next step, in 1947, proved vital for the steadily growing United, Inc. This was the year that Harry Jacobs Sr. came on board. A top-notch insurance man, Harry Jacobs Sr., left a long and distinguished sales supervisory job with Prudential Insurance Co. to join his son's organization. For eight productive years, until his death at the age of 68, Harry Sr. made a strong impact on the firm. He adapted exceptionally well to a field of work entirely new to him. His death in June of 1965 was mourned by many coin machine industry friends.

Wurlitzer

United, Inc., joined Wurlitzer distributor family in 1949, shortly before the model 1100 made its debut.

"At one time," says Harry Jacobs, "we represented a total of 15 music and games lines. It was the fashion among distributors. Today, however, you can only do a good job as a distributor with three, perhaps four lines at a time."

Among the lines United, Inc., at one time or another has carried, were H. O. Evans, Exhibit Supply and ABT Manufacturing. When television hit the market, Jacobs became a distributor here for Du Mont and Olympic TV.

"Those were the early days when TV was mainly sold as a gimmick to bring people into taverns. Only a handful of TV sets were in private homes. We installed sets in quite a few tavern locations. But we found ourselves with too large an inventory and decided to get out."

Background music, in vogue for a while among operators here, received considerable attention at United, Inc. The firm still controls several quality background music installations. But Harry Jacobs' enthusiasm over leased, hidden music as part of the coinman's domain has definitely waned.

United, Inc., has also scored considerable success with games. It is the exclusive distributor in this area for American Shuffleboard and shares the Valley pool table line here with another wholesaler.

Vending

Vending equipment distributing has been tackled from time to time but without the degree of success attained via music and games.

Hints Harry Jacobs: "We've got a few irons in the fire right now, particularly in the vending field. After the NAMA and MOA shows a few announcements may be in order."

In the coming year, Harry Jacobs' chief goal will be to attain a big increase in Wurlitzer music equipment sales in the Milwaukee market.

"Although we have always exceeded our annual Wurlitzer sales quotas, 90 per cent of our volume has been to operators outside of Milwaukee. After the first of the year we will begin an intensive drive to boost Wurlitzer penetration in the metropolitan Milwaukee market to a more realistic figure."

How will it be done?

"By promoting our new Wurlitzers to locations as well as operators. This drive will feature a mail campaign direct to locations with brochures illustrating the beauty and performance of Wurlitzer jukeboxes."

Jacobs plans to "seed" the jukebox market by first contacting location owners marks a fresh and militant approach for the veteran Wurlitzer distributor.

"If our operators won't solici-

it locations to put in Wurlitzers, we will. All of the younger distributors in the business feel this way now. While waiting patiently for operators to decide to buy new equipment we can die."

Which leads directly into Harry Jacobs philosophy which has reshaped his methods as a coin machine distributor: "A distributor without a route operation is left without a backbone. An operation gives a distributor leverage and this is a big word in every business. It develops respect . . . not fear, among the operators in your territory. Once they can see that you are doing well with the new equipment they will want to copy you."

According to Harry Jacobs, his firm purposely divested itself of all its music and games locations for a period of 10 years . . . "and those were lean years."

"In 1946 we had an operation of 146 pieces. I thought it would be more fair to our cus-

(Continued on page 84)

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A 50th...No, 30th...No, 20th Birthday for United Distributors

• *Continued from page 83*

tomers if we dropped our routes. So we broke them up and began to function strictly as distributors. Whenever another route was offered to us,

David Rosen Is A YES Man — that's the answer he gives those who want a preview showing now of **CINEJUKEBOX**



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This Unit converts ALL ELEVEN columns in the door of the machine to handle BOTH 100mm and King Size Cigarettes SIMULTANEOUSLY. Unit will also vend regulars by inserting spacer.

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Total Price Per Unit

10% Discount Order of 25 to 99 Units

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DEPOSIT of \$10.00 req. for each unit ordered and balance C.O.D. If we do not ship your order in 35 days from date you mail deposit, we will refund deposit upon your request to cancel order. Approx. wt. 19 lbs. each unit.

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2509 Barrow Street
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we sold it to other operators in the territory."

It took a decade of "sweating it out," Jacobs admits before he decided to resume operating and to put United, Inc., on a par with other distributors in this market.

"One day an operator walked into my office and said, 'I'm leaving the business. . . . So, we had to take over his route. Since then we have been operating some equipment.'"

Seen

Summarizing his stand on conflicting views within the industry as to whether or not a coinman can be both a distributor and operator, Jacobs says: "It isn't a matter of the distributor being able to buy his equipment cheaper than operators. The difference in markup isn't that favorable. Today, it is a necessity for distributors to get their equipment seen in use out in the field, creating a demand among operators. Before we re-established our routes, operators often told us bluntly, that they never saw Wurlitzers out on location. They can't make that claim anymore. And, it's well known that most of the big operators are shrewd, sharp buyers; if they let a distributor make \$100 on a unit that's a lot."

Through the years United, Inc., has garnered a reputation for personalized salesmanship. In 1954 the firm enjoyed one of its peak years in Wurlitzer sales. The climb in sales was in part attributed to the firm's innovative "showroom on wheels." This one and one-half ton utility Chevrolet van carried five new Wurlitzers each Monday morning out in the State territory. The salesman-driver returned invariably a few days later with a lot of trade-in equipment; he was sold out of new Wurlitzers.

Sparkling white, with the United, Inc., and Wurlitzer names boldly emblazoned on the side panels, the mobile showroom spread the word to operators all over the State of Wisconsin and Upper Michigan. It's beneficial effects were long lasting.

"That 'showroom on wheels' taught us a valuable lesson," Harry Jacobs claims. "Dealing with customers on a personalized, one-at-a-time basis helps create enduring, warm business relationships. Many of our best operators are the ones who were first contacted over a decade ago by that big white traveling showroom."

United, Inc.'s present location, 1907 N. 3d Street, is in Milwaukee's inner core area. This section was hard hit last summer during the racial disturbances. All of the big plate glass windows in front of the showroom and office were broken during the riots.

Move?

Plans are being mulled for a move into new headquarters. Its location will be announced before long. Under consideration is construction of a new building to solve United, Inc.'s growing need for more display space, work area, warehousing and a parts and supplies department.

"We have been thinking of moving for some time," according to Harry Jacobs. "The recent riots were not the deciding

factor. But to be frank, the unrest hasn't encouraged us to remain here, either."

Participation in local and State trade association activities has always marked Harry Jacobs' three decades in this industry. He served a term as secretary of the Milwaukee Amusement Operators Association and has been a member of the Music Operators of America (MOA) since that group's inception.

The value of a staff capable of accepting full responsibility was evidenced this summer at United, Inc., when Harry Jacobs' physician prescribed a long rest at home. During his two and a half months of enforced layoff away from the office, the front office functioned smoothly under the combined guidance of son-in-law, Russ Townsend, the general manager, and Paul Jacobs, Harry's son.

They were aided by a quartet of veteran employees, service manager, Reid Whipple; service man, Joe Krentz; all around man, Willie Litsey, and office manager, Marge Grohall.

Long rated among the coin industry's top golfers, Harry Jacobs owns a six handicap. This summer, obeying his doctor's orders and family's wishes, he watched his favorite sport from the sidelines.

Still keenly attracted to the sport, however, he will be back swinging at his Bluemound Country Club again next summer.

"As you get older you learn to play better golf," says Harry Jacobs. "You use your head more than your muscles."

This applies to business, too."



JANE FEINSTEIN, daughter of the Nathan Feinsteins (World Wide Distributors, Chicago), was married to Michael Freeman, son of the Joseph Freemans, Chicago, Sunday, Sept. 17, in Temple Shalom. Mr. and Mrs. Freeman will reside in Chicago.

Kenneth Glenn Dies

MINNEAPOLIS—Kenneth C. Glenn, president and general manager of K. C. Sales & Service, Inc., died suddenly at Midway Hospital here last week. He was 58. Glenn, known as Kenny by many industry friends, once operated his own route and had been associated with various distributors for the past 35 years. K. C. Sales is the outlet for Rowe, Chicago Coin and Irving Kaye.

New Equipment



Williams—Derby Day 2-Player

Williams Electronics, Inc., is out of the fall starting gate with Derby Day, a two-player with horse-race motif offering a new race each game. Scoring and advancing of horses is achieved with two four-position targets and seven back-of-the-playboard targets. It also features twin double-flippers and oscillating ball shooter with pointer. There are three ways to score specials. Also has stainless steel door frame and trim, individual lift-out coin trays. Double or triple chutes optional.

New Ariz. Assn. Off the Ground

• *Continued from page 79*

at each other's throats, it is very hard to get at problems such as direct selling to location or break-ins. We learned that over 20 per cent of the locations here own their own equipment and that the losses from break-ins are very high.

"When we left we were sure that there was a definite feeling the organization could become a reality. For one thing, they are now planning a billiard tournament in Phoenix. This tournament will be held only in locations where operators own the equipment. There is also a plan to promote an occupational license to cover operators as another way to combat the location-ownership problem," Tolisano said.

The association voted to elect an already named temporary slate of officers. They are president, Ben Spalding; vice-president, Bill Watts; secretary-treasurer, Sam Robinson; directors, Red Arnold, Sal DeBruno, Joe Koffman, Stan Beasley.

MOA's Big Show

• *Continued from page 79*

Munves Corp., National Shuffleboard, The Northwestern Corp., Sutra Import Corp., U. S. Billiards, United Billiards, Valley and Williams.

Exhibits featuring services and allied lines will be occupied by Bankers Life Co., Brad, Inc., CineSonic Sound, Inc., D&R Industries, Inc., Dynaball Co., Institute of Coin Operation, Logan Vending, Inc., Lubin Associates, Inc., Mutual of Omaha, National Coin Machine Distributors Association, Record Source International, Star Title Strip Co., Spindel Insurance Agency, Sterling Title Strip Co. and Wico Corp.

Nearly every firm has informed Billboard that it will have a new machine or new merchandise on exhibit.

Billboard will carry on another tradition of the annual coin machine convention, providing convention floor paging and message service at its large show booth.



DEXTERITY WITH CHOPSTICKS is displayed by, from left, Ed Doris, executive vice-president, Rock-Ola Manufacturing Corp.; Robert Nims, A.M.A. Distributors, New Orleans, and Mrs. William Patton, Modesto, Calif. The scene is Tokyo, where touring Rock-Ola distributors were hosted by David Rosen, managing director of Sega Enterprises.

Distribution Today

Three more key distributors speak out this week. To permit more distributor participation, we will present a fourth installment next week.

George Muraoka
Vice-President
Simon Distributing Co.
Los Angeles, Calif.

We at Simon Distributing Co. feel we have built our success on service, dependability, quality and, above all, pride. Our customers are treated with dignity and respect at all times. We have pride in the quality of our equipment and in our service technicians.

Courtesy and helpfulness to every customer, whether operator or service mechanic, is shown at all times. We are in business to serve our customers in any capacity we can, from technical service problems to installations.

One of our biggest problems in the Los Angeles area is a shortage of good, trained and reliable service technicians. The turnover in this field is hard to believe, as trying to locate competent men seems to be a growing problem among the distributors as well as the operators.



GEORGE MURAOKA

We are finding that export trends are slowly changing. In many areas, foreign customers are requesting newer and later models of equipment. We are also finding new territories opening up for export of phonographs and games.

With the high cost of freight and duty, many areas can only afford the older machines, which is causing a problem in cost of repair. Replacement parts are very difficult to find. In some instances we decline orders because we feel it poor policy to ship machines we cannot stand behind.

Operators will benefit indirectly from the export of older machines, for they will then find open channels for upgrading their equipment with newer models. This, of course, will result in fewer service problems, more satisfied customers and greater revenue.

We see in the near future a greater number of foreign machines entering the American market. Already imports are being received from many foreign countries. This will be a shot in the arm to this industry. It will give the operator and the location more selectivity in the choice of equipment.

We are now handling what we consider to be the most revolutionary coin-operated phonographs to come along in some time. I am referring to the NSM Consul 130. This phonograph is designed by some of Germany's top engineers. Some of the features on this machine are being introduced into the industry for the first time. The concept of simplicity has been interjected throughout this phonograph. All components are the "plug in" type and many of the unnecessary switches, contacts and relays have been eliminated. It has been tested extensively and found to be one of the most trouble-free machines on the market today.

This machine's new design in cabinetry has opened new doors. Many locations that never wanted a "jukebox" are eliminating their background music systems and using this advanced design not only to provide music to their patrons but to richly enhance the decor of their locations.

We have had many compliments from operators on the beauty and elegance of this machine. As an example, at the newly constructed, \$11 million Greyhound Bus Terminal here, they elected not to have any jukeboxes. After seeing this phonograph, they installed three in various rooms and express pleasure at the response.

We are very proud of our newly expanded parts department and we are in a better position to handle practically all of our customer's requests.

We carry a large variety of essential parts for phonographs plus an extensive inventory of game parts. We therefore consider ourselves a "one-stop" with respect to parts and supplies needed by operators and other distributors.

Marvin Stein
President
Eastern Music Systems Corp.
Philadelphia

PERSONAL BUSINESS PHILOSOPHY. The desire and need to create profits for one's company must dominate any businessman's philosophy. However, if this is his only goal, not only will success be an elusive objective, he will have missed the daily give and take that a more comprehensive goal can bring about. A distributor's primary function is to help build successful customers, and thus automatically fulfilling his second duty, representing and selling his factory's products.

HOW DISTRIBUTION IS CHANGING.

(A) Thirty-five years ago, a fledging, just-developed coin-operated machine industry created "order-takers," distributors serving new customers daily with the assurance always of another customer tomorrow. This has changed markedly. Today's customers are fewer, far larger in size, and are attracted only by highly skilled marketing and merchandising practices.



MARVIN STEIN

(B) The financing of the Thirties and even the Forties, when \$39.50 games and \$200 phonographs prevailed, has given way to long-term financing of high-cost items, education of many operators as to "cash flow," "depreciation," "investment credit" and the like. A distribution office today must have available for his accounts in addition to sales and service, people who can aid in financing with future growth in mind, provide tax and accounting advice and legal advice for contracts and loans, and, above all, the avenues

(Continued on page 86)

Make Money with the music makers by Rock-Ola

New Catalog by Cleveland Coin

CLEVELAND — Cleveland Coin International has brought out a new catalog for international distribution.

Company executive Vice-President David H. Liebling, who heads the sales division, said the new catalog is the most comprehensive of its type "that has ever been utilized by the used equipment market."

The 28-page book covers the entire coin-operated equipment field from kiddie rides to full line vending.

Along with the new catalog, Cleveland Coin has introduced a new export price bulletin keyed to catalog. The prices are for foreign distribution.

International operators desiring a copy of the new catalog may write Cleveland Coin International, 2025 Prospect Avenue, Cleveland, Ohio 44115, U. S. A.

New Hermitage Memphis Office

NASHVILLE — Hermitage Music Co. here is opening a new office at 746 Galloway in Memphis, Tenn. Hermitage president, Wilson Bracey said that this is the second new office opened by the firm this year. The other is at 1631 1st Avenue, North Birmingham, Ala.

Hermitage is also completing construction of a 6,000-square-foot warehouse addition to its operation at 469 Chestnut Street here.

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In Milwaukee, Business as Usual

By BENN OLLMAN

MILWAUKEE, Wis.—Several weeks of daily civil rights marches through midtown and suburban neighborhoods have had little or no disruptive effect on jukebox and coin machine receipts, according to operators and distributors here.

Last June, at the height of riots and racial disorders, the city's Mayor, Henry Maier, clamped a stringent curfew on the community. Suburban officials followed suit and the entire county was bone dry and calm for a full week. The present pattern of NAACP Youth Council - sponsored marches through lily white areas by advocates of open housing legislation creates local tensions and spawns harsh headlines across the nation. But in between marches the neighborhoods return to near-normal levels of activity.

Handful

Only a handful of coin machine operating firms are involved in the heart of the city where the bulk of the area's

Negro population lives. Word from these operators is that it is difficult to assess exactly what effect the civil rights strife is having on their location takes.

According to Doug Opitz, Wisconsin Novelty Co., "Our collections are normal for this time of the year. We have noted an increasing demand for cigarettes, however, in our locations. Maybe people are more nervous now. The open housing hassle does encourage people in these neighborhoods to congregate in taverns where they can discuss what's going on. Some of our spots are more crowded than they normally might have been since the marches began. And in some neighborhoods we also get reports that traffic thins out early in the evening as people head for home."

Odd Sensation

Stu Glassman, of the Downtown Radio Doctors one-stop, reports his disk sales are strong and jukebox customers aren't complaining.

"Most of our operator ac-

counts claim that things are normal. But there is a strange, odd sensation: in the areas where the racial unrest is most noticeable tavern patrons act as though nothing is happening . . . but something obviously is going on."

With a hefty share of its locations on Milwaukee's South Side, focal point of marches by the protesting open housing advocates, Mitchell Novelty Co.'s Dan Mattes reports business is "a little slow." But the dip, he adds, is not entirely due to protest marches.

"Each fall when schools reopen we experience a dropoff in volume. This is not unusual for the first weeks in September. But if the trouble does continue for a few more weeks then, obviously tavern and restaurant traffic will fall off sharply and with it our receipts."

At Milwaukee Amusement Co., one of the company spokesmen indicated that route volume has been holding steady. He also attributed any decline in receipts to the reopening of the area's public and parochial school systems.

All operators queried, reported that damage to route marches and resulting violence has been negligible.

Distribution Today

• Continued from page 85

through which the operator can obtain high lines of credit at the lowest possible cost.

(C) With the sophistication of today's equipment, the "hammer and chewing gum" days of service are long gone and a distributor without electronic specialists, sound engineers, and first-class mechanics to aid his customers in field service problems is lost. These same specialists must be capable of conducting schools and training new employees and operators, men to handle the complex problems a street serviceman faces today.

THE DISTRIBUTOR'S ROLE IN DIVERSIFICATION. Diversification, the magic word heard in business today from the billion-dollar firms to the "Momma and Papa" stores, is, perhaps, the only answer to many of today's problem.

In our industry, the entering of music-game men into the vending field, and vice versa, is a natural. If handled properly, it can be beneficial to all concerned as long as it is thoroughly thought out and never viewed as a sideline.

The operator or vendor must ask himself the following questions:

1. Am I adequately capitalized?
2. Do I have, or can I obtain, the knowledge for this new field?
3. Do I have, or can I obtain, the required qualified personnel?
4. Am I prepared to work at this new venture with the same efforts I gave to starting my present successful business? (I say successful, since a distributor should never encourage this type of diversification to an already sick account.)

If these questions can all be answered affirmatively, the distributor can advise the account, impart his knowledge as to profitable commissions, necessary gross and the proper equipment.

CURRENT PROBLEMS. The distributor, the operator-vendor and businessmen in general face the problem of rising volume with reduced profit percentages due to disproportionate increases in the cost of doing business. The operator has a way out, which I will outline in my closing remarks. These solutions are not as readily available to a distributor. Therefore, the distributor must use all available techniques and practices to operate more efficiently at reduced costs, even though it requires large investments in modern electronic equipment. He must investigate outside computer and record keeping services and thereby reduce internal labor costs. He must review his facilities as to their efficiency and be realistic in the service he provides.

The distributor must diversify as much as possible. However, he must ask himself the same questions the operator asked himself. In addition to diversification in the three main fields of music, amusement and vending, he must look into "One Stop" record departments, contract service departments, background music and the selling of many allied products available to him.

He must try to educate his music-game customer to handle his loans in a businesslike, bankable manner. Every week, when the operator is forced to subsidize his customer loans, he reduces his cash flow, which, if not minimized and controlled, can affect the distributor through missed payments and lost sales for the short term and in the long run can turn a successful operation into a sick, unsalable account.

Of course, the distributor faces the industry-old problem of the inability to hire trained service personnel, further complicated by the labor shortage and the fact that in the music-game and street cigaret fields, young men are becoming less willing to become route men or service men and face some of the problems and dangers that are of recent origin.

TRENDS IN EXPORT. The increasing demand for music and games with an ever-changing price, the opening of new markets and the sophistication of the foreign buyer, require the distributor to have a specialist in this field or to deal through an exporter. If he wants to be successful through either medium, he must always ship equipment in the condition it's ordered, never trying to take advantage of the distant buyer.

WHAT'S AHEAD IN DISTRIBUTION? With more products, more problems and an ever-increasing importance to the role of being a distributor (as outlined in the previous paragraphs), the distributor will be called upon to provide more financing, more business advice. He will have to carry more inventory, more parts, provide more cabinets and reconditioned used equipment, and, above all, provide the methods and service people, to alleviate the problems caused by the lack of qualified service people in the field, and the increasing electronic complexities needed to work the present and undreamed-of future innovations in our great growth industry.

IMPORTANT FACTS FOR OPERATORS. In addition to all of the mutual problems outlined

New Pool Table Will Vend Ball

CHICAGO — United Billiards will show a new pool table at the Music Operators of America Oct. 27-29 trade show here that allows players to "buy back" balls that have been inadvertently pocketed (scratch shots). The last two balls that accumulate below the table will be vending at 5 cents each.

Art Daddis, president of the New Jersey firm, said here last week that United Billiards is working on a succession of six other non-pool amusement games. Nice 'n Easy, a combination skee ball-bowler using a 3-inch ball, will be introduced first.



FRED SIIPORA, left, president of Singer One-Stop, Chicago, is congratulated by Music Operators of America (MOA) executive vice-president Fred Granger on his support of the national jukebox operator trade association through active membership. The MOA is currently in a drive to enlist more one-stop members. One-stoppers will get special badges, such as the one Siipora is wearing, at the Oct. 27-29 trade show at the Pick Congress Hotel in Chicago.

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S. D. Assn. Prepares To Fight Tax Problem

PEIRRE, S. D.—The possibility of cigars being brought under the 3 per cent sales tax is being watched carefully by members of the Music & Vending Association of South Dakota, which met here last week. Over 35 members attended the two-day gathering and moved to rehire the group's regular legal counsel, participated in four separate round-

previously, you, sir, are in a business where, unlike automobiles, steel, appliances, food, newsprint, etc., it is a major step to, and many, many years between, price increases. However, if the industry does not increase its music-game-vending prices to the public, many of you in business today will be forced to sell out within two or three years. You, Mr. Operator-Vendor, cannot constantly absorb increased labor, product, equipment costs as well as taxes of all types, and still sell 10-cent music and 10-cent coffee. Don't "wait for the other fellow." Have confidence that you are in a strong, successful business selling or providing a desired and required product or service. Not tomorrow, but now is the time to act on 15-cent coffee and cold drinks, two-for-25-cent music, 10-cent games, 25-cent pool tables, etc.

The 2-cent newspaper (music was then 5-cents) is now 10-cents and higher for a 500 per cent increase, while you are trying to survive with a 100 per cent increase after 35 years. Don't ever forget that without a successful operator and vendor, there can be no success for the distributor or the manufacturer; we are and always will be one team.

Jack Gallagher
Sales Manager
Miller-Newark Distributing Co.
Grand Rapids, Mich.

If any one segment of the many in the coin-operated business deserves recognition for its contribution to the revolutionary trend of commercial automation, the operator of amusement and vending machines certainly does. When one recalls the many hours of trial and error experienced by the operator through the early years, there can be no denying him his rightful title of "Pioneer."

Fortunately, this proved fruitful. Few businesses have had the accelerated expansion that this one has. Yet we realize at the same time that the recent years of affluence are only the beginning of the coin-operated merchandising business. And looking at the coin machine industry in a broader sense, we see that automation on the whole will inevitably decrease man hours on the job at wages commensurate with a healthy standard of living. This in turn will afford more time for recreation and play to be reflected in increased collections from music and games.

Another favorable trend in our business for the operator has been the opportunity to diversify from the normal status of operation to sales and service with previously unrelated customers such as municipal parking meter divisions, laundromat owners and homeowner buyers of used and new pool tables. This has not only been a boon so far as augmented income is concerned, but has improved our image with the general public. Today the operator is recognized as a bona fide businessman in his community. He is no longer the butt of cartoon jokes, and the cartoonists will have to look elsewhere for a victim of his exaggerated version of a racketeer.

Few businesses have a rosier outlook, but few operate on a weaker basis. The operator just cannot continue to upgrade his equipment and gamble on his investments without placing some responsibility upon the location owner. Contracts with guaranteed front money or leases are inevitable. The trend toward increased turnover of new equipment with a decrease in used equipment sales indicates that the former marginal location for which operators used to purchase used equipment is now obviously producing income to support this trend. This has created the need for other outlets such as the comparatively unexploited foreign markets.



JACK GALLAGHER

table seminars and formulated plans for next year.

John Trucano, Deadwood operator and an officer of the Music Operators of America (MOA), outlined the accomplishments of the national organization and urged members to attend the MOA Oct. 27-29 convention in Chicago.

Cigaret Problems

Robert Rider, of the Pierre law firm of Rider, Stephen & Hofer, the South Dakota association's attorney for the past nine years, explained the background of current legislative matters and told how a move to repeal the State's fair trade law had been beaten during the current session. The law, staying in effect, prevents price-footballing of cigars by discount firms and oil stations.

Rider said that cigars and liquor might be included in the coverage of the State's 3 per cent sales tax. Operators are now subject to an 8-cent tobacco tax on cigars but tobacco is not included in items covered by sales tax.

Cigars were the object of much discussion during the vending seminar in which operators discussed the pros and cons of converting machines to 100mm length capacity. "In general," said association Secretary-Treasurer Earl Porter, Mitchell, "operators are proceeding slowly on conversions. The longer cigars have not taken off here as yet."

Porter indicated that vend

pricing on cigars in the State was stabilizing now at the 40-cent price. "Some who are converting machines for 100mm's are raising the price on the long cigars to 45 cents," Porter said.

In addition to the seminar on vending, others were held on background music, jukeboxes and amusement games. Seeburg's Jack Mulford, in addition, held a school session on Williams games.

The association chose Rapid City as its next meeting site, with a date tentatively set for the end of January 1968. Co-hosts will be Rushmore Amusement Co. and Rushmore Vending Co., both separate firms. An election of officers will be held at this meeting.

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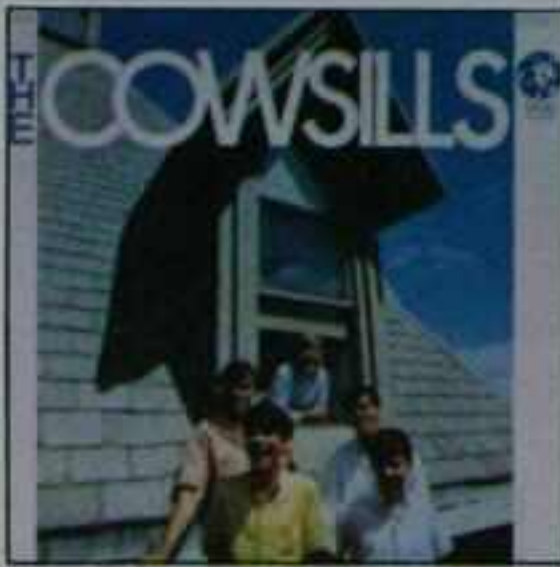
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Album Reviews

More Album Reviews Inside

POP SPOTLIGHT
THE COWSILLS
 MGM E 449B (M); SE 449B (S)

Hats off to MGM for developing and promoting a group as talented as the Cowsills. This wholesome family of five (on record) delivers one complete album of fresh, vibrant material, each song sparkling more than the previous. Their current hit, "The Rain, the Park and Other Things," is just one gem on a wonderful album.



POP SPOTLIGHT
GETTIN' TOGETHER
 Tommy James & The Shondells. Roulette R 25357 (M); SR 25357 (S)
 Tommy James has a hit working for him—"Gettin' Together." But the album has much more than that to offer listeners. Producers Bo Gentry and Ritchie Cordell have packaged some unusual experimental sounds, especially on "Some Happy Day," "Sometimes I'm Up (Sometimes I'm Down)," and "You Better Watch Out."



POP SPOTLIGHT
DANCING IN THE STREET
 Ramsey Lewis. Cadet LP 794 (M); LPS 794 (S)
 Ramsey Lewis is an expert at revitalizing pop tunes with a personalized pop treatment that knocks on the doors of both the pop and the jazz fields. This is the debut LP of his new group and it's right in the hit groove with "Dancing in the Street," "What Now My Love," "You Don't Know Me."



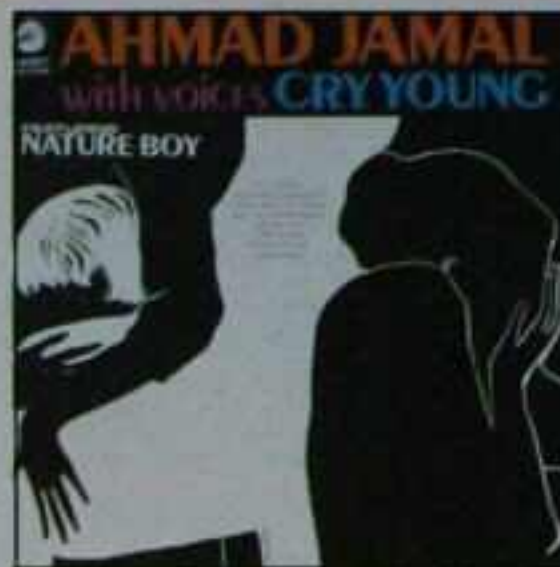
POP SPOTLIGHT
THE FUNKY BROADWAY
 Dyke & The Blazers. Original Sound, LPM 5016 (M); LPS 8876 (S)
 The original "Funky Broadway" leads off this funky album that has built-in sales because of the hit. In fact, two parts of "Funky Broadway" are offered. A movin' extended number "The Wrong House" also is top-notch. Other good numbers include "Broadway Combination" and "Don't Bug Me."



POP SPOTLIGHT
BATUCADA
 Walter Wanderley. Verve V 8706 (M); V6-8706 (S)
 Brazilian rhythms beat out a vibrant pace here under Wanderley's smooth and easy organ and piano stylings. Arrangements are fast-moving and modern—all geared to today's tastes. "Os Grilos," "Wave" and "Ainda Mais Lindo" are prime examples.



POP SPOTLIGHT
MUSIC FROM MILLION DOLLAR SHOWS
 Boston Pops/Fiedler. RCA Victor LM 2965 (M); LSC 2965 (S)
 With Arthur Fiedler and the Boston Pops performing highlights from "Fair Lady," "Camelot," "Clear Day" and "Sound of Music," how far wrong can you go? It's standard pops product, of standard pops quality—and it should enjoy standard pops sales.



POP SPOTLIGHT
CRY YOUNG
 Ahmad Jamal with Voices. Cadet LP 792 (M); LPS 792 (S)
 Ahmad Jamal is squarely in the pop groove, but the jazz flavor is there. And, while voices in the background definitely put this LP in the pop category, both jazz and pop music fans will like it. "Nature Boy" is the raison d'être; it was a big easy listening hit. But every tune here is pure pleasure.



POP SPOTLIGHT
SOMETHING SUPER!
 Kin Richard's Fleugel Knights. MTA 1005 (M); MTS 5005 (S)
 An imaginative, tuneful package from "Somethin' Stupid" to King Richard's singles hit "Horn Duet." All 12 cuts have consumer interest including a classically tinged "There's a Kind of Hush," an up-tempo "Don't Sleep in the Subway" and a swinging "Yes Sir That's My Baby." "Bye, Bye Blues" and "Some Day My Prince Will Come" also get fresh treatments.



POP SPOTLIGHT
MUSIC FROM DR. DOLITTLE
 Frank Chacksfield and His Orchestra. London SP 44102 (S)
 Scores of recording commitments from the "Doctor Dolittle" score have already been made, and this should be one of the best. The talented Chacksfield Orchestra is supplemented by voices—children's choruses and Jackie Lee performing an engaging "I Think I Like You."

POP SPOTLIGHT
THE CYCLE-DELIC SOUNDS OF DAVIE ALLAN & THE ARROWS
 Tower T 5094 (M); ST 5094 (S)
 The Arrows keep the motor running in top gear for this latest blending of engine sounds (by guitars) and just plain good-rocking sounds. Dance beat is strong all the way. "Cycle-Delic" gets the LP roaring, "Cody's Theme" is melodic and the best of the album. "Born Loser's Theme" and "Mind Transferal" also score.



POP SPOTLIGHT
NERO-ING IN ON THE HITS
 Peter Nero. LPM 3871 (M); LSP 3871 (S)
 Nero's golden touch on the keyboard gleams in this package of instrumental versions of hits—both rock 'n' roll and easy listening. He sheds a special glow on "A Whiter Shade of Pale," "Up Up and Away," "Alfie" and "Fiddler on the Roof," among others.



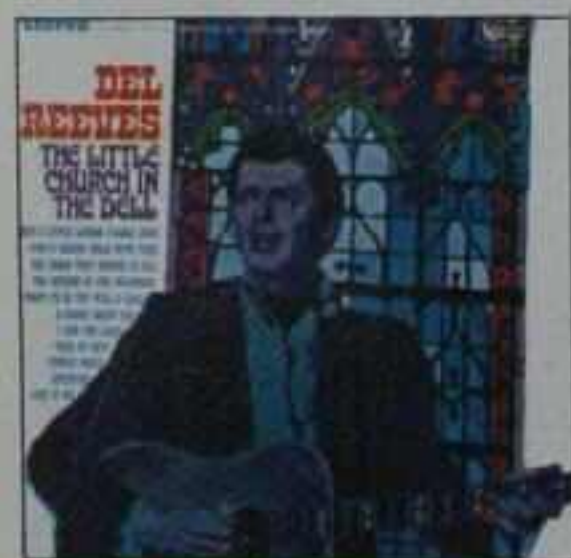
POP SPOTLIGHT
THE CANDYMEN
 ABC ABC 616 (M); ABCS 616 (S)
 With the Candyman racking up popularity through live performances, this, their initial album, is sure to make a major dent on the pop charts. And to aid in spurring sales, "Georgia Pines," the group's first single (included on the album) has just been released. Good rock with a smattering of lyric value.



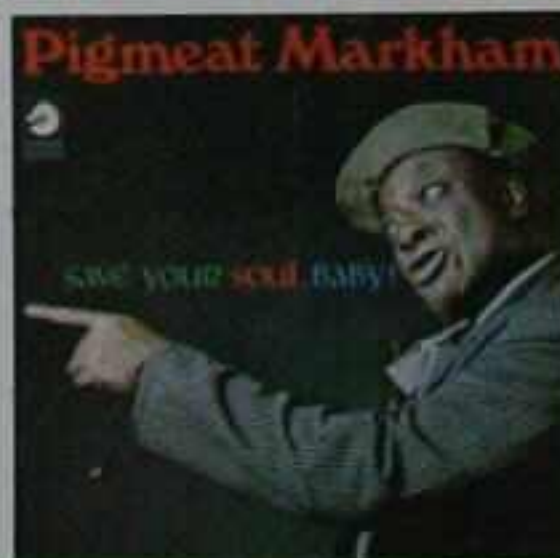
COUNTRY SPOTLIGHT
COOKIN' UP HITS
 Liz Anderson. RCA Victor LPM 3852 (M); LSP 3852 (S)
 Her "Tiny Tears" hit packs the punch that will put this LP on top, but it's as a songwriter that Liz Anderson score most of her bouquets. Included are her versions of several tunes—all hits—she wrote for others: "I'm a Lonesome Fugitive," "Ride, Ride, Ride" and "If I Kiss You (Will You Go Away)."



COUNTRY SPOTLIGHT
COUNTRY HITS BY CANDLELIGHT
 George Morgan. Starday SLP 410 (S)
 The "Candy Kisses" man is soft and sentimental on "Misty Blue," touches up "Window Up Above" slow and easy, and shifts into a Latin-flavored version of "You Are the One." The atmosphere is pleasant; the LP will be outstanding programming material for country music stations. "All the Time" is an exceptionally good cut.



RELIGIOUS SPOTLIGHT
THE LITTLE CHURCH IN THE DELL
 Del Reeves. United Artists UAL 3612 (M); UAS 6612 (S)
 Country artist Del Reeves provides powerful inspiration with "The Chair That Rocked Us All," a slow, well-paced ballad, then rocks back with "Satisfied," a standard in the field. "A Great, Great Day" also packs a good beat. The Oak Ridge Boys, a famous gospel group, lend vocal background support to make this a top LP.



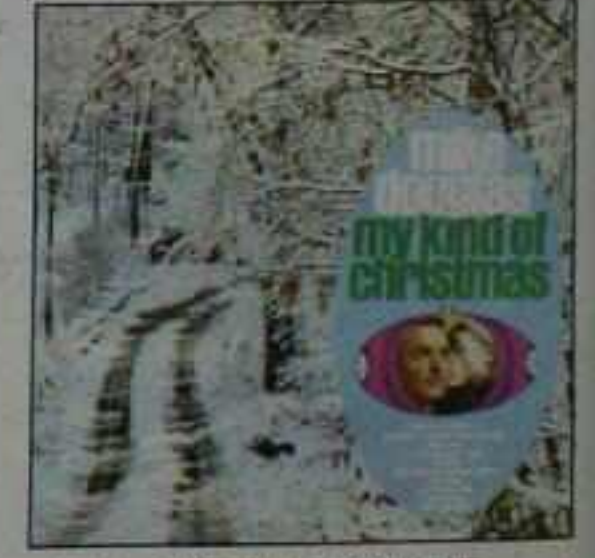
R&B COMEDY SPOTLIGHT
SAVE YOUR SOUL, BABY
 Pigmeat Markham. Chess LP 1517 (M); LPS 1517 (S)
 Pigmeat Markham's brand of humor has a broad appeal among Negro buyers, particularly among the middle-aged. The humor presents too much of a Negro stereotype for younger audiences, as it pokes fun at infidelity and soul-saving. The approach is vaudeville.



CLASSICAL SPOTLIGHT
GERSHWIN: RHAPSODY IN BLUE/CONCERTO IN F
 Entremont/Philadelphia Orch. (Ormandy). Columbia ML 6413 (M); MS 7013 (S)
 Philippe Entremont adds another glowing piano performance to his increasing catalog of gems. The "Concerto in F" is impeccable as Eugene Ormandy and the Philadelphia contribute to the romantic interpretation of this and the "Rhapsody in Blue."



SEMI-CLASSICAL SPOTLIGHT
LEHAR: THE LAND OF SMILES
 DiStefano/Koller/Various Artists/Vienna Volksoper Orch. (Lambrecht). London OM 36052 (M); OS 26052 (S)
 "The Land of Smiles" is a tenor's operetta and Giuseppe di Stefano is a tenor who shines in such music as the familiar "Dein ist mein ganzes Herz" on this idiomatic recording. The album is being released to coincide with De Stefano's U. S. and Canadian tour with the operetta.



CHRISTMAS SPOTLIGHT
MY KIND OF CHRISTMAS
 Mike Douglas. Ln 24322 (M); BN 26322 (S)
 A pleasant, sincere, straightforward album by Mike Douglas that should wind up on many Christmas lists. The TV star sings such holiday favorites as "The Christmas Song," "O Holy Night" and "Silent Night" well. "Silver Bells" and "Do You Hear What I Hear?" are other gems.