

COIN MACHINE
PAGES 59 TO 64

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The
International
Music-Record
Newsweekly

R&B Hall of Fame Is Launched by Billboard

NEW YORK — Key figures in the rhythm and blues field are being contacted by the Billboard to participate in the creation of a Hall of Fame honoring the many historical and contemporary names who have contributed to the development of this major segment of American musical culture.

The Billboard will act as the initial catalyst in implementing the concept of a Rhythm and Blues Hall of Fame. The ultimate administration and structure will be undertaken by a broadly based group of directors representing the many facets of the world of soul.

An organizational group will meet shortly and appoint committees who will tackle such details as the creation of a set of bylaws, qualifications and criteria for nomination and election to the Rhythm and Blues Hall of Fame.

Central Agency

Properly structured and administered, the Rhythm and Blues Hall of Fame will act as a central agency which will doc-

'Jolted' Drums Beat New Path

NEW YORK—A new set of electronic drums representing a major breakthrough in the instrument field will be placed on the market by Carl Fischer Instrument Co. here within the next few weeks. Drums are possibly the last instrument to be electrified, following in the footsteps of instruments like the guitar, bass, flute, etc.

Carl Schwartz, president of the firm, pointed out that the electrification is not so much for amplifying the drums as for "achieving a wide variety of tonal effects." The new drums

(Continued on page 78)

ument rhythm and blues as a cultural force and promote the dissemination and expansion of rhythm and blues in its many aspects.

Today rhythm and blues is at the peak of its popularity and influence. This musical fabric is intricately woven into the nation's history and song; its roots are bedded in the nation's folklore; it is the bedrock of jazz—America's most important serious music, and it is the background of rock 'n' roll. In its chord progressions, its hollers

(Continued on page 78)

Dance Loses Footing As Halls Go Concert

By ELIOT TIEGEL

LOS ANGELES — Psychedelic dance halls, begun in San Francisco two years ago, and now rolling in other cities, have developed into a new form of concert hall where emphasis is on listening not dancing.

Such large facilities as the Fillmore Auditorium, Avalon Ballroom and the Winterland Arena, which originally opened as dancing spots for pop/hippie bands in the Bay area, have become psychedelic light shows. And these rooms have been joined by such local outlets as the Kaleidoscope and the Shrine

NEW YORK — The musical categories — pop, rhythm and blues and country — are merging at an accelerated rate, and songs and artists who are nominally in one category are experiencing increasing success in the other fields. This phenomenon, of course, has already had a long history and has been sparked by the across-the-board success of such artists as Elvis Presley, Ray Charles and others; but what is of paramount interest now is the frequency with which disks sell in more than one market. Quantitatively,

the trend has assumed massive proportions.

Glancing at the crop of singles of the last several weeks, one can pluck out the following:

Makes 3 Charts

Johnny Cash's "Folsom Prison Blues," in the recently recorded version, cut in prison, has made the country, pop and r&b charts.

"With Pen in Hand," which was a giant country hit for Johnny Darrel on United Artists, became a big pop hit for Johnny Vera on Atlantic. It was recently cut by Jerry Vale on Columbia and made the "Easy Listening" chart. Tune was penned by Bobby Goldsboro, a country talent who once played guitar for Roy Orbison. Goldsboro made "Honey," which topped all charts.

Tammy Wynette's "D-I-V-O-R-C-E," on Epic, went to the top of the country chart and subsequently started moving up the pop list. Now it has been cut by at least one r&b artist.

Roy Drusky took Cher's Imperial Records hit, "You Better Sit Down, Kids," and cut it for the Mercury country line. Liza Minelli made the same tune for A&M records, and it landed on Easy Listening.

R&B Groups

R&B groups are taking pop

standards and arranging them for the r&b market. Such disks have a sociological significance, as illustrated by the Hesitations' Kapp disks, "The Impossible Dream," "Climb Every Mountain" and "Who Will Answer?"

Country artists Archie Campbell and Lorraine Mann cut "Tell It Like It Is" on RCA. This item, now on the charts, was first an r&b hit for Aaron Neville.

(Continued on page 4)

Stations' Cool Drive Sparkles

By CLAUDE HALL

NEW YORK—Radio and TV stations are working in many ways their wonders to perform. In San Diego, KFMB-TV bowed a new variety show 2-2:30 p.m. Saturdays, and host Chuck Johnson will be using music as an audience draw to showcase a series of job opportunity listings. Johnson, manager of XEGM radio station that transmits soul music from towers in Mexico, said that a phone number will be given with each job listed. Co-hostess of the show is Gerri Allen. The Willie

(Continued on page 14)

Columbia, W-7—Reprise
and Liberty
Convention Reports
on Page 3;
CBS Intl., Page 4

FESTIVAL FUN

Newport: Folk at Finest — In Memphis: Blues at Best

By ARNOLD SHAW

NEWPORT — Opening three weeks after its sister Jazz Festival had set an unanticipated all-time attendance record of 60,000, the Newport Folk Festival devoted its first day (Wednesday 24) to children, amidst predictions by technical producer George Wein that this would be "the biggest Festival of them all."

Wein noted that advance ticket sales were running ahead of the Jazz Festival, and pointed to such departures in the eighth annual folk fest as the first appearance of veteran Roy Acuff and His Smokey Mountain Boys from Nashville and the scheduling of two concerts on Saturday (27) night.

While Festival Field played host to such stalwarts as B. B. King, Ramblin' Jack Elliott as well as Acuff under the theme "Country Music for City Folk," a competitive concert at a hall in town will cater to those who prefer "ballads" by Pete Seeger, Sara Cleveland, Jean Ritchie of Kentucky, and other old-time folksters.

Pointing to bulldozers at work not far from Festival Field and to the skeletal structure of a

(Continued on page 78)

By BILL WILLIAMS

MEMPHIS — Twenty-seven hundred devotees of blues ranging in variety from old cotton patch to electronic r&b braved the heat of a Mississippi River night to hear it like it was and is.

The occasion was the third annual Memphis Blues Festival, and the record crowd had to run for cover when a thunderstorm struck the open band shell

(Continued on page 4)

New Instrumental Sounds Top Chart

CHICAGO—Three of the nation's top records are instrumentals, featuring such new sounds as the tingling of a cowbell, trumpets that remind one of a horse's hoofbeats and the regal notes of a Wagnerian tubin horn. But each of the records is different, very complex and does not immediately allow musical instrument dealers to spot what might be another "sitar-like" trend.

The new emergence of the instrumental is generally felt to have gained impetus from Paul

(Continued on page 54)



Clarence Carter has emerged as one of the top singers on today's blues scene with his smash single hit, "Slip Away" (Atlantic 2508). His first album on Atlantic, "This Is Clarence Carter" (8193), which will be released next week, contains a powerful collection of his biggest R&B hits over the past two years. (Advertisement)



Making the charts is a consistent story with Country & Western's famous George Jones. Heading for the top is his current single, "As Long as I Live," and his album, "If My Heart Had Windows." Music 1298 Single. Musicor Album MS3158. (Advertisement)

The Emerging Giant.

The exciting news in the country field is the breakthrough of the spectacular talent of

Charley Pride

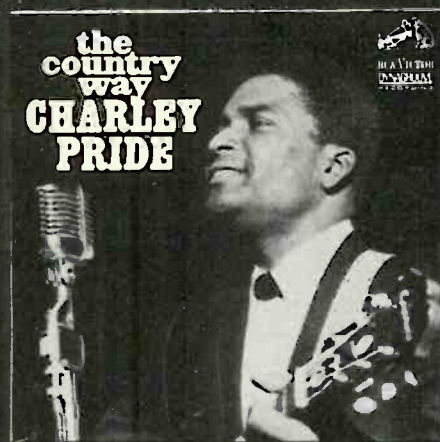
His Victor single has been on the country charts 3 months!

"THE EASY PART'S OVER" #9514

And he has 2 hit albums on the country charts:



LPM/LSP-3952
11 weeks on the charts
and still climbing!



LPM/LSP-3895
33 weeks on the charts
and still going strong!

Both albums available on
RCA Stereo 8 Cartridge Tapes

RCA



W-7 Holds 'Aloha' Conclave for 385

By ELIOT TIEGEL

KAUAI, Hawaii — Warner Bros.-Seven Arts extended its own "Aloha spirit" to 385 persons attending its 10 anniversary national sales convention here Thursday through Sunday (18-21) where 26 fall albums were unveiled.

The Kauai Surf Hotel was used for side meetings with the company's 21 field promotion men and for conferences on international matters which brought 38 overseas representatives here.

Four years ago, Warners brought wives to a national convention in Las Vegas; this year for the first time, entire families attended most of the functions, capped by a two and one half hour slide LP product presentation Friday, at the nearby War Memorial Auditorium.

Sixteen albums are in the August release. W-7's product is by Peter, Paul and Mary, the Grateful Dead, Glenn Yarbrough, Harpers Bizarre, Kensington Market (a new Canadian group), Petula Clark, Eric Anderson, and soundtrack from "Petula." Reprise is represented by Sammy Davis Jr., Frank Sinatra, the First Edition, Fats Domino, Jimi Hendrix, Trini Lopez, the Fugs and Dean Martin.

September's release is: W-7—Everly Brothers, "Finian's Rainbow" soundtrack, Hamilton Camp and Leonard Schaeffer; Reprise — Charles Aznavour, Arlo Guthrie, Miriam Makeba, the Holy Mackerel, Family and Sweetwater.

Breaking tradition, the com-

pany played singles by Dean Martin and Tiny Tim—at the product show.

Friedman Talk

In his opening remarks, marketing vice-president Joel Friedman called W-7 "a 'now' company, aware of trends." President Mike Maitland touched on the international aspects of the business, as indicated by the large number of licensees attending.

W-7's position as a contemporary, "now" company was re-

(Continued on page 8)

Col. Keys Sales Confab to 'No. 1' Theme; Davis Praises Delegates

By MIKE GROSS

SAN JUAN — With their sights set on "20/20 Vision for the Future," more than 600 delegates gathered here Wednesday-Saturday (24-27) for the Columbia Records National Sales Convention were heralded by Clive J. Davis, president of CBS Records, for "maintaining a 50 per cent lead over the next best-selling label in the industry" and urged by the convention's keynote speaker, Don England, Columbia's vice-president for sales and distribution, to become "complete record men" so that the company's "No. 1 position in

the industry" can be maintained.

The speeches, seminars and attendant entertainment hoopla spilled over into three hotels, El San Juan, Americana and Racquet Club, and a motion picture theater for a showing of three films — including excerpts from the soon-to-be released film version of "Funny Girl," starring Barbra Streisand. Columbia will release the soundtrack album of "Funny Girl," along with the soundtrack album of a rock film, also unreleased, entitled "You Are What You Eat."

In addition to the soundtrack albums, the label's new product of 27 pop albums, 7 Masterwork, 11 Odyssey, and 20 Harmony releases were also previewed. Also previewed were 11 new reel-to-reel tapes and 15 4- and 8-track cartridge tapes, as well as new 8-track tape cartridge playback equipment. (See separate stories in Classical and Tape Cartridge departments.) Also announced during the product presentation were plans for the release in future months on the Odyssey label of historic folk and jazz recordings featuring some of the classic recordings of recent years.

The label's number one position in the record industry was the dominant theme in the various seminars, product presentations and general discussion meetings. In addition to being keyed in by addresses by Davis and England, it was noted in the words expressed by Goddard Lieberman, president of CBS/Columbia Group.

Davis told the delegates that he was "enormously proud" of them for their "fantastic performance" during the past year. "The most recent market share figures are now in," he said, "and show that Columbia is outdistancing its next nearest

(Continued on page 10)

Lib. Stages a 'How to' Meet

By ELIOT TIEGEL

LOS ANGELES — Liberty personnel, with a major assist from outside experts, turned its national sales convention into a summer school with the emphasis on instruction—not product. The "how to" concept rather than "dig the music in our new product release" highlighted training seminars held Wednesday through Saturday (24-27) at the Beverly Hilton.

Approximately 200 persons went back to the "classroom" to fulfill management's concern for a constant improvement of sales approaches, as convention executive Mike Elliot explained at the opening seminar.

Approximately 40 persons attended the debut educational meetings as a result of Liberty's having recently opened offices

in San Francisco, Boston, East Hartford and Houston.

In citing Liberty's growth, President Al Bennett pointed to estimated fiscal 1968 grosses of over \$25 million. Last year the gross was \$21.5 million, he said.

David Picker, a United Artists Corp. executive, explained the history of UA and the parent Transamerica Corp.—which recently purchased Liberty—noting that the conglomerate consisted of 37 corporations.

These opening remarks were joined by those of Billboard publisher Hal B. Cook, in setting a foundation for the specialized topic seminars which followed. Cook, in discussing trends within the record industry and Billboard's methods in preparing the Hot 100 chart, steered into the sales performance of Transamerica companies during an April 22-May 18 period.

In revealing a share of market positions among the top 10 manufacturers, Transamerica companies achieved total sales ranking of 6 in non-rack busi-

ness; 7 with racks and a combined 6. The Transamerica organization accounted for 6.5 per cent of total industry volume during this period.

During a five-week period, Bobby Goldsboro's "Honey" single accounted for nearly 6 per cent of the total singles business, listeners were informed.

Facts Offered

Facts about racks, one-stops and regular retailers were offered by experts in these respec-

(Continued on page 78)

MILHAUD PREDICTS:

Independent Production in Spain May Be Big Business

NEW YORK — Independent record producing may soon be big business in Spain, reports Alain Milhaud who heads Barclay Records in Spain and produces the Los Bravos through his own production company, Alain Milhaud Productions. Milhaud has just signed a deal with Terry Phillips for representation in the U. S. Phillips will also manage the Los Bravos here.

Milhaud said that the major contributing factor to independent production is the popularity of rock 'n' roll and r&b. "At least 80 per cent of the music on radio is in English." Milhaud produces an hour daily (two hours Sunday) pop music show on Radio Espana called "Explosion '68." The show, hosted by Alfonso Eduardo, is carried on 53 stations throughout Spain.

Milhaud also produces the Pop-Tops and the Canarios, both groups are on Barclay Records in Spain.

Another factor aiding independent production in Spain, Milhaud said, is that it's now possible for Spanish groups to make it first in Spain. "Previously, such as with the Los Bravos, a group had to become a hit first in England. 'Black Is Black,' for example, was released first in England, because of this factor. But in the past two years the market has undergone a complete revolution.

'Peppermint Frappe' by the Los Canarios happened first in Spain."

The Pop-Tops, like the Los Bravos and the Los Canarios, perform in English. "It's impossible to sing flamenco in English and hard to sing r&b in Spanish," Milhaud said. "R&b is now the major form of music in Spain and it's possible to have a hit record sell about 250,000 copies. Spain is beginning to be a good record market and many U. S. record companies are overlooking the country."

The influx of r&b and rock into Spain has also resulted in a wave of discotheques. He said there were more than 250 discotheques in the country and most of them were featuring groups who sang in English.

ESP in 3-Front Reshuffle

NEW YORK — ESP DISK Ltd. is reorganizing its promotion, publicity and distribution. The reorganization includes naming Alan Silva, national promotion co-ordinator; Steve Stollman, label general manager; and the public relations firm of Sound Images, media consultant and co-ordinator.

An intensive campaign is planned to expose the firm's 80-LP catalog through underground newspaper advertising and publicity. Bernard Stoll-

Premier Books 'Lenny Bruce'

NEW YORK—Premier Talent Associates will handle the booking of Douglas International's stage presentation of "The Essential Lenny Bruce," which will be directed by Fred Baker.

The script was taken from original Bruce material, including some contained in Douglas' "Essential Lenny Bruce" album. The production will juxtapose records, lights, film and readings with the performances of live actors. Dick Friedberg, Premier Talent vice-president, said a college tour will begin Nov. 15. He estimated that offers had already been received from more than 50 colleges.

man, ESP DISK's president, explained that the label's a&r approach will not be changed, with artists still allowed "totally unhampered freedom of expression in the production and packaging of their product."

The company's July and August releases are being held back until the reorganization has been completed and distributor feedback is obtained. Scheduled albums include product by Noah Howard and Joe Phillips, Sun Ra, Tod Kelley, MC5, Randy Burns, and Pearls Before Swine.

Valando: Sale Paves The Way to New Era

NEW YORK — "I feel I am joining Metromedia, Inc., rather than selling my publishing operation to that company and the combination of our forces will enable us to enter a new era in the music publishing and entertainment field."

This is the view of Tommy Valando, whose publishing interests—Valando Music, Laurel Music, Sunbeam Music and Columbine Music—were acquired last week by Metromedia. Valando, president of the new Metromedia music division, added that his staff will remain intact, with Jay Morganstern functioning as vice-president. Harvey Glascock, formerly vice-president and general manager of Metromedia's New York station, WNEW, takes over as key liaison officer between the music division and other aspects of Metromedia's operation. The company's diversified interests now include radio, TV, outdoor advertising, transit advertising, direct mail advertising, film production and distribution, live entertainment and other activities.

According to Valando, the Metromedia music division will very likely become active in the record industry when the proper opportunity presents itself. The disk operation, he pointed out, would be completely distinct and apart from the publishing operation. Plans for the latter, Valando stated, are to expand in all fields. "In addition to our activity in the musical theater, we will acquire more personnel, both on the executive and creative levels, and expand in the other-than-Broadway areas." It is known that Valando intends to function in the fields of country

music, rock and all other contemporary segments of the overall music industry. His plans also include activity in Metromedia's film interests (Wolper Pictures Ltd. and Wolper Productions.)

The Metromedia publishing firms will be consolidated, with Laurel Music being merged into Valando Music as the ASCAP wing, and Columbine merged with Sunbeam as the BMI wing.

Valando, who for years has been regarded as one of the top independent publishers in the business, developed such writing teams as Jerry Bock and Sheldon Harnick ("Fiddler on the Roof," "Fiorello" and other scores), Fred Ebb and John Kander ("Cabaret," "Flora the Red Menace" and others) and many more.

"Our intent," he concluded, "is to function in the best traditions of the publishing business and to restore to the publisher a good measure of the control which he once exercised in the music industry."

The acquisition of the Valando holdings were announced by John W. Kluge, chairman of the board of Metromedia, Inc.

Folk Convention

BATAVIA, N. Y. — The 12th Annual Convention of the American Folk Musicians Association will be held Aug. 30-31 at the Genesee Fair Grounds here. Further information may be obtained from national secretary Shirley Stradley, American Folk Musicians Association, R. D. No. 2, Jersey Shore, Pa. 17720.

Power-Packed Meet Staged by CBS Intl.

SAN JUAN — CBS International held two days of meetings, Tuesday and Wednesday (23-24), here prior to the Columbia Records Sales Convention. The meetings topped off the operation's most successful year to date in terms of sales and profits. The participants in the sessions shared by CBS International's president Harvey Schein included representatives of the company's affiliates in many parts of the world. Executives from Europe, Latin America, Australia and South Africa traveled to Puerto Rico. Present for the first time was Norio Ohga, managing director of CBS/SONY, CBS International's newest subsidiary.

In addition to the local foreign representatives, the convention delegates include Peter de Rougemont, vice-president of European operations; Manuel Villarell, vice-president of Latin American operations; and Bill Smith, vice-president of Australian operations.

The presentation of local foreign product formed a high point of the meetings. Subsidiaries from various parts of the world presented samples of their latest pop and classical products.

Leading off the pop presentations, CBS Mexico, in audio-visual presentations, emphasized the upcoming Olympic Games,

which will place that country and its music in the world spotlight this fall. The company highlighted folk music as performed by such established artists as the Sonora Santanera and Linda Vera, as well as introducing new talent like Conchita Solis. In a slightly different vein, Dis-

(Continued on page 10)

Skye Kicking Off Discovery Series

NEW YORK—Skye Records will begin its Discovery Series, based on new artists, this month.

The first two releases will feature drummer-turned-singer Grady Tate ("Windmills of My Mind") and conga-player Armando Peraza ("Wild Thing"). Both releases will be packaged in single-fold jackets and be volume-priced at \$4.79 list.

6 Deals Mark Ascher Entry Into Export Music Market

NEW YORK—Emil Ascher, Inc., music library, has entered the export music business with six deals with foreign music

Int'l Outlets At A&M Parley

LOS ANGELES—Seven new overseas licensees attended a week-long orientation meeting at A&M's headquarters, where they met key personnel and learned about the company's operating procedure.

They also learned that the label has strengthened its jazz roster with the signing of Dave Brubeck's former alto saxophonist Paul Desmond. Creed Taylor, A&M's exclusive jazz producer, will record Desmond, whose last record affiliation was at RCA.

Hosting the international group was Dave Hubert, A&M's international director. In attendance were: Ken Khouri, Federal Records, Jamaica; Bill Infante, RCA Mexicana; Ramon Villaneuva, EMI Suppliers, Argentina; Mike Von Winterfeldt, Deutsche Grammophon, Germany; Ernesto Aue, El Palacio de la Musica, Venezuela, and Andre Poulsin, Polydor, France.

houses. Everett Ascher, vice-president of Emil Ascher and president of the Hollywood-based Regent Recorded Music, claimed the new agreements which he just completed on a trip to Europe will boost income for the firm seven to 10 times.

In England and in Australia, the music library firm will be represented by Berry Music Co., a division of the Campbell-Connelly publishing house, with offices in London and Sydney. Emil Ascher, noted for providing background and theme music to movies and TV, represents Berry Music in the United States and in Canada.

L'Illustration Musicale, Paris, will represent Emil Ascher in France, Belgium, Holland, Luxembourg, Switzerland, and the former French territories of Africa.

The representative in Germany is Ring Music, Frankfurt. In Austria, it is Joseph Weinberger Musikverlag, Vienna. Shinko Music Publishing Co., Tokyo, will represent the firm in Japan. And Italy is handled by Edizioni Leonardi, Milano.

Emil Ascher—in addition to its own catalog—handles catalogs in the U. S. of Paxton, F.D.H., of Inter-Art, Weinberger, London; Brull, Controy and Keith Prouse. Its own catalogs include Harrose, Production Music Service, O. K., A. M., P. M. and Ruthanne. In New York and Hollywood offices, Emil Ascher is able to provide more than 300 hours of music for every need, including industrial uses and radio-TV commercials. The firm provides music for eight TV series, including the network shows of "Animal Kingdom" and "Wild Kingdom" on NBC-TV.

The reason for the establishment of closer ties abroad, Everett Ascher said, is that there has been "a movement away from U. S.-produced TV shows in Europe in favor of creating more local product. So there's a need for library music for everything from quiz shows to newscasts. We've had a tremendous amount of experience in scoring for movies, TV shows, industrial uses. There are a few music libraries in England, but virtually none in France and elsewhere."

No Middle Ground
There was no "middle ground" in the performances. These artists ranged from 68 to 95 in age, and they represented the old. The "new" was represented by such artists as Sid Selvidge, a blue-eyed soul singer, who won encores. His version of "Since I Met You, Baby" was a crowd favorite.

Others featured included the Electric Blue Watermelon, and the Snake, a semi-psychedelic group featuring John Parrot.

Plans call for the release of

(Continued on page 73)

White Whale Into 1st Outside Prod. Deal With Super K Pact

LOS ANGELES — White Whale has made its first outside production deal, a five-year pact with Super K Productions, which gives the label four new pop groups.

First artist obtained for world-wide distribution from the New York-based Jerry Kasenetz-Jeff Katz firm is Professor Morrison's Lollipop, an Omaha group, whose debut disk is "You Got the Love." The other three groups — all from New York—are Bobby Jackson, the St. Louis Invisible Marching Band and an unnamed act. The St. Louis Band is presently touring with K&K's Singing Orchestral Circus.

Super K's main affiliation heretofore has been with Budah Records.

White Whale owner Ted Feigin said he and partner Lee Lasseff had been impressed with Super K's chart record during the past year. This success with contemporary music was the deciding factor in signing the production deal. White Whale's chief success in its two years of operation has been with the Turtles, a Coast-based group.

Feigin and Lasseff are scheduled to meet in New York with Kasenetz and Katz to firm mer-

chandising plans and to meet with booking agencies enant TV and concert tours.

Rubicon River Set Up in L. A.

LOS ANGELES — The formation of Rubicon River Records is one facet of a newly developed entertainment industry company, Kragen, Smothers & Fritz, Inc., announced last week. Principal officers of the parent company, with interests in personal management, films, TV production and industrial shows, are Tom Smothers, board chairman; Ken Fritz, president, and Ken Kragen, executive vice-president.

Moving here to head the record and publishing operation is David Carroll, long a Chicago resident and producer of the Smothers Brothers first Mercury LP seven years ago.

The new company plans moving to its newly purchased building on Aug. 15 at 260 South Beverly Drive, Beverly Hills. Dick Smothers is not involved in this setup; he will remain as a principal in the weekly CBS-TV series, however.

Memphis Festival Features The Blues at Its Top Form

• Continued from page 1

at Overton Park in late afternoon.

But the crowd, heavily populated by the young, heard some of the great blues names of the past, and some promising groups of the future. A portion of the live concert was recorded for posterity.

Among those performing was Nathan Beauregard, the "oldest living blues singer," whose age is variously estimated at between 95 and 100. He was assisted on and off stage by his 75-year-old nephew. Beauregard, who had never recorded before, did such numbers as "Aberdeen, Mississippi, Blues," and "Highway 61." The previous day this old-timer had been lured into a recording studio (Arden) to record an LP which will be released immediately by Sire Records, in this country and Canada, and by Blue Horizon on a world-wide basis. These sessions and live concerts were co-produced by Michael Vernon of Blue Horizon, one of England's leading producers, and Seymour Stein of Sire.

Bukka White, who was big in the 1930's and early 1940's on both Victor and Vocalion, had not recorded since that time, but was captured both live and in studio sessions during the Festival.

VMC Expands

LOS ANGELES—VMC Records, a subsidiary of Vance Music Corp. (VMC), will be represented in Canada by Phono Disc, Ltd. Steve Vail, president of VMC, has expanded its domestic distribution to 26, and is setting up an overseas network in Europe. The label will release 12 singles and 12 albums this year, including product by Kaye Stevens and Milton Berle.

CLUB REVIEW

Lori Burton Sings Up Rock, Blues and Standards Storm

NEW YORK—Lori Burton, an explosive Mercury artist who is equally at home with rock, the blues and standards, made an impressive debut at the Copacabana Thursday night (26). Miss Burton's record output this year has been limited to one album, with a second one in the works. On the basis of her performance, this is far too little for an artist of Miss Burton's potential.

The attractive brunette bombshell, who accompanied herself on piano briefly, was at ease with such diverse material as Buffy Sainte-Marie's "Before It's Time to Go," a rock version of "Take Me Out to the Ballgame" and "Some of These

Days," with a bit of blue-eyed soul.

She's a shouter when the occasion demands it, and she's wistful when the lyric calls for coyness. On "Sunny," Miss Burton started on a plaintive note and wound up like the Chinese New Year fireworks display.

The choice of the Copa for a showcase is open to question. Main attraction was the comic, London Lee, who drew a middle-aged, butter-and-eggman audience. Miss Burton's strength would appear to be among younger, hipper people.

And while Miss Burton is anything but an underground act, she does have a sophistication and an awareness that puts her solidly in the contemporary bag. AARON STERNFIELD

Musical Boundaries Broken

• Continued from page 1

James Carr, whose last year's r&b hit on Goldwax, "The Dark End of the Street," spawned records by country artists, has recently cut "Life Turned Her That Way." A recent pick, this

2 Darlin' Distribs

NASHVILLE—Little Darlin' Corp. has added two distributors, P. M. Records, Inc., Pittsburgh, and Music Sales of Florida, Inc., Miami. P. M.'s new Johnny Paycheck release is "My Heart Keeps Running to You."

ARETHA 'THINK' STRIKES GOLD

NEW YORK—Aretha Franklin's recording of "Think" on Atlantic has been certified as a million seller by the RIAA, marking the sixth gold record earned by Miss Franklin in the last 18 months. Her latest award is a record for female singers.

was previously a Mel Tillis hit on Kapp Records.

Two pop standards getting strong action in the country field are "Ramona," by Billy Walker on Monument, and "I Ain't Got Nobody," by Dick Curless on Tower.

Capitol's Sonny James has been cutting country versions of pop hits and scoring very well. Examples are "A World of Our Own" and "I'll Never Find Another You," both done first by the Seekers.

Diana Trask, once on the Columbia pop roster, was recently recorded by producer Buddy Killen for Dial Records. The tune, "Lock, Stock and Teardrops," written by Roger Miller, made the country chart. "Tiny Bubbles," associated with Don Ho as a pop hit, is now a country seller for Decca's Rex Allen.

There are literally dozens of additional examples of this type of cross-pollination among the musical categories — making possible what critics consider to be the richest musical fabric in the history of American song.

The next twenty years are going to be bigger than the last twenty. If that's possible.

Twenty years ago, when Columbia introduced the LP, records were a two-hundred-million-dollar-a-year business. Today, they're a billion-dollar-a-year industry.

And what's happened in between is half of what this year's Columbia Records Convention was all about.

Music itself has changed. The significance of lyrics. The new instrumentation. The full range of creative expression.

Audiences have changed too. More and more people are listening to a wider variety of music than ever before.

Because society's changed. And the question many people ask is "Which has worked more influence upon the other, society or music?"

We also know that a large part of what's happened is due to the vast technical improvement of the LP itself and to the creative energies of the people working in packaging and merchandising music to the world. So the LP has come to have not only the highest standards of audio reproduction quality, but also its jacket packaging is among the

most innovative and exciting among all consumer products. Because the packaging permits a logical extension of the artistic musical achievement and because of the competitive demand for strong consumer communication.

The other half of Columbia's Convention was about the next twenty years:

Further developments in the technical excellence of the LP. Newer and more exciting ways of bringing music to the world. More creative and also more fruitful merchandising and selling concepts and techniques. And of course the most exciting product anywhere.

They're the kinds of things that have made us the most exciting record company in the industry. And the hottest. The kinds of things that'll keep us there, too. Call it Columbia's 20/20 Vision for the Future.

And you'll see it start to unfold next week, with the most powerful Convention Release in our company's history.

Columbia Records 

Billboard

AUDIO RETAILING	54
FLORIDA DEALER reaps profits from bikini crowd.	
CLASSICAL	30
COLUMBIA PROMOTIONS. Columbia sets several promotions at Puerto Rican convention. Odyssey re-channeling albums.	
COIN MACHINE WORLD	59
FLORIDA'S SOL TABB tells his formula for two-for-a-quarter jukebox pricing.	
INTERNATIONAL	32
DISAPPOINTMENT with the company's share of the U.K. market and dissatisfaction with the distribution of product were the deciding factors in MGM's switch from EMI to Pye.	
MUSICAL INSTRUMENTS	65
THE "NEW SOUNDS" and how they are influencing a resurgence of hit instrumental recordings.	
RADIO-TV PROGRAMMING	14
RICK SKLAR of WABC, New York, reports on the top 40 radio scene. Plus a special NAFMB report on FM programming.	
RHYTHM & BLUES	24
SOUL SAUCE continues to cover the world of soul and serve it with a Billboard-backed Hall of Fame.	
TALENT	12
MORTIMER scores success in Bitter End opening in New York. The Doors are hit in Honolulu.	
TAPE CARTRIDGE	56
PHILIPS is readying phase two of its European cassette drive, this part keyed to its Cassettophone player and EP pre-recorded cassettes.	

FEATURES

Stock Market Quotations 8
Vox Jox 22

CHARTS

Best-Selling Classical LP's 31
Best-Selling Jazz LP's 45
Best-Selling R&B Albums 26
Best-Selling R&B Singles 24
Breakout Albums 45
Breakout Singles 45

Hits of the World 39
Hot Country Albums 50
Hot Country Singles 48
Hot 100 68
Top 40 Easy Listening 40
Top LP's 70

RECORD REVIEWS

Album Reviews 45, 77
Single Reviews 74

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Independent Master Output Dips

By CLAUDE HALL

NEW YORK — Because of the high cost of recording sessions today, record companies are receiving fewer and fewer independently produced masters. "The flow of independent product is definitely down," said Marty Wekser, administrative assistant of Epic Records' a&r department. Wekser is responsible for finding masters and supervising Epic's independent productions.

"The reason is that most independent record producers are seeking and obtaining label deals, either exclusive deals for individual acts or they're working mostly for a single label. Costs of production have shot so high that it's not feasible for an independent producer to go into a studio and make a record on speculation. In the old days, you could cut a record for \$400 or \$500. But today if a producer wants to make a record, he figures it will cost at least \$2,500. This is too much of a financial burden to bear on speculation."

Epic Records has several deals with independent producers. Gamble - Huff Productions in Philadelphia, for example, produces the Vibrations for Epic. This type of deal allows Gamble-Huff to produce other acts for other labels. Mike Terry of Detroit just produced several Maxine Brown sessions.

In addition to handling deals with independent producers, Wekser sees about two dozen independent producers a week . . . most of whom have "an artist they want us to underwrite recording sessions for." Wekser said he also sees any of

the new independent producers. "Most of the hit records today are unusually elaborate productions that cost a lot to make. If a producer has a good act and wants to spend a lot on a good record, he has to have a deal. But I want to listen to the new producers, too. The people who are bringing in amateurish records today will likely to be the professionals of tomorrow. Too, we might find a

group that sounds rough, but which can be worked on to come up with a hit."

Epic Records combines on one label great flexibility, he said. "We have our established artists like Bobby Vinton, Dave Clark Five, the Hollies, Sly and the Family Stone, Donovan, David Houston and Tammy Wynette. But we're also looking for good outside independently produced masters."

Executive Turntable



LESSER

Seymour H. Lesser has been named vice-president of administration for The Big 3 (Robbins-Feist-Miller). For the last four years he had been assistant controller at MGM and was also active as manager of MGM's independent producers accounting department. He has also been a practicing CPA. . . . Laura McCurdy has been appointed assistant manager of Invincible Records, succeeding LaVerne Gatling. Miss McCurdy, who also will handle Invincible's modeling department, will report directly to Leon B. Jones, president of the label.

★ ★ ★

Nathaniel March has been appointed controller of MGM Records. He had been with Kapp Records for nine years as controller and later executive vice-president and treasurer. March, a CPA, had also been controller for the Brass Rail Organization. . . . Jack Schnyder has been promoted at Capitol to advertising manager, with Lew Marchese named production manager within the advertising department. Lawrence A. Robbins shifts to the Capitol Industries corporate staff in the manufacturing and administrative services department. He was formerly director of Capitol Records organization planning department. Named his replacement is William G. Burns, who had been senior systems analyst in the organization planning department.



MARCH

★ ★ ★

Thomas Herrick, Midwest publishing director of Billboard Publications, Inc., has been elected to a two-year term on the board of governors of Americans for a Music Library in Israel (AMLI). . . . Loren Coleman has been named press representative for Chess Records. He served in a similar capacity at ABC-TV in Chicago for the past five and one-half years.

★ ★ ★

Bill Johnson has been named manager of market planning for Ampex Stereo Tapes, a department of Ampex Corp.'s consumer and educational products division. Johnson, who joined Ampex in 1959, was most recently regional sales manager for educational/industrial products in Dallas. In another appointment, Jack Woodman, formerly with the Miami advertising agency of Hume, Smith & Mickelberry, has assumed the duties of product manager for Ampex Stereo Tapes. . . . Dominick Saccacio has been named cartridge, cassette, lube tape and sound tape product manager for Audio Devices.

★ ★ ★

Michael Friedman joins John Kurland Associates, management company, as executive vice-president. He had been with Ivor Associates, a public relations agency operated by Kurland. He had been an account executive with the J. Walter Thompson advertising agency.

★ ★ ★

The Ashley Famous Agency announced the following appointments: Todd Shiffman, vice-president of the Agency for the Performing Arts in California for the last four years, will head the West Coast College Concert Department. Bob Bonis, with GAC in Chicago, will set up and head an AFA office in Chicago. David Geffen, who recently joined AFA from William Morris, will supervise the East for the College Concert Department.

★ ★ ★

Viewlex has named Mel Mager as director of the Custom Pressing Division. He had been production manager and coordinator at Abbey Record Manufacturing for nine years. Prior to that, he was with Westminster Records.

★ ★ ★

Harry Losk has been named vice-president in charge of sales for Lieberman Enterprises in Minneapolis. Losk, who has been with the Lieberman organization since 1964, has served as general manager of Susan Distributing Co., a Lieberman subsidiary located in Chicago. . . . Michael Seiler has been appointed to the post of advertising and public relations manager of Lear

(Continued on page 8)

LIEBERSON ON ARTS CENTER DIRECTORS BD.

NEW YORK — Goddard Lieberson, president of the CBS/Columbia Group, has been elected to the Board of Directors of Lincoln Center for the Performing Arts. Lieberson, who has served for more than 25 years as an executive of Columbia Broadcasting Systems, Inc., is chairman of the board of the Music Theater of Lincoln Center.

He also is chairman of a special Yale University Library Committee to advise and assist in building its musical theater collection, and honorary chairman of the Yale University Library; chairman of the Music Advisory Committee of the Hopkins Center of Dartmouth College, and a member of the Board of the CBS Foundation. Lieberson is a former president and director of RIAA.

Posters Pushing 3 Skye Albums

NEW YORK—Skye Records is promoting its recent Gabor Szabo, Gary McFarland and Cal Tjader albums with a 14-inch by 17-inch poster of each performer against backgrounds of scenes and memorabilia associated with his music. The posters are on colored stock in shades of lavender, burnt orange and gold and are part of point-of-sales display kits.

In addition, Skye is distributing a pin, reading "Does the Sun Really Shine on the Moon?" to promote the Gary McFarland album of that name.

The Most Exciting Record Of The Year!

THE BEE GEES

I'VE GOTTA GET A MESSAGE TO YOU

Atco 6603 Produced by ROBERT STIGWOOD & THE BEE GEES

... from their new hit album
"IDEA"
Atco 33-253



FIRST U.S. CONCERT TOUR—AUGUST 1 THROUGH SEPTEMBER 1

August 1: Coliseum, Phoenix, Arizona
August 2: Hollywood Bowl, Hollywood
August 3: Cow Palace, San Francisco
August 4: Sports Arena, San Diego, Calif.
August 10: Forest Hills Stadium, New York
August 14: Rhode Island Arena, Providence, R.I.
August 15: Music Hall, Boston
August 17: Bridgeport Music Festival, Bridgeport, Conn.

August 24: Olympic Stadium, Detroit
August 25: Opera House, Chicago
August 26: Ohio State Fair, Columbus, Ohio
August 27: Ohio State Fair, Columbus, Ohio
August 29: Saratoga Performing Arts Centre, Saratoga, N.Y.
August 31: JFK Stadium, Philadelphia
September 1: Columbia Maryland Music Pavilion, Columbia, Md.

Personal representation: THE ROBERT STIGWOOD ORGANIZATION, LTD.

W-7 Meet Bids Aloha to 385



OPENING REMARKS — Aloha-shirted Mike Maitland, W-7 Records president, welcomes conventioners to Hawaii.



TEN-YEAR MAN—Bud Lampe, St. Louis distributor, with his award, presented by label president Mike Maitland.



HAPPY EMPLOYEES—Mike Maitland presents 10-year awards to employees. Receiving his accolade is Joel Friedman, with fellow employees, from left in the rear, Lowell Frank, Kipp Natiello and Matt Gilligan observing.

• *Continued from page 3*

flected not only in the contemporary music groups unveiled, but also included hiring of black people in the acting/advertising industries.

Saturday morning, national promotion manager Bill Casady and international director Phil Rose held separate meetings. A number of W-7 executives attended the last half of the promotion meeting, with Maitland noting that an emphasis was placed on encouraging a&r men to develop direct lines to promotion men.

Interest in stereo singles for radio, plus the new usage of TV promotional films in underground cinema houses, has prompted the company to investigate these two fields, Friedman said. The meeting dealt heavily on these two topics.

Short films, originally aimed at TV teen-dance shows, are now being programmed in the little art houses and in drive-ins, the promotion men revealed. Unlike other record manufacturers which have placed the major emphasis on using these

promotional performance films on American TV, Warners has used the films sparingly for overseas exploitation.

On World Front

On the international front, representatives from England, France, Sweden, Finland, Germany, Japan, Canada, Australia, New Zealand and Italy conferred with Rose. Teldec, the German licensee, said it would mark the 10th anniversary by releasing every LP in the August-September package. A special sampler LP will be created for Germany, Scandinavia, Holland, Austria and Switzerland, tied to product showings which will be assembled for tradesters. Rose and Maitland will plane to Europe in early September to attend these meetings.

W-7's Canadian company held its meeting with a large contingent of Canadian visitors from various parts of the country as an adjunct to Rose's sessions with the individual licensees. Whether W-7 would open further company-owned firms in

other overseas markets was of concern to the licensees, who were told that the company "intended to expand with good partners," but that there were no immediate moves to establish W-7 outposts.

Following the convention here, teams of W-7 people will take the product message to dealers, racks and one-stops around the country. The presentation for some 3,000 persons in 10 locations is an abbreviated version of the slide show.

The company's forecast for new product orders was set at the 2.7 million unit mark for a \$6.5 million potential.

Reprise's top Hawaiian act, Don Ho and the Allis, performed at a special one-hour show Friday evening. Guests were also given a taste of local music the following evening at a beach site luau with musicians from the hotel performing.

W-7 emphasized its product by offering a variety of merchandising back-up aids. These included:

- Display kits separately packaged so they may be mailed directly to accounts.
- An underground music sampler LP, of which 5,000 are being sent to major accounts.
- An August release LP sampler for the distributors.
- Special ad glossies for the Fugs, Grateful Dead, Glenn Yarbrough and the First Edition.
- Lists of artist managers, producers and booking agents for all acts under contract.
- Updated order pads for back-to-back oldies singles.
- Divider cards for new albums and back-to-back singles.

Omega, Finley Wind Up Deal

NEW YORK—Omega Equities Corp. and Larry Finley, former president of International Tape Cartridge Corp., have concluded their contract negotiations. Omega has acquired 55 per cent of Finley's new firm, North American Leisure Corp. (see Billboard, July 27).

As part of the agreement Finley has entered into a long-term employment contract with Omega. NAL is temporarily headquartered here at Omega's offices, 18 East 41 Street.

Golden's Staffers Tour With Line

NEW YORK—Shy Raikin, sales manager of Golden Records, and Irv Schwartz, salesman, began a month-long series

Market Quotations

As of Closing Thursday, July 25, 1968

NAME	High	Low	Week's Vol. in 100's	Week's		Net Change	
				High	Low		
Admiral	25 1/8	16 1/2	379	21 1/8	19 7/8	19 7/8	-1
American Broadcasting	72 3/4	43 3/4	611	69 3/8	65 1/2	66	+ 3/8
Ampex	37 1/8	26 1/2	670	30 7/8	28 3/8	30	- 3/8
Automatic Radio	25 3/8	15 3/4	183	20 1/2	18 1/2	18 1/2	-1 1/2
Automatic Retailer Assoc.	106	72 3/4	233	104 1/4	99 7/8	99 7/8	-4 1/8
Avnet	65 3/8	30 3/8	2037	55 3/4	50	51 3/8	-3 3/4
Canteen Corp.	33	20 1/2	1060	27 7/8	26	26 3/8	-1 3/8
Capitol Ind.	37 1/2	24	194	25 1/2	24	24 7/8	- 3/8
CBS	60 3/4	43 3/4	897	52 3/8	49 1/2	49 1/2	-3 1/8
Chic. Musical Inst.	38	24 3/8	71	25 1/8	24 1/2	24 3/8	- 1/4
Columbia Pic.	44 7/8	23 1/2	955	36 3/8	32 3/4	33	-3
Consolidated Elec.	45 1/4	33 3/8	190	41	37 3/4	37 3/4	-3 3/8
Disney, Walt	69 3/8	41 7/8	241	66 7/8	63 1/4	65 1/2	-1 1/4
EMI	7 1/4	4 1/2	421	5 3/4	5 3/8	5 3/8	- 1/4
General Electric	100	83	1989	86	83	83 3/8	-2
Gulf + Western	66 1/8	38 7/8	1952	46 3/4	42 1/2	42 1/2	-4 1/4
Handleman	31	21	238	26 3/8	23 1/4	23 3/8	-1 7/8
Harvard Ind.	33 1/2	15 3/4	110	30 3/4	28 1/4	28 1/2	Unchg.
Kinney Services	89 3/4	53 3/4	457	89 3/8	76	76	-13
Macke Corp.	29 3/8	15 3/8	167	27 3/4	25	26	-1 1/8
MCA	53 1/4	46 1/2	156	50	48 3/8	49 3/8	Unchg.
Metromedia	45	34 1/4	466	40 3/8	36 1/4	36 3/8	-3 3/8
MGM	50 3/8	35 3/4	565	39 3/8	35 3/4	36	-3
3M	119 3/4	81	376	108	101 1/8	101 1/8	-7 1/4
Motorola	153 3/4	97	709	141 3/4	127 1/2	129 1/4	-13 1/4
RCA	55	45	2187	47 3/8	45 3/4	46 1/4	- 7/8
Seeburg	33 1/2	19 1/8	888	29 7/8	27	27 1/2	-2 1/4
Servmat	59 1/2	35	156	54	51 7/8	51 7/8	-2 3/8
Trans Amer.	69 3/8	43 7/8	1529	68 3/8	58	60	-7 1/2
Transcontinental Invest.	23 3/8	13 3/4	1073	19 3/8	17 1/4	17 3/8	-2 1/8
Triangle	46	35	266	39	36	38	Unchg.
20th Century	40 3/8	24 1/2	959	36 3/4	34 1/4	35 3/8	- 3/4
Vendo	32 3/4	23 1/4	139	28 3/4	26 3/8	26 3/4	-1 1/2
Warner Bros.-7 Arts	44	26 1/8	619	39 3/8	38	38 3/8	-2
Wurlitzer	25 1/2	18 3/8	61	21 1/4	20	20	-1 1/4
Zenith	65 1/2	51 1/8	831	57 3/4	52 1/4	52 1/2	-5 1/2

OVER THE COUNTER*

As of Closing Thursday, July 25, 1968

	Week's		Week's Close
	High	Low	
GAC	21	17	17
ITCC	8	7 1/2	7 3/4
Jubilee Ind.	40	30	30
Lear Jet	26 3/4	24 3/4	25 1/2
Marco Ent.	10	7	7
Mills Music	32	36	30
NMC	16 1/4	13	13
Omega Equity Corp.	10 1/2	8 1/4	9 1/2
Pickwick Int.	23 3/4	22	22
Telepro Ind.	2 7/8	2 3/8	2 3/4
Tenna Corp.	21 1/2	17 1/2	17 1/2

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

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

W-7 Presents Awards to 17

KAUAI, Hawaii — Seventeen awards in three categories were presented to Warner Bros.-Seven Arts delegates at a convention awards dinner. These categories were for outstanding achievement (for distributors) and for 10-year associations for employees and distributors.

There were also golf accolades following a tournament on the Kauai Surf Hotels own links.

Lauded for their outstanding distributor achievement were Al Bramy, Bill Burton, Nick Campanella, Gordon Dinerstein, Vic Feraci, Art Goodwin, Gene Patch and Tony Valerio.

Rewarded as 10-year employees were Gene Benson, Lowell Frank, Joel Friedman, Matt Gilligan, Kipp Natiello and Ed West. Laudated for 10 years as distributors were Art Goodwin, Bud Lampe and Loe Liptak.

While these were established

kinds of awards, Joe Smith, the W-7 general manager, easily won top place in a "flying" competition. Smith's feat of being propelled like a missile out of an outrigger riding a wave into shore, was the talk of the convention. Fortunately, he wasn't injured, only a bit shook from paddling one minute and flying through the air shortly thereafter.

ITCC Posts 25% Net Sales Increase

NEW YORK—International Tape Cartridge Corp. posted a 25 per cent net sales increase over the 1967 fiscal year. Net sales for the 1967 fiscal year were \$6,724,056, compared to \$5,387,911 in 1967.

Earnings were \$233,875 (equal to 23 cents per common share). This compared to 13 cents for the prior year, both years based on one million shares outstanding. Readjusting the company's earning for the 200,000 shares re-acquired from Capitol Industries, earning for the 1967 fiscal year were 29 cents, based on present capitalization.

Executive Turntable

• *Continued from page 6*

Jet Stereo Division of Lear Jet Industries. For the past three years, Seiler has held positions of advertising manager and assistant sales manager with Orrtronics, Inc., Toledo.

★ ★ ★

Sid Feller has left RCA's Hollywood a&r office after a brief stint to return to independent arranging/conducting. . . . Jeff Wald joins the management wing of the Campbell, Silver, Cosby Corp. Aug. 1. He has been with George Marienthal Enterprises in Chicago as talent co-ordinator.

★ ★ ★

Shelby Singleton has promoted two promotion department heads to vice-presidencies. Buddy Blake, brought here from New York under the company's consolidation plan, will be vice-president in charge of national promotion. Henry O'Neal will head the firm's national r&b department. Both men will work with songwriter Ben Peters and administrative executive Vivian Keith, who have handled the Shelby Singleton Production operation here since its formation. Blake, a former disk jockey, operated the all-night shift on KEEL, Shreveport, La. He also has been involved in publications, mail order business, record production, and radio work. O'Neal, from Florida, booked r&b acts.

★ ★ ★

George Dube has been named to the newly created post of executive director of the Institute of High Fidelity. Executive secretary Gertrude Nelson Murphy will continue to be in charge of IHF administration. Dube will be in charge of developing and heading programs for sales management and training, industry promotion, standards identification and mutual benefit programs. He had been public relations and legislative aide in the Consumer Products Division of the Electronic Industries Association.

★ ★ ★

Roger Faust has been promoted to field sales manager of high fidelity and sound products for Altec Lansing. His post as regional sales manager will be filled by Douglas Blackburn. . . . Roger E. Ailes, producer of "The Mike Douglas Show," has been granted a leave of absence by the Westinghouse Broadcasting Corp. Ailes will act as special consultant for the radio and TV programs of Richard M. Nixon.

LEND US YOUR EARS!

DECCA RECORDS PROUDLY PRESENTS

THE ^{EXCITING} FUZZY BUNNIES

THEIR FIRST RECORDED PERFORMANCE

THE SUN AIN'T GONNA SHINE ANYMORE

#32364

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ON **DECCA**  **NATURALLY**

A DIVISION OF MCA INC.



Management SID BERNSTEIN

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TOP ARTISTS ENTERTAIN AT DINNER SHOWS

SAN JUAN — Some of the top names on the Columbia and Ode labels were in the spotlight at banquet shows held Thursday (25) and Saturday (27) at the Columbia Records National Sales Convention. Both shows were emceed by Cliva J. Davis, president of CBS Records.

The first show on Thursday evening included a heavy rock line-up with Big Brother and the Holding Company featuring Janis Joplin; Blood, Sweat and Tears, Spirit, and the Chambers Brothers. Saturday's show featured Johnny Mathis, O. C. Smith, Jack Bedient and the Chessmen, and Debbie Lori Kaye. Date Records' r&b group, the Glories, was also featured on the bill.

Col. Keys Sales Confab to 'No. 1' Theme; Davis Praises Delegates

• Continued from page 3

competitive label by 50 per cent. We are 50 per cent ahead of the second-place runner. Now, that's a revolution — a Columbia revolution — and we should all feel good about it."

The Past Year

Davis reprised the label's past year's efforts in re-signing established artists, signing new artists, equalizing the price of monaural and stereo albums, and in variable pricing. On the monaural-stereo situation, Davis said, "We evaluated the full cost of our total obsolescence of monaural records, included the cost of handling returns. We then computed the increased profit of selling a \$4.79 record over a \$3.79 record. Assuming that our sales this year would have been in the same

proportionate monaural - stereo relationship and assuming our volume had stayed the same as 1967, our cost — our investment — would have been repaid in less than one year. Actually, our business this year is way up, as you all know, and we have achieved a full return on our investment in less than nine months.

In summary, we now enjoy virtually an all-stereo industry. Our investment to achieve this has been fully paid back. A long overdue price rise for an economically reeling industry has been accomplished. Our basic product — in its full sound dimension — is superior to what it replaced. There is much greater opportunity for exposure of more and varied product in limited space locations. I would say we've come out of this issue not only on our feet but I wouldn't at all mind if there's an extra springier bounce in each step anyone of you take."

On Profits

Davis also touched on the subject of "profits, the bottom line." He said, "For a long time, many of you operated on a tonnage philosophy. The gross mattered; the net was an unknown quantity. Well, those days are gone forever. Sure we have to sell all we can, but we also have to make an intelligent evaluation of what it cost to get there. Every advertisement causes comment, creates some demand. But you must ask whether it paid for itself. If the ad cost \$1,000, did it sell 2,000 additional albums? That's the key. If it only created 250 album sales, don't report in about the demand generated by this advertisement, because it was a losing proposition. Similar considerations must be weighed by a&r men in weighing recording costs; manufacturing people in checking warehousing expenses, obsolescence rates and inventory controls. In short, we spend a lot of money in advertising, in artist relations and in modern facilities. But there has to be a legitimate purpose for every expenditure, a guideline for comparison, a control point to check reasonability. Business acumen is no impingement on creativity. Indeed, it's a vital aid to effective performance at every level."

Davis concluded with, "So what does everything I've said boil down to. Just that . . . look . . . competition is tough and we've really got to gear up and stay geared up. We have to be out there all over the place so that everyone knows not only that Columbia is in the business, but that Columbia is the business. We have to combine musical creativity with market awareness, artist sensitivity with economic responsibility, practical common sense with soaring imagination. We have to strive to make Columbia synonymous

with phonograph records — all that's good about a volatile, dynamic, exciting and challenging part of American culture."

England's Talk

England's keynote address pitched for the "complete record man." He said, "You must be complete — to compete. To beat your competition, you must be complete . . . complete in every respect, in every phase of your day-to-day job. You cannot psych yourself into thinking you're working hard when a detailed analysis will prove that you're busy, but not functioning at 100 per cent efficiency. A great many people think they are thinking when they are really just rearranging their prejudices. You can kid yourself in many ways. But remember: It doesn't matter whose payroll you're on; you are really, in the final analysis, working for yourself. We can no longer tolerate less than the complete record man."

"Being the complete record man — be you in promotion, sales, management or in any part of this company — means constant growth, constant evaluation of yourself, your job, your creative talents to expand and contribute. Show me a satisfied man, and I will show you a failure."

England told the delegates, "We have here today the top team in the record industry . . . and that it's profits, not prophets, that foretell the future."

Key Seminars

Among the key seminars of the convention were those held by the sales and promotion departments. Bill Farr, vice-president of marketing for CBS Records, chaired the seminar on sales and merchandising. The promotion seminars were conducted by Tom Noonan, director of national promotion, with the aid of Ron Alexenburg, assistant director of national promotion; Jim Brown, national LP promotion manager; and Gene Ferguson, national country promotion manager.

Jack Gold, vice-president of pop artists and repertoire, and John McClure, director of Masterworks, outlined plans for the future.

The film presentation used to launch the label's new convention product was developed by the Creative Services Department headed by Bob Cato.

As a special convention bonus, Columbia gave away approximately 700 special two-record sets entitled "20/20: Vision for the Future." The set traces the history of the LP from the introduction of Columbia's micro-groove disk in 1948 through the subsequent record - industry changeover to 33 1/3 rpm recordings and the development of stereo.

PETE VESCOVO TOP PROMOTER

SAN JUAN—Pete Vescovo was named "Local Promotion Man of the Year" by Columbia's Tom Noonan, director of national promotion, at a seminar held here Wednesday (24). Selected from among the label's nearly 30 field promotion men, Vescovo was given the red carpet treatment during his stay at Columbia's National Sales Convention here and awarded an expense-paid weekend for his wife and himself in New York.

Power-Packed Meet Staged by CBS Intl.

• Continued from page 4

cos CBS unveiled a new album that combined the talents of the Trio Los Panchos with those of CBS Italian singer Gigliola Cinquetti.

Columbia Records of Canada's audio-visual presentation illustrated the various directions being pursued with that company's a&r department. Canada's new product ran the gamut

from French Chanson (Monique Leyrac) to French rock (Andre Gagnon); from English rock (The Copper Penny) to country (The Mersey Brothers) to folk (Michael), plus many more.

The keynote of CBS Germany's presentation was Slavik Soul, as performed by artists such as Dunja Rajter, Ivan Rebhoff and his Singers and Tania Ivanov. Germany's slide and tape presentation also stressed the jazz of Albert Mangelsdorff and the orchestra of Ralph Dolk.

In addition to unveiling samples of unusual new musical ventures, CBS France illustrated its success with product from recently established French groups singing in English.

CBS United Kingdom began its products presentation by recapping the new labels that the company has introduced in the British market over the past year. The British company also presented products by several new recorded groups on the CBS label, including the Boots and James Royal.

CBS Israel served up samples of recent products in the three languages recorded by the company: Hebrew, Yiddish, and Latin. CBS Italiana highlighted a variety of new pop products. CBS South African affiliate presented an album by a hot local group, the Bats.

Following the pop presentations, Earl Price, manager of Classical Promotions for CBS International, introduced the highlights in local classical recordings over the past year. Samples of recordings by affiliates in Germany and Brazil as well as Argentina and Holland were played.

Response to the product presentations was so favorable that next year CBS International plans to expand the format into a more extensive formal program.

In addition to the audio-visual products presentations, business meetings were held. Among the topics discussed were CBS International's publishing operations around the world. The recognition of publishing as a profitable operation in its own right was affirmed by all managing directors in attendance.

Other topics discussed include tape products, monaural records and promotional plans for the coming year.

Publishing Arms Consolidated By Fredana Mkt.

NEW YORK — Fredana Management has consolidated all its publishing interests into the Fredana Publishing Group. The firms in the groups are Serendipity Publishing Co. (BMI), Jakolom Music (ASCAP) and After Glow (BMI).

David Wilkes, who worked with Fredana subsidiaries Sennett - Weintraub and Fields-Weintraub after graduating from Illinois Wesleyan, and who operated his own publishing and management firm, was named general professional manager of the Fredana Publishing Group.

The group will move to new offices at 40 W. 45 Street Sept. 1.

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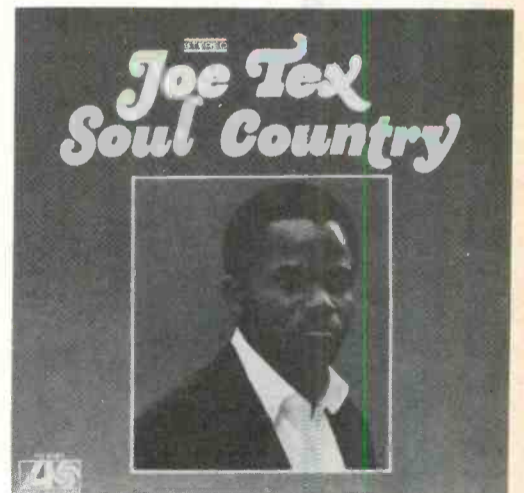
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Mortimer: A Group Coming on Strong

NEW YORK — Mortimer made a strong impression at the opening of the three-man group's five-day stand at the Bitter End on Wednesday (24). The folk-flavored Philips unit performed original and current hit material in their opening set.

A good example of their style was in the medley of their own "Elvira McCocery," and in Simon and Garfunkel's "Mrs. Robinson," with the former leading directly into the latter. Both were rhythmically performed with conga drummer Guy Mason providing a steady beat for unamplified guitarists Tom Smith and Tony van Benschoten, who shared vocal lead.

Smith, who did the lion's share of the singing, also did a fine job on Jim Webb's "By the Time I Get to Phoenix."

One of the most exciting numbers of the set was "Miles Apart," an original number with infectious drive. The boys invited and got audience participation from clapping to vocalizing. Smith and Van Benschoten handled the song's strong refrain. The selection also had a good instrumental section.

"What's the Matter Girl?" was a superior ballad, which began and ended softly, although it built along the way. Their finale was Judy Garland's arrangement of their "Yes We Know." The gentle rhythm and good lyrics would seem to make it worth checking into by other vocalists.

Smith's voice showed signs of strain at times, probably from the heavy schedule the trio has had, but the over-all effect of the affable group indicated they have a good future in the music and record field.

David Steinberg, a fixture at the Bitter End, again demonstrated he's one of the finest young comics around, although the Biblical sermon part of the act seems to hit the same characters each time. Steinberg has recorded for UNI. He was aided in one sketch by Kenny Gorka of the Critters, Project 3 artists. **FRED KIRBY**

Frankie Laine in Big-Time Form In Honolulu Date

HONOLULU—Frankie Laine toured old and new terrain in his Ilikai Hotel Pacific Ballroom here Thursday (18).

The ABC Records star still is big-time, using his vocal chords as an instrument as he probes the high notes and delves deep for the low ones. His rugged form got into play as he dished out the oldies—he wriggled his hips, nodded his head, stomped his foot, clenched his fists, shrugged his shoulders.

Laine continues to sing the vintage hits — "Mule Train," "Lucky Old Sun," "Moonlight Gambler," "High Noon," "Jezebel," "Your Cheating Heart." But his current itinerary also includes such recent best-sellers as "I Found You," "Take Me Back," and "I'll Take Care of Your Cares."

He also delivered two pop hits, "By the Time I Get to Phoenix" and "Honey" — with rhythmic and romantic results.

WAYNE HARADA

Hendrix Tour Begins Tuesday

BATON ROUGE, La. — The Jimi Hendrix Experience, Reprise artists, and the Soft Machine begin a 20-date tour Tuesday (30) here. They play Shreveport, La., on Wednesday (31).

August dates are: Oklahoma City (1); San Antonio (2); Dallas (3); Houston (4); Chicago (10); Columbia, Md. (16); Atlanta (17); Tampa (18); Richmond, Va. (20); and Virginia Beach, Va. (21).

In September they will play: Denver (2); San Diego, Calif. (3); Phoenix, (4); San Bernardino, Calif. (5); Seattle (6); Vancouver, B.C. (7); Spokane (8); and Portland, Ore. (9).



JACK WIEDENMANN, Kapp Records general manager, goes over music with Betty Barnes, the label's newest singer, at a recent session. Wiedenmann said that her new single, "Destiny's Child," would be released soon.

The Doors Blast Off Hawaii Arena Hinges

HONOLULU — The Doors' Honolulu debut Saturday (20) at the Honolulu International Center Arena was an explosive affair.

The Elektra Records artists provided fire with "Light My Fire," which was electric, eclectic, ecstatic and erotic. The fans — 8,000-plus — provided the fireworks — someone lighted some firecrackers which added spark to the performance.

The Arena was like a pressure cooker ready to blow off its top. The Doors—ferociously furious, more hell than heaven, short circuited the conscious minds of the sell-out audience and hurled the unconscious minds in a free-flowing trip to Nirvana.

At best, which is pretty good, the Doors are a meditative combo, thoroughly immersed in their work, which, by descrip-

tion and delineation, has to be classified acid rock, with strains of jazz, folk and blues.

At worst, which is pretty bad, they are a snobbish quartet which takes needless rest breaks on the darkened stage during the performance, leaving the audience in limp anticipation. While they communicate musically, they lack rapport. It was during such a lull that the firecrackers exploded, sending fans running for cover.

Jim Morrison wailed and moaned and groaned, the way he does on records. "C'mon Baby Light My Fire-Yuhhhh," he recited, painfully. It was an example of raw sexuality.

He asked for audience requests, but ignored the crowd's desires.

The show was a Dick Clark Productions presentation. **WAYNE HARADA**

Aliza Kashi a Winner as Singer, Charmer & Talker

NEW YORK — Aliza Kashi, with an engaging charm that seemed to transform the large Royal Box of the Americana into an intimate club, scored a big success at the opening of her three-week engagement on Tuesday (23).

Miss Kashi sang a wide range of songs in several languages, including an American medley of "After You've Gone" in

Spanish, "Rockabye Your Baby" in Italian, "Swanee" in Japanese, and "Bill Bailey, Won't You Please Come Home?" in Yiddish. The medley is included in *(Continued on page 40)*

Sherman Sees Musicians of Future Trained on Pop

NEW YORK — Garry Sherman, composer - conductor - arranger, presented a concert program of classical and jazz entitled "Transistorized Traditions" Tuesday (23) at Southampton College, L. I.

Looking into the future, Sherman believes the majority of virtuoso musicians of tomorrow will find their skills and roots based on pop music rather than classic musical tastes and abilities of the academically trained musician from the conservatories. Sherman himself an academically trained musician, has prepared an answer for what he considers will be "an inevitable musical dilemma." The dilemma being what to do when there won't be enough instrumentalists avail-

Hardin as Artist Comes in 2d to Hardin as Writer

LONDON—As a stage performer, Tim Hardin is a good songwriter. This is the only conclusion after his European debut at London's Royal Albert Hall July 16.

With his apparent lack of enthusiasm, erratic diction and a reluctance to talk to the audience, it is doubtful whether Hardin will have won himself any new fans — though there is no doubt he has many dedicated enthusiasts in Britain.

Standing alone on the stage, Hardin ran through half a dozen unannounced songs of which "If I Were a Carpenter" was the only familiar one — before bringing on a group of five fine session musicians to accompany him for the rest of his program. His new single, "Don't Make Promises" and "Lady From Baltimore" were well received.

First half of the show was enlivened by a group called Family. With some contrived psychedelia, a six-piece brass section and a full-color light show, Family showed ingenuity, originality and musicianship and impressed with songs like "Peace of Mind," "I Am the Breeze" and their new single, "Me, My Friend." Using a mixture of contemporary folk, rock and soul, they appeal to a wide audience. **GEOFF MULLIN**

Irish Rovers in 4-Month Tour

NEW YORK — The Irish Rovers, Decca artists, will begin a four-month concert tour Aug. 24-25 at the Pennsylvania State Fair.

In September they will appear at: Stroudsburg, Pa. (5); Framingham, Mass. (8); Clay, N. Y. (13-22); Boston (27); and Providence (28).

October dates are: Chicago (4); Detroit (5); Mayville, N. D. (11); and Jamaica, N. Y. (12). They will perform Nov. 2 in Dubuque, Ia., and Nov. 14 in Tallahassee, Fla.

The tour will end with a two-week stand at the Latin Quarter, New York (Nov. 20-Dec. 4), and a Washington engagement Dec. 8.

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LAUNDRY BAG TO OPEN IN N. Y.

NEW YORK—A new outlet for live performance by rock groups will open in New York after Labor Day. The spot, called the Laundry Bag, will be a combination discotheque-laundromat, located at 1354 First Avenue.

Marvin Frank, a quondam press agent, is the Laundry Bag's innovator and major principal. He's getting aid from society sociologist Stephen Birmingham in bringing in investors.

Jefferson Airplane Make Perfect 3-Point Landing

NEW YORK—Jefferson Airplane, still one of the top psychedelic groups around, landed resoundingly at Fillmore East on July 19 for a schedule of four performances in two days. Combining new and familiar material, the Airplane was in good form.

The first program opened with an abbreviated set by H. P. Lovecraft. The Philips group was handicapped by the absence of lead guitarist Tony Cavallari, who had not arrived in time from his draft physical in Chicago. Nonetheless, the folk-rock group performed well for the large appreciative house.

Two of their best numbers were from H. P. Lovecraft's initial Philips album: "Wayfaring Stranger" and "The Drifter." Organist Dave Michaels had good organ technique and displayed a strong voice. Guitarist George Edwards and bass guitarist Jerry McGeorge also sang and played well. And, in drummer Michael Tetz, the unit has an exceptional drummer.

Jefferson Airplane was even better than in their previous Fillmore East engagement. Their medley of "Don't You Try" and "Saturday Afternoon" was excellent as was their RCA single "Greasy Heart." Grace Slick shone in "Tryout," as she did in all her vocal numbers. Marty Balin also was in good voice as was guitarist Paul Kantner. The

unit also has one of the top guitarists in the business in Jorma Kaukonen.

Among their later selections and encores were three of their best numbers: "White Rabbit," "The Ballad of You & Me & Pooneil," and "Somebody to Love." All were done forcefully and the impact made for an exciting show, while Miss Slick's comments to her associates and to the audience created a feeling of informality in the large theater. **FRED KIRBY**



ED AMES, left, chats with songwriter Jim Webb, who wrote "All My Love's Laughter" especially for Ames, who recorded it on the RCA label.



GRACE MARKAY, Capitol artist, celebrates her opening at the Persian Room of New York's Plaza Hotel with, from left, Joe Maimone, Capitol's district promotion manager; Ralph Schechtman, district sales manager; Tom Morgan, vice-president for Eastern operations, and Charlie Nuccio, division manager.

Sea Train on Right Track —Big Time May Be Ahead

NEW YORK—The constant metamorphosis of rock groups has produced something unique and musically interesting in the Sea Train, a new group that bowed last week at Howard Solomon's in-place for the progressive rock fan — the Cafe Au Go Go.

Evolved from former members of the old Blues Project and new members, the Sea Train exhibited an amazing command of expression. The two key instruments are fiddle and flute, both electronically amplified. The fiddle, backed by excellent bass work, experimented with musical themes on "As I Lay Here Losing" the first number of the set Thursday (18), that drew upon not only the American hoedown, but classical and Greek music as well. The tune progressed nicely,

building to an improvisational period, then back to the main theme.

Every tune was complex and interesting. The flutist received ample opportunity to express himself on "Portrait of a Lady as a Young Artist" and "Flute Thing." The first tune progressed from a chamber music beginning; the second was a tune left over from Blues Project days and featured a flute solo with electronic effects.

The closing tune was "Sea Train," their only fast, hard tune.

Musically, the group is extremely adept; professionally, they suffer from lack of leadership and from a weakness in showmanship. However, the group is only two or three weeks old and these elements will probably be corrected shortly. **CLAUDE HALL**

Buffy Sainte-Marie, Ochs, Havens Bombard Waikiki

HONOLULU—Hawaii's first Folk Festival, featuring Buffy Sainte-Marie, Richie Havens and Phil Ochs, was an artistic success.

The program, held July 13 at the Waikiki Shell, drew between 6,000 and 7,000 people

Eric Colodne Joins Coleman On 'Charity' Film

NEW YORK—Eric Colodne, general manager of Notable Music Co., Inc., has joined Cy Coleman in California, where Coleman is scoring the film version of "Sweet Charity," which stars Shirley MacLaine. Coleman and Dorothy Fields have written three new songs for the film.

Don Christopher, general professional manager of Notable Music, is working on obtaining recordings of the new songs, plus original songs from the Broadway production.

Ben Tucker, producer for Portable Music Co., Inc., a subsidiary of Notable Music, has set deals with MTA for Charles Austin, Grady Tate, Pucho and the Latin Soul Brothers, and Bobby Hebb's new Philips release, "Dreamy."

and established the artistry of the three folk singers.

Miss Sainte-Marie's quivering vocals did not go over the way they should. The familiar fare ranged from the recent "I'm Gonna Be a Country Girl Again" to the older "Universal Soldier," two tunes she composed.

Yet she was a joy to watch, a meticulous performer who looks good by merely cradling and strumming her guitar.

Havens proved to be the hit of the evening, offering an earthy "Just Like a Woman," hardly recognizable as a Dylan ditty. His craftsmanship was exceptional on a sing-along, "With a Little Bit of Help From My Friends," which began as an improvisatory instrumental, but ended up as a relaxing rambler with audience support.

Ochs was the most vocal "protest" artist. Hence, his "When I've Got Something to Say, Sir, I'm Gonna Say It Now" was a descriptive, definitive opener — because he, indeed, unleashed his thoughts.

He poked fun at Lyndon, Westy, Hubert, the Warren Commission, both conversationally and musically. Yet in tunes such as "Changes," "The Crucifixion" and "Outside of a Small Circle of Friends," his great feel for living and loving was displayed. **WAYNE HARADA**

Rascals Give Clevelanders Something to Shout About

CLEVELAND — Less than three years ago they wore those cute knickers and Little Lord Fauntleroy suits.

The Rascals, Atlantic artists, showed how far they've come when they performed a wildly interesting instrumental, "Cute," July 21 at Public Auditorium.

Drummer Dino Danelli, one of the best in the business, twirled his sticks like a mad majorette, stood up, and treated his drums as though they were delicate instruments in a spacecraft. Guitarist Gene Cornish stood in front of the amps for feedback. Eddie Brigati, the singer, slapped congo drums and bearded Felix Cavaliere made his organ sing.


This was WKYC's Rascals-Tommy James and the Shondells concert, and it was a triple treat. Opening the event were the New Group (Robin Nash, Denny Wynbrandt and Bill Buckholtz), 16-year-old Cleveland Heights High School students.

One of the best-received songs was the Rascals' "People Got to Be Free."

Roulette's Tommy James and the Shondells scored from their first beat of "Gettin' Together" and never let up. They were as hot as pizza with their "Mony Mony," and tender as first love with their "What the World Needs Now Is Love."

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Radio-TV programming

PROGRAMMING SPEAKS UP

For WABC, Selectivity's the Key

EDITOR'S NOTE: The following is a report by Rick Sklar, program manager of WABC in New York and is the second in a series of by-lined articles written by some of the nation's leading program directors on the current status of top 40 radio, top 40 records, and top 40 audience ratings.

The technology and sociology of the '60's are really socking it to top 40 radio. You can see the wreckage in the Pulse, Hooper, and ARB reports — fragmented shares of once-huge audiences. Programmers wander dazed through the debris and station owners seek salvation through the sale or trading of their frequencies. Yet, in a market here and there, a station seems to defy these trends and the bewilderment is compounded.



There is speculation that top 40 has gone too soft — that it lacks the excitement of yesterday. I have heard many other theories — most of them from self-proclaimed program experts who use glib rhetoric to make up for the ratings they never produce. But I'd put my money on the true programmers — the fat cats who sit with the big numbers, know what is happening and what to do about it.

At WABC, where we've been

enjoying healthy numbers during the past four years, audiences are even better this year no matter how you slice them. In both day-part shares and average quarter-hour rating, we're usually the top music station. Even our demographics by age, income and sex aren't bad. We think we know what's happening.

Our 1968 model listener started off the assembly line with accessories identical to the 1958 or 1948 model. He still arrives with the usual two input devices, or ears, that feed a brain (ranging in weight from 1410 grams in day-laborers to 1500 grams in doctors and teachers) and capable of absorbing X number of tunes over number of weeks.

But everything else has changed. The 1968 technology that creates and dispenses the music to the listener is far different from the technology of 1958. In fact, the methods and sources for auditory bombardment that exist in August 1968 have increased since January 1968 and will increase again in September 1968. We live in a state of continuing speed-up of sensory bombardment. The technical ability of the FM spectrum to more than double the available music sources in some markets has been made a reality by government decree. And the all-channel sets will follow. Cartridges and cassettes, miniaturization and amplification, video music and stereo music, music in the showroom, music in the elevator, pre-take-

off and in-flight music in the air bombard men everywhere.

More Competitors

This speedup of sensory bombardment has increased the number of competitors vying for the available audience. With more people cutting up the pie, you must have the best cutters or you lose.

But not everybody wants the same flavor pie. If you want to peel a big slice today, you must make it tasty to a great many people. And for many reasons, tastes at this moment are more specific and specialized. They may not stay that
(Continued on page 22)



MIKE SELDEN, new music director of KEEL, Shreveport, La., cuts up with Tommy Boyce, left, and Bobby Hart, right, backstage during a Super Summer Spectacular show at the Municipal Auditorium. The show also featured Jon and Robin and the Boxtops.

Beautiful Music Boom Is Cited

SAN FRANCISCO—Beautiful music may become the dominant form of music on FM radio, according to a programming study announced here by the National Association of FM Broadcasters. Data of the study — conducted by the NAFMB — was revealed by Alexander Smallens Jr., director of programming for the American FM Radio Network, during an NAFMB West Coast Seminar Tuesday (23).

Six per cent of the 688 returns used in the survey said their station was programming beautiful music; this was an increase of 27 per cent over the first annual survey in 1967.

The biggest gains of any particular music, of course, were in

Hot 100 Chart tunes. Thirty-seven per cent of the stations reported that they were featuring modified contemporary music; there were no stations reporting this type of programming a year ago. In addition, 6 per cent reported featuring progressive rock records, as compared to none last year, and 10 per cent reported playing top 40 music, compared to 8 per cent a year ago.

Classical music stayed the same — 34 per cent. However, there was a dynamic increase — 18 per cent — in the number of stations featuring country music on FM. Nine per cent reported playing some r&b, compared to none a year ago, and 24 per cent reported playing some jazz, as compared to only 15 per cent a year ago.

Smallens told the members gathered at the all-day conference that middle-of-the-road beautiful music, and modified contemporary music accounted for 83 per cent of the major programming choices of FM stations and added that "it is interesting to note that the new progressive rock format is indicated as a major category in the same percentage of stations as those indicating traditional top 40."

The high percentage of the

national FM broadcast week devoted to middle-of-the-road, beautiful music, and modified contemporary music further proves the FM industry to be representative of all formats currently found on AM to almost the same degree, Smallens said.

Forty-seven of the stations reported that middle-of-the-road was their major programming material, 25 per cent said beautiful music was dominant on their stations, 11 per cent said modified contemporary.

Fifty-five per cent of the stations reported broadcasting in stereo, as opposed to 48 per cent in 1967. The use of automation was up 13 per cent, the use of a program service was up 6 per cent. But 58 per cent reported separate programming from their AM sisters, compared with 51 per cent a year ago.

"But be sure of one thing," Smallens told the broadcasters, "any format suitable for radio, any format able to attract an audience, will be represented on FM. And, from the current experimentation of many major-market FM broadcasters, I have no doubt that many soon-to-be successful AM formats are being developed on FM drawing boards."

Owens' Disks Debut WKYR Into Country

CUMBERLAND, Md. — WKYR, 5,000-watt full-time radio station owned by Frazier Reams Jr., switched to a modern country music format Friday (26) by launching three full

days of nothing but Buck Owens records. The Buck Owens organization and Capitol Records aided in the 55-hour salute, providing records dating back to the beginning of Owens career and tapes of Owens greeting the audience and welcoming the station on the air.

WJDX-FM to Progressive Rock

JACKSON, Miss. — WJDX-FM, stereo station owned by the Lamar Life Insurance Co., switched to a progressive rock format Monday (29), said music director Milt Lawrence. The AM affiliate — WJDX — features an easy listening format. Lawrence said that WJDX-FM will mix progressive rock records with Hot 100 Chart records. General manager of the station is Bob McRaney Jr.; station manager is Monroe Looney. The station operates 6 a.m.-midnight.

WKYR, one of the most powerful full-time radio stations between Pittsburgh and Baltimore, operates 5:30 a.m.-midnight. The station formerly featured an easy listening format. Part of the format change included a promotion involving giving away more than 500 Buck Owens albums. The regular format was slated to start Monday (29) with the OK Country Gentlemen on the air for the first time. The station is managed by Richard (Swede) Olson.

Stations' 'Cool-It' Gets Hotter

• Continued from page 1

Bovaine Trio will perform also on the show.

WMAQ set out to beat a particular ghetto problem. Floyd Brown, an air personality in the 6:30-10 p.m. slot on the easy listening station, launched a drive for trading stamps to buy a bus for the Holy Family Community Church in an underprivileged area of Chicago. The result was 1.5 million stamps — enough for not only a bus, but insurance and a gasoline fund. The bus will be used by Jesuit priests to take youngsters on

scenic tours, cultural trips, and vacations; it will be the first time, in many cases, that the children have been able to leave their neighborhoods.

Capitol Records has packaged a record called, "The Stars Speak," especially for the National Entertainment Committee for Youth Opportunity. The record has already been mailed to every member of the National Association of TV and Radio Announcers. The record, to be used during this summer's youth campaign, features the voices of such performers as Pearl Bailey, Dionne War-

wick, Kim Weston, Adam Wade and James Brown.

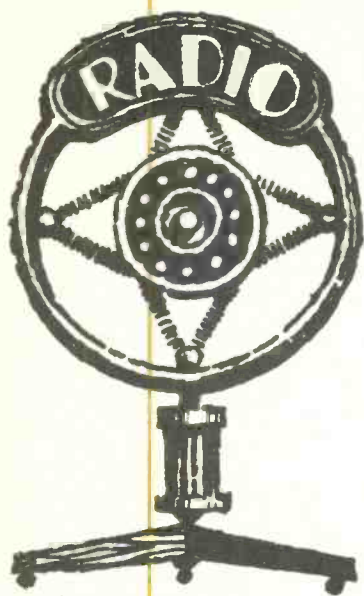
WWRL, soul music station in New York, is doing a fine job in easing racial tensions this summer. One of the projects now under way is a series of "Soul Mobile" appearances throughout the New York area. An overflow crowd watched a first show July 11 in the Marcy Avenue Housing Project in Brooklyn, hosted by WWRL air personality Jerry B. The Soul Mobile is a flatbed truck, and the station provides a band, singers, and dancers for this impromptu stage. Soul Mobile shows are scheduled in July and August for Manhattan, Bronx, and Long Island in conjunction with the Seven-Up Bottling Co.

So many men and stations are involved in projects to help keep tensions down this summer that it would be impossible to detail everything. For example, Bob Wogan, vice-president, programs for NBC radio, took a public service record distributed only to radio stations in New York and programmed it on the nationwide "Monitor" carried on 217 stations each weekend. This was the "Give a Damn" record, by Spanky and Our Gang. Other stations are now picking up on this single, which has been released commercially. Program director Peter Norum and music director Dick Bailey at KBOS-FM, Tulare, Calif., report: "KBOS-FM Stereo gives a damn! Big play here for Spanky and Our Gang's 'Give
(Continued on page 22)



FLOYD BROWN, air personality on easy listening-formatted WMAQ, Chicago, helps Father Kelly (near bus door) of the Holy Family Community Church herd youngsters into their new bus for a ride to the country. Brown promoted a drive for trading stamps to buy the bus for the church, located in underprivileged area of Chicago. Brown is one of the few Negroes in general market radio.

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Vox Jox

Ron Rondo has been upped to program director from production director at WYRE, the Erny Tannen-owned Hot 100 format station in Annapolis, Md. Wayne Gracey has been upped to music director and will also direct public affairs. . . . Just want all country music deejays to know that WSM, Nashville, is inviting deejays to meet "Grand Ole Opry" stars at a special meeting this year during the annual birthday celebration in Nashville Oct. 17-18-19. Many rock deejays dig the celebration. It's a chance to see and hear every country music

artist. Constant music. Registration inquiries should be directed to Lynn Orr, WSM Radio, Box 100, Nashville, Tenn. Tell them Billboard sent you.

Walt Williams has been appointed program director of WSGN, Birmingham, Ala., replacing Jim Taber, who left to join KLIF, Dallas. Williams had been production director. Dave Roddy, music director, will move into the afternoon WSGN drive slot, and Mike Edwards, formerly of WAAY, Huntsville, Ala., will take over Roddy's old slot of 7-10 p.m. . . . John Stanton has resigned as program director of WKIX, Raleigh, N. C., to go into sales at WTOB, Winston-Salem, N. C. New program director at WKIX is Bob Stoehr, who also does the afternoon drive slot. He used to be at WFUN under the name of Bob Baker and will now use the air name of Bob Lewis.

Jr., national program director of the chain.

Any record company wanting to receive the playlist of WKRO, P.O. Box 311, Cairo, Ill., should write program director John Boswell. It's free for the asking. He'd also like better record service of Hot 100 Chart records. Says that Motown and MGM "are on my black list! United Artists, too, leaves something to be desired." (Continued on page 26)



LYMAN

Stations' Get Hotter

• Continued from page 14

"Damn." We have sent a letter to Mayor Lindsay of New York City expressing our wishes to help the Urban Coalition Campaign."

KQV in Pittsburgh recently featured an editorial that started out like this: "Too much has been made of what to do for the black community. It's time to do something with the black community. The approach to the Negro has been to work around him . . . plan for him . . . and then tell him what's been done." KQV added that it felt more Negroes should be appointed to the boards of social agencies and advisory groups.

Jim Heath is music director at KOY, Phoenix, Ariz., which recently dropped all block programming to go easy listening. . . . Down in Houston, KTHT's air staff is shaping up nicely with such men as Stan Richards, former program director at KLIF, Dallas; Doug China, ex-program director of WKBW, Buffalo, and Ted Lumkin, who'd been with WMC, Memphis. Ric Richards is the music director of KTHT. All of these changes at these Southern Broadcasting stations are part of the revampment of Terrell L. Metheny

SKLAR SHOULD GET RECORDS

NEW YORK—Rick Sklar is still in charge of music for WABC-FM, the local progressive rock operation of ABC, and should continue to receive all records for the station. Sklar said that out of the four copies he receives of each record, he forwards two copies to Allan Shaw, who is developing the syndicated package now in the planning stages for all ABC owned-and-operated FM stations.

For WABC, Selectivity's the Key

• Continued from page 14

way. But let's at least understand why they are that way right now.

Remember the medium changing the message? Now the medium has changed the person receiving the message! And people are being changed by the communications explosion in different ways, depending on their age.

By now the "generation gap" is old hat. The life of a generation is 30 years. But the explosion of technology, communications and travel is now so rapid that splinter gaps are developing within the generations! Micro-boppers can more easily accept electrock music than teenyboppers, whose ears accept music rejected by teenagers and those in their 20's. And all that music is meaningless to the geriatric generations (still alive due to the health explosion!) who have their own music.

Before you can absorb those problems, the travel explosion brings migration into your market. Into your urban megalopolis come people with a love of country music or Latin music or soul music. In some markets, you get all three.

Unmusic Listeners

We left out another growing group — the unmusic listeners. Unmusic? Sure. Unmusic stations are beginning to slice up the urban pie and some of the slices served at breakfast are pretty big. Two years of war, coupled with a growing urban crisis, has brought us the rhythmic sound of unmusic — top 40 news stories repeated like top hit music. In some urban areas you cannot survive without the daily knowledge of whether or not you can park your car, catch the train or breathe the air. You tune in to find out which essential services

have been struck this day — schools, milk supply, airports. You tune in to see if your city is still there.

So much for the problem. What about solutions?

The good programmers around today wear two hats — they are showmen and they are scientists. They use science — particularly the mathematical sciences — to help resolve the borderline artistic judgments and then they use mathematics to program the station. Today, a station that wants to compete must exercise extreme care in selecting a person who has to make artistic judgments in music. The only valid report card is the track record — and that means consistent numbers over an extended period of time, at more than one station in a market where competition exists.

Artistic Ability

At top 40 stations that are still "making it," this artistic ability is combined with heavy statistical research in public reaction to the music. The research is done in many ways: Retail store surveys, surveys at the wholesale level, jukebox reports, listener polls and studying of national charts. All methods have pitfalls. Stores can be loaded with free product. Listeners who respond to polls are not always the "typical" listener (who never responds to anything but the sound of a wrist). Most of us are familiar with the problems. It is necessary to think each situation through and arrive at logical methods of reaching reasonable conclusions. Depending on the way the research and artistic evaluations are applied, the programmer may arrive at the judgment that there are not 40 records in the current bag that will cut a sufficiently broad-appeal swath through this fragmented

audience with its many tastes — hence, the shorter playlist may appear. But is this still top 40 radio? It may be that top 40 has not survived. What is left may be top 25 or 30, supplemented by solid gold selected by scientific showmanship.

Perhaps the music industry may have to re-think its "Hot 100" concept into a hot 75, from which may emerge a real cool 25. Many failing top 40 stations are simply struggling to match in airplay the indiscriminate overproduction of product in an age where only a few selections have sufficient qualities to appeal to several audience fragments at once.

As a general rule, it currently appears that more of those selections that appeal to several segments of the fragmented audience at one time are indeed softer or slower than the old rock 'n' roll. Just scan the top of the charts for the past few months and see how many of the songs that really made it and had staying power at the top are soft or slow variations of the rock idiom. This has not been a cause for concern at WABC. By use of extreme care in selection of music that will appeal simultaneously to several audience fragments, we have achieved ratings and we have been delighted to note that our listening public has chosen for us, through measured research, music that also delights our advertisers and their clients in forming a youthful, yet very adult, entertainment context within which to place their advertising. Another station applying different showmanship standards and being just as diligent in research, however, can end up with almost no audience to speak of. It's all in making the judgments and how you use your math.

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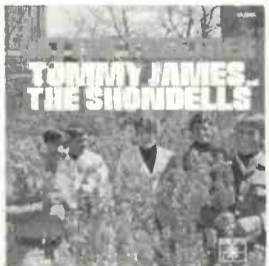


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and it's selling and selling too.



Rhythm & Blues

Billboard SPECIAL SURVEY For Week Ending 8/3/68

BEST SELLING Rhythm & Blues Singles

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	GRAZIN' IN THE GRASS Hugh Masekela, Uni 55066 (Chisa, BMI)	8	
2	2 STONED SOUL PICNIC 5th Dimension, Soul City 766 (Tuna Fish, BMI)	8	
3	5 STAY IN MY CORNER Dells, Cadet 5612 (Conrad, BMI)	7	
4	4 HERE COMES THE JUDGE Pigmeat Markham, Chess 2049 (Ara, BMI)	6	
5	3 THE HORSE Cliff Nobles & Co., Phil-L.A. of Soul 313 (Dandelion/James Boy, BMI)	10	
6	6 I'M A MIDNIGHT MOVER Wilson Pickett, Atlantic 2528 (Erv/Tracebob/Cotillion, BMI)	5	
7	14 LOVE MAKES A WOMAN Barbara Acklin, Brunswick 55379 (Jalynne/BRC, BMI)	5	
8	20 GOD BLESS OUR LOVE Ballads, Venture 615 (Jalynne, BMI)	6	
9	12 IT SHOULD HAVE BEEN ME Gladys Knight & the Pips, Soul 35045 (Jobete, BMI)	6	
10	9 NEVER GIVE YOU UP Jerry Butler, Mercury 72798 (Parabul/Double Diamond/Downstairs, BMI)	12	
11	11 THINK Aretha Franklin, Atlantic 2518 (14th Hour, BMI)	11	
12	7 LICKING STICK James Brown & His Famous Flames, King 6166 (Toccoa/Lois, BMI)	11	
13	13 UNDERSTANDING Ray Charles, ABC 11090 (Metric, BMI)	8	
14	10 LOVER'S HOLIDAY Peggy Scott & Jo Jo Benson, SSS International 736 (Crazy Cajun, BMI)	16	
15	27 AMEN Otis Redding, Atco 6592 (East/Time/Redwal, BMI)	4	
16	19 SLIP AWAY Clarence Carter, Atlantic 2508 (Fame, BMI)	5	
17	17 TOO MUCH PRIDE Persians, ABC 11087 (Bay-Wes/Pamco, BMI)	4	
18	18 SOUL LIMBO Booker T & The MG's, Stax 0001 (East, BMI)	4	
19	22 I'VE NEVER FOUND A GIRL (To Love Me Like You Do) Eddie Floyd, Stax 0002 (East, BMI)	4	
20	21 SEND MY BABY BACK Freddie Hughes, Wand 1182 (Novice/Hackney, BMI)	5	
21	15 HERE I AM BABY Marvelettes, Tamla 54166 (Jobete, BMI)	7	
22	23 (Love Is Like A) BASEBALL GAME Intruders, Gamble 217 (Razor Sharp, BMI)	3	
23	8 HERE COMES THE JUDGE Shorty Long, Soul 35044 (Jobete, BMI)	8	
24	— I GUESS I'LL HAVE TO CRY, CRY, CRY James Brown & His Famous Flames, King 6141 (Dynatone, BMI)	1	
25	— YOU MET YOUR MATCH Stevie Wonder, Tamla 54168 (Jobete, BMI)	1	

SOUL SAUCE



**BEST NEW RECORD
OF THE WEEK:
"Just Ain't
Ready for Love"
ERMA FRANKLIN
(Shout)**

By ED OCHS

SOUL SLICES: A Soul Sauce prediction proved true last Tuesday (23) when Roosevelt Grier quit football to pursue a music career and promote civil rights. One of the big reasons: Rosey's "People Make the World" on Amy is streaking toward the charts. . . . The Tams will appear at the NATRA convention in Miami Aug. 15. High on the charts with "Be Young, Be Foolish, Be Happy," the Tams' next ABC single will be "Trouble Maker." . . . In town this week: **Biddy Wood**, **Joe Tex'** manager (and **Damita Jo's** husband), for the Randall's Island soul fest, Saturday (27) with **Joe Tex**, **Moms Mabley**, **Percy Sledge**, **Jerry Butler**, **Pigmeat Markham**, **Peaches and Herb**, **Bobby Taylor**, the **Delphonics** and **Intruders**. Also in town, the **Dells**, who will bring their smooth rock sound into Caesar's Palace in Las Vegas this September—and Puerto Rico Next year. . . . **Bob Ringe**, Queen Booking promotion chief, is working up an international fan club for **Aretha Franklin**. Aretha will tour Europe again next year. . . . Meanwhile, **Bob Rooyens**, producer of pop shows in Holland, says r&b is turning the windmills in his country. Rooyens who, via Red Bullet Productions, Handles Atlantic and Motown product in Holland, filmed **Aretha Franklin's** concert in Rotterdam, where the audience tossed bouquets of flowers on stage after the show. Rooyens will also film an r&b documentary here to be aired in Holland and Germany. . . . Blues man **B. B. King** has two records next to each other on the charts—"The Woman I Love" on Kent and "I'm Gonna Do" on BluesWay, his current label. . . . Thank you, **Dave McAleer** of Soul Survey magazine in London, for your Hall of Fame idea for soul music. Billboard has been planning to boost one for several weeks now and will probably break the story this week. McAleer says that in the last quarter (April-June) **Otis Redding** was Britain's best-selling male LP artist, beating out such local favorites as **Tom Jones** and **Engelbert Humperdink**. . . . **Dionne Warwick** took second place in female singles sales. . . . Sorry, **Irwin Zucker**, but Soul Sauce will have to skip your Beverly Hills birthday party for Double Shot's **Brenton Wood**, Friday (26). I already used that as an excuse for being late for work last week. . . . Flash! Atlantic is flipping **Wilson Pickett's** "Midnight Mover" hit to "Deborah." . . . The **Rascals** saw all five of their LP's on the Billboard chart last week. The group heads for Hawaii next week for a series of concerts.

★ ★ ★

TID-GRITS: **O. C. Smith**, Columbia Records soul man, has been set for seven TV specials in eight days on his initial concert tour of Europe. Smith leaves for London this month and will do four one-hour shows for the BBC, "Top of the Pops" for ITV and share a special with **Sammy Davis**. He opens at London's Revolution Club, Friday (9). His latest on Columbia, "Main Street Mission," is the follow-up to "Hickory Holler's Tramp," currently a Top 10 record in England. . . . Soul Sauce crossed you up last week by relaying from Paris and Super-Soul editor **Luc Tabare** that **Tony Fox**, scoring with "Lean on Me," is really **Calvin White** of the **Sandpebbles**. He isn't. **Ron Proctor** of Calla straightened me right out with a phone call—Fox and White have nothing in common but the Calla trademark and two hot numbers. The **Sandpebbles'** new one is a two-sided spin with "Soul Keeps Rolling Along" and "Let It Be Me," the great **Jerry Butler-Betty Everett** goldie. . . . **Harry Wise** of **Barry Records** phoned in the news of **Irene Reid's** switch from Verve to his label, which also packages balladeer **Arthur Prysock**. Miss Reid will appear with **Ray Charles** Aug. 17 on Randall's Island and she's about due with her first Barry LP, "I've Been Here All the Time." . . . Meanwhile, **Arthur Prysock** has recorded the title tune to "The Split," and MGM film starring **Jimmy Brown** and **Diahann Carroll**. . . . Sly and the **Family Stone**, currently on a cross-country tour, will appear Tuesday (30) on "Showcase '68" TV show Aug. 21 on the Kraft Summer Music Hall and has signed to do the first Playboy Special with **Bill Cosby**. . . . **Kim Weston**, on tour with **Harry Belafonte**, will appear with the calypso king at the Las Vegas club, **Circus Maximus**, in Caesar's Palace. . . . **Deejay Bernie Williams** called to fill us in on his move from WENZ in Richmond to WTHB in Atlanta, where he'll work the morning and afternoon slots. . . . The Philadelphia Music Fest will feature on Saturday (3): **Four Tops**, **Martha and the Vandellas**, **Marvin Gaye**, **Bobby Taylor** and the **Vancouvers** and **King Curtis**. . . . The **Sheltons**, one of New Mexico's top r&b groups, have recorded an instrumental of **Lalo Schiffrin's** "The Cat," produced by **Tommy Bee**. . . . Atlantic/Atco set a mark last week with 30 albums on the Billboard LP chart. . . . **Aki Aleong** will assist **Ed Wright**, former NATRA president, as national promotion co-ordinator for the combined Veep/Minit r&b labels. . . . **Gary Meyers** of Southgate, Calif., writes: "Soul occurs in r&b, pop, rock, folk, jazz and any other type of music, including the record of "Old Rivers," by **Walter Brennan**, a really soulful performance!" . . . The

(Continued on page 26)

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1		ARETHA NOW Aretha Franklin, Atlantic (No Mono); SD 8186 (S)	4	26	28	STEVIE WONDER'S GREATEST HITS Tamla (No Mono); 282 (S)	14
2	6	TEMPTATIONS WISH IT WOULD RAIN Gordy (No Mono); 7072 (S)	11	27	24	LOOK AROUND Sergio Mendes & Brasil '66, A&M (No Mono); SP 4137 (S)	10
3	9	ELECTRIFYING EDDIE HARRIS Atlantic 1495 (M); SD 1495 (S)	21	28	35	UP POPS RAMSEY LEWIS Cadet LP 799 (M); LPS 799 (S)	9
4	2	THE PROMISE OF A FUTURE Hugh Masekela, Uni (No Mono); 73028 (S)	9	29	30	FLIP WILSON YOU DEVIL YOU Atlantic (No Mono); SC 8179 (S)	10
5	3	LADY SOUL Aretha Franklin, Atlantic 8176 (M); SD 8176 (S)	24	30	26	LA-LA MEANS I LOVE YOU Delfonics, Philly Groove (No Mono); LP 1150 (S)	10
6	12	HICKORY HOLLER REVISITED O. C. Smith, Columbia (No Mono); CS 9680 (S)	5	31	31	TEMPTATIONS GREATEST HITS Gordy 919 (M); S 919 (S)	86
7	7	THERE IS Dells, Cadet (No Mono); LP 804 (S)	12	32	32	REFLECTIONS Diana Ross & the Supremes, Motown (No Mono); 665 (S)	14
8	5	EASY Nancy Wilson, Capitol (No Mono); ST 2909 (S)	10	33	25	THE GOOD, THE BAD & THE UGLY Soundtrack, United Artists UAL 4172 (M); UAS 4172 (S)	18
9	4	DOWN HERE ON THE GROUND Wes Montgomery, A&M (No Mono); LP 3006 (S)	13	34	27	HISTORY OF OTIS REDDING Volt 418 (M); S 418 (S)	31
10	8	DOCK OF THE BAY Otis Redding, Volt 419 (M); S 419 (S)	20	35	34	DOIN' OUR THING Booker T & MG's, Stax (No Mono); 724 (S)	18
11	11	THE IMMORTAL OTIS REDDING Atco (No Mono); SD 33-252 (S)	4	36	33	IN A MELLOW MOOD Temptations, Gordy 924 (M); 924 (S)	33
12	14	A DAY IN THE LIFE Wes Montgomery, A&M LP 2001 (M); SP 3001 (S)	41	37	—	LIGHTHOUSE '68 Jazz Crusaders, Pacific Jazz (No Mono); ST 20131 (S)	1
13	10	VALLEY OF THE DOLLS Dionne Warwick, Scepter (No Mono); SPS 568 (S)	22	38	—	PLUG ME IN Eddie Harris, Atlantic (No Mono); SD 1506 (S)	1
14	21	FELICIANO! Jose Feliciano, RCA Victor LPM 3957 (M); LSP 3957 (S)	3	39	39	THE GRADUATE Soundtrack, Columbia (No Mono); CS 3180 (S)	12
15	16	TO RUSSELL, MY BROTHER, WHOM I SLEPT WITH Bill Cosby, Warner Bros.-Seven Arts (No Mono); WS 1734 (S)	17	40	42	REACH OUT Four Tops, Motown M 660 (M); S 660 (S)	47
16	17	SMOKEY ROBINSON & THE MIRACLES GREATEST HITS, VOL. 2 Tamla T 280 (M); TS 280 (S)	24	41	48	DIONNE WARWICK'S GREATEST HITS, PART 1 Scepter SRM 565 (M); SPS 565 (S)	38
17	15	I GOT THE FEELIN' James Brown & His Famous Flames, King (No Mono); 1031 (S)	12	42	37	DIANA ROSS & THE SUPREMES GREATEST HITS Motown M2-663 (M); M2S-663 (S)	43
18	18	ARE YOU EXPERIENCED Jimi Hendrix Experience, Reprise R 6261 (M); RS 6261 (S)	41	43	44	COWBOYS TO GIRLS Intruders, Gamble (No Mono); SG 5004 (S)	4
19	22	FEELIN' BLUESY Gladys Knight & the Pips, Soul (No Mono); S 707 (S)	11	44	—	ANOTHER EXPOSURE Soulful Strings, Cadet (No Mono); LPS 805 (S)	1
20	20	THE MIDNIGHT MOVER Wilson Pickett, Atlantic (No Mono); SD 8183 (S)	8	45	45	HERE COMES THE JUDGE Pigmeat Markham, Chess (No Mono); LPS 1523 (S)	2
21	29	TIME PEACE/GREATEST HITS Rascals, Atlantic (No Mono); SD 8190 (S)	4	46	49	MR. SHING-A-LING Lou Donaldson, Blue Note (No Mono); BST 84271 (S)	2
22	13	PORTRAIT OF RAY Ray Charles, ABC (No Mono); ABCS 625 (S)	16	47	47	LOVE IS BLUE Johnny Mathis, Columbia (No Mono); CS 9637 (S)	5
23	19	TIGHTEN UP Archie Bell & the Drells, Atlantic (No Mono); SC 8181 (S)	11	48	46	ONCE UPON A DREAM Rascals, Atlantic 8169 (M); SD 8169 (S)	21
24	—	YOU'RE GOOD FOR ME Lou Rawls, Capitol (No Mono); ST 2927 (S)	1	49	50	I NEVER LOVED A MAN THE WAY I LOVE YOU Aretha Franklin, Atlantic 8139 (M); SD 8139 (S)	65
25	—	MAIDEN VOYAGE Ramsey Lewis, Cadet (No Mono); LPS 811 (S)	1	50	23	RIDIN' HIGH Martha Reeves & the Vandellas, Gordy (No Mono); S 926 (S)	10

SOUL SAUCE

• Continued from page 24

Magnificent Men, blue-eyed soul group, are currently on a local tour of New Jersey and Pennsylvania. Their latest LP, "The World of Soul," will be released this month. . . . Sue Lukey of Sue Records Appreciation Society in London appreciates Soul Sauce. Do You?

★ ★ ★

MAKIN' SMOKE: Sandpebbles, "Soul Keeps Rolling Along" (Calla). . . . Johnny Nash, "Hold Me Tight" (Jad). . . . Ramsey Lewis, "Since You've Been Gone" (Cadet). . . . Sam and Dave, "Can't You Find Another Way" (Atlantic). . . . Freddie Scott, "You've Got What I Need" (Shout). . . . O'Kaysions, "Girl Watcher" (ABC). . . . Toys, "Sealed With a Kiss" (Musicor). . . . Dapps, "There Was a Time" (King). . . . Brenton Wood, "Some Got It, Some Don't" (Double Shot). . . . Billy Stewart, "Tell Me the Truth" (Chess). . . . Johnny Jones, "Tennessee Waltz" (Fury). . . . Junior Wells, "You're Tuff Enough" (Blue Rock).

★ ★ ★

MAKIN' FIRE: Temptations, "Please Return Your Love to Me" (Gordy). . . . Patti Drew, "Workin' on a Groovy Thing" (Capitol). . . . Bobby Taylor and Vancouvers, "I'm Your Man" (Gordy). . . . Persians, "Too Much Pride" (ABC). . . . Eddie Floyd, "I've Never Found a Girl" (Stax). . . . Van Titus, "Cry Baby Cry" (Elf). . . . Impressions, "I Loved and I Lost" (ABC). . . . Jackie Wilson, "I Get the Sweetest Feeling" (Brunswick). . . . Ballads, "God Bless Our Love" (Venture). . . . James Brown, "Cry, Cry, Cry" (King). . . . Percy Sledge, "Sudden Stop" (Atlantic). . . . Marvin Gaye and Tammi Terrell, "You're All I Need to Get By" (Tamla).

★ ★ ★

FIRE & SMOKE: Dells, "Stay in My Corner" (Cadet). . . . Freddie Hughes, "Send My Baby Back" (Wand). . . . Intruders, "Baseball Game" (Gamble). . . . Booker T. & the M. G.'s, "Soul Limbo" (Stax). . . . Ray Charles, "Understanding" b-w "Eleanor Rigby" (ABC). . . . Otis Redding, "Amen" b-w "Hard to Handle" (Atco). . . . Barbara Acklin, "Love Makes a Woman" (Brunswick). . . . Stevie Wonder, "You Met Your Match" (Tamla). . . . Archie Bell and the Drells, "I Can't Stop Dancing" (Atlantic). . . . Fantastic Johnny C, "Hitch It to the Horse" (Phil-L.A. of Soul).

Vox Jox

• Continued from page 22

David E. Lyman has been named station operations manager of CKXL in Calgary, Alta. He'd been program manager. All matters dealing strictly with programming at the station will now be handled by Bob Robertson, who was recently named assistant program manager.

★ ★ ★

The Rev. Leroy B. Cloyd has joined the staff at WIGO, soul-formatted station in Atlanta. . . . In Pittsburgh, Joe Taylor has joined the "Monitor/Pittsburgh" format of WJAS and will be sitting in for regular deejays. He'd been a news reporter on WAVZ in New Haven, Conn., and before that a deejay for other New England stations. . . . William Lee Dalton has been named vice-president and general manager of WASH-FM in Washington; previously, he was executive vice-president and general manager of WEEZ, Chester, Pa. . . . Varner Paulsen, vice-president and general manager of KNEW in the Oakland-San Francisco area, will also take over the duties of general managership of KSAN-FM, the progressive rock operation of Metromedia in San Francisco. Reid Leath, who had been managing the FM station, has taken an extended leave of absence.

★ ★ ★

Fred Tatashore will join "The Mike Douglas Show," TV show syndicated to about 200 stations by WBC Productions, as an associate producer. He was associated with ABC in producing "The Dream House" pilot. . . . Deejay Ronnie Barrett of WHK, Cleveland, will do a 90-minute Monday-through-Friday "Chicago With Ronnie Barrett" variety show starting July 29. He'll follow "The Joey Bishop Show," which is aired midnight-1:30 a.m.

★ ★ ★

New general manager of WPAT, Paterson, N. J., is Louis Faust. He'd been general sales manager of KPOL, Los Angeles. In other

Capital Cities Broadcasting changes, Charles William Weaver has been named vice-president and general manager of KPOL from the same position at WKBW, Buffalo, and joining the Buffalo operation as general manager is Peter C. Newell, who'd been vice-president and station manager of WPAT.

★ ★ ★

Dan (Ronald) Armstrong, producer and host of "Dancetime Show" on KFMB-TV in San Diego, Calif., has resigned to do a 9-noon show on KOY in Phoenix, Ariz. Dale Elchor reports that he's settled now at WXCL, Peoria, Ill. (He'd been at KBUC, San Antonio) and is helping music director Jack Reno in the music department. Reno is becoming more and more active in his singing career as a JAB Records artist.

Charge 4 DJ's With Payola

NEW YORK—Four deejays at two Latin music stations here have been charged with payola and in addition, have been indicted by a Federal grand jury on perjury charges when they denied receiving money and services for playing specific records.

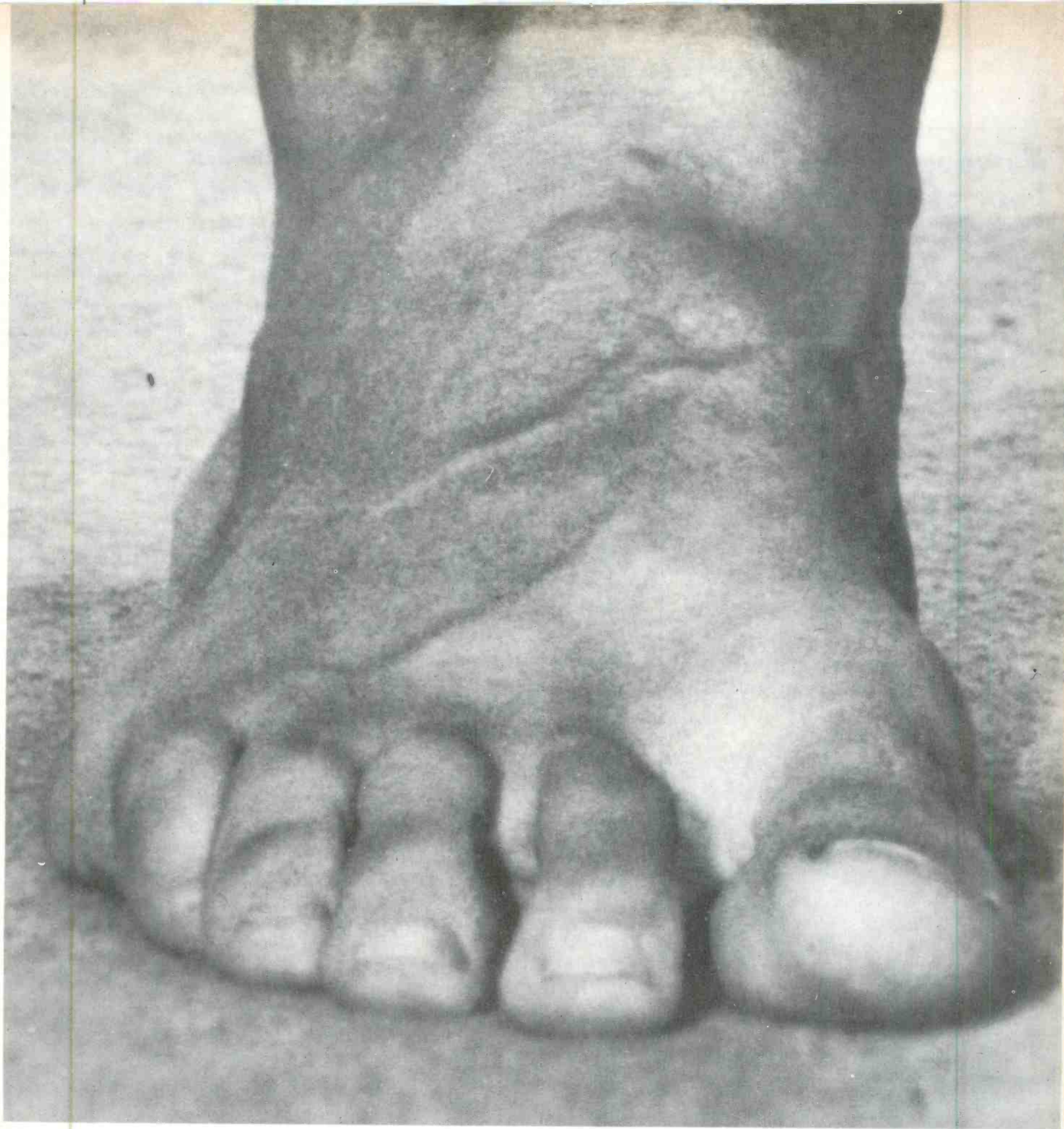
Charged were three deejays at WHOM — Freddy Baez, Rafael Diaz Gutierrez and Hipolito Vega. At WBNX, Pablo Raul Alarcon was charged. The perjury indictment stated that the violations occurred between 1964 and 1966. The Communications Act violation could result in imprisonment of a year and a fine of \$10,000 on conviction. Five-year sentences and a \$2,000 fine are possible under the perjury counts.



PATTI DREW, second from left, visits the staff of Station WWRL, New York, to promote her single, "Workin' On a Groovy Thing" on Capitol. On hand to greet the Capitol artist were, left to right: Reggie LaVong, WWRL's music director; Miss Drew; Mike Abbott, Capitol's r&b promotion man; assistant music director Norm Pinnella, and Joe Maimone, the label's district promotion manager.

Hot August For Aretha

NEW YORK—Aretha Franklin, Atlantic Records soul queen, will celebrate August with a concert in Montreal Aug. 16, and a Singer TV special on ABC, "Sounds of '68" Aug. 20. Miss Franklin's Montreal show at Centre Sportif Paul Sauve will be followed this summer with a guest spot on the CBS-TV documentary series "In Black America." The Singer TV special will be the climax of a national talent search which offers a sports car and a recording contract to the winners. Miss Franklin will join emcee Ed Ames in a medley of the year's top songs, including "Respect" and "Gentle on My Mind." Lady Soul is on the charts with her latest LP, "Aretha Now."



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Gospel Music

Blackwood Bros. Conclude A Tour of the Holy Land

MEMPHIS—The Blackwood Brothers have concluded their Holy Land tour which one of its members described as "enriching."

The gospel group took 53 people through eight countries in three weeks, including five days and nights in Jerusalem.

This was another in the long list of firsts for the Blackwoods. They were the first gospel quartet to appear on a national television network (1954), first to

appear on all three television networks, first to use a bus for concert travel, etc.

The tour was so successful that James Blackwood, manager of the group, said he will return to the Holy Land with another tour in December.

Harvey Lester of St. Louis, one of those on the tour, said his life was "enriched spiritually, materially and educationally by having been invited to go."

(Continued on page 29)

Shaped Notes

After a long association, Jack Tony has left the Statesmen. Following in the steps of many others, he's to become a minister of music. . . . The Spokesmen, a new, young Miami group, has signed a contract with Heartwarming. . . . Ronnie Page made his final appearance with the Chuckwagon Gang at the huge Alexandria, Tenn., sing, attended by 18,000. . . . Enthusiasts from several States will gather in Waycross, Ga., Aug. 31, for the annual all night sing. Among those scheduled to appear will be the Blackwoods, Tamps, Statesmen, Lefevres and other professional and semi-professional groups.

The Florida Boys and Dixie Echoes have new custom buses. . . . The 1968 session of the Stamps Quartet School of Music closed with a record-breaking concert in the Will Rogers Auditorium in Fort Worth. . . . The annual Ozark Singers Association will convene in the high school at Springdale, Ark., Aug. 24-25. . . . Kenny Parker is now pianist for the Singing Rambos.

Stations Carry Tenn. Singout

ALEXANDRIA, Tenn. — Live broadcasts of the 11th annual Alexandria Sing were carried by stations in both Tennessee and Alabama July 21.

The all-day session included music by the Singing LeFevres, the Stamps Quartet, the Chuck Wagon Gang, the Sego Brothers and Naomi, the Frost Brothers, the Marksmen Quartet, the Rudy Sisters, and Bobbi Jean White, backed by the Youth Choir of Cleveland, Tenn.

The program began at 9:30 a.m. and continued through sundown.

Joins the Speers As Singer-Pianist

NASHVILLE — Linda Robinson, public relations director for the Speer Family and manager of Ben Speer Music, will begin working with the Singing Speer Family as a singer-pianist.

She will replace Ann Sanders, who will be married late in August. Miss Robinson, a former public school teacher, since 1962 has been an instructor of piano music in the Stamps Quartet Schools held each summer. A number of her students are active today as church accompanists and pianists for gospel quartets.

Singing with the Robinettes, she has appeared regularly on KNOE-TV, Monroe, La., and worked for a year with the Temple-Tones in Dallas. For the past year she has appeared on the syndicated TV series "Sky-lite Cavalcade" as pianist for the Bellaires.

Revival Formed

ECORSE, Mich. — Revival Records, a gospel label, has been formed by Felton W. Williams Jr., who serves as officer, engineer and producer. Revival, which will use the facilities of Double U Sound Recording, Inc., plans a series featuring Shirley Ann Lee, a former member of the Jewell Gospel Trio.

GMA Members to Receive New Monthly Publication

NASHVILLE — A monthly publication, Good News, will be circulated to all members of the Gospel Music Association by its new executive director, Mrs. Norma Boyd.

Mrs. Boyd was selected by a special committee to succeed Miss LuWayne Satterfield in the vacated post. Miss Satterfield had resigned to accept a position with Eddie Hill Enterprises. Although inexperienced in the field of gospel music, Mrs. Boyd long has been a devotee. She has outstanding credits in executive abilities.

The first issue of the publication, which is due Thursday

(1), will "cover all areas of the gospel music industry," according to Mrs. Boyd. She said it will, among other things, list monthly releases and play dates.

The editorial committee, which will work with the director, is chaired by Brock Speer. Its members are Herb Wood, J. D. Sumner and Pierce Lefevre.

President Jim Myers has called the next meeting of the GMA board of directors and officers for Aug. 12 at the Third National Bank here. This will be the last meeting prior to the huge convention in Memphis the week of Oct. 12.

From The Music Capitals of the World

AMSTERDAM

Liesbeth List (Philips) will represent Holland in the Split Pop Festival, Yugoslavia (Aug. 9-11) and the Sopot Festival, Poland (Aug. 22-25). After a tour of the Soviet Union at the end of August, Miss List will participate in the Rio de Janeiro Pop Festival.

The first album of the Dutch group After Tea has been released in the UK on British Decca's Ace of Clubs label. . . . British singer Marty Wilde, whose "Abergavenny" is getting good radio exposure, was booked for a Dutch TV show following his appearance with the British team in the 10th Europe Song Cup at Knokke-le-Zoute, Belgium. . . . Negram-Delta has issued a special mini-LP as part of its intensive Euro-disc campaign. The drive is getting an extra boost from a dealer competition with trips to Vienna as prizes. The campaign will conclude with a return tour of Belgium and the Netherlands by Eurodisc's Robert Stolz, Rudolf Schock and Margit Schramm.

Elektra groups the Incredible String Band and the Doors are set for Dutch tours shortly and Negram promotion man Evert Wilbrink will start a special "underground" promotion campaign in September to coincide with releases by the Fugs, the Election, Family, the Doors, Randy Newman and the West Coast Pop Art Experimental Band.

Pye's Harry Castle visited Negram director Robert Oeges to discuss plans for the release of newly recorded Pye albums by leading artists including the Ivy League, the Status Quo, Dave Davies, the Kinks and the Foundations. . . . Inelco released a single of two Elvis Presley songs from the film "Speedway"—"Let Yourself Go" and "Your Time Hasn't Come Yet, Baby." . . . Inelco publicity manager Pierre Dam is using an original painting by Shalom Bixenberg on a streamer to promote the Richard Harris "MacArthur Park" record. . . . Bovema's French repertoire specialist Theo Roos is mounting a special campaign for the "Canon" of German composer Pachelbel in an instrumental version by Raymond Lefevre and a vocal version by Los Pop Tops.

French organist Marie-Claire Alain received her Edison award for the Erato recording of the complete organ works of Bach from CCGC director Piet Beishuizen at a party in the Amsterdam Harbor Restaurant. Mlle. Alain will be in South Africa at the time of the official Edison presentations in September. . . . Imperial is promoting the Magic Organ of Stef Meeder. The organ, specially constructed for the late Cor Steyn, was demonstrated by its

creator, Jaap Keyzerwaard and Meeder at a press reception at Rotterdam Airport.

BAS HAGEMAN

DETROIT

The "Schlitz Salute to Jazz 68" is scheduled to be held at Cobo Arena on Sunday (4). Dionne Warwick will headline the show along with Cannonball Adderley, Dizzy Gillespie, Thelonious Monk, Herbie Mann, and the Gary Burton Quartet. The concert is presented by George Wein. . . . Just closing at the Phelps Lounge are King Curtis and his band, the Precisions, and Cliff Noble and Co. . . . Ray Henderson, the late morning air personality on WCHB, has been promoted to program director of that station. . . . The Look of Love Show was staged July 5 at Cobo Arena. The lineup included High Masekela, Rufus Harley, Marlana Shaw, and O'Dell Brown and the Organizers. . . . Kenny Burrell played the Baker's Keyboard Lounge for 10 nights.

The Rascals played their first Detroit concert July 7 at Cobo Arena. . . . Frank Sinatra will appear in concert on Friday (2) at Cobo Hall. With him will be Trini Lopez and Pat Henry. . . . Cobo Arena will host the annual Emancipation Show Saturday (3). The show will feature Erma Franklin, Mary Wells, the Parliaments, Deon Jackson, Pat Lewis, J. J. Barnes, the Precisions and the Fantastic Four. . . . Jerry Butler appeared at the Casino Royale for four days beginning July 18. . . . Billy Eckstine appeared for two weeks at Windsor's Elmwood Casino.

ROGER BASS

DUBLIN

CBS press officer Rodney Burbeck and April Music general manager Deke Arlon were in for talks with Nevada Showband manager Tommy Hayden and Pye-CBS Irish chief John Woods in connection with the launching of Roly Daniels on CBS August 2 with "Loser in the Race." Roly and the Nevada taped a program in the Irish Television series "Twenty Minutes With . . ." for transmission Sept. 3. The Indian-born, Dublin-based singer will re-record in the future by Deke Arlon and Les Reed. . . . After two years as EMI (Ireland) information officer, Anthea Joseph is leaving to join Joe Boyd's Witchseason Productions in London, where she will handle promotion for such artists as the Incredible String Band, Fairport Convention and Chris McGregor.

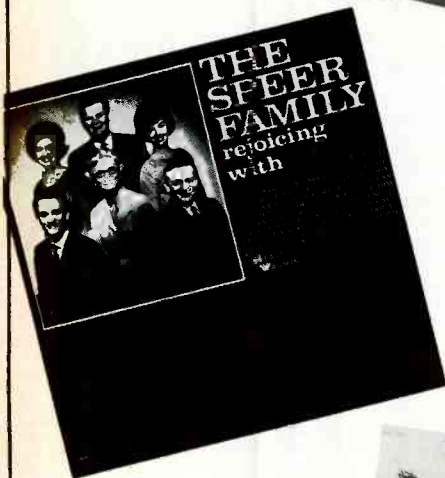
Cork's Mercier Press issued "A Tribute to James Connolly," an

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album on which Proinstas Mac-Aonghusa reads extracts from the patriot's writings and discusses him as an individual. . . . Irish Record Factors acquired distribution rights to the Spoken Arts label, which has not been available here for some time. . . . Dixie covered Leapy Lee's "Little Arrows" on Pye and MCA respectively. . . . Joe Dolan and the Drifters, who have been on the chart regularly since 1964, have broken up and will form two new units. The Mullingar band's first album, on Pye Golden Guinea, will be marketed as planned.

The Royal Showband is back on the ballroom circuit following its recent stint at the Stardust Hotel in Las Vegas. Its live album comprising their program there will be out on King shortly. . . . The Royal's new 45, featuring Brendan Bowyer, couples two Union Gap A sides, "Lady Willpower"

and "Woman, Woman." . . . English folk-singer Alan Dyson, who has a new LP on Pye, is here for a 10-week tour. . . . The Freshmen revive Jan and Dean's "Little Old Lady From Pasadena" on Tom Costello's indie Target. . . . The Spalpeens, who cut "The Willow Garden" for Tribune, split up. Members Davy Callinan and Terry Power are now singing together as Peter Pan and will shortly settle in London, where they are seeking recording and publishing tie-ups. **KEN STEWART**

HELSINKI

The Westerlund group Soulset is representing Finland at the Sofia Music Festival, Bulgaria, where it plays four concerts. The Vesala-Paakkunainen jazz combo will also appear in the Festival. Sweden will be represented by the Hep Stars

(Olga). . . . Finnish RCA artist Eero, who recently dispensed with his backing group, the Boys, will take part in the special Swedish TV program built around Sweden's Eurovision entry, "Det boljar Varka Karlek Banne Mej." The program will feature a number of singers who have covered this Mats Olsson song. . . . Gugi Koljushin (EMI) has resigned as lead singer with the Topmost to embark on a solo career. . . . Scandia artist Carola has recorded a Finnish version of the West German ARD-TV song "Zigeunerjunge" which was featured in the Czech Golden Clef song contest. . . . Musik Fazer has signed Markku Suominen who represented Finland in the Rostock Song Festival in East Germany July 9-13. His first single couples a Finnish version of "Honey" (Han) and his Rostock entry "Onnenkauppa." . . . Olli Alho has succeeded Seppo Nummi as program director of the Jyväskylä Summer Festival. . . . Some major Finnish dance halls are introducing advertising spots for record releases during breaks between dances. The advertisements are recorded on a single which includes excerpts from two current hits. . . . Miss Tamiko Takemata and Masao Nakao, program director of Fuji Telecasting Co. Ltd., Japan, are in Finland to book Finnish entertainers for their World Surprise Show. **KARI HELOPALTIO**

HONOLULU

Capitol sensation Glen Campbell checks in here for a three-day working stint. He'll perform Aug. 4 at the Hickam Officers Club, then give four shows Aug. 5 and 6 at the Ilikai Hotel's Pacific Ballroom. . . . Hawaii held its first "Soul Festival" July 27 at the University of Hawaii, featuring the Soul Checks, Johnny Shaw, the Mod Debonaires and the Big Spenders, groups appearing in the local nightclub circuit. . . . The country music festival featuring Chet Atkins, Floyd Cramer, Boots Randolph and Jerry Reed on tap July 27 at the Honolulu International Center Arena has been postponed indefinitely, due to a competitive slate of events that same night—including Peter, Paul and Mary at the Waikiki Shell.

Singer Tommy Sands, at the Outrigger Hotel Ballroom, has filmed a guest appearance on CBS-TV's "Hawaii Five-O" weekly series, being shot exclusively in the Islands. . . . Teddy Tanaka and the Tokyo Playmates, a Honolulu-based vocal-instrument trio, now are at the Ilikai's Hong Kong Junk. Several years ago, Tanaka hit the top of the charts here with a Japanese song, "Here is Happiness (Koko Ni Sachi Ari)." . . . Besides his appearance at the mili-

Hess Takes Over Page's TV Shows

NASHVILLE — Jake Hess, now working as a single, has taken over the Ronnie Page TV shows at least for the duration of the political campaigns. Page (Billboard, July 6) is a candidate for Congress.

Hess, who gave up working on the road more than a year ago when he gave up the Imperials, is now on TV for 30 minutes, five days a week, and for one-and-a-half hours on Sunday. The Sunday "Heaven Jubilee" is one of the oldest gospel programs on the air.

Hess also appears as a regular guest on the "Eddie Hill Show," and performs concerts each weekend.

Blackwood Brothers

• Continued from page 28

In August the Blackwood Brothers launch a U. S. tour which takes them through 12 States, from North Carolina to California, in a steady string of dates.

tary clubs and the Ilikai Hotel, Frankie Laine, ABC star, jetted to Maui for a one-nighter July 21 at the Kaanapali Beach Hotel. . . . The Four Amigos, Capitol foursome, now are at the Maui resort —after winding up a two-month stint at the Hong Kong Junk. . . . John Myerson lost money on the Righteous Brothers show at the H.I.C. Arena July 11, but he's not giving up promotion. He still plans to bring Dionne Warwick here Dec. 20 at the H.I.C. and he's trying to lure Aretha Franklin for her Honolulu concert debut.

Teresa Brewer will join the Ilikai cabaret series Aug. 29. . . . Tickets are going, going, going for the Simon and Garfunkel show Aug. 24 at the H.I.C. Arena. It'll be the duo's Island debut. . . . The Doors had some time to open up—vacation—after their H.I.C. date July 20. . . . Don Ho had to keep the planes humming when

he performed at the Warner Bros.-Seven Arts Records convention July 19 at the Kauai Surf. He continued his appearances at Duke Kahanamoku's, on Oahu. . . . Emma Veary, who previously has starred with Decca artist Ed Kenney at the Royal Hawaiian Hotel, will headline "Luau '68," a Hawaiian show opening in mid-August at the Radio City Music Hall at the Rockefeller Center, New York. **WAYNE HARADA**

LONDON

Sales of records in the UK for April totaled \$4,653,600, an increase of 11 per cent over the same month last year. Biggest gain was in the export market. Valued at \$864,000, exports for April were a massive 38 per cent higher than for April last year, and accounted for 19 per cent of the total sales. (Continued on page 34)

Exciting Gospel Sounds

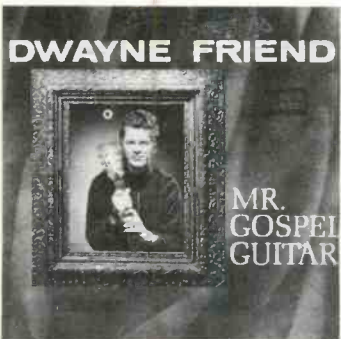
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Pass Me Not
Heaven Came Down
Over the Moon
For God So Loved
A Prayer In My Heart
The One I Love
It Will Be Worth It
Father's Table Grace



Sing No. 603
HOMELAND HARMONY QUARTET—MORE ABOUT JESUS
Heaven
I'm Gonna Fly
Lord, I Get Homesick and Blue
You Must Make Up Your Mind
The Wonderful Love of God
I Must Tell Jesus
His Name Is Wonderful
Sinner Be Ready To Go
Who Am I?
If I Could Tell The World
Must I Go and Emptyhanded?
Noah



Skylite No. 6069
DWAYNE FRIEND / Mr. Gospel Guitar
Just a Closer Walk
Mom's Teaching Angels How to Sing
A Medley: Meeting In The Air
Keep on the Firing Line
He Will Set the Fields on Fire
Chapel In the Moonlight
Walking to Jericho
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Classical Music

Col. Sets Major Pitch on Horowitz Disk

Rechanneling At Odyssey

SAN JUAN — Odyssey has begun rechanneling its product for stereo with the August release. Of the 10 albums in the release, nine are rechanneled including three disks previously available on Odyssey in monaural. Plans call for the rechanneling program to continue where feasible, although some monaural recordings may be issued where conversion is not practical, such as Odyssey's album of music from Edison cylinders.

The new releases contain three multiple sets, including the three-LP "Porgy and Bess" with Lawrence Winters, Camilla Williams, Inez Matthews, Warren Coleman, and Avon Long, Lehman Engel conducting. Another three-LP package has cellist Pablo Casals and pianist Rudolf Serkin in Beethoven's complete music for cello and piano.

Mahler Symphonies

Bruno Walter conducts a two-record Mahler set of the "Symphony No. 5" with the New York Philharmonic, and "Der Kindertotenlieder" with contralto Kathleen Ferrier and the Vienna Philharmonic. Soprano Desi Halban is the soloist with Walter and the New York Philharmonic in Mahler's "Symphony No. 4," one of the three albums previously available in an Odyssey monaural album.

The other two are pianist Dinu Lipatti in Chopin waltzes and soprano Ljuba Welitsch in operatic scenes. Fritz Reiner and Max Rudolf are the conductors on the Welitsch pressing, which also includes tenors Richard Tucker and Alessio de Paolis.

The only true stereo album
(Continued on page 31)



HARRY LEW, left, head of Stanley-Lewis Record Distributors, Inc., Astoria, N. Y., and Morrie Price, second from right, MGM's new coordinator for rack jobber relations, receive plaques from Sid Love, Deutsche Grammophon's national sales manager. The awards were made to DGG distributors across the U. S. for their assistance in making DGG's recording of Mozart's "Piano Concerto No. 21" the top album on the classical chart. The second movement from the concerto is used in the Swedish film, "Elvira Madigan."



London's New Drive On Treasury Series

NEW YORK—London Records is making a concerted effort to strengthen the position of its low-price Stereo Treasury Series with a 25-album fall release, including performances by some of the top artists in the company's instrumental and orchestral roster.

A prepack with one copy of each of the titles is part of the promotion. A dealer incentive plan is part of the prepack arrangement. Each prepack also will contain 100 new consumer catalogs listing all albums available in the series, which was inaugurated in January 1967. Bulk quantities of the catalog and a new browser card also are being supplied.

New Guitarist

The release includes three albums not available here before, one of which has the U. S. disk

debut of William Gomez, featured in a guitar recital. The Vienna Octet performs Spohr in an album that includes a first listing for the "Double Concerto." The third new set has Raymond Leppard and the English Chamber Orchestra in music for four harpsichords by J. S. Bach and C. P. E. Bach.

Seven of the albums feature Ernest Ansermet and L'Orchestre de la Suisse Romande, including a Stravinsky set with pianist Nikita Magaloff. Ansermet also conducts the Swiss orchestra in two Beethoven albums, Weber overtures, Debussy, Bizet, and an album featuring Liadov and an only listing of "Thomsar" by Balakirev.

Recital Disks

In recital disks, pianist Wilhelm Kempf performs Chopin, pianist Wilhelm Backhaus plays Haydn, and violinist Ruggiero Ricci performs virtuoso selections. Backhaus also joins with Karl Boehm and the Vienna Philharmonic in Mozart. Karl Muenchinger conducts the Stuttgart Chamber Orchestra in Bach, and the Vienna Philharmonic in albums of Schubert and Mozart. Willi Boskovsky
(Continued on page 31)

Classical Notes

Pianist Gina Bachauer will be the soloist with Henry Lewis and the New Jersey Symphony at the Waterloo Village Music Festival in Stanhope, N. J., on Saturday (3). . . . Roger Sessions' opera "Montezuma" will receive its American premiere next May by the Opera Company of Boston. The work received its world premiere in Berlin in May, 1964. Pianist Nicole Henriot-Schweitzer will be the soloist on Friday (2), and pianist Philippe Entremont Sunday (4) with Stanislaw Skrowaczewski and the Cleveland Orchestra at the Blossom Music Center. On Saturday (3), pianist Van Cliburn will be the soloist, Louis Lane will conduct.

Kurt Herbert Adler, general manager of the San Francisco Opera, has been appointed to the music panel of the National Endowment for the Arts. . . . Conductors for the 1968 San Francisco Opera season will be Aldo Faldi, Leopold Ludwig, Giuseppe Patane, Jean Perisson, Horst Stein, Gunther Schuller and Mario Bernardi. . . . Cliburn visited "Misterogers' Neighborhood," National Educational Television's daily half-hour program for preschool children on Monday (22).

Pianist James Butt was the soloist at the Temple University Music Festival and Institute on Monday (22). . . . George Hardesty and the Columbus Symphony performed at the Columbus Festival of the Arts from Tuesday (23) to Sunday (28).

Album on TV Concert; LP's Out for August

SAN JUAN — A major promotion is planned for the September release of an album of Vladimir Horowitz's Sept. 22 TV concert by Columbia Records, which also has seven Masterworks albums listed for August. In addition, a specially priced two-LP Berlioz set by Pierre Boulez and the London Symphony is slated for August on the CBS label. Several other major promotional activities were outlined in the Masterworks presentation at last week's Columbia convention here.

The August release also includes a specially priced three-LP package of Ives' four symphonies as Eugene Ormandy and the Philadelphia Orchestra perform "Symphony No. 1," Leonard Bernstein and the New York Philharmonic play "Symphonies Nos. 2 and 3," and Leopold Stokowski and the American Symphony in "Symphony No. 4" with associate conductors David Katz and Jose Serebrier, and the Schola Cantorum. The three-record set will retail for the price of two disks.

'Holidays Symphony'

Bernstein and the Philharmonic also perform the first regular-price release of Ives' "Holidays Symphony" and an Ormandy conducts the London
(Continued on page 31)

First Record of Weill Symphonies on Angel

LOS ANGELES — The first recording of Kurt Weill symphonies is slated for release by Angel next month. Listed is a coupling of "Symphonies Nos. 1 and 2," with Gary Bertini and the BBC Symphony. The all-musical Seraphim release includes Wagner's "Die Meistersinger."

In addition to the Weill sym-

phonies, Angel will issue two albums with Sir John Barbirolli and the New Philharmonia Orchestra, a Bach organ recital, and a Spanish guitar recital by Oscar Ghiglia. Maurice and Marie-Madeline Durufle team for the Bach pressing.

Contralto Janet Baker is the soloist in a Barbirolli-New Philharmonia album of Berlioz and Ravel. Barbirolli and the New Philharmonia also have a Schoenberg album.

Yevgeny Svetlanov completes his Tchaikovsky symphonic cycle with the USSR Symphony on Melodiya/Angel with the "Symphony No. 6." Gennady Rozhdestvensky continues his Prokofiev series on that label with a pairing of the "Classical Symphony" and the "Symphony No. 7" with the Moscow Radio Symphony. Completing the Melodiya/Angel titles is a Shostakovich disk with the Bolshoi Theater Orchestra and the Zhukovsky Military Air Academy Band conducted by Maksim Shostakovich. The pressing includes a first recording of "The Bolt."

The five-record 1951 Bayreuth Festival "Meistersinger" features Elisabeth Schwarzkopf, Otto Edelmann, Hans Hopf and Erich Kunz with Herbert von Karajan conducting. Also being released on Seraphim are monaural recitals by Alexander Kipnis and Hans Hotter, and Guido Cantelli conducting the Philharmonia Orchestra in Debussy.

CONCERT REVIEW

4 Contemporary Works Get Boston, Leinsdorf Sparkle

NEW YORK — The Boston Symphony gave stunning performances of four contemporary works under Erich Leinsdorf's expert leadership in Philharmonia Hall July 17. All of the compositions in the Lincoln Center Festival '68 program had been commissioned by the Koussevitzky Music Foundation.

The evening's highlights were Bartok's "Concerto for Orchestra" and Ginastera's "Concerto for Piano and Orchestra," both of which are on RCA recordings. The former was the first work recorded by Leinsdorf as the Boston's music director, a position he is leaving. RCA released the album in 1963.

The latter featured soloist Joao Carlos Martins, whose performance of the work with

Leinsdorf and the Boston currently is on the classical chart. The flashy, dynamic piece was brilliantly played by soloist and orchestra. Ginastera shared in the applause.

In the Bartok piece, however, the orchestra had opportunity to display its mettle. The piece, the most-recorded of the Koussevitzky commissions, shone throughout.

Joseph Silverstein, the Boston's concert master, was the soloist in a sensitive performance of Dallapiccola's "Tartiniiana, Divertimento for Violin and Orchestra," a chamber piece. Stravinsky's "Ode" also was well-played. The two works have been recorded by Columbia, but deleted from the catalog.
FRED KIRBY



BARTOK COMPLETE EDITION on HUNGAROTON Records

String Quartets Nos. 1-6 The Tatrai Quartet	LPX 1294-96	SLPX 1294-96
Trois Chansons Populaires /1907/ Fourteen Bagatelles /1908/ Ten Easy Pieces /1908/ Kornel Zempleni, piano	LPX 1299	SLPX 1299
Four Pieces for Piano /1903/ Rhapsody op. 1 Gabor Gabos, piano	LPX 1300	SLPX 1300
Two Portraits for Orchestra op. 5. /1905/ Two Images for Orchestra op. 10 /1910/ Four Pieces for Orchestra op. 12 /1912/ Mihaly Szucs, violin Budapest Philharmonic Orchestra Miklos Erdelyi, cond.	LPX 1302	SLPX 1302

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Rechanneling At Odyssey

• Continued from page 30

has Frank Brief and the New Haven Symphony in the first recording of Mahler's "Symphony No. 1" that includes the recently discovered "Blumine" movement.

Only Listings

Restored to the catalog is a coupling of only Samuel Barber listings as soprano Leontyne Price sings "Hermit Songs" with Barber at the piano, and soprano Eleanor Steber sings "Knoxville: Summer of 1915" with William Strickland and the Dumbarton Oaks Chamber Orchestra.

Also being restored to the catalog is an only listing of Berlioz's "Te Deum" with Sir Thomas Beecham conducting tenor Alexander Young, the London Philharmonic Choir, the Dulwich Boys Choir, organist Denis Vaughn, and the Royal Philharmonic.

Cleveland at Summer Home

NORTH HAMPTON TOWNSHIP, Ohio — The \$6,605,000 Blossom Music Center, summer home of the Cleveland Orchestra, opened on a 520-acre tract here on July 19 with the results judged artistic and acoustical successes.

George Szell conducted the orchestra in Beethoven's "Consecration of the House" overture and "Symphony No. 9." The veteran conductor did a majestic job with the latter, the program's major work. The "Ninth" had drama and clarity of detail. There was a thrilling blend and balance among the orchestra, the Cleveland Orchestra Chorus, and soloists Thomas Paul, bass; Ernst Haefliger, tenor; Phyllis Curtin, soprano.

The 5,963 attending found no interior posts blocking their view. The pavilion, supported by a great 560-foot steel arch and 10 steel braces, is shaped like a 90-degree clamshell. The shell took about a year to erect. The Blossom Music Center is about 22 miles from Cleveland. The Cleveland records for Columbia. **JANE SCOTT**

London's New Package Out

• Continued from page 30

conducts the Vienna in Johann Strauss.

Another Mozart set is performed by Josef Krips and the Israel Philharmonic, while Hans Knappertsbusch leads the Vienna in a collection of Tchaikovsky, Weber, Schubert and Nicolai. Jean Martinon and the Israel perform Massenet and Meyerbeer. The Paris Conservatoire Orchestra plays Tchaikovsky under Georg Solti, and a program of Ravel, Falla and Weber under Albert Wolff.

Completing the 25 are Olvin Fjelstadt and the London Symphony in Grieg, and the Vienna Octet in a pairing of Beethoven and Mozart.

BEST SELLING Classical LP's

Billboard Special Survey For Week Ending 8/3/68

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
Billboard Award	1	MOZART: CONCERTOS NOS. 17 & 21 Anda/Camerata Academica of the Salzburg Mozarteum (Anda), DGG (No Mono); 138/783 (S)	26	21	29	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	59
	2	BERG: LULU (3 LP's) Lear/Fischer-Dieskau/Various Artists/Deutsche Oper Berlin (Boehm), DGG (No Mono); 139 273/75 (S)	15	22	18	PROKOFIEV: PETER & THE WOLF/TCHAIKOVSKY: NUTCRACKER SUITE New York Philharmonic (Bernstein), Columbia ML 5593 (M); MS 6193 (S)	42
	3	LISZT: ARRANGED BEETHOVEN SYMPHONY NO. 5 Glenn Gould, Columbia (No Mono); MS 7095 (S)	12	23	17	LEONTYNE PRICE—PRIMA DONNA, VOL. 2 RCA Victor LM 2968 (M); LSC 2968 (S)	44
	4	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	122	24	30	CHOPIN NOCTURNES (2 LP's) Artur Schnabel, RCA Victor LM 7050 (M); LSC 7050 (S)	33
	5	WEST MEETS EAST Yehudi Menuhin & Ravi Shankar, Angel 36148 (M); S 36148 (S)	56	25	25	BRAHMS: PIANO CONCERTO NO. 2 Watts/New York Philharmonic (Bernstein), Columbia (No Mono); MS 7134 (S)	7
	6	ROSSINI RARETIES Montserrat Caballe/RCA Italiano Opera Orch. & Chorus (Gillario), RCA Victor LM 3015 (M); LSC 3015 (S)	9	26	24	BELLINI: NORMA (2 LP's) Suliotis/Cossotto/Del Monaco/Various Artists/Orch. L'Academia di Santa Cecilia (Varviso), London (No Mono) OSA 1272 (S)	9
	7	MOZART: CONCERTOS NOS. 21 & 24 Robert Casadesu/Cleveland Orch. (Szell), Columbia (No Mono); MS 6695 (S)	3	27	22	GINASTERA: CONCERTO FOR PIANO AND ORCHESTRA Joao Carlos Martins/Boston Symphony (Leinsdorf); RCA Victor LM 3029 (M); LSC 3029 (S)	7
	8	GLORY OF GABRIELLI E. Power Biggs/Various Artists/Columbia (No Mono); MS 7071 (S)	21	28	23	GINASTERA: BOMARZO (3 LP's) Novoa/Various Artists/Washington Opera Society (Rudel), CBS (No Mono); 32-31-0006 (S)	17
	9	MAHLER: SYMPHONIES NOS. 6 & 9 (3 LP's) New York Philharmonic (Bernstein), Columbia (No Mono); M3S 776 (S)	11	29	35	STRAUSS: BLUE DANUBE Berlin Philharmonic (Von Karajan), DGG (No Mono); 139 014 (S)	8
	10	BERG: LULU (3 LP's) Rothenberger/Meyer/Various Artists/ Hamburg State Opera Orch. (Ludwig), Angel (No Mono); SC 3726 (S)	8	30	—	BACH: ORGAN FAVORITES, VOL. 1 E. Power Biggs, Columbia ML 5661 (M); MS 6261 (S)	7
	11	SATIE: PIANO MUSIC, VOL. 3 Aldo Ciccolini, Angel (No Mono); S 36485 (S)	11	31	—	ORFF: CARMINA BURANA New Philharmonia Orch. (Burgos), Angel 36333 (M); S 36333 (S)	31
	12	WEST MEETS EAST, VOL. 2 Yehudi Menuhin & Ravi Shankar, Angel (No Mono); S 36026 (S)	2	32	31	GOLDEN AGE OF OPERETTA (2 LP's) Joan Sutherland/New Philharmonia Orch. (Bonyage), London (No Mono); OSA 1268 (S)	19
	13	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	104	33	20	HISTORIC ORGANS OF SPAIN E. Power Biggs, Columbia (No Mono); MS 7109 (S)	8
	14	BACH: ORGAN FAVORITES, VOL. 3 E. Power Biggs, Columbia (No Mono); MS 7108 (S)	5	34	34	MAHLER: SYMPHONY NO. 8 (2 LP's) Various Artists/London Symphony (Bernstein), Columbia M2L 351 (M); M2S 751 (S)	78
	15	MAHLER: SYMPHONY NO. 1 New York Philharmonic (Bernstein), Columbia (No Mono); MS 7069 (S)	21	35	36	BRITTEN: THE BURNING FIERY FURNACE Pears/Various Artists/English Opera Group (Britten), London (No Mono); OSA 1163 (S)	2
	16	SATIE: PIANO MUSIC, VOL. 1 Aldo Ciccolini, Angel (No Mono), S 36482 (S)	9	36	—	RICHARD STRAUSS: ALSO SPRACH ZARATHUSTRA Philadelphia Orch. (Ormandy), Columbia ML 5947 (M); MS 6547 (S)	1
	17	STRAUSS: ALSO SPRACH ZARATHUSTRA Chicago Symphony (Reiner), RCA Victor LM 2609 (M); LSC 2609 (S)	2	37	37	ORMANDY'S GREATEST HITS, VOL. 3 Philadelphia Orch. (Ormandy), Columbia (No Mono); MS 7072 (S)	23
	18	SATIE: PIANO MUSIC, VOL. 2 Aldo Ciccolini, Angel (No Mono); S 36459 (S)	26	38	39	ARIAS FROM FRENCH OPERAS Marilyn Horn/Vienna Opera Orch. (Lewis), London (No Mono); OSA 26064 (S)	2
	19	HOLST: THE PLANETS New Philharmonia Orch. (Boult), Angel (No Mono); S 36420 (S)	48	39	—	NONESUCH GUIDE TO ELECTRONIC MUSIC Paul Beaver/Bernard Krause, Nonesuch (No Mono); HC 73018 (S)	1
	20	VERDI: ERNANI (3 LP's) Price/Bergonzi/Various Artists/RCA Italiano Orch. (Schipper), RCA Victor LM 6183 (M); LSC 6183 (S)	20	40	38	MUSSORGSKY: PICTURES AT AN EXHIBITION Ashkenazy/Los Angeles Philharmonic (Mehta), London (No Mono); OSA 6559 (S)	10

Horowitz Concert Record

• Continued from page 30

Symphony in Dvorak, and his Philadelphia Orchestra in a program of traditional and light classical pieces.

Columbia continues its series on Gabrieli recorded in Basilica San Marco of Venice with canzonas for brass, winds, strings and organ. The pressing features organist E. Power Biggs, the Edward Tarr Brass Ensemble and the Gabrieli Consort La Fenice, Vittorio Negri conducting.

Serkin in Brahms

Pianist Rudolf Serkin performs Brahms with George Szell and the Cleveland Orchestra completing the Columbia titles. Boulez's Berlioz album also features narrator Jean-Louis Barraud, tenor John Mitchinson, baritone John Shirley-Quirk, and the London Symphony Chorus under John Alldis. This two-LP set will list for \$7.79.

R. Peter Munves, director of

classical albums merchandising, and Pierre Bourdain, associate manager of classical albums merchandising, have lined up several important fall merchandising programs, including a series of specially priced two-record sets on such artists as Ormandy, Szell and Serkin. Dealers will make a full mark-up in these packages.

30-Album Program

The "World's Favorite Music" promotion also will receive a concerted push. This 30-album program, which has already realized more than \$15 million at retail price, consists of a giant 30-album prepack or three 10-album minipaks. The minipaks contain performances of popular classics by Bernstein, Ormandy and the Mormon Tabernacle Choir.

During August and September, dealers will receive a special incentive for this catalog. For every two albums in the series purchased, dealers can

Keilberth Collapses, Dies

MUNICH—Joseph Keilberth, noted German opera conductor, died on July 20 after collapsing at a performance of Wagner's "Tristan und Isolde" at the National Theater here. He was 60.

Keilberth was conductor of the Karlsruhe State Opera from 1935-1940. He became conductor of the Prague Philharmonic in 1940 and director of the Dresden State Opera in 1945. In

buy three of Ormandy's new "Greensleeves" album, one of the August releases, at a 95-cent reduction in wholesale cost. This program will be supported by ad mats, in-store streamers, and illustrated divider cards.

Special emphasis also will be placed on 101 other Masterworks best sellers with artists ranging from pianist Andre Watts, 20, to cellist Pablo Casals, 91.

(Continued on page 40)

1950, he became a regular guest conductor of the Berlin State Opera and the next year was named conductor of the Hamburg Philharmonic and the Bamberg Symphony.

Keilberth, who was music director of the Bavarian State Opera here at the time of his death, came to the company in 1959. He also conducted at the Bayreuth Festival and the Hamburg Opera. His recordings with the Bavarian State Opera include Richard Strauss' "Arabella" and "Die Frau ohne Schatten" on Deutsche Grammophon and Wagner's "Die Meistersinger" for RCA.

He also conducted the Bayreuth Festival on London recordings of Wagner's "Lohengrin" and "Der fliegende Hollaender." The latter is not in the current catalog. Keilberth also is the conductor on a Urania recording of Dvorak's "Rusalka" with the Saxon State Orchestra and the Dresden State Opera Chorus.

International News Reports

Distrib, Sales Failures in U. K. Cited by MGM in Switch to Pye

By MIKE HENNESSEY

LONDON — Disappointment with the company's share of the U. K. market and dissatisfaction with the distribution of product were the deciding factors in MGM's switch from EMI to Pye announced last week.

This was revealed here by Mort Nasatir, president of MGM Records, and Rex Oldfield, MGM's U. K. managing director.

For some time MGM had been unhappy about its failure to make any impressive impact in the British charts and, said Nasatir, the company was forced to conclude that its records were not getting into the stores in sufficient quantities.

"Rex has developed some good British product and our records have been getting sufficient airplay and good promotion. But in 12 months we've had only three records in the British Top 30," said Nasatir.

And Oldfield added, "If you just take the fact that there have been six MGM records in the American charts—all proven sellers—then it is reasonable to expect that at least some of them should have been a hit in Britain, allowing for the fact that some types of American records just don't seem to happen here."

Cowsills' Disk

Oldfield quoted the case of the Cowsills' current U. S. hit "Indian Lake," which he said had been a hit in Germany and Japan and which he felt was ideally suited to the British market. He also mentioned the debut single of U. K. disk jockey Tony Blackburn. "This," said Oldfield, "was launched at exactly the right time, and had great promotion. But it entered the charts at 29 one week and just dropped out the following week. The only way we can account for this is to assume that the record just wasn't in stock in the record stores."

Wrong Selling

Said Nasatir: "There was something wrong with the way we were selling in product and servicing product. We met with Ken East and John Frewin of EMI and asked for supplementary distribution on hit product. They were unable to meet us on this so the answer was to leave quickly."

"We considered several alternatives before deciding on Pye and we think we have made a very good choice."

Nasatir said that MGM was still convinced that it had been right to start its own operation in London and he had not become disenchanted with the idea of distribution agreements as opposed to licensing agreements.

"I can say quite frankly that our income has been higher under the distribution agreement with EMI than it was under the original licensing deal. And having our own operation here we can keep on top of our product; and when our artists come through on tour, we have a family to look after them."

MGM will retain a link with EMI through Pye's participation in the new rack jobbing organization, Record Merchandisers, and Nasatir was enthusiastic about this development in the British record market.

"Rack jobbing is a fascinating indication that the record market will broaden in the U. K. Racks certainly broadened the business in the U. S., with more outlets and more exposure for product. They changed marketing methods and opened up the business. Racks have got to mean more record sales if they are operated with intelligence and enthusiasm."

On MGM's British operation in general, Nasatir said he was thrilled with the sales success of the Metro budget line through Music for Pleasure, a company "which is doing a first-rate job in moving our product." He added: "MFP certainly believes in the salability of our line."

For the future Nasatir said MGM had plans to develop and break new British talent. "The palmy days are over and the public has become more selective, but I believe there are some new acts with great possibilities coming up. We hope to sign new talent which will happen here and perhaps spin off into other markets."

"Rex will also be looking out for material for U. S. distribution which is already tied up in the U. K. and, in this way, generate product for the American market. We also have plans in the budget field."

Pye managing director Louis Benjamin, commenting on the deal with MGM, said, "Hitherto it has always been our policy not to take on distribution deals. But we are very happy to have a deal with a company of the stature and repute of MGM. We think MGM is a very important label with a great working arrangement which will benefit both companies."

Pye has previously represented other labels on a licensing basis, releasing selected product and paying a royalty on sales. The deal with MGM, which Nasatir described as "similar but not identical to the EMI deal," means that Pye will produce and distribute all MGM product and sell it on a discount basis. Promotion and advertising will be handled by MGM.



MGM PRESIDENT MORT NASATIR, center, with Pye managing director Louis Benjamin, right, and MGM's British head Rex Oldfield after signing the deal for Pye to manufacture and distribute MGM and its associated labels in the U.K.

Dutch Producer Rooyens in N. Y. on Research Projects

NEW YORK—Bob Rooyens, producer of pop films in Holland, arrived here last week to research three documentaries, including a rhythm and blues special to be shown in Holland and Germany.

"I want to see what TV looks like in America and make the big companies over here aware of us, too," said Rooyens. While in New York, Rooyens will scout the pop, r&b and country markets for material that his film company can work into documentaries on American music.

His firm, Red Bullet Productions, has already filmed TV specials on Nina Simone, Sammy Davis and Aretha Franklin, who recently made her first European tour with a stop in Rotterdam.

Rooyens filmed the soul queen's local visit and concert, where the audience rewarded her with bouquets of flowers. Rooyens' productions are aired on AVRO-TV in Holland, and

WDR in Cologne, as well as in Belgium.

Holland's interest in rhythm and blues, said Rooyens, has been groomed by Radio Veronica, Europe's ranking pirate station, which programs American soul music and beams it as far as England. "Rhythm and blues is very popular in Holland," he added, "and the demand to see artists perform 'live' is terrific." Rooyens also hopes to make a documentary on the progressive rock and underground movements in the U. S.

Red Bullet Productions will attempt to bring American pop music into Holland through films, TV shows and, hopefully, in-person tours similar to the Supremes' and Aretha Franklin's. Red Bullet also distributes Atlantic and Motown product in Holland. Following his U. S. visit, Rooyens leaves for Israel to do a TV special, which has already been sold to Germany and Holland.

P.O. Strike in Canada Snarling Trade; Record Clubs Hardest Hit

By KIT MORGAN

TORONTO—A nation-wide strike of 24,000 postal workers in Canada, which started July 17, has disrupted the normal communications and operations

of the record industry. With no mail moving, companies have turned to telephone and telex for communication, and to rail and air express, transport and

delivery service for shipments usually sent parcel post. All the emergency measures are costlier and frequently slower than the postal services normally used, but larger sums are at stake if the strike lasts long enough that the impact of new hits, and resulting sales, are dissipated.

On the brighter side, several record company executives commented that if there was to be a strike at all, it had hit at the least-damaging time, during the seasonal summer slump. "Now it's a damn nuisance, but in October it would be a disaster," summed up one executive.

Hardest hit are the record clubs, which rely solely on postal service for their orders, shipments to members, and payments. With no alternative measures readily available, the clubs are holding tight, busying employees with housecleaning or lending them to other departments within the parent companies. Club spokesmen say it will be impossible to measure their losses due to the strike:

(Continued on page 38)

Orfeon Will Press Barclay, Decca Lines in Mexico City

By KEVIN KELLEGHAN

MEXICO CITY — Orfeon Records will press Decca (and Brunswick, Vacation, Coral), Barclay and Gema trademarks here, the first time the Mexican-owned factory has dealt in foreign labels.

Orfeon is also studying manufacture of Mexican hits in Los Angeles, aiming for a \$160,000 market expected to be attained with U. S. pressing.

Orfeon president Rogelio Azcarraga said the sales in 1968 will pass \$4.5 million.

The company traced its history from 1958 with sales of \$280,000 to its current status among the big three in Mexico today during a special presentation to announce the new sign-

ings on July 4. A two-hour show with Mexican groups included Jackie Wilson.

Orfeon, with installations in two Mexico City suburbs, has its own studios, 24 presses, tape cartridge plant, reproduction slaves, photography setup, printing press for album covers and one of Mexico's largest studios with 135,000 square feet of space.

The company also handles the former Reader's Digest Record Club, with 250,000 names.

Recent aggressive promotion has taken teen-age appeal artists to high schools and public markets for personal appearances.

Festival Puts Polish Artists Into Spotlight

By ROMAN WASCHKO

POLAND—The sixth annual Polish Song Festival in Opole—June 27-30—was aimed to attract foreign managers and rec-

ord producers, who during several days could hear and see all top Polish artists, folk and teen-age groups.

This year foreign observers came mainly from West Germany and the U. S. Many artists have since been booked through the Pagart Agency for TV shows and foreign tours.

The Festival, which was hailed as the best yet, was a real triumph for young teen-age groups who represented original Polish repertoire. The Czerwone Gitary (Red Guitars) beat group won with "What Nice Eyes," by M. Dagnan and S. Krajewski. No To Co (So What) beat group won with "For This Red Flower," by B. Brok and J. Wasowski. Kazmierz Grzeskoniak, a young composer, lyricist and singer, won with his own song, "A Different One."

Journalists gave the prize to the song, "This Is the Earth," by J. Kofta and J. Loranc, sung by a young singer Stan Borys

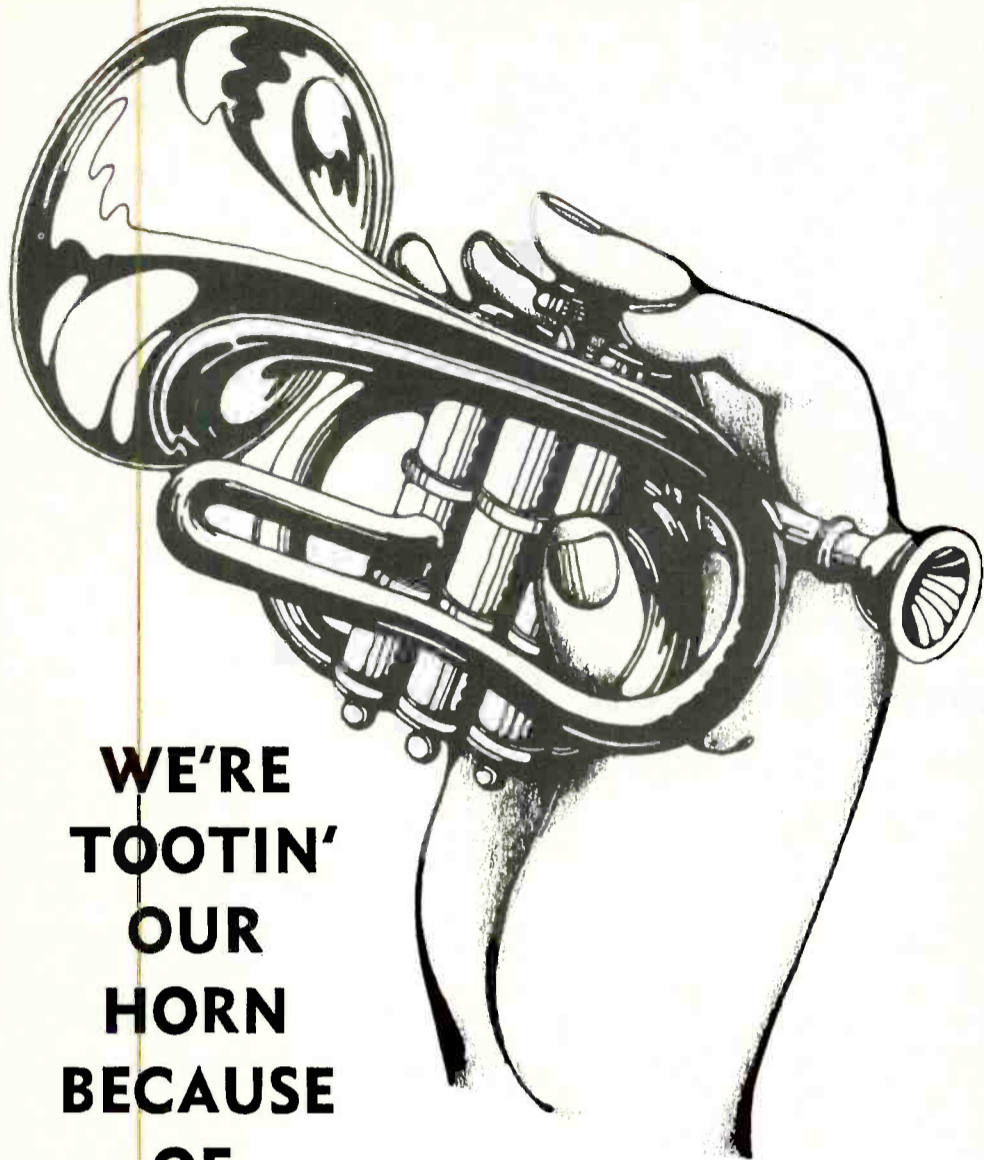
(Continued on page 40)

RCA MEXICO'S 'SOMOS' PUSH

MEXICO CITY—RCA Victor Mexicana has launched what may be the biggest promotion of any single artist in its history with the new Armando Manzanero album. "Somos Novios."

All RCA affiliates will promote the album throughout the hemisphere. Ruben Fuentes, manager of a&r, went to Brazil for the taping and production of the record, which includes samba and bossa nova.

Editorial RCA will release the composer's music simultaneously. A movie based on the music is under consideration.



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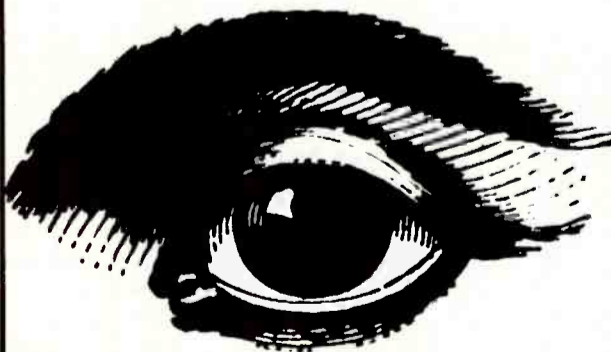
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| WLAC — NASHVILLE | KEEL — SHREVEPORT |
| KNOE — MONROE | KWKH-FM — SHREVEPORT |
| KCKN — KANSAS CITY | WAYS — CHARLOTTE |
| KDWB — ST. PAUL | WOLP — PANAMA CITY |
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Belgians Win Contest in Belgium After Nine Tries

By PHILIP PALMER

LONDON — This year's Knokke Le Zoute song contest was won by the Belgium team on its home ground for the first time since the festival began 10

years ago. Britain lost the race to the finals early on in the contest during its heat against Germany, who came in second in the contest. Britain got third place.

Monument Logo Going to Turkey

LOS ANGELES—The Monument logo debuts in Turkey in September through newly named licensee, Gramofon Ltd. of Istanbul, an EMI company. Product from all of Monument's associated labels will be released on the parent label in Turkey. The new licensee is Monument's 40th.

The contest was screened in all of the European countries except Britain, and all the teams were backed by the Francis Bay orchestra and the Jump College under Roland Thyssen and compered by Jan Theys.

Initial reaction during the early heats suggested that Britain would be able to pull off a hat trick in winning the contest, and no one was more surprised

(Continued on page 40)



FRIDAY BROWN, winner of the Knokke Le Zoute press prize, seen with, from left to right: Rick Dixon, of the Danny Betesh office; Britain's team manager Rex Berry, and Jacques Nellens, director of the Knokke Casino.



BRITAIN'S TEAM at this year's Knokke contest are, from left to right: Allum Davies, Brenda Marsh, Friday Brown, Wayne Fontana and Marty Wilde.



JACQUES NELLENS, director of the Knokke Casino seated with, from left to right, Marty Wilde, Wayne Fontana and David Wynne-Morgan; standing, chairman of the British Partner-Plan publicity company, organizers of the British team.



HOLDING GOLD DISKS awarded for 100,000 sales of the Swedish Eurovision entry, "Det borjar verka karlek banne mej," which achieved the target in only four weeks, are, left to right, Peter Himmelstrand, the journalist who wrote the song, singer Claes Goran Hederstrom, and Grammofon AB Electra's a&r man and arranger-conductor, Mats Olsson.

Warsaw Fest Sept. 21-29—Contemporary Contest Set

WARSAW—The 12th International Festival of Contemporary Music, called "Warsaw Autumn," will take place here Sept. 21-29. This year Poland will also host another international event, the 42 SIMC/International Association of Contemporary Music Festival.

Both events will open with a gala concert by the National Philharmonic Orchestra and Choir conducted by Andrzej Markowski and the Polish Radio Wroclaw Choir conducted by Edmund Kajdasz.

Others participating in the festival include the Het Residentie Orkest from Holland who will be conducted by Poland's

Jan Krenz, the National Symphonic Orchestra conducted by E. Swietlanow and the Wroclaw Philharmonic Orchestra conducted by Andrzej Markowski.

Chamber music will be represented by the Chamber Orchestra from Sofia, a percussion ensemble from Strasburg, the Timpano group from Denmark and the Vesuvius Ensemble from London.

Soloists will include Josephine Nendinck, England; Cathy Berberian, Italy; and L. Devos, Belgium. Polish soloists taking part include Stefania Woytowicz, Halina Lumomska, Wanda Wilkomirska, Andrzej Hiolski and Krystyna Szostek-Radkova.

From The Music Capitals of the World

• Continued from page 29

The number of records pressed during the month was 7,280,000, an increase of 13 per cent on last April's 6,462,000 pressings. However, sales for April were \$1,128,000 down on the March figures. This is \$194,000 more than the corresponding seasonal drop in sales in April last year which indicates, apart from the normal seasonal fluctuation, that the harsh March tax increases on disks are beginning to hit the trade.

President artist Felice Taylor, who had a singles best-seller here with "I Feel Love Comin' On," arrives in England Aug. 19 for a two-month tour of ballrooms and clubs. She will record a new single, which will be released to coincide with the start of her tour on Sept. 1. . . . U. S. girl vocal group, the Flirtations, together since 1965, are hoping for a disk breakthrough in Britain similar to that achieved by the Walker Bros., P. J. Proby, and P. P. Arnold. They came to Britain earlier this year and have been signed by Barry Class, manager of hit group the Foundations. Their first single has now been issued on Deram, called "Someone Out There." . . . CBS has awarded five cash prizes, from \$240 down, to dealers who took part in a special Andy Williams promotion during the singer's recent UK visit. Entrants had to buy a pack of 25 Williams' albums and suggest 14 tracks for an Williams best-sellers album. The contest proved such a success that similar offers are being lined up for other acts on the label. . . . Songwriting-recording duo Jackle Trent and Tony Hatch have written the debut record for new Mercury artist Susan Shirley called "The Sun Shines Out of Your Shoes." The flipside "To-

morrow Today" was written by another famous duo Greenamway and Cook, better known as singers David and Jonathan.

CBS managing director Ken Glancy and Derek Everitt are attending the Columbia Convention.

More than 30 overseas representatives from companies handling Philips' product are expected to attend the company's autumn convention at London's Lancaster Hotel on Sept. 9. . . . Following successful sales of his budget album "Dave Travis Sings Hank Williams," Saga is planning to record two more LP's of Williams' songs sung by Dave Travis. . . . Beacon has issued the Showstoppers follow-up to their first hit "Ain't Nothing But a Houseparty" called "Shake Your Mini." . . . Saydisc is launching a new label this month called Matchbox with an album "Blues Like Showers of Rain" featuring Mike Cooper, Ian Henderson and Dave Kelly. . . . Anita Harris has covered Mama Cass' "Dream a Little Dream of Me" for CBS. MIKE CLARE

LOS ANGELES

The Bee Gees will be at the International Sports Arena in San Diego Aug. 4. . . . Composer Maurice Jarre scores "The Fixer." . . . Jaye P. Morgan and the Harper's Bizarre play Disneyland Monday (29)-Aug. 2. . . . The Rascals will be at the Honolulu International Center Friday (2) and Saturday (3). . . . Frank Sinatra Jr. hosts the "Mike Douglas Show" Sept. 23. . . . Iron Butterfly date in Pasadena grossed \$5,004 (attendance: 2,502). . . . Herb Alpert and the Tijuana Brass broke the attendance record (Continued on page 36)

Free Albums To Athletes Of Olympics

MEXICO CITY — Special "Olympics Albums" will be presented free to all 10,000 athletes competing in the Olympic summer games here in October, the Mexican Organizing Committee announced.

Grabaciones Folkloricas de Mexico, S. A. is producing the special two-disk albums. Each contains two records: one with a selection of regional and folklore music and another with samples of Mexican classical music by such Mexican composers as Silvestre Revueltas, Carlos Chavez, Ponce and others.

The cover includes several pages of photographs as well as details on the music and the composers.

Album covers are being produced in English, French and Spanish. Price of the special "Olympics Album" was not announced.

Vilard's Tour Into November

PARIS—French singer Herve Vilard's extended tour of Central and South America which began in Brazil, July 25, will take the Philips singer through to the first week in November when he rounds off the trip with a week of dates in Port au Prince, Haiti.

After appearances in Rio de Janeiro and Sao Paulo, Vilard appears in Montevideo, Uruguay (Aug. 5), Santiago, Chile (Aug. 6-9) and Bogota, Colombia (Aug. 10-25).

There follow dates in Lima, Peru (Aug. 26-27), Panama (Aug. 29-Sept. 1), Caracas, Venezuela (Sept. 3-7), Fort de France, Martinique and Pointe a Pitre, Guadeloupe (Sept. 9-15), Mexico and Acapulco (Sept. 16-Oct. 30), and Port au Prince, Haiti (Nov. 1-8).

Before Vilard left Paris, Philips issued his new Mercury single containing two of his own compositions, with "Fais tes Valises" as the main title.

Tetragrammaton, Polydor Is Named

MONTREAL — Polydor Records Canada Ltd. has been appointed the exclusive Canadian distributor of the Tetragrammaton label. The first releases in Canada of the single, "Hush," and the album, "Shades of Deep Purple," by the Deep Purple, are being rush-released. The acquisition of additional labels by Polydor will be announced in coming weeks.

BORG CAPTURES ROSTOCK FEST

HELSINKI—Sweden's Benny Borg won first prize at the Rostock International Song Festival held in Rostock, East Germany, on July 12. Borg's winning song was "Minns du den voren" (Do You Mean The Spring?). East Germany's Monica Hauff was second and Finland's Iris Rautio (Polydor) was third.

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International News Reports

From The Music Capitals of the World

• Continued from page 34

at Madison Square Garden June 15. Gross was more than \$100,000, with 20,068 viewing. . . . Lyn Murray scored "Angel in My Pocket." . . . Mel Carter makes his TV dramatic debut in "Jamal's My Name" segment of "The Outcasts." Following the taping, Carter opens at New York's Americana Aug. 13. . . . Jimmie Haskell scored "The 1000 Plane Raid." . . . Jack Jones plays the Sands in Las Vegas for four weeks beginning Sept. 4.

Erroll Garner stars on three TV specials overseas this fall, including programs on the BBC, Canada's CBC and on the network in Denmark. . . . Henry Mancini plays the Hollywood Bowl Aug. 17. . . . Duke Ellington will be at the Bowl Saturday (3). . . . John Gary will be at Harvey's in Lake Tahoe Aug. 21-Sept. 3. . . . Jack Jones plays the Greek Theatre Aug. 12-18. . . . Eddie Fisher will be at the Cocoanut Grove Aug. 13-26. . . . Vic Damone plays the Frontier in Las Vegas Aug. 7-Sept. 3. . . . Rouvaan will be at the Valley Music Hall in Salt Lake City Aug. 5-10. . . . Jay Livingston and Ray Evans have written five songs for Rowan and Martin's "Laugh-In." . . . The Buckingham's will appear in the road show production of "Sweet Charity" Aug. 4-11 in Kansas City. . . . Ray Charles plays the Memorial Auditorium in Sacramento Wednesday (31).

Al Martino will be at the Shoreham Hotel in Washington, Aug. 13-17. . . . Richard M. and Robert B. Sherman write the music, lyrics, and screenplay for "The Adventures of Tom Sawyer." . . . Frankie Laine to do two fundraising concerts with the New Orleans Symphony Orchestra Thursday (1) and Friday (2). . . . July 13 was "Glen Campbell Day" in Arkansas. . . . The Young Rascals will be at the Memorial Auditorium in Sacramento Aug. 18. . . . Burt Bacharach scores "The April Fools." . . . Kenneth Wannberg scored "Summer Sundae." . . . The New Christy Minstrels will be at the Stardust in Las Vegas Oct. 8-Nov. 28. . . . Cannonball Adderley, Dionne Warwick, Herbie Mann, Gary Burton, Jimmy Smith, and Thelouise Monk play the San Diego International Sports Arena Sunday (28). . . . Ray Charles will be on the "Ed Sullivan Show" Dec. 8. . . . Johnny Mathis on the initial taping of "Playboy After Dark." Della Reese and Vic Damone are set for the second. . . . Vikki Carr and Duke Ellington play the Hollywood Bowl Saturday (3). . . . Joe Williams plays the Hong Kong Bar Aug. 7. . . . The Platters will be at the Surf in New Jersey for two weeks, beginning Aug. 13.

BRUCE WEBER

MANILA

The Yupangco-Yamaha Music Corp. presented Japanese electronic organist Y. Kirino in a series of organ concerts here July 16-23. Kirino replaced Shigeo Sekitou, another Japanese, who earlier hurt his hand in an accident. Purpose of the concert series was to promote the Yamaha electronic organ. . . . Impresario Alfredo Lozano presented Viennese klarinette Franz Patak at a lone concert at the Philamlife Auditorium July 25. . . . The local record industry is facing a sharp drop in sales now that the rainy season has set in. The real factor in this lull is the school opening which customarily coincides with the season. Budget for records inevitably goes to tuition fees and school supplies needed by students. Filipinos are education-conscious. Sales pick up in September and reach peak in December.

Mareco, Inc., which operates stations DZMB (740 KH) and DZLM (1430 KH), has come up with an entertainment magazine

titled Spotlight, with Ferdinand S. Villar as editor in chief. The pocket-size biweekly carries features on music-records, movies, radio-TV, stage and fashion. It is primarily oriented to promoting the following labels Mareco carries: CBS, Capitol, MGM, Monument, ABC, Paramount, Atlantic, Command, Dunhill, Reprise, Warner Bros., Kapp, Valiant, Hickory, Musicor, Hispavox, Kama Sutra, Atco, Epic, Tower, Verve and Laurie, and also the following label of Filipinas Record Corp., a sister company: RCA Victor, Villar and Mabuhay. . . . On its GNP Crescendo label, a new acquisition, Mareco, Inc. is releasing these albums: "Pearly Shells," by Arthur Lyman, "The Heart of Trinidad," by the Calimbo Steel Band, "Billy and the Challengers," by the group of the same name, and "Mr. Cha Cha Cha," by Rene Touzet. . . . Follow-up release to Hugo Montenegro's "The Good, the Bad and the Ugly," which has been ranking in Philippine charts, is "Hang 'Em High," on RCA Victor. OSKAR SALAZAR

MILAN

Rifi Records has started direct cassette distribution. The line was previously available only through Philips' Italian affiliate, Phonogram. . . . I Camaleonti (CBS-Italiana) has recorded two sides in French, "Applausi" and "Diario Di Anna Frank," for release through CBS of France. . . . CGD has rush-released Herb Alpert's "This Guy's in Love With You" on A&M. An Italian version to be recorded by Alpert will follow soon. . . . An agreement has been reached between Barclay Espanola's head, Alain Milhaud, and Sif's (Barclay Italiana) chief, Giampiero Simontacchi, for an exchange of catalogs. Due to previous agreements, the international group Los Bravos, produced by Milhaud, is not part of the deal. GERMANO RUSCITTO

NEW YORK

Vanguard's Joan Baez will appear at Fillmore East on Friday (9) and Saturday (10). The bill for Friday (2) and Saturday (3) includes Columbia's Big Brother & The Holding Company, Epic's Staple Singers, and Deram's Ten Years After. . . . Pete Seeger appears at Kennebunk (Me.) High School on Saturday (3), Montreal's Maisonneuve Place des Arts on Friday (9), Saturday (10) and Sunday (11), and the Saratoga Performing Arts Center on Aug. 20. . . . Juggy Sound Studio is seeking an engineer, according to Juggy Murray, head of SyeSue Records. . . . MGM's Julie Budd signed with the William Morris Office.

The Beach Boys, Capitol artists, play Atlantic City's Steel Pier on Friday (9), Saturday (10) and Sunday (11). . . . The Doors of Elektra Records and All That The Name Implies of ESP Disk, play Philadelphia on Friday (2). . . . The Cowsills, MGM artists will play the HIC in Honolulu on Feb. 8. . . . Notes From The Underground, Vanguard artists, play the New Monk in Berkeley, Calif., from Wednesday (31) to Saturday (3), and Wednesday (7) to Saturday (10), and San Francisco's Avalon Ballroom from Aug. 16-18, "Down in the Basement" and "I Wish I Was a Punk" is their first Vanguard single.

Elektra's Judy Collins plays Columbia, Md. on Saturday (10), North Tonawanda, N. Y., Sunday (11); the Broadmoor in Colorado Springs, Aug. 17; the South Shore Music Circus in Cohasset, Mass., Aug. 18; Central Park, N. Y., Aug. 23; Broadway in the Streets, New York, Aug. 24; and the University of Michigan, Aug. 31. . . . Capitol's Magnificent Men

perform at the Ta Ta Club in Wildwood on Monday (29) through Saturday (3), at the Carlisle (Pa.) Fair Grounds Aug. 19; and the Continental Safari in Concordville, Pa., Aug. 20-25. . . . Columbia's John Davidson will host the annual "Model of the Year Pageant" on CBS-TV on Sept. 14.

RCA's Al Hirt will conduct the first of a series of free concerts for children from poor areas on Tuesday (30) at Al Hirt's Club in New Orleans under the auspices of the President's Commission on Youth Opportunity. He will conduct other free concerts for children in other cities throughout the year. . . . Tower's Eternity's Children will perform for the "Sweet 16" party of Darah Fountain, daughter of Decca's Pete Fountain, at Storyville in New Orleans on Aug. 25. . . . Tommy Bee, Albuquerque independent record producer, has cut sessions with the Hooterville Trolley, the Creation, Jan & Ernie, and the Trademarques. The Trademarques currently are touring with Warner Bros.-7 Arts Records' Bonniwell Music Machine. All of the material used was published by Stinger and Renolds, BMI firms. Recording sessions are planned for the U. S. Malebag, Sir Philip & Thomas, the Aspirin Groove Branch, and the Lincoln St. Exit.

United Artists' Bobby Goldsboro will tour Australia, Japan and Germany and the U. S. Army bases in Europe this fall. . . . Lionel Hampton and His Jazz Inner Circle began a two-week stint at the Paradise Island Casino in Nassau, B. W. I., on Tuesday (23). They will perform at the Republican National Convention in Miami Beach on Wednesday (7). They leave for Italy on Thursday (8). . . . Roger Rubenstein of Rub-Ott Management Agency is producing recording sessions of the Fun Band. . . . Singer Lee Middleton has signed with Sound Images for public relations. . . . Paul Leka is producing the Left Banke for Smash Records. MIKE GROSS

PRAGUE

Considerable interest was aroused among the Czech pop industry by a song festival held at Decin on July 6. The organizers succeeded in obtaining some of the country's best known singers for the festival, which was held for the first time as a national event. First place went to "Az Jednou" by Milan Drobny. . . . The industry was also impressed by four songs from the recent Bratislava Lyre contest, all of which entered the Czech hit parade within a month of the event. . . . Britain's Swinging Blue Jeans are expected in Czechoslovakia in July. This will be the first visit, apart from festival entrants, of a U. K. group since Manfred Mann's tour. Panton intends to release under license records by Procol Harum, the Move and other British and American groups. The first issue will take the form of a sampler LP. The Gustav Brom Orchestra has been booked to accompany Maynard Ferguson at the West Berlin Jazz Days, while the Prague International Jazz Festival will feature the University of Illinois Jazz Band, which will be in Europe on a good-will tour. LUBOMIR DORUZKA

SAN JUAN

EME-Americana becomes the Caribbean area representative of EME-De Espana of Madrid. Both Dircie and Tarrab have been traveling to Spain, Argentina, Venezuela, Dominican Republic and New York recently in order to complete their new set-up.

Paul Anka (RCA) opened for a limited engagement at El San Juan Hotel. Anka is one of the few artists to appear at this hotel twice a year. . . . Damita Jo (Epic) will be at the Caribe Hilton Hotel until Thursday (18). . . . Neil Sedaka (RCA) will be at El Flamboyant Hotel until Tuesday (16). . . . Nydia Caro (Tico Records), Puerto Rican vocalist, is at La Concha Hotel for her second engagement this year. . . . Joe Cuba (Continued on page 38)



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P.O. Strike in Canada Snarling Trade; Record Clubs Hardest Hit

• Continued from page 32

they hope most club members will fill out their orders as usual and simply wait to mail them till postal service is resumed, but fear that their "mail this coupon today" advertising aimed at new enrollments will lose some of its drawing power.

Small Distributions

Smaller, independent distributors will be the first to feel the financial strain if the strike is prolonged, holding up incoming cheques and the mailing of accounts that would bring further revenue in 30 days. On the other hand, no bills are arriving in the morning mail because there is no morning mail.

Dealers are also bearing additional expenses, as they pay shipping costs. Small orders, normally mailed parcel post, must now be sent rail express, for which the minimum is \$3.65 under 100 pounds. For this reason, many dealers are reluc-

tant to place small orders and "if you lose several small orders, that's the equivalent of a large order lost" worried one distributor. Other dealers are saving shipping costs as record company sales and promotion men are pressed into service to make deliveries by car as they make their calls. Orders normally placed by mail are now being placed by phone or telex; some companies are accepting collect phone calls from their accounts.

Promotional mailings to radio stations are now being shipped in bulk to distributors for delivery by staff or messenger service to key stations within a reasonable radius; smaller, less accessible stations will be new release-less until the strike is settled. Other companies are holding new releases until their number justifies deejay service by express. Radio station charts and reports on reaction to new records, normally an important item in promotion men's morn-

ing mail, are also victims of the strike.

To expedite mail and shipments to and from affiliates in the U. S. and abroad, many companies are relying on services provided by their brokers, who make daily trips to the nearest border points, where they have, or have now established, mailing addresses. Other companies have a staff member performing this service.

Although U. S. post offices put an embargo on mail to Canada as the strike deadline drew near, and Canadian post offices similarly tried not to accept mail that would not clear the country before the walkout, one company reports that samples of a Canadian single being submitted to U. S. companies are now in limbo, and the master tapes of Tetragrammaton's "Deep Purple" single and album, bound for Polydor here, are also reported strikebound.

From The Music Capitals of the World

• Continued from page 36

and his combo (Tico) are booked for a 10-week engagement at the Cocolobo Room of El Flamboyant Hotel. . . . **Dario Gonzalez**, president of Borinquen Records, says that all his future artists' contracts will assure simultaneous release of their records in Puerto Rico, New York, Caracas and the Dominican Republic. The Puerto Rico and New York markets will be supplied from their own factory in nearby Rio Piedras and from Miami. Venezuela customers will be supplied by Antor Brothers of Caracas who also press all RCA albums there. In Santo Domingo distribution will be by Distribuidora Dominicana de Discos. Borinquen Records recently moved their New York offices to 446 West 50th Street.

Franki Bibiloni, distributor for RAR Records of Rio Piedras, is promoting the first album by the **Latin Boys**, a local group, for that label. This album was recorded here. Some of the albums getting heavy play in local radio stations are "En La Oscuridad" (UA), **Tito Rodriguez**; "Mess Around" (Fania), **Orquesta Harlow**; "Parece que esta Dormida" (Parnaso), **Yaco Monti**; "Soul Drummer" (Fania), **Ray Barretto**; "El Grande" (RCA), **Armando Manzanero**; "Adoro" (Gema), **Roberto Ledesma**; "Amor en el Aire" (Borinquen), **Rocio and Durcal**; "Beat of Brass" (A&M), **Herb Alpert & Tijuana Brass**. . . . **Chucho Avellanet** (UA) is leaving soon for Caracas for TV and hotel shows.

STOCKHOLM

EMI is promoting a "Twelve on One" Regal LP which includes recent hits like "Congratulations," "Love Is Blue" and "Rosie." . . . **Mick Rickfors** from the **Bamboo** (Columbia) has replaced **Tommy Blom** with the **Tages** (Parlophone). . . . **Shanes** (Columbia) have covered the **John Rowles** English version of **Michel Fugain's** "Je n'aurai pas le temps" (If I Only Had Time). . . . EMI has released the **Equals' "Baby Come Back"** on Stateside. The **Equals' album "Unequaled Equals"** is released on President. . . . **Paul Revere** and the **Raiders** (Philips) and the **Mascots** (EMI) have competing versions of "Moreen." . . . EMI held a press reception for Columbia artist **Paul Jones** who is making an 11-day Swedish tour with the **Lasse**

Samuelsson Orchestra. EMI is giving strong promotion to the new **Jones** single "When I Was Six Years Old." . . . **Fleming-Kvintetten** has revived "Happy Birthday Sweet Sixteen" on Platina. . . . **King George Discovery** is recording a new album for Haparanda in the M.A.B. studios, Stockholm. . . . **Paul Jones** (Columbia) and the **Hollies** (Parlophone) will appear during **British Week** in Stockholm, starting Sept. 27. . . . **Povel Ramel** has recorded "De sista entusiasterna" as a duet with **Wencke Myhre** on Polydor. . . . Local duo **Pillow** recorded "Greensleeves" for Philips' Mercury label. . . . CBS released "Lady Willpower" by **Gary Puckett and the Union Gap**. . . . EMI is giving strong promotion to **Anni-Frid Lyngstad's** new single, "Simsalabim," on Columbia.

KJELL GENBERG

TOKYO

The **Thad Jones-Mel Lewis Orchestra** had its problems in Japan. Arriving without much ballyhoo and a mix-up in bookings, they managed to salvage something with a capacity crowd at Toschi Hall, arranged by jazz lovers in a hurry when it was discovered all the main halls were plugged, but the best sessions were held at a jazz joint in Shinjuku—the Pit Inn. . . . Philips Records announced that the **Herd**, from England, will make a public appearance here this autumn. . . . The **Walker Brothers** again had large crowds here, the second visit this year. The sale of their Philips album is soaring here. The album was recorded last January and is still high on the chart. . . . Nippon Columbia plans to release songs recorded in the jungles of South Vietnam by the **Viet Cong**. . . . **Vicky Palathanassiou**, the Greek singer, is coming to Japan. Philips Records is releasing its second Vicky album "All About Vicky" this month. Her single of "Love Is Blue" is constantly played on radio here.

A memorial to **Billy Banks**, an old song and dance man who cut his teeth with the old Noble Sissle orchestra and who later recorded with **Cab Calloway** on the now defunct Brunswick label, is scheduled here Aug. 25. His young Japanese partner, **Chizuru Hama**, is sponsoring the show and giving all the proceeds to charity—for mixed-blood orphans. Banks died of a heart attack here Oct. 9, 1967, and is the subject of a

"special cult." Miss **Hama**, now 24, joined **Banks' act** more than five years ago and traveled with him on the show circuit which stretched from Tokyo, to Okinawa, to Hong Kong to Malaysia. She plans to surprise her audience on the night of the memorial show by singing some of **Billy's favorite songs**. Other headliners on the show include **Billy's old pal Jerry Cosby**, who has entertained a decade or so here, and **Yoshiko Goto**, a popular Japanese singer. **Billy Banks** worked with such names in the U. S. as **Buster Bailer**, **Sidney Bechet**, **Lena Horne** and others. . . . The "Brenda Lee Musical Autobiography" released by **Teichiku Records** is not selling as well as expected here in Tokyo, but then neither is **Bobby Goldsboro's "Honey"**, a King Records July release.

Helen Merrill is due back from the U. S. soon to help promote the sale of her fourth album for **Victor's World Group Dept.** The session was held in the U. S. This album will be exploited on the weeks a rumor runs around Tokyo about the possibilities of the **Monkees** making a personal appearance tour of Japan. . . . **Nippon Victor** believes the **Martin Luther King "I Have a Dream"** and other speeches will sell to a wide but select audience. It is an August release.

ELSON E. IRWIN

TORONTO

London Records national sales promotion manager for the Philips-Mercury lines, **Gary Kouri**, is making a special tour of company branches to introduce **Fontana's** new **Living Presence** series, with an initial six-LP release, to sales and promotion representatives. He makes his presentation in Toronto Wednesday (7), Montreal Thursday (8) then in Vancouver, Calgary and Winnipeg. . . . A large contingent from Columbia in Canada attended the recent convention in Puerto Rico: new vice-president and managing director **Fred Wilmot**; executive vice-president **Terry Lynd**; sales and marketing executive **Jack Robertson**; director of sales and merchandising **Bill Eaton**; record product manager **Bill Kearns**; Toronto branch manager **Eddie Colero**; Montreal branch manager **Jacques Gagne**; Toronto promotion representative **Charlie Camilleri**; Montreal promotion representative **Joey Frechette**. **Robert R. Pampe**, recently retired as vice-president and managing director, and **Mrs. Pampe**, were special guests at the convention. . . . **Bobby Gimby**, whose "Canada" was the official Centennial song, hits the 1968 scene with an LP,



ROCK 'N' ROLL VETERAN **BILL HALEY**, center, gets a multiple handshake to seal an exclusive long-term contract signed with **Sonet Grammofon AB** in Stockholm during his tour of Sweden. The contract covers Scandinavia and Sonet's international manager, **Dag Haeggqvist** is also negotiating with **Jean-Jacques Finsterwald** of **Deutsche Vogue** regarding release of **Bill Haley** records in Germany. Sonet has already recorded three albums by **Haley**, and the first of these, plus a series of three singles with double-sided million-sellers, is being rush-released. With **Haley** are, left to right, **Gunnar Bergstrom**, Sonet; **Gert Lengstrand**, **Haley's Swedish manager**; **Paddy Magleen**, **Haley's European agent**, and **Dag Haeggqvist**.

"Let's Get Together," billed as the **Pied Piper and the Kids**. In a de luxe double-fold package, it includes "Canada," now released on **Quality's Golden Treasures** series, plus a mixture of familiar and original songs. The title tune will also be released as a single, on **Quality**.

Gordon Lightfoot was on the cover, and the subject of the lead article in the July 20 issue of **Weekend**, a magazine supplement in 40 newspapers across Canada. . . . **Deejay Paul Revere** of **CKPR**, **Port Arthur**, Ont., claims the **Canadian Broadcasting Wake-A-Thon Championship**, with a non-stop broadcast from 7 p.m. June 28 to midnight July 2, a total of 101 hours. **CKPR** reports the previous Canadian record was 78 hours, five minutes. . . . **Aretha Franklin** precedes her Aug. 18 Toronto date with a concert at the **Paul Sauve Arena** in Montreal Aug. 16. . . . **Polydor** artist **George Walker** opened at the **La-Salle Hotel**, Kingston, July 22, with dates in Toronto upcoming and plans for engagements in the west, all of which will promote his "James Last Presents **George Walker**" LP. **KIT MORGAN**

currently on a Scandinavian tour, appeared at the **International Jazz Festival** in **Peri, Finland**, and are set for dates in **Oslo, Stockholm** and **Copenhagen**. **Joachim Ernest Berendt** is writing a song for the group which will be recorded by **Saba**. . . . A group of Polish singers plus an orchestra led by vibraphonist **Jerzy Jilian** and a girl vocal group, the **Amazones**, have left for a two-month Soviet tour.

ROMAN WASCHKO

WELLINGTON, N. Z.

Reorganization of the top administrative body of the industry here has put **Fred W. Smith** at the helm as secretary of the **New Zealand Record Industry**. This body deals with all negotiations in the public performance of records, broadcasting rights and general industry affairs, including those on the international front. He was formerly copyright executive with **HMV** here. . . . First released in Canada where it hit the No. 1 spot, "Sunny Goodie Street," hit of the **Clevedonaires**, has been released here. The group, **Auckland-based**, has featured here on TV's pop "C'mon Show" and has recorded for **Impact**. . . . A first-timer for the country will be the breakfast spot on local commercial radio for **Philips**. A half-hour test program will be used through **Auckland stations** and is to feature pop and album promotion. . . . As golden disk fever gathers force **HMV** has selected a group of local artists as entrants. They include the **Avengers**, **Lee Grant**, **Simple Image**, **Paul Walden**, **Yolande Gibson**, **Alison Durbin**, **Quincy Conserve**, **Fourmyual**, **Ahmed Dhaman Group**, the **Castaways**. Selection of the Top 10, from which the winner is selected by public poll, is to be made by a panel of DJ's this year. . . . Local light classical pianist **Peter Cooper** has recorded for **PYE** an LP featuring works by **Commonwealth composers** and included a work of **New Zealander Douglas Lilburn**.

Folkster Val Murphy will travel to the U. K. at the behest of **Dublin's Billy Livingston**. . . . Current shift in legislation here may allow **Pirate Radio Hauraki** to obtain a license to broadcast. This would bring the **Pirates** ashore. In the last three months the station has gone off the air several times under the urgings of the elements. A severe winter has made life beyond the **Three Mile limit** in the **Hauraki Gulf** a

(Continued on page 52)

Country Music

Songwriters in Nashville Seek Credit Line on Labels of Disks

NASHVILLE—The first demand of the Nashville Songwriter's Association will be the use of full names of writers on the labels of records, according to the vice-president of the organization.

Eddie Miller, songwriter, publisher and Fender Guitar artist-relations representative, said the songwriter needs as much identity as anyone else, and that this long has been a point of grievance.

The Association, with its charter now complete, is headed by Buddy Mize of Central Songs.

Nashville to Get Merc. Pitchman

NASHVILLE — Mercury plans to bring a full-time country music promotion man here in the near future, after a training period in Chicago.

Evans McReynolds was taken from the Texas office to Chicago, and is expected to arrive here in about a week.

Mercury recently has begun increasing its strength in country product.

Miller said the primary objection to being affiliated with the American Guild of Authors and Composers (AGAC) is its "New York orientation" and its "lack of real interest in Nashville." AGAC in recent months has made some strong inroads into this city.

No Hard Demands

"We're not going after more money or making difficult demands on publishers," Miller said. "What we really want is to inform the young writer the truth about the business. Too many have been taken by unscrupulous people, and among other things we'll provide the writer a list of what we consider legitimate publishing companies."

Miller said that instead of blacklisting firms by printing those which have developed bad reputations, the positive approach would be followed. "There are plenty of good publishers, and we can steer good songwriters to them," he added.

Miller also feels songwriters should all be paid every 90 days instead of twice a year, and that all statements should be itemized. This, he said, would be

among the stipulations made by the NSA.

"The thing songwriters have to understand is that they're only half of the scene," Miller said. "The writer has to work and co-operate with the publisher, not make demands on him which make it difficult to function."

Miller's credits include "Release Me," recorded by more than 200 artists. Also, while in California, he was the founder of the Academy of Country and Western Music.



DOTTIE O'BRIEN goes over sheet music with Doug Kershaw, whose all Cajun band, the Louisiana Men, will be booked by Dottie O'Brien Enterprises.

KBOX Still The Leader

DALLAS — Success through country programming is not a short-lived experience, according to Jack Gardiner, program director of KBOX here.

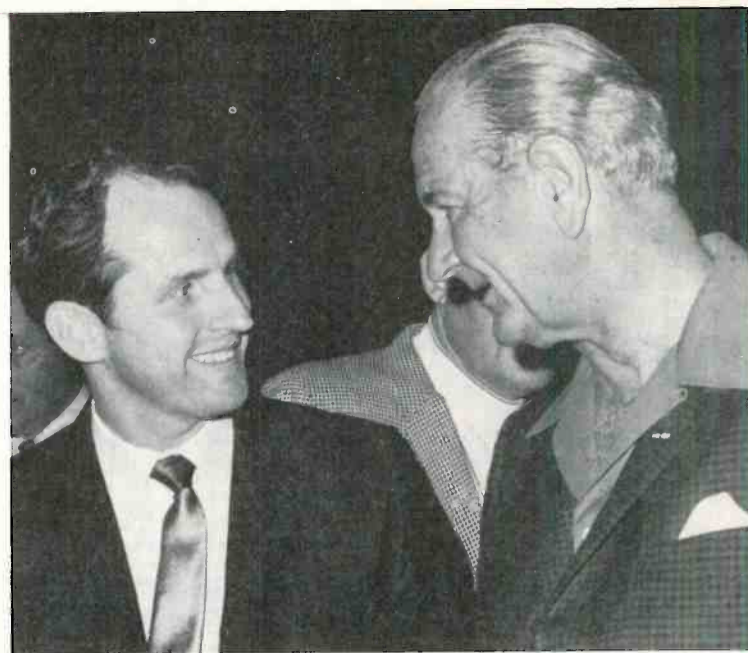
A Pulse report of a year ago showed that KBOX had moved to the top of the Dallas market through its country format. Now, 18 months after moving in that direction, the station still enjoys the leadership.

A six-county metro Pulse just issued shows that KBOX leads in total shares from 6 a.m. until 3 p.m., after which the youngsters swing the odds in favor of a top 40 outlet. Nonetheless, KBOX leads throughout in total adults.

KBOX is now owned by Group One Broadcasting. Vice-president and general manager is Robert Bostian.



A&R CHIEF DARRELL GLENN, of the newly formed Pompeii Records, greets Juanita Jones, of ASCAP, and newly signed writer Ron Price (right).



COUNTRY MUSIC BUFF LYNDON B. JOHNSON welcomes promoter Billy Deaton to the LBJ ranch in Texas after Deaton had worked in arranging entertainment for visiting governors and ambassadors.

Producer Glenn to Head Pompeii Pubs

DALLAS — Darrell Glenn, long-time independent producer, will take over the two publishing companies of Pompeii Records in addition to his a&r work with that firm.

The announcement was made by Pat Morgan, chairman of the board of Pompeii Music. Glenn most recently produced "He Ain't Country" by James Bell for Bell Records, and "Jimmy Jacob" by Carl Vaughn for Monument.

Pompeii will release its first country entry, a single by Dale McBride to be produced by Glenn. Glenn also will be developed as an artist.

During the past week, Atlantic-Atco's Jerry Wexler met with Pompeii president Joe Perry regarding promotion and distribution of the Pompeii product. Juanita Jones of ASCAP, Nashville, also visited Pompeii. The new Don Jacoby pop album on the label has several original instrumentals placed with Pompeii's ASCAP company.

Glenn will maintain his home in Nashville, but will spend most of his time in the Dallas-Fort Worth area. He predicted that the region would become a "place of power" in the music business.

Country Not Tuned In to FM's Power, Dodd Asserts

GREENSBORO, N. C.—FM is now a growing power in radio, but still is being generally ignored by the country music industry. This is the claim of F. D. Skeeter Dodd, general manager of WMDE Radio here.

"I am finding it hard to communicate with people in country music," Dodd said. "We are programming country and western music, the modern sound, 20 hours a day. Yet the major labels, with the exception of RCA Victor and Capitol, have paid little attention to our written request for service."

Dodd said many of the companies ignore the FM operations, considering them of limited audience. Yet, he contends, WMDE has "listeners from mid-Virginia south to mid-South Carolina. We have commercial sponsors in the area 70 miles around Greensboro. On a recent promotion we drew mail from a wide three-State area."

Dodd said he could not understand the lack of response from some of the record people. He said he must get his records through a trade-out with a local record shop.

"It's just not fair that I use my salable air time to get records so we can sell country music on the air," he said. "WMDE will remain country until hell freezes over, even if I have to lay out cash for the disks, but it would be so much

easier if we could get service," he said.

WMDE is a 100,000-watt station.



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The Battle of Viet Nam—Wendell Austin (Wreck)
There Must Be a Place—Lyrics (J.W.J.)
Look at the Laughter—Wilma Burgess (Decca)
First City #2—Sandy Scott (Bandbox)
The Boy and Girl—James Bowens (Roosevelt Lee)
Light Shining So Bright—Mel Murvine (National)
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AT THESE TWO ONCOMING HITS!!!



MAXINE BROWN

"TAKE TIME
TO KNOW
HIM"

CHART 59-1046

"SO MUCH FOR
ME, SO MUCH
FOR YOU"

CHART 59-1047

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MANUFACTURED & DISTRIBUTED WORLD WIDE BY RCA

Billboard Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 8/3/68

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

This Week	Last Week	TITLE, Artist, Label Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label Number & Publisher	Weeks on Chart
Billboard Award	1	FOLSOM PRISON BLUES Johnny Cash, Columbia 44513 (Hilo, BMI)	10	38	34	I AIN'T GOT NOBODY Dick Curless, Tower 415 (Combine, BMI)	8
	2	WHAT'S MADE MILWAUKEE FAMOUS (Has Made a Loser Out of Me) Jerry Lee Lewis, Smash 2164 (Gallico, BMI)	9	39	39	NIGHT LIFE Claude Gray, Decca 32312 (Pamper, BMI)	12
	3	HEAVEN SAYS HELLO Sonny James, Capitol 2155 (4 Star, BMI)	10	40	38	I'M COMING BACK HOME TO STAY Buck Owens' Buckaroos, Capitol 2173 (Blue Book, BMI)	9
	4	YOU'VE JUST STEPPED IN (From Stepping Out on Me) Loretta Lynn, Decca 32332 (Sure-Fire, BMI)	8	41	48	JODY & THE KID Roy Drusky, Mercury 72823 (Buckhorn, BMI)	3
	5	D-I-V-O-R-C-E Tammy Wynette, Epic 10315 (Tree, BMI)	12	42	41	PHONE CALL TO MAMA Joyce Paul, United Artists 50315 (Gallico, BMI)	7
	6	ALREADY IT'S HEAVEN David Houston, Epic 10388 (Gallico, BMI)	8	43	57	LET THE WORLD KEEP ON A TURNIN' Buck Owens & Buddy Alan & the Buckaroos, Capitol 2237 (Blue Rock, BMI)	2
	7	I'M GONNA MOVE ON Warner Mack, Decca 32308 (Page Boy, SESAC)	12	44	50	IF YOU DON'T LIKE THE WAY I LOVE YOU Mary Taylor, Dot 17104 (Central Songs, BMI)	7
	8	AS LONG AS I LIVE George Jones, Musicor 1298 (Glad/Zanetis, BMI)	5	45	46	HERE'S TO YOU & ME Tex Williams, Boone 1072 (Wilderness, BMI)	6
	9	THE EASY PART'S OVER Charley Pride, RCA Victor 47-9514 (Hall-Clement, BMI)	12	46	68	WE'LL GET AHEAD SOMEDAY Porter Wagoner & Dolly Parton, RCA Victor 47-9577 (Carreta, BMI)	2
	10	RUN AWAY LITTLE TEARS Connie Smith, RCA Victor 47-9513 (Blue Crest, BMI)	12	47	56	FLOWER OF LOVE Leon Ashley, Ashley 4000 (Gallico, BMI)	2
	11	I BELIEVE IN LOVE Bonnie Guitar, Dot 17097 (Ring-A-Ding/Vigilance, BMI)	9	48	49	YOU'VE CHANGED EVERYTHING ABOUT ME BUT MY NAME Norma Jean, RCA Victor 47-9558 (Pamper, BMI)	3
	12	DREAMS OF THE EVERYDAY HOUSEWIFE Glen Campbell, Capitol 2224 (Combine, BMI)	5	49	53	A LITTLE BIT LATER ON DOWN THE LINE Bobby Bare, RCA Victor 47-9568 (Sea-Lark, BMI)	2
	13	RAMONA Billy Walker, Monument 1079 (Feist, ASCAP)	4	50	55	YOUR TIME HASN'T COME YET BABY Elvis Presley, RCA Victor 47-9547 (Presley, BMI)	6
	14	LOVE IS IN THE AIR Marty Robbins, Columbia 44509 (Wildweed, BMI)	14	51	47	EVERYBODY WANTS TO BE SOMEBODY ELSE Harden Trio, Columbia 44552 (Combine, BMI)	6
	15	IT'S OVER Eddy Arnold, RCA Victor 47-9525 (Honeycomb, ASCAP)	17	52	43	I BELIEVE IN LOVE Stonewall Jackson, Columbia 44501 (Turp, Ltd., BMI)	9
	16	ONLY DADDY THAT'LL WALK THE LINE Waylon Jennings, RCA Victor 47-9561 (Central Songs, BMI)	4	53	54	PAINTED GIRLS & WINE Ed Bruce, RCA Victor 47-9553 (Return, BMI)	4
	17	LOVE TAKES CARE OF ME Jack Greene, Decca 32352 (Husky, BMI)	3	54	44	GOOD TIME Willie Nelson, RCA Victor 47-9536 (Pamper, BMI)	8
	18	THE ENEMY Jim Ed Brown, RCA Victor 47-9518 (Window, BMI)	11	55	67	FROM HEAVEN TO HEARTACHE Bobby Lewis, United Artists 50327 (Singleton, BMI)	2
	19	BE PROUD OF YOUR MAN Porter Wagoner, RCA Victor 47-9530 (Forest Hills, BMI)	9	56	66	I'M IN LOVE WITH MY WIFE David Rodgers, Columbia 44561 (Moss-Rose, BMI)	3
	20	THE LATE AND GREAT LOVE (Of My Heart) Hank Snow, RCA Victor 47-9523 (Combine, BMI)	9	57	62	TEXAS TEA Dee Mullins, SSS International 745 (Singleton, BMI)	4
	21	AUTUMN OF MY LIFE Bobby Goldsboro, United Artists 50318 (Unart, BMI)	4	58	59	CHRISTOPHER ROBIN Stonemans, MGM 13945 (Jack, BMI)	3
	22	THERE'S A FOOL BORN EVERY MINUTE Skeeter Davis, RCA Victor 47-9543 (Natson/Port, ASCAP)	7	59	61	TOP OF THE WORLD Stu Phillips, RCA Victor 47-9557 (Jack, BMI)	4
	23	HOW IS HE Jeannie Seely, Monument 1075 (Buckhorn, BMI)	7	60	60	JACKSONVILLE Cal Smith, Kapp 913 (Forrest Hills, BMI)	7
	24	JUST BECAUSE I'M A WOMAN Dolly Parton, RCA Victor 47-9548 (Combine, BMI)	6	61	—	BUFFALO NICKEL Rusty Draper, Monument 1074 (Glaser, BMI)	1
	25	MAMA TRIED Merle Haggard, Capitol 2219 (Blue Book, BMI)	2	62	72	ONE OF THESE DAYS Tompall & the Glaser Brothers, MGM 13954 (Jack, BMI)	2
	26	I KEEP COMING BACK FOR MORE Dave Dudley, Mercury 72818 (Newkeys, BMI)	4	63	73	THE STRAIGHT LIFE Sonny Curtis, Viva 630 (Viva, BMI)	3
	27	TIE A TIGER DOWN Sheb Wooley, MGM 13938 (Channel, ASCAP)	6	64	75	GYPSY KING Kitty Wells, Decca 32343 (Bevis/Wells, BMI)	2
	28	SOMETHING SPECIAL Mel Tillis, Kapp 905 (Blue Echo, BMI)	13	65	65	CUT THE CORNBREAD MAMA Osborne Brothers, Decca 32325 (Sure-Fire, BMI)	6
	29	BORN A FOOL Freddie Hart, Kapp 910 (Jack O' Diamond, BMI)	9	66	—	SAN DIEGO Charlie Walker, Epic 10349 (Blue Crest/Hill & Range, BMI)	1
	30	WITH PEN IN HAND Johnny Darrell, United Artists 50292 (Unart, BMI)	15	67	—	GONNA MISS ME Homesteaders, Little Darlin' 0045 (Jack, BMI)	1
	31	ON TAP, IN THE CAN OR IN THE BOTTLE Hank Thompson, Dot 17108 (Brazos Valley, BMI)	4	68	74	THE LOVERS Bill Willbourne and Kathy Morrison, United Artists 50310 (Four Star, BMI)	3
	32	STRANGER IN A STRANGE STRANGE CITY Webb Pierce, Decca 32339 (Tuesday, BMI)	5	69	70	HOW TO CATCH AN AFRICAN SKEETER ALIVE Jimmy Dickens, Decca 32326 (Blue Crest/Husky, BMI)	5
	33	I'VE BEEN THERE BEFORE Ray Price, Columbia 44505 (Gramitto, BMI)	14	70	—	BIG GIRLS DON'T CRY Lynn Anderson, Chart 59-1042 (Yonah, BMI)	1
	34	IT'S A LONG WAY TO GEORGIA Don Gibson, RCA Victor 47-9563 (Acuff-Rose, BMI)	4	71	—	DO YOU BELIEVE THIS TOWN Roy Clarke, Dot 17117 (Attache, BMI)	1
	35	AIN'T GOT TIME TO BE UNHAPPY Bob Luman, Epic 10312 (Gallico, BMI)	13	72	—	I JUST CAME TO GET MY BABY Faron Young, Mercury 72827 (Tree, BMI)	1
	36	A REAL GOOD WOMAN Jean Shepard, Capitol 2180 (Central Songs, BMI)	8	73	—	UNDO THE RIGHT Johnny Bush, Stop 193 (Pamper, BMI)	1
	37	TELL IT LIKE IT IS Lorene Mann & Archie Campbell, RCA Victor 47-9549 (Olrap, BMI)	6	74	—	IN ANOTHER WORLD Webb Pierce, Decca 32339 (Jack O'Diamonds, BMI)	1
				75	—	TWO LITTLE HEARTS ompton Brothers, Dot 17110 (Tibro, BMI)	1

♡ BUCK & BUDDY KEEP LOVE A TURNIN' ♡

LET THE WORLD KEEP ON A TURNIN'

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Hot Country LP's

Billboard SPECIAL SURVEY
For Week Ending 8/3/68

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

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1		JOHNNY CASH AT FOLSOM PRISON Columbia (No Mono); CS 9639 (S)	8
2	8	A NEW PLACE IN THE SUN Glen Campbell, Capitol (No Mono); ST 2907 (S)	12
3	4	HONEY Bobby Goldsboro, United Artists UAL 3642 (M); UAS 6642 (S)	13
4	3	HEY LITTLE ONE Glen Campbell, Capitol T 2878 (M); ST 2878 (S)	19
5	5	FIST CITY Loretta Lynn, Decca DL 4997 (M); DL 74997 (S)	11
6	2	THE ROMANTIC WORLD OF EDDY ARNOLD RCA Victor LPM 4009 (M); LSP 4009 (S)	9
7	7	MAKE MINE COUNTRY Charley Pride, RCA Victor LPM 3952 (M); LSP 3952 (S)	11
8	9	BY THE TIME I GET TO PHOENIX Glen Campbell, Capitol T 2851 (M); ST 2851 (S)	32
9	12	ANOTHER TIME, ANOTHER PLACE Jerry Lee Lewis, Smash (No Mono); SRS 67104 (S)	8
10	6	LORETTA LYNN'S GREATEST HITS Decca (No Mono); DL 75000 (S)	5
11	16	BY THE TIME I GET TO PHOENIX Marty Robbins, Columbia (No Mono); CS 9617 (S)	9
12	20	IF MY HEART HAD WINDOWS George Jones, Musicor (No Mono); MS 3158 (S)	6
13	13	GENTLE ON MY MIND Glen Campbell, Capitol T 2809 (M); ST 2809 (S)	44
14	15	TOUCH OF SADNESS Jim Reeves, RCA Victor LPM 3987 (M); LSP 3987 (S)	13
15	11	THE COUNTRY WAY Charley Pride, RCA Victor LPM 3895 (M); LSP 3895 (S)	33
16	14	I LOVE CHARLEY BROWN Connie Smith, RCA Victor LPM 4002 (M); LSP 4002 (S)	9
17	10	WILD WEEKEND Bill Anderson, Decca DL 4998 (M); DL 74998 (S)	10
18	24	HEAVEN SAYS HELLO Sonny James, Capitol (No Mono); ST 2937 (S)	2
19	18	BEST OF BUCK OWENS, VOL. 2 Buck Owens & His Buckaroos, Capitol (No Mono); ST 2897 (S)	15
20	19	BOTTOM OF THE BOTTLE Porter Wagoner, RCA Victor LPM 3968 (M); LSP 3968 (S)	7
21	29	A THING CALLED LOVE Jimmy Dean, RCA Victor LPM 3999 (M); LSP 3999 (S)	4
22	23	SWEET ROSIE JONES Buck Owens & His Buckaroos, Capitol (No Mono); ST 2962 (S)	2
23	25	YOU ARE MY TREASURE Jack Greene, Decca DL 4979 (M); DL 74979 (S)	15
24	26	PROMISES, PROMISES Lynn Anderson, Chart CHM 1004 (M); CHS 1004 (S)	28
25	27	THE LEGEND OF BONNIE & CLYDE Merle Haggard, Capitol (No Mono); ST 2912 (S)	14
26	22	EVERLOVIN' WORLD OF EDDY ARNOLD RCA Victor LPM 3931 (M); LSP 3931 (S)	27
27	21	KING OF COUNTRY SOUL Don Gibson, RCA Victor LPM 3974 (M); LSP 3974 (S)	9
28	33	COUNTRY'S BEST ON RECORD Jim Ed Brown, RCA Victor LPM 4100 (M); LSP 4100 (S)	5
29	17	TAKE ME JUST AS I AM Ray Price, Columbia (No Mono); CS 9606 (S)	17
30		D-I-V-O-R-C-E Tammy Wynette, Epic (No Mono); BN 26392 (S)	1
31	36	JUST BETWEEN YOU AND ME Porter Wagoner & Dolly Parton, RCA Victor LPM 3926 (M); LSP 3926 (S)	18
32	32	THE STORY OF BONNIE & CLYDE Flatt & Scruggs, Columbia (No Mono); CS 9649 (S)	11
33		HERE'S CONWAY TWITTY & HIS LONELY BLUE BOYS Decca (No Mono); DL 74990 (S)	10
34		ORIGINAL THEME FROM BONNIE & CLYDE Mercury MG 21162 (M); SR 61162 (S)	8
35	28	SOMETHING PRETTY Wynn Stewart, Capitol (No Mono); ST 2921 (S)	5
36	44	ONLY THE GREATEST Waylon Jennings, RCA Victor LPM 4023 (M); LSP 4023 (S)	2
37	42	KITTY WELLS SHOWCASE Decca (No Mono); DL 74961 (S)	2
38		A TENDER LOOK AT LOVE Roger Miller, Smash (No Mono); SRS 67103 (S)	1
39	43	JOHNNY CASH'S GREATEST HITS, VOL. 1 Columbia CL 2678 (M); CS 9478 (S)	16
40	40	I BELIEVE IN LOVE Bonnie Guitar, Dot (No Mono); DLP 25865 (S)	3
41		MEET JACK RENO Atco (No Mono); SD 33-251 (S)	1
42	34	NOTHING TAKES THE PLACE OF LOVING YOU Stonewall Jackson, Columbia (No Mono); CS 9669 (S)	3
43	45	URBAN SUBURBAN Roy Clark, Dot (No Mono); DLP 25863 (S)	2
44	41	BEST OF EDDY ARNOLD RCA Victor LPM 3565 (M); LSP 3565 (S)	67
45	37	BODY AND MIND Norma Jean, RCA Victor LPM 3977 (M); LSP 3977 (S)	7

Country Music

Nashville Scene

ABC's Paul Cohen is hospitalized again, this time in a clinic in St. Louis, where the check-up will be thorough. . . . Dottie O'Brien is now handling Larry Butler. . . . Marty Brown is doing her first session at Monument. . . . Newcomer Barbara Mandrell already has recording offers. . . . Wayne Galbreath, writer of "What Kind of Deal Is This," is now traveling with Harold Morrison. They wrote Morrison's new Epic single, "The Dog." . . . Carol Lee has worked five weeks at the Aladdin in Las Vegas. . . . Henry Romersa, director of the Vanderbilt and Peabody College bands and ensembles, is considering a move into the commercial music industry in an administrative capacity. He has one of the best track records in the business. . . . Pam Miller has turned 14, five years after her first recording session. . . . Margie Bowes, staying almost steadily on the road, finally cutting a much delayed Decca album. . . . Jody Miller, Capitol artist, is working with Glen Keener, Ron Mason and Milk Wil-

son at the Mint in Las Vegas.

Dottie West, RCA Victor, has started her own publishing firm, Third Generation Publishers. The first signed writer is Jimmy Johnson. . . . Tom Farrell is no longer with Elvis Carden in Atlanta. Bill Martin handles it all. . . . WWVA Jamboree director Gus Thomas announced the addition of Marty Martel as a regular on the show. He is on the Stop label. . . . Paula's Cheryl Poole may become a regular on the "Buck Owens TV Show." She has filmed eight shows, with eight more to go. . . . Red Sovine, Starday, recently underwent eye surgery again, and it was a complete success. . . . Despite a string of successes in the record business going back 15 years, the new recording by Webb Pierce, "Stranger in a Strange, Strange City" is the first of his singles to be pulled from an album. The other side of this single, "In Another World," also came from the same LP. . . . Columbia's Sonny Wright is on a string of personal appearances in the Colorado and Kansas areas. . . . Washington State's Johnny



MONUMENT'S FRED FOSTER departs for a combined business-pleasure trip to Hawaii with two of his youngsters, Mickey and Vance.

O'Keefe has a song with regional strength in his Sims recording of "Wo Why." . . . Nashwood Records has its second release, "A Truckload of Watermelons" by Sam Smith. The first release was by Irene Ryan.

Country singer Bruce Mullen of Dot is doing a series of shows and promotions in Wyoming, Oklahoma and Colorado. . . . Barbara Fairchild is the newest addition to the Kapp roster. Only 17, her new release is "Remember the Alamo-ny." She co-wrote the material. The session was produced by Jerry Crutchfield of MCA Music. . . . Ten thousand country fans were on hand for the fourth annual KUZZ Fun in the Sun Day at Bakersfield. Entertainment was provided by Capitol's Chapparral Brothers, the Sandlin Brothers, Johnny Russell, Leon Copeland and Judy King. (Continued on page 52)

Capitol Signs Bond To a Five-Year Pact

NASHVILLE — Veteran recording artist Johnny Bond, here to cut some independent masters for distribution to various recording companies, instead was signed to a five-year contract by Capitol.

Bond was reached by Ken Nelson when his pact with Starday expired.

The West Coast singer-publisher had just concluded copyright renewals on some 50 songs in his Vidor Publications catalog, all dating back to 1941, many of them written by the Delmore Brothers. Additionally, Bond and Tex Ritter have renewed some 100 tunes sung by Ritter in his early movies.

Bond's first copyright renewal was a tune called "On the Banks of the Sunny San Juan," by Eddie Dean and Glen Strange. This tune last was recorded by Jimmy Wakely for Decca.

Bond noted that more and more of the albums today are being supplemented by tunes from the long-existing catalogs.

"Some of the tunes are such a part of standard performance that they are thought to be public domain," Bond said.

"Now and then we find one of our old catalog tunes listed that way on an album."

In addition to his recording and publishing work, Bond is president of the Academy of Country and Western Music, based in California.

Country Music Assn. Lists Time & Dates of Seminar

NASHVILLE—Specific times and a date have been announced for the International Seminar of the Country Music Association to be held during the 44th birthday anniversary of the "Grand Ole Opry" (Billboard, June 15).

The seminar will be held at the Municipal Auditorium, Friday, Oct. 18, from 2:30 to 5:00 p.m. It will feature a panel of local and foreign representatives who will discuss all international aspects of country music.

Emily Bradshaw, president of Promotions by Emily and a member of the Country Music

Association International Committee, was named by committee chairman Dick Broderick to chair the affair. Broderick is a director of CMA, and vice-president of MCA. He has also charged Mrs. Bradshaw with the responsibility of promoting this particular event.

Special invitations have been issued to foreign representatives, for talks on sales, promotion, booking, publicity, recording and publishing. Those attending the parley may register for the seminar at the CMA booth in the main entrance of the Auditorium.

Broderick earlier announced that one of the seminar participants would be Martin Roemer, who will discuss overseas post exchange sales and promotion of country music.

The time schedule for the seminar was worked out in cooperation with Robert E. Cooper, vice-president and general manager of WSM Radio.

Yesteryear's Country Hits

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

COUNTRY SINGLES— 5 Years Ago August 3, 1963

1. Ring of Fire—Johnny Cash (Columbia)
2. Six Days on the Road—Dave Dudley (Golden Wing)
3. Act Naturally—Buck Owens (Capitol)
4. Abilene—George Hamilton IV (RCA Victor)
5. We Must Have Been Out of Our Minds—George Jones & Melba Montgomery (United Artists)
6. Guilty—Jim Reeves (RCA Victor)
7. Sands of Gold—Webb Pierce (Decca)
8. Talk Back Tremblin' Lips—Ernest Ashworth (Hickory)
9. Sweet Dreams (Of You)—Patsy Cline (Decca)
10. Detroit City—Bobby Bare (RCA Victor)

COUNTRY SINGLES— 10 Years Ago August 4, 1958

1. Guess Things Happen That Way/Come In, Stranger—Johnny Cash (Sun)
2. Blue Blue Day—Don Gibson (RCA Victor)
3. Hard Headed Woman/Don't Ask me Why—Elvis Presley (RCA Victor)
4. Poor Little Fool—Ricky Nelson (Imperial)
5. Oh, Lonesome Me/I Can't Stop Loving You—Don Gibson (RCA Victor)
6. Secretly/Make Me a Miracle—Jimmie Rodgers (Roulette)
7. Just Married/Stairway of Love—Marty Robbins (Columbia)
8. City Lights/Invitation to the
9. All I Have to Do is Dream—Blues—Ray Price (Columbia)
10. Everly Brothers (Cadence)
11. Alone With You/Every Time I'm Kissing You—Faron Young (Capitol)



WWVA "JAMBOREE" director Gus Thomas, right, congratulates the newest member, Marty Martel of Stop Records.

'ONE OF THESE DAYS'

MGM #13954



TOMPALL **AND THE** **Glaser** **Brothers**



*The NOW Sound
In Country Music*

PUBLISHED BY:
JACK MUSIC

PHOTOS:
NEW WORLD/NASHVILLE

Nashville Scene

• Continued from page 50

Clyde Beavers and the Eager Beavers completed a tour of military bases in Newfoundland, then left to do the same in Greenland. Kirk Hansard is on a Hap Peebles tour of Canada and the northwest, plugging his Chart release. Boone artist Linda Flanagan goes to Puerto Rico a little later. Lois Johnson moves from Epic to Columbia for her next release. Jim Ed Brown has signed another five-year contract with RCA Victor.

John D. Loudermilk's new single, "Sidewalks" was a tune recorded as a demo. He had written it, taped it for a&r men, and played it. Bob Ferguson took the

demo, added the accouterments, and came up with the single. George Hamilton IV has concluded his "way out" album which should surprise some and please everyone. Its title: "The Fourth Dimension." Felton Jarvis, Jerry Bradley, Bud Logan, Casey Anderson and Roy Orbison has formed a Dune Buggy club locally. Bob Morris leaves his Harrison, Ark., home next week for a Capitol session with Kelso Herston. He has, in the past, written some top songs for Buck Owens, and has appeared on the Merle Haggard show. WPLG's Appreciation Week in Atlanta was a big success despite the bad weather. Len Tanner, a Tulsa artist, will record for Capitol Records during the coming week.

From The Music Capitals of the World

• Continued from page 38

series of ups and downs. Robin Robinson has been appointed supervisory a&r man for the Polydor label here by the distributor, Philips. Warner Bros.-Seven Arts Convention at Kauai, Honolulu, attracted attendance by label manager here, Graham Feasey. The managing director of the licensee here, HMV, A. J. Wyness, will also drop off at the convention in the course of a world tour. Australasian touring artist, Ricky DeVon, has signed with Impact. His first record is "Give Me Love" b/w "I Cry." Feature of national Sunday News was a tribute to the late Otis Redding.

A first for jazz lovers here is the release by Festival of virtuoso flautist Herbie Mann on the A & M label. Larry's Rebels have returned from engagements at Sydney and Melbourne night spots. More recording work is planned for them before they take up further bookings here and in

Australia. The group will tour the Aussie artists Ronnie Burns and Pat Carroll. Release of their number "Halloween" is planned for release in America prior to the actual festival there. The Wellington group, the Compulsions, who have been working in Adelaide and Melbourne, have been contracted to record. New Zealand release will follow. The group consists of Ben Kaika (bass), Paddy Beach (drums) and Reno Tehei (lead). Back in this country from California, Ray Columbus, who acquired a share in the Colstar label in the U. S., will record on Polydor. His first release features his own material and his introductory single is to be "Happy in a Sad Kinda Way." Latest additions to the Philips stable are Ernie Rouse's Trad Band, the Shevelles, an all-girl trio recently back in this country from nightclub work in the U. S., and the Folkous Five, a Tauranga group. All have been featured in the "TV Studio One" musical show. JOHN P. MONAGHAN

Col. Test Promo on Hip Rock Clicks in Ontario

TORONTO—An experiment in selective promotion of progressive rock music by Columbia Records has proven successful in Kingston, Ontario, and may be expanded to other markets, says Bill Eaton, director of sales and merchandising. The experiment began with the Blood, Sweat and Tears album released here a couple of months ago. It was sent to CKLC, Kingston, personality

Garry Parr, who programs a segment of underground music with freedom to feature a full album. Biographical and background material from Columbia in the U. S. was included, "to make Gary aware of the ideas behind the album and to help him talk about the group with more authority, so that he could make a feature of it," says Eaton.

At the same time, a sizeable

stock of the album was shipped to the House of Sounds record shop. "The owner, Moe Sugarman, hadn't ordered them, and he might not have ordered the LP at all, but he went along with us," Eaton says, and the album sold out following Parr's programming. The success has been repeated with albums by the Electric Flag and the Spirit, and has encouraged Eaton to consult with branch managers to locate other centers with the combination of underground music programming and a progressive retailer.

"It can never be done on a large scale," says Eaton. "We might only have one album a month, maybe only one in two months—how often do you get a group like Blood, Sweat and Tears — and it takes programming and a deejay with the freedom to concentrate on an album, and an aggressive retailer, people you know to work with, but if you take the trouble to promote it selectively, you get extra sales."

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 August 3, 1963

1. So Much in Love—Tymes (Parkway)
2. Fingertips (Part II)—Little Stevie Wonder (Tamla)
3. Surf City—Jan & Dean (Liberty)
4. (You're the) Devil in Disguise—Elvis Presley (RCA Victor)
5. Wipe Out—Surfaris (Dot)
6. Blowin' the Wind—Peter, Paul & Mary (Warner Bros.)
7. Easier Said Than Done—Essex (Roulette)
8. Judy's Turn to Cry—Lesley Gore (Mercury)
9. Tie Me Kangaroo Down, Sport—Rolf Harris (Epic)
10. Just One Look—Doris Troy (Atlantic)

POP SINGLES—10 Years Ago August 4, 1958

1. Poor Little Fool—Ricky Nelson (Imperial)
2. Patricia—Perez Prado (RCA Victor)
3. Hard Headed Woman/Don't Ask Me Why—Elvis Presley (RCA Victor)
4. Yakety Yak—Coasters (Atco)
5. Splish Splash—Bobby Darin (Atco)
6. Little Star—Elegants (APT)
7. Rebel Rouser—Duane Eddy (Jamie)
8. When—Kalin Twins (Dee)
9. My True Love/Leroy—Jack Scott (Capitol)
10. Purple People Eater—Sheb Wooley (MGM)

R&B SINGLES—5 Years Ago August 3, 1963

1. Fingertips (Part II)—Little Stevie Wonder (Tamla)
2. Pride and Joy—Marvin Gaye (Tamla)
3. Easier Said Than Done—Essex (Roulette)
4. So Much in Love—Tymes (Parkway)
5. Mockingbird—Inez Foxx (Symbol)
6. Surf City—Jan & Dean (Liberty)
7. Just One Look—Doris Troy (Atlantic)
8. Hello Stranger—Barbara Lewis (Atlantic)
9. No One—Ray Charles (ABC-Paramount)
10. My True Confession—Brook Benton (Mercury)

POP LP'S—5 Years Ago August 3, 1963

1. Days of Wine and Roses—Andy Williams (Columbia)
2. The James Brown Show (King)
3. Moving—Peter, Paul & Mary (Warner Bros.)
4. Peter, Paul & Mary (Warner Bros.)
5. West Side Story—Soundtrack (Columbia)
6. Surfin' U.S.A.—Beach Boys (Capitol)
7. I Love You Because—Al Martino (Capitol)
8. Little Stevie Wonder, the Twelve-Year-Old Genius (Tamla)
9. Cleopatra—Soundtrack (20th Century-Fox)
10. Bye Bye Birdie—Soundtrack (RCA Victor)

ABC Filler Show

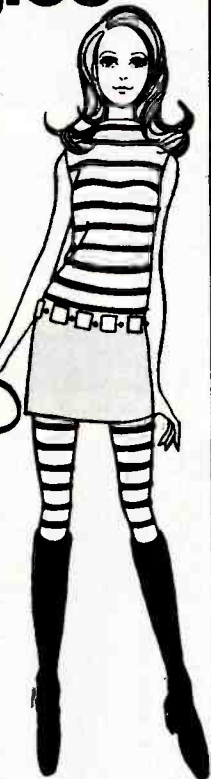
NEW YORK—The American Contemporary Radio network has bowed a brief filler show to report on news of rock groups and showbusiness. Hosts are Andrew Smith and Barbara Lee Holmes. Joe Cook, program director of the network, said the three-and-a-half minute show will be aired Monday through Friday at 8:25 p.m.

FREE RECORD, WHCQ WAY

SPARTANBURG, S. C.—In the latest promotion here by soul-formated WHCQ, the weekly playlist turns out to be worth a free record. Music director Sam Holman states in the July 21 playlist: "Bring this survey by the WHCQ studios and receive a free copy of the WHCQ pick hit. Thanks to Mitch Manning of Musicor Records and to Dick Wooley of F&F & Arnold Distributors for their help." The pick hit "Hard to Get a Thing Called Love" by the Platters on Musico Records.

Hot Country Singles

- | | | | |
|----|----|--|---|
| 51 | 47 | EVERYBODY WANTS TO BE SOMEBODY ELSE | 6 |
| | | Harden Trio, Columbia 44552 (Combine, BMI) | |
| 52 | 43 | I BELIEVE IN LOVE | 9 |
| | | Stonewall Jackson, Columbia 44501 (Turp, Ltd., BMI) | |
| 53 | 54 | PAINTED GIRLS & WINE | 4 |
| | | Ed Bruce, RCA Victor 47-9553 (Return, BMI) | |
| 54 | 44 | GOOD TIME | 8 |
| | | Willie Nelson, RCA Victor 47-9536 (Pamper, BMI) | |
| 55 | 67 | FROM HEAVEN TO HEARTACHE | 2 |
| | | Bobby Lewis, United Artists 50327 (Singleton, BMI) | |
| 56 | 66 | I'M IN LOVE WITH MY WIFE | 3 |
| | | David Rogers, Columbia 44561 (Moss-Rose, BMI) | |
| 57 | 62 | TEXAS TEA | 4 |
| | | Dee Mullins, SSS International 745 (Singleton, BMI) | |
| 58 | 59 | CHRISTOPHER ROBIN | 3 |
| | | Stonemans, MGM 13945 (Jack, BMI) | |
| 59 | 61 | THE TOP OF THE WORLD | 4 |
| | | Stu Phillips, RCA Victor 47-9557 (Jack, BMI) | |
| 60 | 60 | JACKSONVILLE | 7 |
| | | Cal Smith, Kapp 913 (Forrest Hills, BMI) | |
| 61 | — | BUFFALO NICKEL | 1 |
| | | Rusty Draper, Monument 1074 (Glaser Publications, BMI) | |



Thanks for the Chart Action,
David Rogers

Say You Saw It in the Billboard

programming aids

• Continued from page 21

blestone. BH: "Never Found a Girl," Eddie Floyd, Stax. BLFH: "Dear John," Jackie Moore, Shout. Willie Mitchell's "Prayer Meeting," HI is steadily coming into its own here, it's a groovy instrumental. From Spring Records comes Little Eva Harris with "Get Ready—Uptight" and really... It's out of sight! Maybe it's instrumental season. A catchy instrumental that very well may make it is "The Elephant" by the Philly Four, Cobblestone. Initial release from Sound Studios in Jersey is "I Won't Do Anything," Lezli Alexander, a sweet sound with good possibilities in both markets. Decca's "We Must Have Love," Tony Ashley, is beginning to move, according to some of our stores. Archie Bell, "Can't Stop Dancing," is a strong contender for the tops request bag. Smash! Acknowledging a monster, Marvin and Tammi: "You're All I Need," Tamla. We're following the lead of some other markets and flipping Brenton Wood's newie, "Some Got It," and giving spins to "Me and You," Doubleshot. Moving in a steady groove toward top 10... The Impressions, "Loved and Lost." A real powerhouse record: "Life Turned Her That Way," James Carr, Goldwalk.

Houston, Tex.—KCOH

Don Sundeen

Program director

BP: "Fly Me to the Moon," Bobby Wommack, Minit. BLFP: "I'll Forget You," John Roberts, Duke. BH: "Can't Stop Dancing," Archie Bell and the Drells, Atlantic. BLFH: "The Snake," Al Wilson, Soul City. Friday, July 12, was Dionne Warwick Day here at KCOH, the artist was in town for George Wein's Longhorn Jazz Festival, which, by the way, was a great success Sunday, the 14th. Through the day we featured Dionne's hit product, and during the afternoon she visited the studios and discussed her career for our audience. Miss Warwick was escorted by Steve Tyrell of Scepter-Wand Records.

Miami, Fla.—WMBM

Donny Gee

Music director, DJ

BP: "I Can Feel Your Love Slipping Away," Barbara Mason, Artie. BH: "Give Me One More Chance," Wilmer Alexander and the Dukes. BLFH: "Girls Can't Do What the Guys Do," Betty Wright, Alston; "Need to Belong," Laura Lee, Chess, and "Broadway Freeze," Harvey Scales and the Seven Sounds, Magic Touch.



Spartanburg, S. C.—WHCQ

Sam Holman

Music director

BP: "Hard to Get a Thing Called Love," the Platters, Musico. BLFP: "Candy," Rabbitt Mackay, UNI; "I Won't Do Anything," Lezli Valentine, Platinum; "My Life," T. J. Williams, Josie; "Broadway Freeze," Harvey Scales, Magic Touch, and "Can't You Find," Sam and Dave, Atlantic. BH: "Stay in My Corner," the Dells, Cadet. BLFH: "Cry, Baby, Cry," Van and Titus, Elf.

Wilmington, Del.—WAMS

Bob Hollands

Music director

BP: "Please Return Your Love to Me," The Temptations, Gordy. BLFP: "Kid Games and Nursery Rhymes," Shirley and Alfred, Whiz. BH: "See Saw," from Aretha Franklin's new LP on Atlantic. BLFH: "I Can't Stop You," the Performers, Mirwood.



Sonny James greets the world with a new release for Capitol that is rapidly moving up the charts. "Heaven Says Hello" (Capitol 2155) is a very current and fresh version of Sonny's well-established style. The lyrics have a special kind of appeal and Sonny's styling makes the most of them. The flip side, "Fairy Tales," has a poignancy seldom found in anything but Country and Western music. Sonny's guitar styling throughout reflects his usual appreciation of lyrics and musical variety. The guitar he chooses to back him offers the versatility and range which is so important to a top performer—he plays an Epiphone. (Advertisement)

Kitty Wells latest "Gypsy King"

DECCA 32343



CashBox Country Reviews

Picks of the Week

KITTY WELLS (Decca 32343)
Gypsy King (2:12) (Bevis, Kitty Wells BMI-Mackey)
 The Queen of the Club is always a must for programmers and juke box operators, a fact which produces immediate reaction to almost every new release. The newest, "Gypsy King," is a pretty, rhythmic melody and, of course, is right in line for heavy distrib and dealer orders. Flip: "When Hearts Grow Hard And Cold" (2:46) (Kitty Wells BMI-Angier)

TOP 20 COUNTRY

Spotlights Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart

KITTY WELLS—GYPSY KING
 (Write: Mackey) (Bevis/Wells, BMI)—Two potent sides from Miss Wells. First is a poignant ballad of broken love while the flip is an infectious rhythm number with a Tex-Mex flavor. Decca 32343

record world

COUNTRY SINGLE REVIEWS

GYPSY KING (Bevis-Kitty Wells, BMI)
WHEN HEARTS GROW HARD AND COLD (Kitty Wells, BMI)
KITTY WELLS—Decca 32343.
 The Queen adds another diamond to her crown here. This hit is about a wandering guy.

They all agree...
KITTY
 has another HIT!

CURRENT LP:



Audio Retailing

Beach Crowd Provides Big Business in Florida

CLEARWATER, Fla. — Six out of every 10 customers who walk into Merle's Record Shop here are wearing bikinis, even though Mr. and Mrs. Merle Motry's store is located in the downtown shopping area.

The reason for the bikini parade is the fact that the Florida record shop is located less than two miles from Clearwater Beach, which attracts enough teen-agers, college students and younger people that the Motrys sell better than 30,000 45-singles per year. The average sale is about seven records, with most beach-bound customers buying enough favorites to keep their portable phonographs going all afternoon. "In a way, we are a last stop for music, even though we are in the downtown district," Merle Motry said. "This is a fact which the usual beach addict knows and keeps in mind when planning an outing."

A volume of 30,000 45-singles per year obviously requires some effective merchandising. At Merle's Record Shop, this is guaranteed by a couple of unique promotional steps. One of them has been to furnish six top hits, on a daily basis, to two drive-in theaters in the Clearwater-Largo area. These provide intermission music. In return for the service, each theater mentions that the records are supplied by Merle's

Record Shop, gives the store's address and invites customers to keep it in mind.

Group Offer

"Besides that, we have a standing offer to furnish 20 brand-new top-favorite records to any group staging a party, particularly church and club organizations," Motry pointed out. "We ask that the secretary of the club, or whoever is heading the committee, bring in the record player to let us see that it will not damage the records and produce the best possible music. We get lots of takers on this offer every week and in the process the shop is introduced to many newcomers. New settlers are extremely important in an area which is increasing at the rate of 1,200 families or more per month."

An inevitable condition from such a heavy volume of singles sales and steady traffic of teen-agers has been pilferage. The Motrys put up with this for a considerable period of time before regretfully doing away with three out of four enclosed listening booths at the rear of the store.

"We found that it was hard enough to keep an eye on people going into the single booth," Motry said. "With four, we were really in trouble. In fact, in numerous instances we found that teen-agers were actually ragging over the number of records with

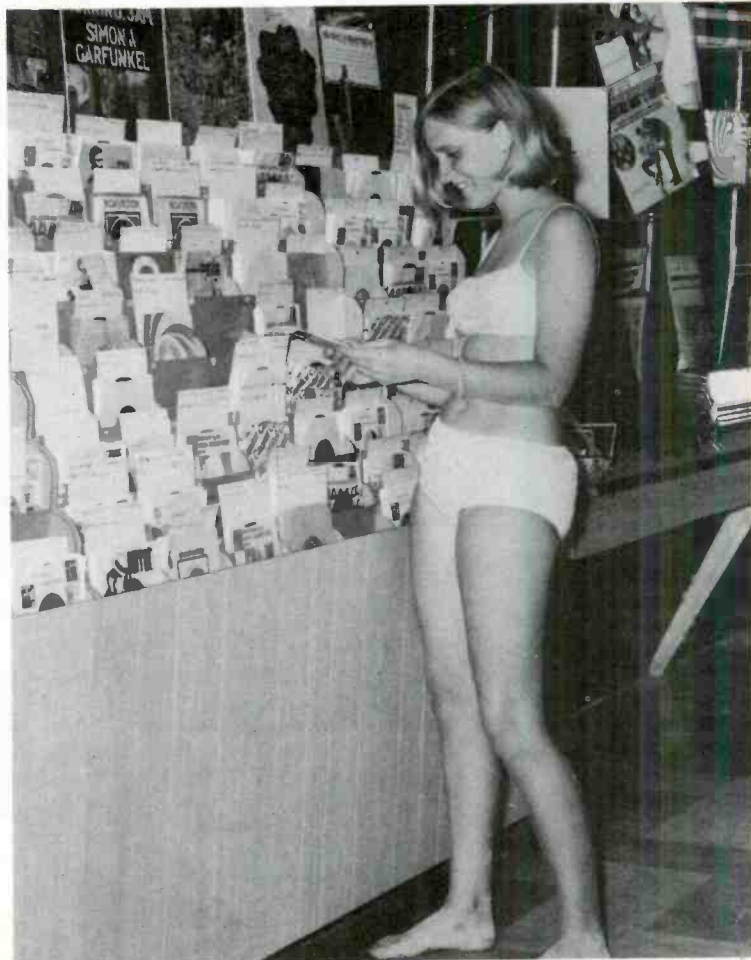
which they had absconded from the store, some of them in free sleeves, which we had given out for wall decoration."

The 28-year-old record shop is one of the oldest in Western Florida and was originally begun by Jack Hein, later of Columbia Records fame. Since then, two owners have retired and a third has died, so that the store actually has been operating in the same location, but with a succession of owners, for nearly 30 years.

Small Radios

Because of the heavy traffic which the location has created, the Motrys decided a few years ago to experiment with "something not easily obtainable elsewhere." After much study of the situation, they settled on small radios. No store in the Clearwater area carries anything like the variety of small radios which Merle's Record Shop displays in its windows. They range from transistors to international-band and navigational type.

One window is devoted entirely to radios, displayed on a multiple-level unit which fills up most of the space. There is no attempt at "competitive price," since all radios are distinctive, high quality models which Motry has carefully selected. They are never marked down and can seldom be found in any other store in the area.



BIKINI-CLAD CUSTOMERS are a frequent sight in Merle's Record Shop, Clearwater, Fla. The store's proximity to the beach induces shoppers to wear casual dress.

Instrumentals Hit Big On the Charts

• Continued from page 1

Mauriat's "Love Is Blue," a 2 million seller on Philips. The many hit instrumentals of Herb Alpert and the Tijuana Brass were an earlier and vital influence that led to Hugo Montenegro's "The Good, the Bad and the Ugly," and the since steady chain of non-vocals on the charts.

Of the current top hit singles, "Classical Gas" is No. 2 on Billboard's Hot 100 this week; "Grazing in the Grass" is No. 4, and "The Horse," already a million-seller, is No. 8.

Other instrumentals that have had chart success recently include Willie Mitchell's Hi Record hit, "Soul Serenade," which got into the top 20; "Prayer Meetin'," another Mitchell recording now No. 57; Bill Black's

Hi recording of "Turn On Your Love Light"; and "Soul Limbo," by Booker T and the MG's on Stax Records.

Philemon Hou, writer of "Grazing in the Grass," said last week that there were really no outstanding or uniquely different instruments used, "except for a cowbell, perhaps, and the overdubbing of a trumpet by recording engineers."

Jessie James, producer of "The Horse," said, "There's really no unusual instrument. The 'unusuality' of the song is the way we put it together."

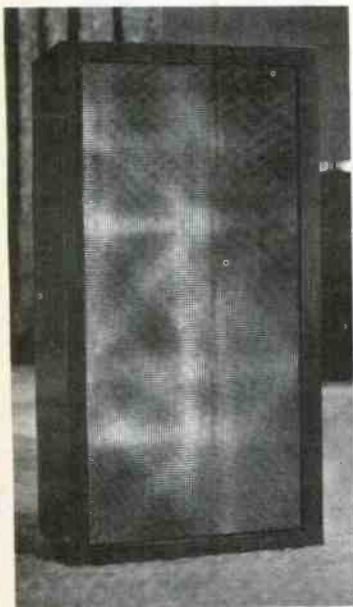
Tubin Horn

But Mike Post, who produced "Classical Gas," said this record did have an unusual instrument. "On the horn break in the middle of the record, we used a Wagnerian tubin horn, a very rare instrument. There's only four west of the Mississippi, and David Duke here in Los Angeles has two of them.

Post described the tubin horn as "super fast. It actually spits. It's midway between a French horn and a trombone; it has a sort of fox hunt sound, a regal sound, like the top of a trombone and the bottom of a trumpet. One has to record it from the top of the studio and it takes really good lips and chops to play it."

The essence of "Classical Gas," according to Post, is the integration of various instruments. "I don't have a classical background. I come from the

(Continued on page 65)



AUDIO-LITES, units to allow visual enjoyment of music in the home, were introduced to houseware buyers in Chicago recently at the National Housewares Exhibit. The unit is 24 inches high, 12 inches wide and 11 3/4 inches deep, and is finished in walnut. It operates with tape decks, FM radios, high-fidelity equipment and musical instruments.

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EIA Yearbook

WASHINGTON — The Electronic Industries Association's 1968 Yearbook is on sale here at EIA headquarters. The publication was prepared by staff economists and statisticians of the EIA marketing services department and the requirements committee of the government products division. It reviews in detail the condition of all major electronics markets during 1967 and the statistical history of the electronics industry since its inception more than four decades ago.

New Robins Catalog

COLLEGE POINT, N. Y.—Robins Industries Corp. has published a new 36-page catalog. Many new items, including those introduced at the recent Consumer Electronics trade shows are featured. These range from tape to such accessories as cassettes and cassette mailers and canisters, care kits for tape and

Recorder Described In Ampex Brochure

ELK GROVE VILLAGE, Ill.—A brochure describing specifications and use of the Ampex VR-7800 solid-state portable closed-circuit color videotape recorder is now available from Ampex Corp., Consumer and Educational Products Division, located here at 2201 Lunt Avenue.

The recorder features electronic editing, color recording and playback and meets FCC specifications for monochrome broadcasting. It is designed for use as a monochrome broadcast recorder and for color and monochrome use in education, business, industry, medicinal, government and other closed-circuit television applications.

phono equipment, and maintenance and products for the care, storage and cataloging of magnetic recording tape and phonograph records.



ALLIED'S 1969 MODEL 395 Stereo Hi-Fi Receiver features solid-state design, using integrated circuits and field-effect transistors. Four integrated circuits are used in the IF stage to achieve pinpoint selectivity and stereo separation, greater compactness and cool operation, with resulting long-lived performance. This 150-watt model has a suggested list of \$299.95, with metal cabinet. An optional walnut wood cabinet is priced at \$19.95.

Tape CARtridge



MASTERWORK MODEL 8503 features a cabinet of high-impact polystyrene, four-inch by six-inch speakers, and an amplifier delivering 200 watts. Suggested list price is \$99.95.

Col. Meet Bows New 8-Track Equipment

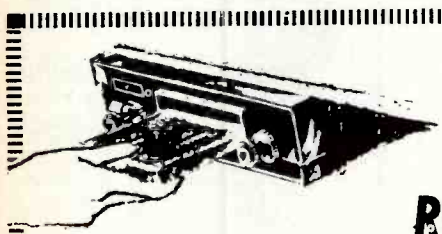
SAN JUAN — Masterwork Audio Products, a department of Columbia Records, introduced its new 8-track tape CARtridge equipment during Columbia's National Sales Convention here last week. The new equipment was presented by J. J. Harris, director of audio products and accessories.

The first model introduced (8503) features a cabinet of high-impact polystyrene set off with a grained walnut inlay with polished chrome knobs. It is equipped with four-inch by six-inch speakers and an amplifier delivering 200 watts. Additional features of the 8503 are three separate controls (volume, balance and channel selector), manual program selection by pressing the selector knob, external amplifier output jacks for using the 8503 to play through any hi-fi equipment, and speaker cabinets which provide extra space for cartridge storage and have slots for wall hanging. The suggested list price is \$99.95.

The next addition to Masterwork's line is Model 8601 which features solid-walnut cabinet with a silver frame surrounding the speaker compartments. The control panel includes a slot door and four controls, plus automatic program changer with colored indicators. The model has a preamp stage with input jacks for a record changer, a tape deck or FM stereo tuner, and the four-speaker system provides high fidelity sound. The suggested list price is \$139.95.

Model 8652 is a new record changer designed to convert the 8601 into a complete music center. It utilizes the de luxe BSR UA65 in a walnut base with ceramic cartridge and diamond needle. The 8652 has also been developed to be sold as an individual item at a suggested list price of \$49.95, which includes a dust cover.

All new products are scheduled for immediate delivery.



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B-10

Philips Cassette Drive To Roll Into Phase Two

By BAS HAGEMAN

AMSTERDAM—Philips will launch the second phase of an international campaign this fall to expand the cassette market among young consumers. Spearheading this drive is the introduction of the new playback-only Cassettophone machine which is aimed specifically at the teen-age and young 20's market with its price tag of only \$25.

Simultaneously Philips is also promoting its EP cassettes, each featuring four tunes and selling at a price close to the disk equivalent.

The second phase of the expansion drive will start in September in Britain, West Germany, Belgium, Holland and Luxembourg. It will be followed almost certainly next fall by similar musicassette drives in other countries.

This September's campaign follows campaigns for the Cassettophone launched in May in France, Italy and South Africa. These countries were selected because their climates were ideal for promoting outdoor use of the portable player. Philips reports favorable initial results except in France where the May strikes and demonstrations disrupted business, making a fully effective campaign impossible. As an introductory offer the new players were sold with three free EP cassettes.

Bob Bouma, publicity chief of Philips Phonographic Industries at Baarn in Holland, reckons the new model player will create a new market rather than encroaching on existing sales and, by dispensing with recording facilities, Philips has been able to get the production cost down in a drive to hit a mass market.

A key to the success of the

campaign is the selection of strong repertoire for the EP cassettes to attract teen-age buyers.

Bouma explains that Philips

decided not to launch a simultaneous campaign for the Cassettophone throughout Europe because of the differing market (Continued on page 58)



Philips Retail Shop On Champs-Elysees

PARIS—In conjunction with Maurice Busson, head of the Champs-Elysees record store, Lido Musique, Philips France has opened a new store on the Champs-Elysees, specializing in tape cartridges, musicassettes and playback equipment.

The store, the entrance to which is seen above, is unique in France, where an increasing interest is being shown in prerecorded tapes.

Philips commercial director Jacques Caillart said the operation was intended as an experiment to find the most sought after tape equipment in the French capital. All configurations of tape pack are on sale and the experiment will be continued until the end of the year. Caillart announced that Philips would be launching throughout Europe a new Musicassette playback machine for automobiles in September.

All Tapes Expands Operations—Goal Is to Improve Service

CHICAGO—All Tapes, a distribution outlet that started out as one of the country's first reel-to-reel one-stops will soon expand to a new 18,500-square-foot building here. The firm will continue as a wholesale distributor of records, tape and tape CARtridges, and will add records to its tape rack-jobbing operation.

Owner Ed Yalowitz and Kent Beauchamp said the new facility at Diversey and Pulaski, on the city's west side, was purchased by the company and can be expanded to 50,000 square feet. Data processing systems, conveyer handlers and other warehouse improvements will be part of the facility.

The firm has been in business here four and a half years. Yalowitz was formerly with Pickwick International; his partner, Beauchamp, was with Garmisa Distributing, initially a record distributor. All Tapes (then known as Royal Disc Distributing), started out with lines such as Jubilee and Riverside and soon added Atco.

"We began our tape operation three years ago in the days when reel-to-reel was a potpourri of different companies. We became outlets for Stereo Tapes and Music Tapes and began offering a one-stop service to dealers."

Ampex Agreement

The firm subsequently obtained an exclusive distributing agreement from Ampex and started buying reel-to-reel from the major labels as a rack jobber. During the same period Rapid One Stop was formed and in August of 1966 the company moved to 1400 South Michigan Avenue.

The company now employs 30. It offers tapes to independent dealers and racks tapes in stores throughout the country. "We can handle the

dealer who wants to buy all his tape product from one source and we can offer him tagged merchandise that can be read through IBM equipment. For the chain store that wants to eliminate the buyer's chores we offer a complete, automatic restocking and exchange program," Yalowitz said.

All Tapes has about eight different types of fixtures available for stores, Yalowitz said. "If dealers or managers want to merchandise tape under locked glass we have these types of fixtures, too," he said.

Yalowitz said the firm's philosophy has always centered on the theory that the market will determine which configuration wins out. "We were committed to 8-track from the beginning, but always carried some 4-track. Today, 4-track is virtually obsolete with us," Yalowitz said the same applies to PlayTape.

"When Mercury introduced cassettes a year and a half ago we believed the cassette would become the configuration for the mass consumer market. But 8-track won't diminish, it will just not grow at the rate cassettes will.

All Tapes carries about 15,000 individual titles. "This does not take into account duplication of titles."

The firm has concentrated on department stores, discount houses and independent dealers from the start, Yalowitz said. "We came into the picture through the record dealer because of our involvement in reel-to-reel. Consequently, we have never cultivated the automotive end of the market. We have preferred to take care of the accounts we have rather than to run out and grab every type of account we could get our hands on," he said.

6 hours non-stop

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*Using the new Norelco C-120 cassette

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The Re-inventor of Tape Recording

24 Cassettes to Herald Merc. Summer Promo

By HANK FOX

CHICAGO — Mercury Records will use 24 cassettes as the springboard of its late-summer cassette consumer sales program. At the dealer level, the company is launching an incentive plan keyed to its carousel merchandiser.

The campaign is tied in with Mercury's 44 cassette summer release—the largest since the company began issuing cassette product. Mercury's cassette catalog now comprises 356 titles.

With a sales message of "Yes, we have Musicassettes," Mercury will supply its dealers (through its distributor chain) with a huge four-color display banner picturing 24 of its cassettes. Also included on the banner are the logos of the labels for whom Mercury dupli-

cates and markets cassettes.

As a dealer incentive, Mercury will give away a carousel merchandiser with the purchase of 200 cassettes. The floor rack, which doubles as a counter or shelf piece, holds 120 cassettes. Measuring 15 inches in diameter, the unit displays all titles face front. Special guard rails prohibit pilferage, without the use of lock mechanisms.

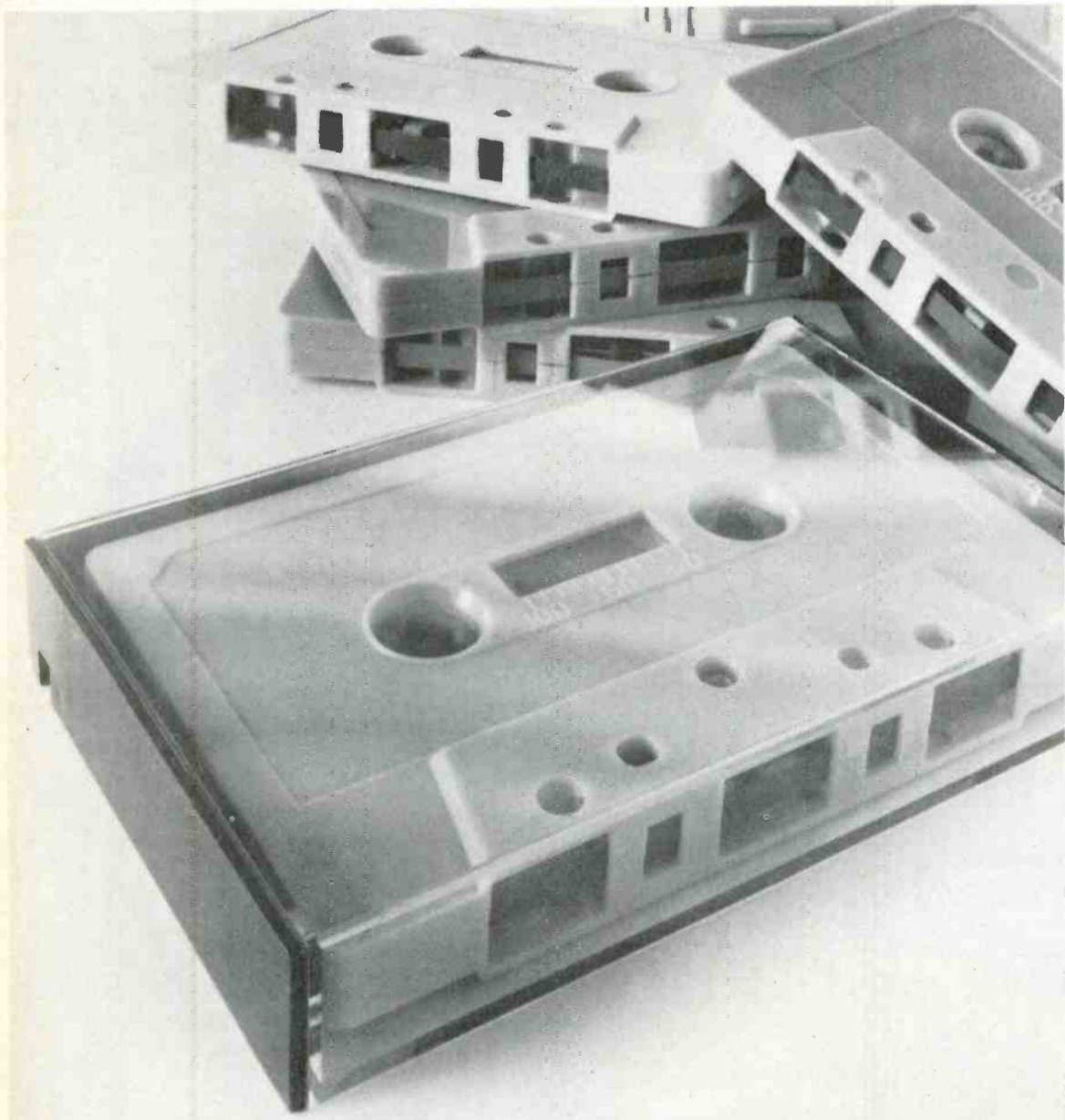
Mercury has also issued an accordion-fold brochure listing all of the company's catalog by artist in alphabetical order. The company is urging dealers to use the catalog as both direct-mail advertisers and in-store handouts. Back page of the listing features the line of Mercury cassette players.

Among the titles spearhead-

ing the promotion drive are Bobby Goldsboro's "Honey"; "Like to Get to Know You," by Spanky and Our Gang; "Papas and Mamas," by the Mamas and the Papas; the soundtrack from "The Good, the Bad and the Ugly" and "A Portrait of Ray" (Ray Charles).

Philips Cassette

• Continued from page 56
conditions in each country. The players, for example, went on the market early in Austria because the majority of the new players were being produced at a Philips plant in Austria. Because of the climate, France, Italy and South Africa were selected as the next three interna-



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PlayTape

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HERB ALPERT AND THE TIJUANA BRASS—Herb Alpert's Ninth; (2) 0859
BURT BACHARACH—Reach Out; (2) 0861
BOBBY GOLDSBORO—Honey; (2) 0875
RICHARD HARRIS—A Tramp Is Shining; (2) 0880
CLAUDINE LONGET—Love Is Blue; (2) 0874
THE MAMAS AND THE PAPAS—The Mamas and the Papas; (2) 0881
DEAN MARTIN—Dean Martin's Greatest Hits; (2) 0858
SERGIO MENDES AND BRAZIL '66—Look Around; (2) 0860
WES MONTGOMERY—A Day In the Life; (2) 0857
WAYNE NEWTON—One More Time; (2) 0862
LINDA RONSTADT AND THE STONE PONEYS—Linda Ronstadt, The Stone Poneys & Friends, Vol. III; (2) 0864
ROTARY CONNECTION—Rotary Connection; (2) 0856
SOUNDTRACK—The Good, the Bad and the Ugly; (2) 0876
STEFFENWOLF—Steffenwolf; (2) 0879
THE DELLS—There Is the Dells; (2) 0873
TINY TIM—God Bless Tiny Tim; (2) 0863
NANCY WILSON—Easy; (2) 0877

AMPEX

Hi

BILL BLACK—White Silver Sands, Hearts of Stone, Josephine, Smokey Pt. 2; (C-EP) HKZ764
ACE CANNON—Tough, Last Night, Walking the Dog, in the Midnight Hour; (C-EP) HKZ766
WILLIE MITCHELL—Soul Serenade, Ooh Baby You Turn Me On, Soul Finger, Papa's Got a Brand New Bag; (C-EP) HKZ765

Kama Sutra

THE LOVIN' SPOONFUL #1—Do You Believe in Magic, Butchie's Tune, Jug Band Music, Younger Girl; (C-EP) KFZ791
THE LOVIN' SPOONFUL #2—Whole Measure, Nashville Cats, She Is Still a Mystery, Rain on the Roof; (C-EP) KFZ792

London

JOHN MAYO AND THE BLUESBREAKERS—Oh Pretty Woman, Driving Sideways, Man of Stone, Death of J. B. Lenoir; (C-EP) LKZ774
MANTOVANI—Charmaine, Exodus, Green-sleeves, Around the World; (C-EP) LKZ772

MGM

BEACON ST. UNION—Sportin' Like, Four Hundred and Five, Speed Kills, South End Incident (I'm Afraid); (C-EP) MGZ787
ERIC BURDON AND THE ANIMALS #1—Bring It on Home to Me, House of the Rising Sun, We Gotta Get Out of This Place, Boom, Boom; (C-EP) MGZ783

ERIC BURDON AND THE ANIMALS #2—When I Was Young, See, See Rider, Hey Gyp, Cheating; (C-EP) MGZ785
HERMAN'S HERMITS—Mrs. Brown You've Got a Lovely Daughter, Silhouette, Sea Cruise, Wonderful World; (C-EP) MGZ782
ORPHEUS—I've Never Seen Love Like This, Leslie's World, Music Machine, Never in My Life; (C-EP) MGZ789
SAM THE SHAM AND THE PHAROHS—Woolly Bully, Ju Ju Hand, I'm in With the Out Crowd, Ring Dang Doo; (C-EP) MGZ784
THE ULTIMATE SPINACH—Ego Trip, Sacrifice of the Moon, Plastic Raincoats Hang Up, Pamela; (C-EP) MGZ788
HANK WILLIAMS—Cold, Cold Heart, Kawliga, Settin' the Woods on Fire, Your Cheatin' Heart; MGZ781

Parrot

ENGELBERT HUMPERDINCK—The Last Waltz, A Place in the Sun, Am I That Easy to Forget, Misty Blue; (C-EP) PKZ760
GREATEST HITS FROM ENGLAND, VOL. #1—THEM—Gloria, THE FORTUNES—You Got Your Troubles, NOEL HARRISON—A Young Girl, TOM JONES—It's Not Unusual; (C-EP) PKZ752
GREATEST HITS FROM ENGLAND, VOL. #2—LOS BRAVOS—Black Is Black, MOODY BLUES—Go Now, UNIT 4 PLUS 2—Concrete and Clay, THE ZOMBIES—She's Not There; (C-EP) PKZ753
TOM JONES—It's Not Unusual, Spanish Harlem, It's Just a Matter of Time, If You Were Me; (C-EP) PKZ757

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Cassette Takes Display Spot At Chi Show

CHICAGO — Low and medium priced cassette playback equipment dominated displays from over a dozen firms at last week's Navy Pier Housewares and Variety Exhibit here.

The show, following so closely behind the Consumer Electronics Show (CES) in New York, did not allow exhibitors an opportunity to present any items not shown at CES. "This show is mainly an opportunity for more product exposure," said one exhibitor. Business was reported good during the five-day show.

Tape playback exhibitors included Ross Electronics Corp., Chicago; Peerless Telrad, Inc., Chicago; North American Foreign Trading, New York; National Electronics, Inc., Miami; Midland International Corp., Kansas City, Mo.; Master Craft Electronics Corp., New York; Playtape Midwest Corp., Chicago; Topp Import & Export, Miami; Manhattan Novelty Corp., New York; Lloyds Electronics, Inc., Saddle Brook, N. J.; International Importers, Inc., Chicago; Delmonico International Corp., Maspeth, N. Y.; Consolidated Mercury Corp., New York; Commodore Import
(Continued on page 66)

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Coin Machine World

BOOSTS 2 FOR 25c PRICING

Rating Location by Age Group Key to Improved Programming

CHICAGO — Sol Tabb is achieving success with two-for-a-quarter jukebox pricing through better programming methods. These methods include categorizing locations by grouping them according to the patrons' ages, maintaining a detailed history of the location and utilizing libraries where 50,000 older records are on file.

Here last week visiting various industry friends, the well-known Florida head of Mar-

Tab Vending said: "We've had good success with two-for-a-quarter pricing, especially since the dollar-bill acceptor has worked out so well.

"Our pricing system varies on the high end," he said, indicating that he has established two-for-a-quarter and five-for-a-half as a standard price. "At the high end we may go from 12 to 15 for a dollar. It depends upon the location.

(Continued on page 60)

Neb. Assn. Challenge On Members

OMAHA—Coin Operated Industries of Nebraska (COIN) is challenging all other State associations in a membership and attendance contest. The trade group signed six members at its meeting here last week and moved to study or adopt programs dealing with aid to widows, business surveys, mechanical training, group insurance, pool tournaments and combating direct-to-location selling.

(Continued on page 60)



NEBRASKA OPERATORS HONOR HOWARD ELLIS. The above photo was taken last week during a ceremony honoring Howard Ellis, secretary and treasurer, Coin Operated Industries of Nebraska (COIN). Ellis, head of Coin-A-Matic Music, Inc., Omaha, is also secretary of Music Operators of America. With him are COIN president Ed Kort (left) and awards committee chairman Jerry Witt.

W. Va. Convention to Discuss Taxes; MOA Chiefs to Address Trade Group

By RAY BRACK

CHARLESTON, W. Va.—Legislation problems dealing chiefly with taxes will highlight the business sessions at the 14th annual West Virginia Music & Vending Association Convention here Sept. 26-28. Music Operators of America (MOA) president Bill Cannon and MOA executive vice-president Fred Granger are among speakers expected to address the gathering.

The concern over legislative problems has been heightened since Gov. Hulett Smith's re-

cent announcement that he will call a special session of the Legislature to deal with the State's financial crisis.

Through careful maintenance of contact with elected officials and State agencies, the group has kept its legislative fences well mended. A progress report on this aspect of association activity will be presented by legislative committee chairman Guy Moss, owner of Capitol Cigarette Vending Co. here. Since the association's convention last year, Moss' committee has been working to hike the sales tax exemption on vended items considerably higher than the present 5-cent level. The committee has also been working for repeal of an old-fashioned statute barring minors from all types of billiard rooms.

Other topics likely to occupy operators at the meeting:

- The billiard tournament programs now being planned and executed in many other States.

- Ways of co-operating with public and private interests in the State to promote more tourism in West Virginia.

- That old perennial, public relations, and how to improve them.

- Election of officers.

Equipment Exhibit

The association gathering will

feature an exhibit of equipment by both distributors and manufacturers.

President Andrew C. Kniska, Clarksburg Amusement Co., Clarksburg, convened the association board at Oak Hill recently to plan the convention program. The schedule calls for a dinner meeting of the board of directors on the evening of the 26th; business meeting and exhibits on the 27th and 28th and a banquet show on the evening of the 28th, a Saturday.

Other officers of the association include first vice-president James Stevens, Gerard Amusement Co., Grafton; second vice-president Jerry Derrick, Derrick Music Co., Charleston, and treasurer Leoma Ballard, Belle Amusement Co., Belle. Among the association's directors are John Wallace, past president and board chairman of the MOA, MOA vice-president James Hutzler and MOA director Bill Anderson.

The convention will be held at the Heart O' Town Motor Inn.

S. D. Assn. Pushing Pool Tournament

ABERDEEN, S. D.—Members of the Music & Vending Association of South Dakota were urged last week to enter pool tables in the association's planned fall tournament. The trade group will meet here Aug. 18-19. The tournament is set to begin Sept. 9.

Noting the starting date of the tournament, secretary Earl Porter said: "So far only three members have entered pool tables in the State tournament. The deadline for entering tables is July 26, so material for the tournament can be distributed."

The meeting here at the Holiday Inn will follow the usual pattern, with seminars devoted to vending jukeboxes, games and background music. The host is Dean Schroeder, association vice-president.

Members of the pool tournament committee include chairman Mac Haavold, president of the association; Schroeder, Darlow Maxwell and Elmer Cummings.

Hotel reservations are being handled by Schroeder. His phone number is (605) 229-0760.

Rowe Studies Americom Disk; Improves PhonoVue Film Unit

By EARL PAIGE

WHIPPANY, N. J.—Rowe International, Inc., engineers "are looking at" the new Americom Corp.-developed 3 $\frac{3}{8}$ -inch, 33 $\frac{1}{3}$ speed single. Engineers are also looking at tape in terms of its application in jukeboxes, and the firm has made what it feels is a significant improvement in its Phono-Vue audio-film unit and "has many new things being planned in both music and vending."

"Rowe has the reputation of an innovator in the industry and we aren't going to relinquish it," said D. J. (Joe) Barton, vice-president, domestic sales, in speaking for his division of Triangle Industries, Inc., the parent corporation.

"Our engineers in Grand Rapids are certainly studying this new size record, but we are not close enough at this point to know what direction it will take. Basically, the smaller size of this record would only affect the magazine, the size of the jukebox would have to remain more or less the same."

Barton said that naturally Rowe wanted to remain alert to any possibility that the new size disk would become widely adopted.

Vending Machine

Recent developments surrounding the Americom record:

- An impressive list of manufacturers have negotiated simultaneous release agreements. These include such labels as Capitol, ABC, Atlantic, Warner-Reprise, Mercury, Roulette, Jay Gee and the MGM family of labels encompassing Verve, Forecast, Kama Sutra and Venture.

- Pocketdisc Vending, Inc., has been formed to manufacture venders that will accommodate 500 records, 100 each of five titles, to vend at 49 cents each (Billboard, July 27).

- The new record will be test-marketed in the Pacific Northwest commencing Sept. 15.

PhonoVue Unit

Aside from investigating the use of the Americom record in

(Continued on page 61)



SOL TABB, Mar-Tab Vending of Florida. This picture was taken at a recent meeting of the Florida Amusement & Music Association as Tabb explained his formula for two-for-a-quarter pricing on jukeboxes.

Montana Association Holds Helena Meeting

Pinball Ban Under Study By Group

HELENA, Mont.—An election of officers and a discussion of legislative matters, including the banning of pinballs, highlighted the meeting of the Montana Coin Machine Operators Association (MCMOA) held at the Holiday Motel here July 26-27.

Featured speaker was Fred

Granger, executive vice-president of the Music Operators of America (MOA). Among those in attendance were the group's past officers: Elmer Boyce, president; Lou Antonich, vice-president; Robert Walker, secretary-treasurer, and Dorothy Christensen, executive secretary.

The pinball problem involves certain counties in the State. Some counties have decided to ban all types of flipper games, while others have only included pin games with the add-a-ball feature.

Copyright Issues Still in Doubt

By MILDRED HALL

WASHINGTON—The recent passage of the copyright extension bill by the U. S. House of Representatives set the stage for renewed copyright battling in the next Congress. Among issues in question are copyright liability by Community Antenna systems (CATV), performance royalty for use of records on jukeboxes or on the air, a proposed hike in mechanical royalties and educational exemptions.

The extension places the responsibility for action heavily in the Senate, which failed to act on the House-passed version of the Revision bill of 1967. The Senate Copyright Subcommittee under chairman John McClellan (D., Ark.) held hearings, but issued no report because of the CATV controversy, and the bill never reached the floor. The

House would again have to vote on the revision bill, since the 91st will be a new Congress, and no old bills carry over. Previous passage by the House of a revision bill will take much of the general controversy out of House action in the next Congress. Senator McClellan expects to get to work on revision very early in the 91st Congress.

The question of copyright liability by Community Antenna systems is still the major problem, and will raise hob on the floor of both houses unless copyright industries and the cable TV people can reach some voluntary agreement.

The question of a performance royalty for play of records for profit, on the air and in jukeboxes, has never been settled. Sen. Harrison Williams'

amendment would have put this right into the Senate version of the revision bill. Broadcast and music licensing interests have promised to scuttle the entire revision if they are threatened with anything more than the single performance fee now paid to the owners of the copyrighted music.

Even the mechanical royalty rate raise proposed in the House-passed version of the revision bill was due for a fight on the Senate side. Record manufacturers felt the proposed lift to 2 $\frac{1}{2}$ cents per tune, and one-half cent per minute of play was too high—while music licensors felt the proposed rate was, if anything, too low under the compulsory licensing provision which would be included in the re-

(Continued on page 61)



NEAR 50 PEOPLE attended the meeting last week of Coin Operated Industries of Nebraska (COIN) in Omaha. Here, president Ed Kort, North Bend, Neb., addresses the gathering.



ED KORT, president of COIN (left), chats with Ted Nichols, Eddie Zorinsky and Howard Ellis (right) in left photograph. On the right, Kort is seen presenting a plaque to Nichols, a charter member of the association and a vice-president, Music Operators of America. Jerry Witt, awards chairman, looks on.



Neb. Assn. Challenge on Members

Continued from page 59

Leader in this latest drive to invigorate COIN is Ed Kort, North Bend, Neb., the new president. He said the membership and attendance contest is in three parts and will be on a per capita basis. COIN will challenge any other association on largest membership, largest attendance at meetings and most members at the Music Operators

of America (MOA) trade show in Chicago Oct. 11-13.

New COIN members signed were Leonard Embree, Grand Island, Neb.; William Seacrest, Lincoln, Neb.; Wendell Garden, Norfolk, Neb.; Lou Singer, Central Music Distributing Co., Omaha; Hymie and Ed Zorinsky, H.Z. Vending & Sales Co., Omaha; T. L. Loesch, General Tobacco Co., Lincoln. Harry Silverberg, W.B. Music Distributing Co., Kansas City, Mo., joined as an associate member. Singer and the Zorinskys had been associate members.

Albert Goracke, a certified (Continued on page 61)

Rating Location by Age Group Key to Improved Programming

Continued from page 59

"We've found, for example, that in an r&b stop, patrons have little trouble selecting the first nine or 10 songs when they put a dollar bill in the machine. But then they pause to figure out the rest of the selections and spend too much time looking at the program. In this kind of spot we'll go with 12 for a dollar.

Location History

"At other spots we may try 13 for a dollar bill, or maybe 14. Each month my route managers meet and we discuss various policies such as this."

Tabb, who operates in nine out-State counties, said his programming techniques revolve around keeping a card on each location. The card lists the location, the bartender's name, the head barmaid's name, what kind of equipment is installed and the age bracket of the patrons.

"The names of the employees in a location are important." Tabb noted. "When I call a location and know to ask for Paul or Mary the location is impressed. They don't realize I have the card in my hand. This is a big help.

Record Library

"By grouping the locations according to the age bracket of

the patronage, our music programmers know exactly what kind of music to use. We have a large library of 50,000 records at each branch.

"In this way we're able to select any old favorites or standards any age group might request. It's a common occurrence for use to receive a telephone call from a new location and have the caller sound amazed as he asks us how we knew just what records to put on the jukebox.

"We knew because we have the history of the location and know the ages of the people who patronize the spot.

Tabb recently sold the Miami portion of his route and is now probably the largest out-State operator in Florida. He is a member of the board of the Florida Amusement & Music Association and one of the most enthusiastic members of the coin machine world operating fraternity.

Portale Adds To Territory

CHICAGO — Portale Automatic Sales here has been appointed as the distributor for Rock-Ola Manufacturing Corp. in Arizona.

The firm has been the Rock-Ola distributor for jukeboxes and vending machines in Southern California and Clark and Lincoln counties in Nevada.

Isaac Chriss Dead

PHOENIX, Ariz. — Isaac Chriss, a founder of Valley Vendors Corp. here, died recently at the age of 75. A member of many Jewish service organizations, Chriss came to this country from Russia in 1911. He resided in Pittsburgh before coming here in 1950. He retired last year.

Surviving are two sons, two daughters, nine grandchildren and six great-grandchildren.

Valley Strike Ends

BAY CITY, Mich. — Valley Manufacturing & Sales Co., idled since early June by a strike, was back in full production last week following a settlement.

John Wallace In Hospital

OAK HILL, W. Va.—John A. (Red) Wallace, principle in Wallace & Wallace Music Co. here and a nationally known trade leader, is still hospitalized with an ailment called diverticulitis.

A past president and board chairman of the Music Operators of America, Wallace has also been active for nearly 15 years in the organization and leadership of the West Virginia Music & Vending Association.

Wallace was reported doing well after surgery. It is not known when he will be released. Get-well cards may be sent to Wallace in care of Wallace & Wallace Music Co., 401 Jones Avenue, Oak Hill, W. Va. 25901.



GO GO IN CALIFORNIA. The scene here was photographed at St. Cloud's Booby Hatch, Newark, Calif., where 10 go go girls alternating as dancers and waitresses are employed. The spot, owned by Virgil St. Cloud and Arthur Douglas, is open from 6 a.m. to 2 a.m. The operators are Burlia James and Bud Phillips, Burlia & Bud's Music Co., Fremont, Calif. St. Cloud is at left here; his wife Winifred is on the right next to James, as two waitresses pose on the Wurlitzer 3100.



COUNTERBOX CUTIES. Three of the dancers in St. Cloud's Booby Hatch pose here with one of eight counterboxes that line an elevated counter-bar where the girls perform. Use of a Wurlitzer public address kit allows the girls to announce dances they are doing, conduct sing-a-longs and make other announcements.



A. J. (BART) BARTHOLOMEW, manager, Wurlitzer's San Francisco offices, is photographed during a visit to the Booby Hatch. With him are operators Burlia James (left) and Bud Phillips (right). The tavern draws from the large industrial area of Newark, Calif., south of San Francisco.

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TRIO	220
CHICAGO COIN	
TV BASEBALL	\$295
BULL'S-EYE BASEBALL	325
BIG LEAGUE	285
PAR GOLF	165
HULA HULA	275
MIDWAY	
CAPTAIN KID	\$395
TROPHY GUN	210
RIFLE CHAMP GUN	230
MONSTER GUN	270
MYSTERY SCORE	150

Write for complete 1968 Catalog of Phonographs, Vending and Games.
Established 1934

Cable: ATMUSIC—Chicago
2122 N. WESTERN AVE., CHICAGO, ILL. 60647. ARmitage 6-5005

ATLAS MUSIC COMPANY

Copyright Issues Still in Doubt

• Continued from page 59

vision bill as it is in current law.

Educators will not easily give up their declared fight for a wider exemption than the revision bill would allow. Educators want the present non-profit exemption carried over into the revision law, permitting free performance of non-dramatic musical and literary copyrighted materials. But the Little Red Schoolhouse has expanded, according to some estimates, to a total expenditure on education of \$80 billion a year, putting it right up there with Defense spending. Copyright owners feel it is unfair that their works are the only ones to go unpaid among the proliferating educational services, equipment and materials.

There may be second thoughts among the jukebox people who yielded to the simplified annual registration and \$8 per box per year royalty payments in the House-passed bill—a compromise reached while the revision bill was fighting for survival on the House floor. Although the revision climate in the 91st Congress will again bear down heavily against any special exemption for profit-use of copyrighted music, which was possible in the 1908 copyright legislation, some die-hards in the jukebox industry and possibly some in Congress, will make a vigorous try to keep the old exemption in the newer law.

Since all of the various disputing parties threaten to try to block passage of a revision bill if their demands are not met, the 91st Congress will have its hands full. The year 1969 may prove once and for all whether a blanket revision bill is possible

Rowe Studies Americom Disk; Improves PhonoVue Film Unit

• Continued from page 59

jukeboxes, Barton indicated that Rowe is continuing research and development in "many new areas." He would only say that these areas include the use of tape in jukeboxes.

One new area concerns improvements in the company's PhonoVue unit, an accessory that flashes a film on a screen that is synchronized with records. "We have now developed a sensing mechanism that causes the music to fade out when the film ends," Barton said.

"Heretofore we have had to select records that were timed to the films. Now we need only select records that are slightly longer than the time span of the films. As the film ends, the music automatically fades out."

Barton said that Rowe now has a library of over 282 films and is producing 16 a month. Other innovations, Barton said are being planned for the PhonoVue unit. Also on the drawing boards and in other phases of preparation are improvements

in this electronic era involving new uses, wide public concern and billion-dollar industries; or whether, as the Copyright Office believes, there should be a non-controversial modernizing copyright bill, while the hotly contested issues could be taken up separately.

in RoweVue, a mechanism that flashes slide films on a six-inch by nine-inch screen mounted on the Music Master, Rowe's latest model jukebox.

Nebraska Assn.

• Continued from page 60

public accountant, addressed the gathering of 48 people. Kort presented a survey of 17 locations where jukeboxes are set on two-for-a-quarter play. Average revenue was up 6.3 per cent over-all; as much as 33 per cent in one location, offsetting drops in two spots. Howard Ellis and Ted Nichols, COIN and MOA officers, described MOA's group insurance plan.

In other areas, the group decided to test pool tournaments on an individual basis. Ellis has two locations involved now, discussed a plan to aid widows of operators, and talked about a mechanic training program. The next meeting will be here Sept. 22 at the Town House Hotel.

Irving Kaye Expanding to More Games

BROOKLYN—The Kaye Co. here, long known as a billiards manufacturing firm, has been steadily diversifying. Last week the firm began shipment of a new game called *Batting Practice*. The company has recently made two counter games, *Drinker Thinker* and *Steeplechase*.

Vice-president Howard Kaye said that the new game, about the size of a regular pinball machine, represents a more sophisticated piece of equipment. "I suppose this is a pioneering step for us, although we have had other amusement games through the years," Kaye said.

"We have been known as a pool table manufacturer for more than 12 years. We just have never concentrated on other pieces until recently. Now with our new plant offering four times as much space, we are

Coin Machines Leave City Hall

CLAY CENTER, Kan.—For several years city hall in this town of 5,000 population has been one of the best coin machine locations in the county. A youth center in the building has contained a jukebox, pinball games, pool tables and vending machines.

Now a new youth center has been opened in a leased building, and city hall will revert strictly to business of city government.

able to further our diversification."

The new facility, which has been gradually expanded over the past year and a half, encompasses 45,000 square feet, Kaye said.

Batting Practice features a ball pitched down a ramp which is hit by a gun handle-controlled bat, propelling the ball through the air into any of four tiers simulating grandstand pavilions.

ELECTRIC SCOREBOARDS . . . 2 Models

OVERHEAD MODEL
(Natural finish hardwood cabinet)
• Two-faced. Scores 15-21 and/or 50 pts. F.O.B. Chicago . . . \$169.50

NEW SIDE-MOUNT MODEL
(Walnut Formica finish—easy to clean)
• Scores 15-21 and/or 50 pts. Also 15-21 pts. only. F.O.B. Chicago . . . \$249.50



BILLIARD SUPPLIES

Professional quality Billiard Cloth—green, blue and gold.

2 1/4" 15 Belgian numbered and 2 3/8" Cue Balls. Set . . . \$19.95
57" Cues—str., \$2.95 ea., \$33 dz.
57" Jointed Cues . . . \$7.50 up
Heath and A.B.T. Coin Chutes.
Complete line. Write for new list.

EACH model also has these features:
• 10¢ 1-player or 2-player by simple plug switchover. Also 2 for 25¢ play. Easily serviced.
• "Game Over" light flashes on at end of game.
• Large metal coin box—holds \$500 in dimes.
Terms: 1/3 dep., bal. C.O.D. or S.D.

MARVEL Mfg. Company
2845 W. Fullerton, Chicago, Ill. 60647
Phone (312) 342-2424

You Get MORE from CHICAGO COIN!

GUN SMOKE 2-PLAYER PIN GAME



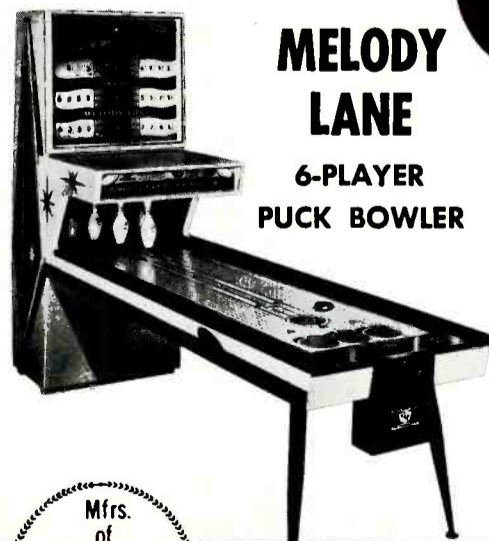
STAGE COACH 4-PLAYER PIN GAME



CARNIVAL RIFLE GALLERY with SYNCHRONIZED SOUND—GUN FLASH—GUN RECOIL!

MORE PLAY... PROFITS!

MELODY LANE 6-PLAYER PUCK BOWLER



FLEETWOOD 6-PLAYER AUTOMATIC BOWLING LANE



CHICAGO COIN MACHINE DIV. **CHICAGO DYNAMIC INDUSTRIES, INC.**
1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

We just added the most impressive feature ever to appear on a coin-op billiard table.



The Brunswick name plate.



53" x 92" overall size

The No. 1 name in billiards for 123 years—that's Brunswick. And it's a sure crowd-puller. Our handsome, solidly-built table is good for years of plus-profit play. What's more, the built-in excitement of the famous Brunswick name gives customers the kick of playing on the table with a professional-quality reputation.

So why settle for less? Give your locations the table with the biggest name in the billiards industry. Brunswick. You'll pocket more profits when you put Brunswick in play.

BRUNSWICK CORPORATION / CONSUMER DIVISION
69 WEST WASHINGTON STREET, CHICAGO, ILLINOIS 60602
AUGUST 3, 1968, BILLBOARD

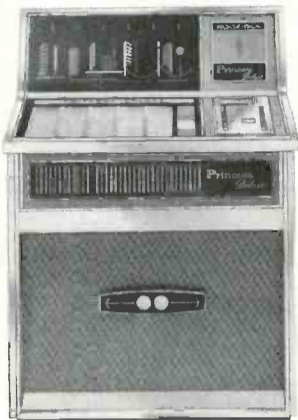
Try it yourself. Flip up the self-locking main dome of our new Princess Deluxe compact—and see what Rock-Ola has done to cut down your programming and service time . . . to beef up your take.

See how everything is right up front, at eye level, big as life? No more stooping, squatting or squinting for you. Just reach out and get things done.

Key switches up top at eye level. Credit unit and amplifier flip down for stand-up servicing ease.

So do the new hinged program holders. New "straight through" coin entrance chute with drain, new easy to read record indicator numbers, new rear controls grouping, new printed circuitry—

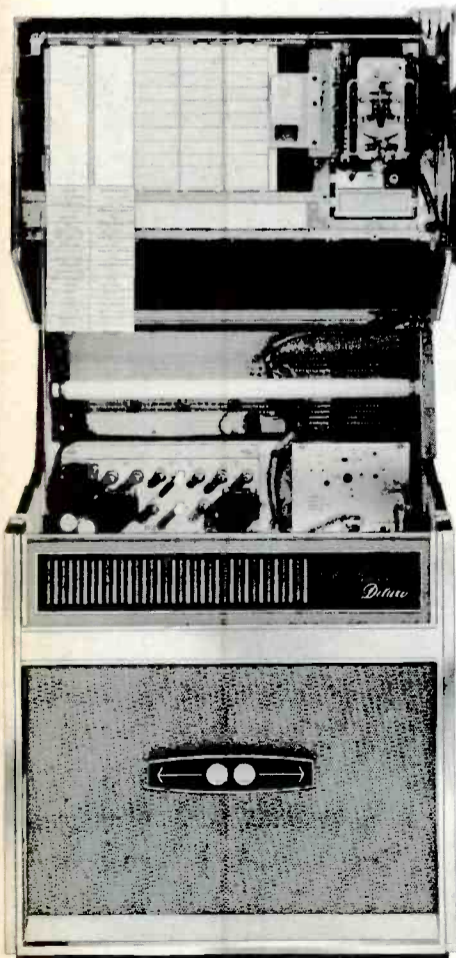
all make for easier service in the brand new flip-top Princess Deluxe. Plus . . . Rock-Ola's exclusive Mech-O-Matic 33 $\frac{1}{3}$ -45 RPM changer. And this mini works with all optional accessories: receiver, money counter, remote volume control, Phonette wall box and wall speakers (LP feature optional). All this, and the new Princess Deluxe measures just 46-24-31! You can't help but make your rounds faster and your wallet fatter.



money making music makers for every location

ROCK-OLA

Our
new "mini"
flips her lid
for you!



PRINCESS DELUXE
Model 435-100-play

Coin Machine

Coming Events

Aug. 6, Missouri Coin Machine Council, election meeting, Jefferson Hotel, Macon.

Aug. 18—Wisconsin Music Merchants Association, annual meeting, Dell View Hotel, Lake Delton, Wis.

Aug. 25-26—South Dakota Music & Vending Association, regular meeting, site to be announced, Aberdeen.

Sept. 13-15—Illinois Coin Machine Operators Association, annual meeting, Holiday Inn East, Springfield.

Sept. 14-17—National Automatic Merchandising Association, annual convention and trade show, Convention Hall, Philadelphia.

Sept. 15-16—National Vendors Association, board meeting, Franklin Motor Hotel, Philadelphia.

Sept. 15—South Carolina Coin Operators Association, Charleston, S. C.

Sept. 19—Massachusetts Coin Machine Association and the Western Massachusetts Music Guild, greater New England convention, Sheraton-Yankee Drummer Motor Inn, Auburn, Mass.

Sept. 26-28—West Virginia Music & Vending Association, Heart of Town Motor Inn, Charlestown, W. Va.

Sept. 27-29—Music Operators of New York, annual meeting, Homowack Lodge, Spring Glen, N. Y.

Oct. 11—Illinois Coin Machine Operators Association, board meeting, Sherman House Hotel, Chicago.

Oct. 11-13—Music Operators of America, 18th annual convention and trade show, Sherman House Hotel, Chicago.

Nov. 20-22—Music Operators of Virginia, annual convention, Hotel Roanoke, Roanoke.

Rudd-Melikian Reaches Terms With Creditors

PHILADELPHIA — Rudd-Melikian, Inc., manufacturers of coffee vending machines based in suburban Warminster, announces that a settlement with creditors under Chapter XI has been approved in the U. S. District Court here. The approval was given by Thomas Curtin, referee in bankruptcy. Terms were not disclosed.

The company has been in receivership since June, 1967. David Cohen, a partner in the patent law firm of Cohen & Jacobs, was named president and chief operating officer, while Samuel Mandell, vice-president of Food Fair Stores, Inc., was named chairman. They succeed L. K. Rudd and K. C. Melikian, who had been president and chairman, respectively.

Cohen said the coffee vending manufacturing firm was in a "strong financial position and that plans are under way for new acquisitions which will fit our pattern of growth." These acquisitions, he said, are still in "preliminary stages and are expected to enhance Rudd-Melikian's profit position for the last quarter of 1968 and the first quarter of 1969."

Martin Coopersmith, executive vice-president, said: "The company has been operating in the black since January." He did not cite figures.

Cohen added the company plans to operate an "integrated manufacturing plant," whereby all parts used in the company's vending machines would be made at its Warminster facilities.

JUKEBOX RECORD REPORT

Best Picks

for Week Ending Aug. 3

ANCHORAGE, ALASKA

Teen: "Hello, I Love You," Doors, Elektra 45635; Adult: "Autumn of My Life," Bobby Goldsboro, United Artists 50318; C&W: "Folsom Prison Blues," Johnny Cash, Columbia 44513; Novelty: "Hang On the Bell Nellie," Rowan & Martin, Epic 10354.

ATLANTA

Cover: "Indian Lake," the Cowsills, MGM 13944; Teen: "Jumpin' Jack Flash," Rolling Stones, London 908; Adult: "This Guy's in Love With You," Herb Alpert, A&M 929; C&W: "Autumn of My Life," Bobby Goldsboro, United Artists 50318; R&B: "Grazin' in the Grass," Hugh Masekela, Uni 55066; Novelty: "The Unicorn," the Irish Rovers, Decca 33254.

BUCHANAN, MICH.

Cover: "Halfway to Paradise," Bobby Vinton, Epic 1-350; Teen: "Hello, I Love You," Doors, Elektra 45635; Adult: "Don't Give Up," Petula Clark, Warner Bros. 7216; C&W: "Dreams of the Everyday Housewife," Glen Campbell, Capitol 2224; R&B: "I'm a Midnight Mover," Wilson Pickett, Atlantic 2528; Oldie: "Sealed With a Kiss," Gary Lewis, Liberty 56037; Novelty: "Here Comes the Judge," Shorty Long, Soul 35044.

BATON ROUGE, LA.

Cover: "Nice 'n' Easy," Nancy Sinatra, Reprise 0756; R&B: "Grazin' in the Grass," Hugh Masekela, Uni 55066.

BROOKLYN

Teen: "Lady Willpower," Gary Puckett & the Union Gap, Columbia 44547; Adult: "Grazin' in the Grass," Hugh Masekela, Uni 55066; Novelty: "The Horse," Cliff Nobles & Co., Soul 313.

CHATTANOOGA

Cover: "Mister Nico," Four Jacks & a Jill, RCA Victor 9572; Teen: "Jumpin' Jack Flash," Rolling Stones, London 908; Adult: "Classical Gas," Midnight String Quartet, Viva V 307; C&W: "We'll Get Ahead Someday," Dolly Parton & Porter Wagoner, RCA Victor 9577; R&B: "A Stone Good Lover," Jo Armstead, Giant GT. 704.

CINCINNATI

Teen: "Dream a Little Dream of Me," Mama Cass with the Mamas & the Papas, Dunhill 4145; R&B: "Soul Limbo," Booker T. & the M.G.'s, Stax 0001.

EMPORIA, KAN.

Teen: "Born to Be Wild," Steppenwolf, Dunhill 4138; Adult: "Halfway to Paradise," Bobby Vinton, Epic 10350; C&W: "Only Daddy That'll Walk the Line," Waylon Jennings, RCA Victor 47-9561; R&B: "Amen," Otis Redding, Atco 6592.

GAFFNEY, S. C.

Cover: "Amen," Otis Redding, Atco 6592; Teen: "Girl Watcher," O'Kaysions, ABC 11094; Adult: "Love Takes Care of Me," Jack Greene, Decca 32352; R&B: "Slip Away," Clarence Carter, Atlantic 2508; Oldie: "Thank You John," Willie Tee, Atlantic 2287; Novelty: "Here Comes the Judge," Pigmeat Markham, Chess 2049.

GREENVILLE, S. C.

Teen: "Girl Watcher," the O'Kaysions, ABC 45-11094; Adult: "Autumn of My Life," Bobby Goldsboro, United Artists 50318; C&W: "Love Takes Care of Me," Jack Greene, Decca 32352; R&B: "Amen," Otis Redding, Atco 6592; Oldie: "Folsom Prison Blues," Johnny Cash, Columbia 44513; Novelty: "Snoopy for President," Royal Guardsmen, Laurie 3451.

HADDONFIELD, N. J.

Cover: "People Got to Be Free," the Rascals, Atlantic 45-2537; Teen: "Do It Again," Beach Boys, Capitol 2239; C&W: "Let the World Keep on Turning," Buck Owens, Capitol 2337; R&B: "I'll Have to Cry, Cry, Cry," James Brown, King K 12501; Novelty: "Meet Me by the Postage Machine," Guy Marks, ABC 45-11099.

MANHATTAN, KAN.

Cover: "Autumn of My Life," Bobby Goldsboro, United Artists 50318; Teen: "Alice Long," Tommy Boyce & Bobby Hart, A&M 948; Adult: "Dreams of the Everyday Housewife," Glen Campbell, Capitol 2224; C&W: "Mama Tried," Merle Haggard, Capitol 2219; R&B: "Soul Limbo," Booker T. & the M.G.'s, Stax 0001; Oldie: "Kansas City," Brenda Lee, Decca 32330.

OAKLAND, CALIF.

Cover: "Candy," the Family Album, Columbia 4-44570; Teen: "Born to Be Wild," Steppenwolf, Dunhill 4138; Adult: "Impossible Dream," Roger Williams, Kapp 907; Novelty: "Rosemary's Baby," Mia Farrow, Dot 1712.

PEORIA, ILL.

Cover: "Halfway to Paradise," Bobby Vinton, Epic 10350; Teen: "Alice Long," Tommy Boyce & Bobby Hart, A&M 948; Adult: "Autumn of My Life," Bobby Goldsboro, United Artists 50318; C&W: "Let the World Keep Turning," Buck Owens, Capitol 2237; R&B: "You've Met Your Match," Stevie Wonder, Tamla 54168.

as reflected in a weekly poll of jukebox programmers across the country

STANDARD
Model

ADD-A-BALL
Model

Coin Box
Tank with

Put a **Tiger** in your

Bally **SAFARI**



Exciting
TIGER TRAIL
feature advances
Super SCORE

Super
SCORE COMPUTER
for each player

COLORFUL COMIC
Playfield and Glass

BIG DIFFERENCE
Rollovers
jump from 10
to 100 or 200

New
100-200 SCORE ALLEY

2 OR 1 CAN PLAY
loads of fun either way

Bag bigger profits with sensational new SAFARI, a jungle of wild action and repeat play appeal. Go on a top money safari. Get Bally SAFARI today.



30 WAYS TO BUILD SCORE

See your distributor or write **BALLY MANUFACTURING CORPORATION • 2640 BELMONT AVENUE, CHICAGO, ILLINOIS 60618, U.S.A.**

How Far Away Is the 50-Cent Capsule

CHICAGO—Harold Schaeff said last week that his firm is capable now of producing a 50-cent capsule and that vendors have been asking for sizes larger than Victor Vending's popular two-inch V2 capsule. "One day we'll probably see 50-cent capsules, but we're not ready for it now."

Schaeff ranged over subjects such as two-quarter pricing, vinyl-impervious capsules, the strong growth of quarter vending and the interest of larger vendors in bulk operating.

"We pioneered quarter vending in our V2 capsule and now the industry is finally discovering what new fields are opening up. We can vend at 50 cents in our current machines by plugging up every other hole and forcing the customer to put in two quarters, but use of a second coin is not so good."

Schaeff said that right now quarter vending was challenging

enough. "There are 20,000 of our 77's in the field and there's still room to grow as far as obtaining merchandise. We sold 5,000 before our July vacation break. We'll sell 10,000 77's this year and we're now producing a half million V2 capsules a week. So, quarter vending is keeping the industry busy without worrying about going to 50 cents."

The problem of certain vinyl products eating through the transparent V2 capsule is insignificant," Schaeff said. "In the first place, this quarter merchandise moves out fast—before vinyl can affect the capsule. And not all quarter merchandise is vinyl, the vendors are moving a lot of other kinds of products at a quarter.

"Much of the vinyl merchandise is coming wrapped in cellophane now, too, so this is still another answer to the impervious problem."

Schaeff said Victor could build a high impact capsule that would be impervious to vinyl, but that it would cost 20 per cent more than the polystyrene material now being used.


"The whole direction of bulk vending is moving to larger

units," Schaeff said. "This is the answer to the future. Our console 77-88 requires only that you open the door, take out the money, fill the unit and lock it up. You can service a whole console in the time it takes to service one normal bulk unit.

Schaeff said large vendors are becoming interested in Victor's console and that the firm will continue to show its units at the Music Operators of America convention and other shows attracting operators of large equipment.

NORTHWESTERN
model 60

BULK-PAK



Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption. Bulk loading.

BIRMINGHAM
Vending company

520 Second Ave., N.W., Birmingham, Ala.
Phone: FAirfax 4-7526



HAROLD SCHAEFF, president of Victor Vending Corp., who said last week that his firm is capable of making units to accommodate 50-cent capsules. Victor Vending has pioneered the development of large-size capsules and Schaeff said several vendors were pressuring the firm to develop larger ones.

GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢	\$14.50
N.W. Deluxe, 1¢ or 5¢ Comb.	12.00
N.W. 10-Col. 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	\$1.03
Pistachio Nuts, Jumbo Queen, White	.99
Afghan Crown Red Lip Pistachio Nuts	.72
Afghan Prince Red Lip Pistachio Nuts	.69
Cashew, Whole	.90
Cashew, Butts	.82
Peanuts, Jumbo	.50
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.	.50
Munchies, 16-lb. carton, per lb.	.39

Wrapper Gum—Fleece 4M pcs.	\$14.40
Wrapped Gum—Pal, 4M pcs.	14.00
Rain-Blo Ball Gum, 2100 per ctn.	7.25
Rain-Blo Ball Gum, 1800 printed per carton	6.65
Rain-Blo Ball Gum, 5550 per ctn.	8.75
Rain-Blo Ball Gum, 4300 per ctn.	8.85
Rain-Blo Ball Gum, 3550 per ctn.	8.85
Maltettes, 2400 per carton	8.40

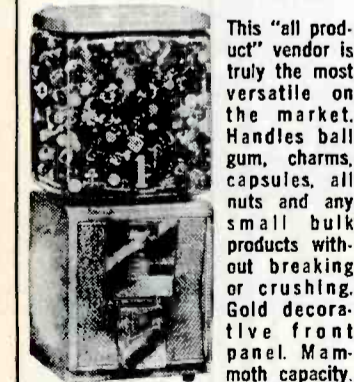
15 Cartons minimum prepaid on all Leaf Brand Rain-Blo Ball Gum.

Adams Gum, all flavors, 100 ct. .45
Wrigley's Gum, all flavors, 100 ct. .45
Beech-Nut, 100 ct. .45
Hershey's Chocolate, 200 ct. 1.30
Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator.
One-Third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY on the New **Northwestern GOLDEN 60**



This "all product" vendor is truly the most versatile on the market. Handles ball gum, charms, capsules, all nuts and any small bulk products without breaking or crushing. Gold decorative front panel. Mammoth capacity.

Available with 1c, 5c, 10c or 25c Mechanisms

Stamp Folders, Lowest Prices, Write MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN
SALES & SERVICE CORP.
446 W. 36th St., New York, N.Y. 10018
(212) LOngaere 4-6467

Say You Saw It in Billboard

Crisman Now Operator; Having a 'Great Time'

CHICAGO—Paul Crisman, probably one of the best-known individuals in the bulk industry, is back in the business as an operator and having a lot of fun. "If I knew years ago what I know today, I would never have spent 30 years as a dis-

tributor," he said last week. "Operating is great."

Crisman entered the business in 1936, when he bought into Burel & King, a distributorship here. Later, Crisman and Tom King formed T. J. King & Co.,



HISTORY REPEATS, well, nearly. This photo, taken several years ago, shows Leo Leary, Leaf Brands, presenting distributor Paul Crisman (right) with a plaque in tribute for his work with the National Vendors Association. Last week Leaf presented Crisman with another plaque, this time as an operator. Crisman, formerly a distributor, is now back in business as owner of White Midwest Corp.

CHARM THE KIDS with Northwestern's SUPER 60 CAPSULE VENDOR

Charms attract kids — and kids mean profits! Large-capacity globe and front-mounted plastic showcase displays charms. Up-to-date design gives you an attractive unit that's in swing with the younger generation. Proven mechanism, wide chute and foolproof coin unit makes this one A-OK. No skipping or crushing of merchandise! Start moving to profit with the Model 60 Capsule Vendor. Wire, write or phone for complete details.

Northwestern
CORPORATION
2881 Armstrong St., Morris, Ill.
Phone: WHitney 2-1300

BARGAINS from KING'S One Stop

Psychedelic Pin-On Buttons \$12.00 M
Rings for 1¢ Vending, 800 to bag 1.90

Filled Capsule Mixes All 250 per bag

5¢ Economy Mix	\$3.90
5¢ De Luxe Mix	5.00
5¢ Ring Mix	4.50
10¢ Hippie or Swinger	8.00
10¢ Economy Mix	7.00
10¢ De Luxe w/Lighter	8.00
25¢ Jewelry Mix, 100 to bag	V. 10.00

T. J. KING & CO. INC.
2700 W. Lake St., Chicago, Ill. 60612
Phone: 312/533-3302

If your competition is giving you location trouble . . .

you may find the answer to this problem by operating the most advanced idea in bulk vending — the all new Victor —

SELECTORAMA® 77-88 CONSOLE

With six different combinations to select from to fit any of your locations. Will vend a variety of merchandise and coin combinations—1c, 5c, 10c, 25c.

Front door operation saves 50% to 75% service time. Bigger display, more profits.

See your distributor for information and delivery date.

VICTOR VENDING CORP.

5701-13 West Grand Ave.
Chicago, Ill. 60639



LOGAN'S TOP NOTCH USED MACHINES

Completely reconditioned and repainted—45c cigarette, 10c candy machines, coffee, cigar & pastry machines.

Save big money with Logan's dependable like new machines
Write—Wire—Phone for prices.

MERCHANDISE & SUPPLIES

5c CAPSULE MIXES—250 Per Bag	
5¢ Ring Mix	\$5.00
5¢ Key Chain Mix	\$5.00
5¢ Trick & Came Mix	\$4.50
5¢ Econ Mix	\$4.00
5¢ #32 Mix (Deluxe)	\$5.00
10c CAPSULE MIXES—250 Per Bag	
10¢ Ring Mix	\$8.00
10¢ T & N Mix (Deluxe)	\$8.00
10¢ Key Chain Mix	\$8.00
10¢ Deluxe Wiggle (bug)	\$8.50
10¢ Mini Book Mix	\$8.50

All 5¢ and 10¢ Capsule Mixes include beautiful & appealing MACHINE DISPLAY at no extra charge.

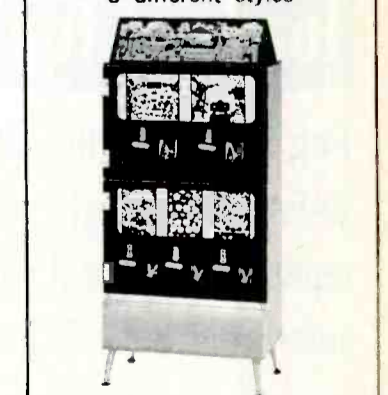
25c SPECIAL CAPSULE MIXES Box of 100

25¢ V-1 Jewelry	\$10.00
25¢ V-2 Jewelry	\$10.00
25¢ V-2 Flub (it's big)	\$10.00
25¢ V-2 Jumbo Wiggle	\$10.00

LOGAN'S "PEP-UP" COLORFUL 25¢ DISPLAYS
V-1 Jewelry \$1.85 each
V-2 Jewelry \$2.50 each
V-2 Flub \$.65 each
V-2 Jumbo Wiggle \$.80 each

INVENTORY ITEMS
Ball gum, all sizes, nuts, candies, coin wrappers, stamp folders, pens, stands, bulk charms, wall brackets, stamp machines, all new & used bulk vendors, empty capsules. Write or phone for low, low prices.

Get and hold the best locations with **Victor's Selectorama® Console**
6 different styles



Save 50% to 75% servicing time. Unlock front door to fill and collect.

Write—Phone for information **LOGAN DISTRIBUTING, INC.**
1852 W. Division St., Chicago, Ill. 60622
Phone: (312) 486-4870

Musical Instruments

Instrumentals Hit Big On the Charts

• Continued from page 54

Muddy Waters school. I like the criss-cross of moods."

Post said he "used cellos to create a Fender bass sound, used the string section to get a guitar sound and achieved a drum feeling from horns."

The instruments used on the Warner Bros.-Seven Arts' record were 10 violins, four cellos, one baritone sax, two tubin horns, two trombones, two pianos, one percussion, one drum, three guitars and a bass.

Inspiration

Post said the inspiration for the song came from Mason Williams who approached Post "with a little guitar thing he had written. I took four days to write the chart for the song."

Post, who arranged for a year before joining Jimmy Bowen at Amos Productions, said his background was that of a studio guitar man. "I was amazed at the fine musicians I knew in college that scoffed at anything that wasn't heavy jazz or heavy classical. I was willing to learn classical music but they weren't willing to learn the funky stuff."

James mentioned funky, too, but not in a direct sense, when talking about his record for Phil-L.A. of Soul. "I think the record is unique because of a combination of, and I hate to say, funky, rhythm. It's a communication. When you hear 'The Horse,' you want to move with it."

The instruments include two bass guitars, drums, piano, baritone sax, trombone, tenor sax and three trumpets. "This is the first thing I've done for Cliff Nobles & Co.," said James, who wrote "Booga-loo Down Broadway" and produced "Hitch It to the Horse," by Fantastic

Johnny C, now working its way up the charts.

New Dance

James said a new dance is being fashioned around "The Horse" and that the record is being played on all types of stations. "I really can hear the sound of a horse prancing when I listen to the record with my eyes closed," James said.

Hou seems rather perplexed at the popularity of his song. "It's geared to the mood of our times, I think. It's new here, but this is what they're playing in Africa," said Hou, a native of Johannesburg, South Africa. "The song is both sad and happy."

Only six instruments were used on the UNI record: trumpet, alto sax, bass, drums, piano and cowbells. Hou said that although it may sound like more than one trumpet on the record the sound was achieved by overdubbing in the engineering process.

Ernie Altschuler, vice-president, executive producer of pop & r at RCA, said the unusual effects achieved in the Hugo Montenegro records were actually performed by humans—a grunt and a man whistling.

"There is the lone trumpet figure in the background that creates a kind of lonely feeling. Actually, these records are a well-staged scene. The arrangers have made the charts very exciting."

"It took a long time for 'The Good, the Bad and the Ugly' to build," Altschuler said. "The record was released Jan. 2, 1968. This is a whole new bag that actually started with 'Fist Full of Dollars.'"

"We had another song, 'For a Few Dollars More,' that got tremendous air play but no rec-

AAA CHAMP WINS AGAIN

CHICAGO — Connecticut's Julie Ann Kasprzyk won her second consecutive U. S. accordion championship in the recent national competitions held here by the American Accordionist Association (AAA). The 20-year-old Ansonia girl won her 1968 championship over 50 other State and regional titlists. First runner-up was 20-year-old Joseph Robusto, of Batavia, N. Y., and second runner-up was 18-year-old Pam Parker, of Grandview, Mo. Miss Kasprzyk's triumph brings her a \$500 cash prize and a trip to Leicester, England, in September to play against champions from other countries.

ord sales. The disk jockeys thought we were kidding at first, but then this new Montenegro sound began catching on.

"I wish I could say this would have happened independently of the Italian westerns, but this sound is tied in with the whole thing Clint Eastwood has been doing in these pictures. They're now camp. The college kids dig these pictures and the music is part of the scene."

AMS Maps Plans for 64th Store

DETROIT—American Music Stores, Inc., which is scheduled to open its 63d store near Denver Oct. 11, has set April, 1969, as the target date for opening its 64th store in Toledo. In keeping with the chain's merchandising philosophy, the new stores will offer records, tapes and audio products, as well as musical instruments.

"We have a few more stores on the drawing board," said president Jack Wainger, who is serving his second term as president of the National Association of Music Merchants (NAMM). "The music business is great."

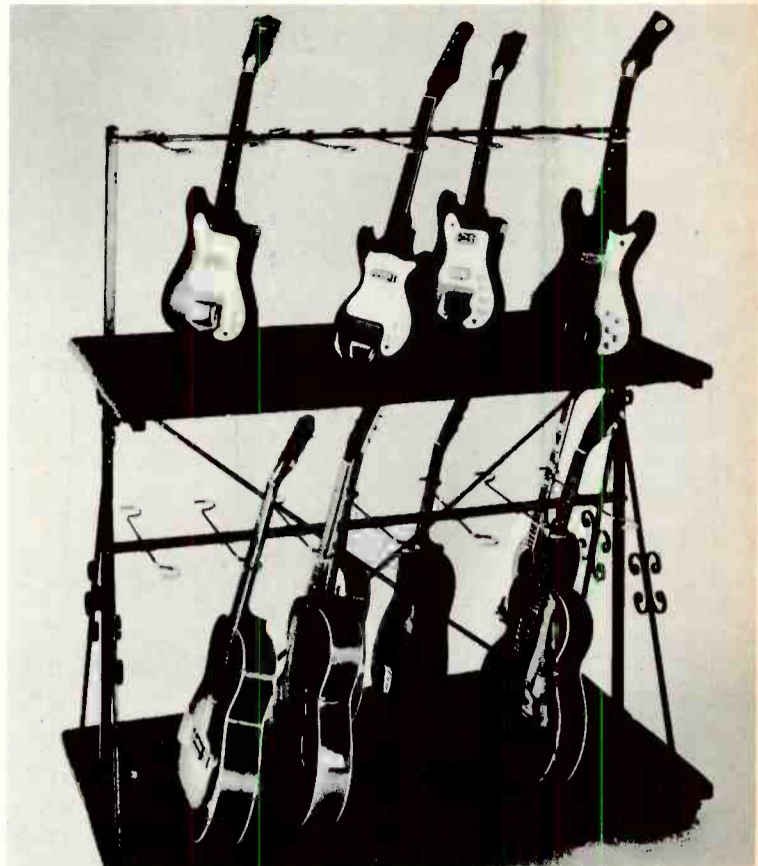
While musical instrument sales were down last year, American Music continued to register gains. For the nine-month period ending April 30, 1968, the chain achieved a net sales record of approximately \$22 million.

The Denver area store, which is retaining the name of the original Wells Music Co., will occupy more than 6,000 square feet in the giant shopping complex of Cinderella City in Englewood. The number of employees will be increased from 50 to 70.

Prior to opening the Denver area store, American Music will open stores in Troy, Southfield and Flint, Mich., and Rock Hill, N. C. The chain recently opened a store in Grand Rapids, Mich.

"A typical store of ours," said Wainger, "will have a volume breakdown of 40 per cent pianos and organs, 30 per cent audio products, 15 per cent instruments and 15 per cent records and sheet music. Our Denver store should be close to this."

"A lot of music stores don't have records. In fact, Wells



TARG & DINNER, INC., and its Maxwell Meyers, Inc., division have introduced this new mobile display unit for merchandising guitars and other instruments. The display consists of two carpeted plywood shelves with cushioned holders, mounted on casters. The unit, which is in effect a fretted instrument department, can accommodate 28 instruments and measures three feet in depth, five feet in width and five feet in height.

Job Corps Receives Guitars From Baldwin

WASHINGTON, D. C.—D. H. Baldwin Co. has awarded more than \$90,000 worth of guitar instructional units to 27 Job Corps centers across the nation as part of its Community Service program.

At a special ceremony here in the office of Congressman Robert Taft Jr. (R., Ohio) a guitar case containing 27 keys—one for each center—was presented to William Kelly, director of the Job Corps, by Lucien Wulsin, president of Baldwin, to symbolize the formal transfer of the instructional units.

Taft, who assisted in arrangements between Baldwin and the Office of Economic Opportunity, was presented with

a Baldwin guitar in recognition of his interest in the company's Community Service program, which got under way shortly after the Cincinnati race riots last year.

It was at the height of that city's riots that Wulsin suggested to Taft and local officials that "we should encourage youngsters to pick a guitar instead of a fight." Wulsin's "cool-it" philosophy sparked off the Community Service program whereby gifts of Baldwin guitars and instructional units are made to recognized youth organizations and agencies in disadvantaged areas in various parts of the country. At the present time, Baldwin has 73 such programs in operation.

Thomas Music Book Used as Selling Aid

LOS ANGELES—A music book, "The Magic of Music with Color-Glo," is being packaged with all new Thomas Organs as a selling aid to dealers.

The 64-page music book, written and developed by Joseph Buzzelli, general product manager for the Thomas Organ division, is designed to lead the consumer through Thomas' Color-Glo and into the Lawrence Welk-Thomas Organ music program.

"The Magic of Music" is divided into 10 chapters, ranging from an introductory music survey to notes and rests, four-quarter time and three-quarter time. The book retails for \$2.95 and is sold to Thomas dealers from the publisher, Belwin, Inc., of New York.

"The Thomas Organ program is a new concept in music instruction," explains Buzzelli. "Its approach to music provides instant musical enjoyment."



GLOBAL MUSICAL INSTRUMENT CO., INC., was one of several musical instrument companies to exhibit at the recent Navy Pier Housewares and Variety Show in Chicago. Global's exhibit included a wide range of Sorrento guitars. Shown on the left is Model 540N, a concert-size classic guitar with nylon strings, classic bridge, open head and two-inch neck. Model 439HB, shown on the right, is a two-pickup F-hole electric guitar, featuring thin line double cutaway body, steel reinforced adjustable neck, rosewood fingerboard and adjustable bridge.



JACK WAINGER, president of American Music Stores, Inc.

didn't have records. I would imagine it's about 50-50.

"I personally feel there isn't enough money in the record business. It's not profitable. I would advise a record dealer to diversify—go into instruments and audio products."

NAMM Policyholders Receive Annual Dividend

CHICAGO — Policyholders in the National Association of Music Merchants (NAMM) Group Insurance Program have been paid a cash dividend for the 15th consecutive year since the program was founded in 1953.

The 2 per cent dividend was declared by the program's board of trustees at its annual meeting during the recent Music Show in Chicago. At the same time, the trustee elected a new chairman and vice-president, and two new trustees took their places on the board.

The new chairman of the nine-member board is Allen Foote, Damp-Chaser Electronics, Inc., Hendersonville, N. C. Named vice-chairman was Harle Bennett, H. T. Bennett Music Co., Santa Barbara, Calif. William Gard, NAMM executive

vice-president, continues as secretary.

New to the board are A. F. Ramsey, Campbell Music Co., Washington, and James Stone, Stone Piano Co., Salem, Ore. Holdover members are Fred Baker, Thearle Music Co., San Diego, Calif.; Charles Faulhaber, Ward-Brodt Music Co., Madison, Wis.; Angelo Mastagni, Clinton's Music Store, New Haven, Conn., and L. A. McKinney, L. A. McKinney Music Co., Bartlesville, Okla.

The NAMM Group Insurance Program was instituted in 1953 to offer music merchants low-cost group insurance for themselves and their employees. A minimum group consists of a store owner and two full-time employees.

Chicago Show

• Continued from page 58

Corp., Brooklyn, and Atlas Rand Corp., Paramus, N. J.

Typical of some of the equipment shown were the Keystone Model 100 CP cassette unit from Atlas-Rand with a suggested list of \$29.95; the Keystone Model 700 CR listing for \$49.95; and Keystone Model 800 CR, suggested to sell at \$69.95.

Mastercraft showed its auto cassette Model CR3000 unit, priced to sell at \$39.95; a stereo cassette Model MC8500, suggested list, \$69.96; another unit priced at \$29.95 and the CTP-100, priced at \$19.95. Also shown was the CSP2 home en-

tertainment unit, featuring 8-track CARtridge playback capability, priced to sell at \$69.95.



M. Hohner, Inc., has added two new saxophones to its lines of reed instruments. With accessories, the B-flat tenor has a suggested list of \$420, while the E-flat alto has a suggested list of \$370.

Podolsky Workshop

MORGANTOWN, W. Va.—Internationally known pianist, educator and editor, Dr. L. E. Podolsky, conducted a piano workshop here July 11-12 at West Virginia University. Music teachers and students from throughout the State attended the sessions. Podolsky was assisted by his professional associates, June Davison and Ardella Schaub.

Selmer Price Hike

ELKHART, Ind.—H. & A. Selmer, Inc., has announced plans to raise prices "by Oct. 15 at the outside." The maker of school and professional band instruments levied across-the-board increases of between 3 and 5 per cent last Oct. 15. Rising labor costs are the main reasons given for the pending price boost.

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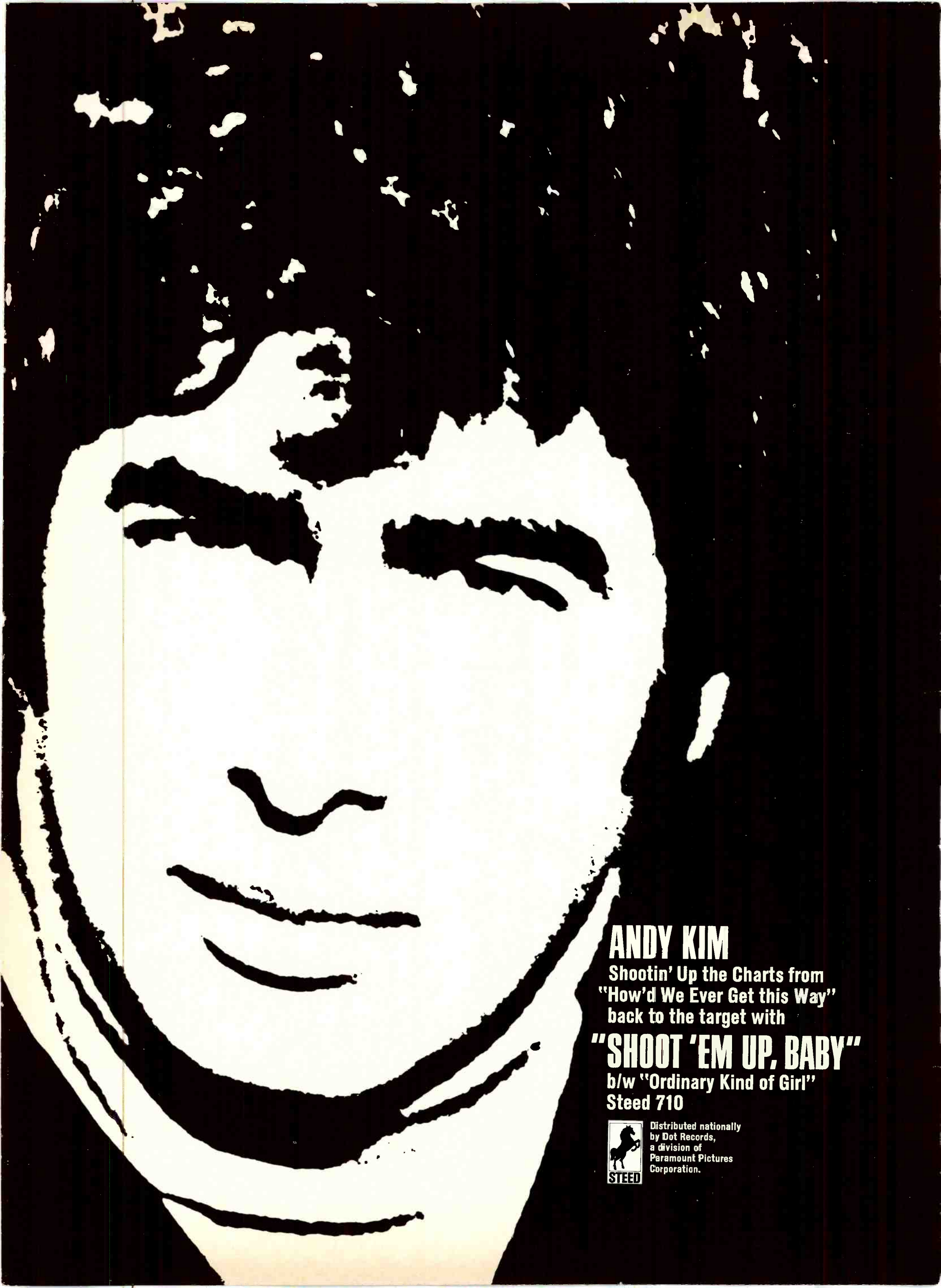
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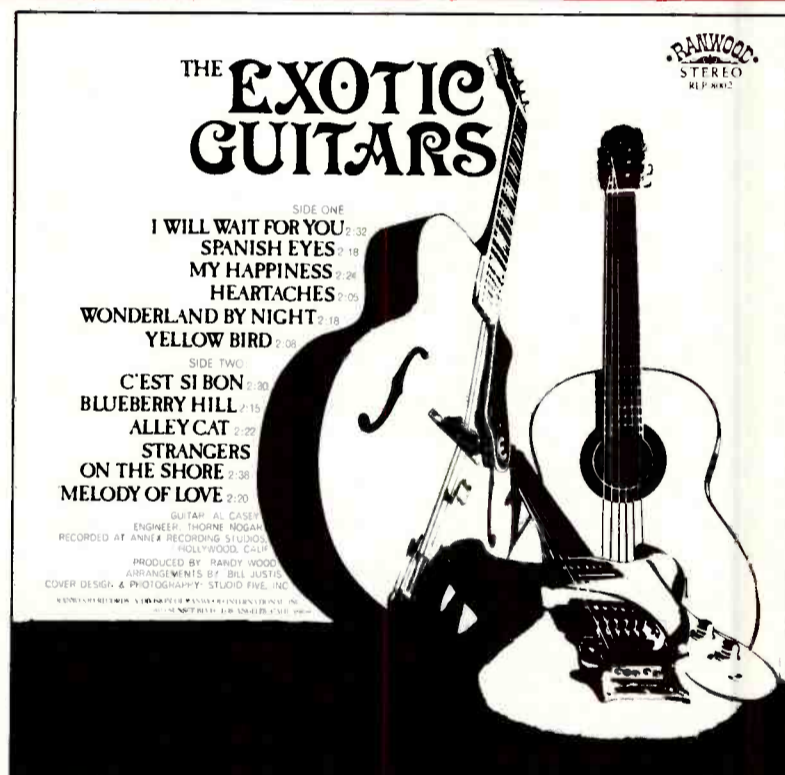
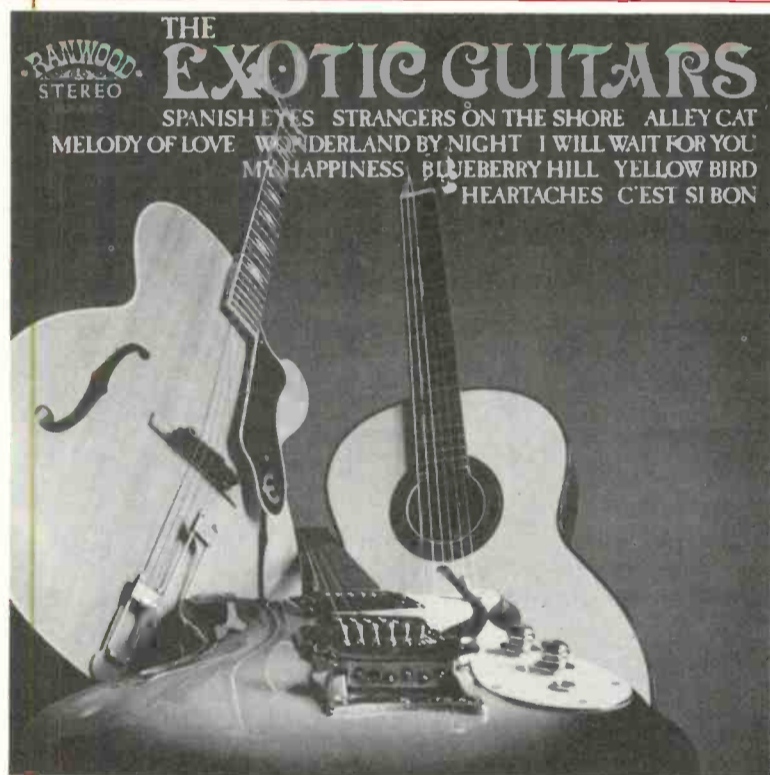
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FOR WEEK
ENDING
JULY 27,
1968

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Wk. Ago	Wks. Ago	Wks. Ago	TITLE	Artist (Producer, Label & Number)	Wks. On Chart	
1	5	5	GRAZING IN THE GRASS	Hugh Masekela (Stewart Levine), Uni 55066	8	
2	4	6	LADY WILLPOWER	Gary Puckett & the Union Gap (Jerry Fuller), Columbia 44547	8	
3	6	17	STONED SOUL PICNIC	5th Dimension (Bones Howe), Soul City 746	9	
4	3	3	JUMPIN' JACK FLASH	Rolling Stones (Jimmy Miller), London 908	8	
5	5	2	THE HORSE	Cliff Nobles & Co. (Jesse James), Phil L.A. of Soul 313	10	
6	7	12	HURDY CURDY MAN	Donovan (Mickie Most), Epic 10345	6	
7	4	1	THIS GUY'S IN LOVE WITH YOU	Herb Alpert (Herb Alpert & Jerry Moss), A&M 929	11	
8	8	29	CLASSICAL GAS	Mason Williams (Mike Post), Warner-Bros.-Seven Arts 7190	6	
9	9	22	HELLO, I LOVE YOU	Doors (Paul Rothchild), Elektra 45635	4	
10	10	10	INDIAN LAKE	Cowbirds (Wes Farrell), MGM 13944	9	
11	14	21	TURN AROUND, LOOK AT ME	Vogues (Dick Glasser), Reprise 0686	7	
12	12	9	HERE COMES THE JUDGE	Shorty Long (Shorty Long & B.J.), Soul 35044	9	
13	11	11	REACH OUT OF THE DARKNESS	Friend & Lover (Joe South & Bill Lowery), Verano Forecast 506	11	
14	20	28	SKY PILOT		9	
15	21	27	PICTURES OF MATCHSTICK MEN	Status Quo (John Schroeder), Cadet Concept 7001	11	
16	16	16	ANGEL IN THE MORNING	Sergio Mendes & Brasil '66 (Herb Alpert), A&M 924	13	
17	13	7	ANGEL IN THE MORNING	Morrilee Rush (T. Cogbill & C. Maman), Bell 705	13	
18	22	41	SUNSHINE OF YOUR LOVE	Cream (Felix Pappalardi), Atco 6544	4	
19	23	24	HERE COMES THE JUDGE	Pignatari Markham (Gene Barge), Chess 2049	7	
20	16	20	SHE'S A HEARTBREAKER	Gene Pitney (Charles Fox), Muscor 1306	12	
21	26	35	AUTUMN OF MY LIFE	Bobby Goldsboro (Bob Montgomery), United Artists 50318	5	
22	19	17	I LOVE YOU	People (Mikel Hunter), Capitol 2076	17	
23	17	14	MacARTHUR PARK	Richard Harris (Jimmy Webb), Dunhill 4134	12	
24	24	24	LOVER'S HOLIDAY	Peggy Scott & Jo Jo Benson (Huey P. Meaux), SSS International 736	8	
25	36	47	STAY IN MY CORNER	Dells (Bobby Miller), Cadet 5612	5	
26	23	21	NEVER GIVE YOU UP	Jerry Butler (Gamble-Huff), Mercury 72798	10	
27	34	38	DON'T TAKE IT SO HARD	Paul Revere & The Raiders (Featuring Mark Lindsay) (Mark Lindsay), Columbia 44555	6	
28	18	15	YUMMY, YUMMY, YUMMY	Ohio Express (Kasenz-Katz Associates), Buddah '68	13	
29	37	37	FACE IT GIRL, IT'S OVER	Nancy Wilson (David Cavanaugh), Capitol 2136	12	
30	41	53	DREAM A LITTLE DREAM OF ME	Mama Cass with the Mamas & Papa (Lou Adler), Dunhill 4145	4	
31	39	70	BORN TO BE WILD	Steppenwolf (Gabriel Mekler), Dunhill 4128	3	
32	64	—	PEOPLE GOT TO BE FREE	Rascals (Rascals), Atlantic 2557	2	
33	33	39	LOVER'S HOLIDAY	Peggy Scott & Jo Jo Benson (Huey P. Meaux), SSS International 736	8	
34	24	13	MONEY MONEY	Tommy James & Shondells (Kasenz-Katz Associates), Roulette 7008	17	
35	40	44	ELEANOR RIGBY	Ray Charles (Joe Adams), ABC 11090	8	
36	44	62	AMEN	Ola Redding (Steve Cropper), Alco 0592	4	
37	32	32	FOLSOM PRISON BLUES	Johnny Cash (Bob Johnston), Columbia 44513	10	
38	47	50	JOURNEY TO THE CENTER OF YOUR MIND	Amby Dukes (Bob Shad), Mainstream 684	5	
39	31	19	D. W. WASHBURN	Monkees (Monkees), Colgems 66-1023	7	
40	46	46	SEALED WITH A KISS	Gary Lewis & Playboys (Snuff Garrett), Liberty 56037	6	
41	53	57	HITCH IT TO THE HORSE	Fantastic Johnny C (Jesse James), Phil L.A. of Soul 315	5	
42	52	84	SOUL LIMBO	Booker T. & the M.G.'s (Booker T. Jones), Stax 0001	3	
43	43	63	WITH PEN IN HAND	Billy Vera (Chip Taylor), Atlantic 2526	5	
44	49	49	HERE I AM BABY	Marvlettes ("Smokey"), Tamla 54166	8	
45	45	45	DREAM OF THE EVERYDAY HOUSEWIFE	Glen Campbell (Al de Lory), Capitol 2224	4	
46	55	55	THE EYES OF A NEW YORK WOMAN	B.J. Thomas (Chips Moman), Scepter 12219	6	
47	56	73	(YOU KEEP ME) HANGIN' ON	Vanilla Fudge (Shadow Morton), Atco /	6	
48	73	—	YOU MET YOUR MATCH	Stevie Wonder (Don Hunter), Te	7	
49	78	—	I CAN'T STOP DANCIN'	Archie Bell & the Drell	7	
50	—	—	IT'S NICE TO P	Gladys Knight & the Pips	7	
51	51	51	IT'S NICE TO P	Monkee	7	
52	54	54	CAN'T YOU	New Color	7	
53	65	—	HALF		7	
54	96	—	—		7	
55	48	48	T		7	
56	59	66	8P		7	
57	70	7	—		7	
58	71	—	—		7	
59	—	—	—		7	
60	—	—	—		7	
61	—	—	—		7	
62	—	—	—		7	
63	63	64	D-I-V-O-R-C-E	Tammy Wynette (Billy Sherrill), Epic 10315	6	
64	77	99	TWO BIT MANCHILD	Neil Diamond (Tom Catalano & Neil Diamond), Uni 55075	3	
65	98	—	TUESDAY AFTERNOON (Forever Afternoon)	Muddy Elms (Tony Clarke), Dexam 85028	2	
66	72	72	YOUR TIME HASN'T COME YET, BABY	Elvis Presley, RCA Victor 47-9547	6	
67	80	94	MRS. BLUEBIRD		6	
68	76	76	89	DREAMS OF THE EVERYDAY HOUSEWIFE	Wayne Newton (Jim Vienneau), MGM 13955	5
69	63	64	76	D-I-V-O-R-C-E	Tammy Wynette (Billy Sherrill), Epic 10315	6
70	77	99	TWO BIT MANCHILD	Neil Diamond (Tom Catalano & Neil Diamond), Uni 55075	3	
71	98	—	TUESDAY AFTERNOON (Forever Afternoon)	Muddy Elms (Tony Clarke), Dexam 85028	2	
72	72	72	82	YOUR TIME HASN'T COME YET, BABY	Elvis Presley, RCA Victor 47-9547	6
73	80	94	MRS. BLUEBIRD		6	
74	74	91	—		6	
75	77	—	—		6	

AND
FOR WEEK
ENDING
AUGUST 3, 1968

12

18

Well, It's One.



Album Reviews



POP
A MAN WITHOUT LOVE—Engelbert Humperdinck. Parrot PAS 71022 (S)

Built around his recent hit single, the title, Humperdinck has a powerhouse package here which will hit hard and fast for a top of the chart item. Featured are fine interpretations of current pop hits, plus exceptional performances of "From Here to Eternity" and "Spanish Eyes." His sensitive reading of "What a Wonderful World" is another standout.



POP
WAITING FOR THE SUN—Doors. Elektra EKS 74024 (S)

The Doors consistent run of chart disks has another sure-fire entry here. Not only does his album have singles hits in "Hello, I Love You" and "The Unknown Soldier," but other strong efforts in "Not to Touch the Earth" and an overpowering "Five to One." There is much of interest in the other seven cuts also.



POP
APOLOGIZE—Ed Ames. RCA Victor LPM 4028 (M); LSP 4028 (S)

Topped by his latest easy listening hit—"Apologize"—this Ed Ames package also packs power with some favorites like "Honey," "Sunny" and "Love Is Blue." Two other tunes that will help sell this album are "Scarborough Fair" and "Thirty Days Hath September."



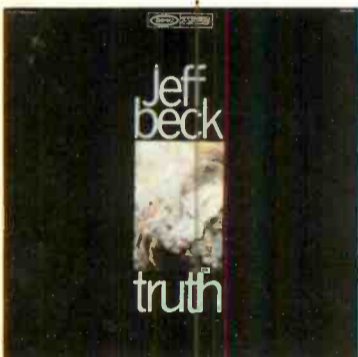
POP
BAPTISM—Joan Baez. Vanguard VSD 79275 (S)

Joan Baez, queen of folk music, puts to music a selection of poetry on love, lore, loneliness and war. Her readings and vocals of works by Henry Treece, James Joyce, John Donne and others are brief gems of beauty and sheer dramatic brilliance, while these Peter Schickele-composed melodies feature the purity of Miss Baez' voice in a mellow mood. This operetta on mankind will follow her other LP's on the charts.



POP
SHE'S A HEARTBREAKER—Gene Pitney. Musicor MS 3164 (S)

This is a departure for Pitney: a blues-oriented package. The performances and arrangements have a driving, intense quality, leading off with his hit single, "She's a Heartbreaker." Other sides are "Hate," "Count the Days" and "Love Grows." The sound really grabs.



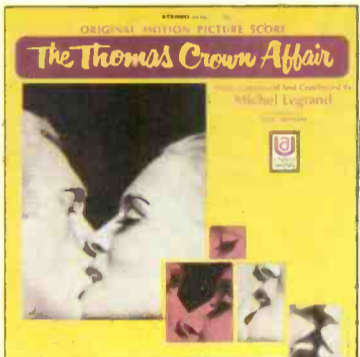
POP
TRUTH—Jeff Beck. Epic BN 26413 (S)

The Jeff Beck Group created a sensation in recent New York appearances and on this, their first album, they carry over the excitement. Beck, formerly of the Yardbirds, arranged this LP, which features his excellent guitar playing and the vocals of Rod Stewart. "Blues De Luxe" creates a live effect, while "You Shook Me" is another strong blues cut. "Rock My Plimsoul" and the instrumental "Beck's Bolero" are other good numbers.



INTERNATIONAL
LATIN SONGS OF LOVE—Tito Rodriguez. Musicor MM 4043 (M); MS 6043 (S)

One of the most popular Latin-American artists around, Tito Rodriguez' legion of fans will enjoy this latest album offering in the Puerto Rican troubadour's familiar easy style. All 10 cuts hit the market mark, including "No Me Vayas a Engañar" and "Así Pienso Yo."



SOUNDTRACK
THE THOMAS CROWN AFFAIR—Soundtrack. United Artists UAL 4182 (M); UAS 5182 (S)

Michel Legrand has composed and conducted another score for United Artists, this time for Norman Jewison's film "The Thomas Crown Affair," starring Steve McQueen and Faye Dunaway. In addition to a collection of rich themes and a vocal by Legrand, "His Eyes, Her Eyes," the sound track LP features the main theme, "The Windmills of Your Mind," sung by Noel Harrison.



SOUNDTRACK
FOR LOVE OF IVY—Soundtrack. ABC ABCS OC 7 (S)

Sidney Poitier's name on an album gives it that golden touch and with Quincy Jones composing and conducting the music, this is a powerful album. "Little Hippy Dippy" is a smooth, melodic instrumental. B. B. King socks it to you with "You Put it on Me."



POP
LA LA LA (He Gives Me Love)—Raymond Lefevre. 4 Corners of the World FCS 4250 (S)

With a hit single leading off, Raymond Lefevre and his orchestra have come up with an appealing album in the style of today's instrumental boom. He sustains the interest with excellent versions of "San Francisco (Be Sure to Wear Some Flowers in Your Hair)" and "I Love You, You Love Me." "The Days of Pearly Spencer" is another gem.



POP
TAKE ME BACK TO LAINE COUNTRY—Frankie Laine. ABC ABCS 657 (S)

Laine has strong sales potential in this potent package of current hit material, much of it from the popcountry field. He digs back for a fine updating of "Cold, Cold Heart," and adds his unique style and feel to "Gentle On My Mind." A revival of "The Wayward Wind" is well done in a slower tempo than the original. His version of "Little Green Apples" is a gem.



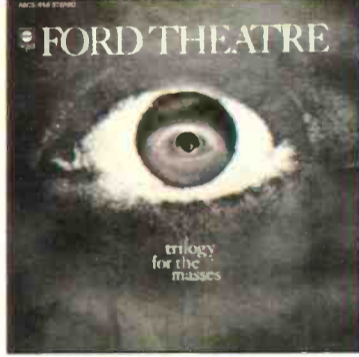
POP
CURTAIN TIME—Jack Jones. Kapp KS 3566 (S)

Music from Broadway and Hollywood performed in top fashion by Jones spells top programming, followed by top sales. Stand-out performances and arrangements include "I've Grown Accustomed to Her Face," "People," and "Ev'ry Time We Say Good-bye." Material has been out in other packages by Jones, but this grouping will sell it.



POP
DAYS OF PEARLY SPENCER—David McWilliams. Kapp KS 3547 (S)

David McWilliams, whose single of this album's title song drew considerable attention, has an auspicious first LP, which should score well in today's market. McWilliams' original material has bite as in "Who Killed Ezra Brymay?" and "How Can I Be Free." He has the potential to rank with the top folk-style pop troubadours of today.



POP
FORD THEATRE TRILOGY FOR THE MASSES—ABC ABCS 658 (S)

A new progressive rock group that explores and implores, both in message and in music. "101 Harrison Street" involves musical delvings while continuing a theme and beat. "Back to Philadelphia" is the most commercial. But all tunes sock it to the listener.



POP
PRESENT TENSE—Sagittarius. Columbia CS 9644 (S)

The pop choral sounds of Sagittarius here produce an album of easy rock material that should appeal to consumers and programmers of rock and easy listening material. "Another Time" and "My World Fell Down" head the 11 cuts, but there also is fine material in such numbers as "Would You Like to Go" and "Misty Dusty."



POP
GRAZING IN THE GRASS—Trombones Unlimited. Liberty LST 7591 (S)

Here's a happy mixture of the big band and contemporary sounds, with warm trombones en masse and a smooth choral backing. Material is pop, soul and jazz, and it's all handled with authority.



POP
THE RACKET SQUAD—Jubilee JGS 8015 (S)

This promising Pittsburgh rock quartet has an auspicious debut album, which includes two singles "Let's Dance to the Beat of My Heart" and an instrumental "Ode to Billie Joe." "We've Got a Groovy Thing Goin'" and "Higher Than High" are among the nine other good cuts.



POP
FROM HAWAII WITH LOVE—Haunani & Chorus. Decca. DL 75013 (S)

The magic of the islands in lush and lovely music, including some old standards like "Lovely Hula Hands," "Beyond the Reef," "Ebb Tide," and "Sweet Leilani." The tempo is pleasant, the mood is relaxing.



R&B
JAMES BROWN PLAYS NOTHING BUT SOUL—King 1034 (S)

The James Brown band is at its best on these sides. The performances are soulful, often-packed with tension and they really grab one. Typical are "Fat Soul," "Gittin' a Little Hipper" and "Little Fellow." This album also has jazz appeal.



RELIGIOUS
STANDING ON THE PROMISES—Tony Fontane & the Statesmen Quartet/Hovie Lister. RCA Victor LPM 3939 (M); LSP 3939 (S)

A beautiful set of performances. Each side has a quality of exaltation and joy—and the listeners are aware of the sincerity of the group. "He Touched Me," "Pass Me Not" and "On the Jericho Road" are typical of the fine performances here.

Dancing Out at Lib. Stages a 'How to Meet' 'Groovy' Shows

• Continued from page 1

not dancing, is that in many instances, the musicians are still playing at loud volumes.

The dig not dance trend has also occurred in San Diego, where at two locations, the Palace and the Hippodrome, audiences are now listening to the sounds of major names. Both halls started out as teen dance halls and have become rock concert halls.

Best Setup

Of all the locations on the Coast, Kaleidoscope has the best structure for presenting music concerts with lighting. The club uses its large stage with a curtain — where the greats of show business worked in the 1930's and '40's — and the tiers are ideal seats, whereas in other places, stages are merely platforms and there are no seats.

While Bill Graham has been booking veteran blues performers and jazz groups as complements to the local big beat bands, the entry of Don Ellis into this club environment, is a major break with tradition and a major exposure achievement for jazz.

The audience, which supports such clubs as Kaleidoscope or the Whisky A Go Go, has been staunch rock 'n' roll devotees, adapting to the changing sounds of this brand of pop music. Ellis is performing for young people who do not frequent the Monterey or Newport Jazz Festivals, or any of the local jazz clubs which have been this band's temporary home for the past three years.

Ellis has been signed to a string of Wednesday night

showcases, and among the patrons listening to his 11 p.m. set were a small number of adults.

Shocking Experience

For these adults who came earlier and heard the preceding groups, the experience was shocking. Pop music as performed by Lee Michaels and the Peanut Butter Conspiracy, for example, is a melange of strident, distorted sounds. Kaleidoscope has the loudest amplification system of any club in town, and the electronic output of the instruments pounds one's eardrum.

Young listeners tend to appreciate the droning of the instruments. Solos, ensemble playing and vocals come over so distorted at Kaleidoscope, for instance, that while the young people sit quietly, they are more mesmerized than understanding of any lyrical message. Because the Shrine is a larger room, and sound travels, there is greater sound definition than in the smaller Kaleidoscope.

The cleanest sound of the Wednesday evening Kaleidoscope bill was produced by Ellis' band, which tore into its four numbers with professional skill and did not lean on open amplifiers for effect. Ellis did include a tape delay system for effect so that when he hooked his trumpet into the device, he could play solos with himself.

The band's five trumpets, three trombones, five saxes doubling on flutes, two bass, one piano and three percussion, was a stark change from the normal guitar instrumentation which dominates the rooms which comprise psychedelic concert halls.

Newport Folk Starts Off With a 'Day for Children'

• Continued from page 1

bridge rising in the distance, Wein observed that this would be the last Newport fest held on the site, soon to make way for a highway approach to the bridge connecting Jamestown and Newport. "But the city fathers and State officials," Wein said, "feel about the festivals as Nashville and Tennessee do about the 'Grand Ole Opry.'" The governor has stated that condemnation proceedings must cover the cost of moving Festival Field to another Rhode Island site, and Newport does not want that site situated outside of Newport."

Wein added, "Despite this year's innovations, the basic aim of the Folk Festival remains the same. The board of directors utilized the drawing power of name performers like Joan Baez, Arlo Guthrie, Janis Ian, etc., to develop audiences for ethnic performers who would otherwise remain unheard and unsung. This year, among others, the Festival has brought to Newport the Rev. Frederick Kirkpatrick, who came to the fore as a typical minstrel at the recent Resurrection City Encampment at Washington, D. C."

"Participation" was the keynote of the first day's events, to which more than 3,000 underprivileged children from all over the New England area were admitted free. After an introductory concert at which

Mike Cooney charmed the kids (and adults) into singing what he sang and doing what he did, the Festival became a three-ring circus, with Pete Seeger and others presenting freedom songs on one part of the field, Ed Young leading the Southern Fife and Drum Corps in routines on stage, and the Bread and Puppet Theatre working in a third area. Even the plays were halted and the children were invited to take sides and clamor for the ending they desired.

Opening night, Wednesday (24) (an audience whose numbers was reduced by an early evening rainstorm) listened to performers "Sing in the Evening." Among those who picked and sung after audience square-dancing on stage were Bluesman Doc Watson and his son Merle, music college's Sam Hinton, and the Rev. Kirkpatrick, who was accompanied by his daughter Camille. Performing songs like "Everybody's Got a Right to Live" and "You're Just a Laffin' Fool," both of which grew out of the People's March on Washington, the Rev. Kirkpatrick scored the first stand-up ovation of the Festival.

As at previous festivals the numerous performers appearing during the five days and nights of concerts will cover the range of folk music, ethnic, authentic and pop. Provision has also been made for the amateur to show his wares at a hootenanny on Thursday (25) afternoon. Included for the first time

• Continued from page 3

ive areas. Ben Bartel, vice-president at Cal Racks, said a good rack location should have 5,000-6,000 titles. Since promotion men don't include racks on their schedules, the company's sales force should become the "vital communicators" with information on breaking product, he said.

Tape cartridge product accounted for 4 per cent of Cal Racks' gross last year, is now up to 9 per cent, with a 15 per cent projection offered for next year.

Stu Bernat, executive with Music Merchandisers, favored providing racks with merchandise ahead of the release date because of internal complexities in ticketing and preparation for routing.

Jerry Barish, assistant manager and singles buyer at a major local one-stop, California Music, said he bought product from recognizable artists and that airplay resulted in jukebox purchases. Jukeboxes account for 25-45 per cent of his business. Barish suggested that record companies provide him with information on new releases, saying there is a market for little LP's but that interest from the record companies seem to be waning.

Al Atkins, of Golden State Supply, another local one-stop, said, "We do a lot of shipping to secondary markets up and down the Coast, and we get good indications from outlying markets." One-stops, Atkins added, are "Catalog houses for albums as well as singles."

Program Presentation

The most imposing guest presentation Wednesday was conducted by Jerry Prager, owner of the Music Hall, a discount record shop on the Sunset Strip. He used a slide presentation and the playing of sample radio spots for a local underground hippie station. He cited the case history of obtaining 500 advance copies of the Beatles British LP, "Sgt. Pepper," five days before Capitol released the U. S. version. Prager sold out this stock at \$8.50 a copy with just five-second radio spots.

Thursday the emphasis was on radio programming, with Bob Skaff, the a&r-production vice-president, presenting panelists Kent Burkhardt, WQXI, Atlanta; Dick Carr, WIP, Philadelphia; Biff Collie, KFOX, Long Beach; Jim Randolph, Tracy Broadcasting, Los Angeles; Rick Holmes, KBCA, Los Angeles; Tom Donahue, KSAN, San Francisco, and Bud Connell, KXOK, St. Louis.

Burkhardt took a gentle slap at progressive rock stations as representing the "plastic music" minority, with insignificant ratings at the present time. Burkhardt bade the promotion men to use sales facts in trying to influence a programmer to air his product.

Burkhardt also struck out at

are individuals and groups who reach from rock to folk—the kaleidoscope, r&b shouter Taj Mahal, Richie Havens, Big Brother and the Holding Company, and the Buddy Guy Blues Band. The proceedings reach their climax on Sunday (28) night with "A Tribute to Woodie Guthrie," in which the Almanac Singers, Pete Seeger, Millard Lampell, Jack Elliott, and son Arlo Guthrie will present works of the most gifted and still the most prolific of American folk bards.

"smart-aleck radio delinquents" in broadcasting who treat recordmen poorly. The broadcaster indicated he has contacted station managers to complain about their staffers who were not working on a professional level in their relationship with recordmen.

Metromedia executive Carr expressed concern for the practice now becoming standard of servicing AM monaural stations with stereo albums. Carr claimed monaural air reproduction was not what was being recorded in the studio. He also sounded a call for separate servicing of AM and FM stations now that major markets are programming these two operations separately.

Biff Collie, a veteran country DJ, and now national promotion manager for Liberty's Imperial line, asked the field force to support country music and put aside their own feelings about the music. Pointing to 441 fulltime c&w stations, Collie suggested that these outlets survey local one-stops to discover the strength of the music.

Former KGFJ disk jockey, now manager of group programming for the parent Tracy Broadcasting Co., Jim Randolph predicted a strong future for specialty radio. This, in spite of the FCC's recent edict to hire minority people, which Randolph said would result in general market stations hiring away r&b personalities.

Randolph complimented the Liberty promotion staff for not coming to KGFJ with an attitude of "Hey baby, your soul brother's here." He got into a gentle difference of opinion with Macey Lipman, sales manager for Soul City, who took exception to the broadcaster's statement that there was no strong local r&b label. Randolph admitted KGFJ had not been playing any records by caucasians, but that had now been modified here and at its new Charlotte, N. C., station, WGIV.

Jazz personality Rick Holmes, representing Los Angeles' exclusive 24-hour jazz FM'er, suggested that the field force listen to avant-garde jazz. "Today's rock sounds came from avant-garde jazz," Holmes said. "Los Angeles sells more avant-garde than any other market because it gets played here." Holmes programs avant-garde as well as some non-jazz material on his evening program.

Tom Donahue, the expatriate top 40 DJ, maintained the high level of discussion with his pres-

'Jolted' Drums Beat Path

• Continued from page 1

will allow drummers now to do live what they have been having to do in recording sessions with studio equipment and it will also allow rock 'n' roll groups to now produce a sound closer to their records during live performances.

The drums are manufactured by Meazzi in Milan, Italy.

"We are just beginning to distribute initial production," Schwartz said. Three different models will be marketed through Fischer's 3,000 outlets. Prices range from \$900 to \$2,000 per set. The higher priced models will feature separate control panels and better quality drums. The electronic controls cover all of the equipment, including the bass drum, the snare, the high hat and tom-tom.

Fischer will soon bow a series

entation on free form radio. When he began working with progressive rock, he eliminated jingles, contests, "all the junk put in by program directors to justify their existence," he said. Working with pop/hippie bands, which comprise 50-60 per cent of his programming, Donahue said the "kids in San Francisco knew how he felt. They were justified in asking for total artistic control except in the mixing room.

Donahue told promotion men to listen and to know their product so they could better understand what music went into a DJ's show. Donahue predicted FM stations for teeny-boppers in the future. "The reason we will wipe out AM," he said confidently, "is that with stereo I can put it in both your ears."

"Carefully controlled playlists," blending LP cuts and singles are the only way to accurately present the kinds of popular music which appeal to majority audiences, Bud Connell, operations manager at the St. Louis rocker, reported. "Promotion is a people to people art form," the operations manager said in appraising the link between record and radio people.

Two Liberty slide shows including a dance by a go go girl on stage broke up the emphasis on chatter.

Following the radio seminar, sessions were held by Liberty people covering promotion, artist relations, merchandising, and publicity. Each of the Liberty divisions held its own product seminar on Friday, with United Artists personnel taking over Saturday to discuss artists and product problems. A graduation banquet offered the talents of Bobby Goldsboro, Vikki Carr, Gordon Lightfoot, Al Wilson, Gloria Jones, Nadia Christen and the Young Hearts.

Diamond Eyes Rack & Retailing

LOS ANGELES—Abe Diamond, a 17-year veteran of the record distribution business, is at present studying the rack and retail fields following the recent sale to Consolidated Distributing.

Diamond is wrapping up the paperwork involved in turning over all his receivables and payables to Consolidated, which picked up his lines and took over his staff. The former ABC distributor owns the building in which his firm, Diamond Distributing, was formerly housed.

of clinics to demonstrate the equipment. Max Roach and other various name drummers will be used to exploit the equipment.

WHITE WHALE, CARLIN DEAL

HOLLYWOOD — White Whale Records will represent the Carlin Publishing Co. on its Ishmael (BMI) and Pequod (ASCAP) Music publishing rights in the United Kingdom. Carlin will begin working on two Pequod albums, "Suddenly One Summer," by J. K. and Company, and "The Rockets," which will be released shortly in the U. K.



"Sally Leroy" recorded by

The Lettermen

featuring Tony Butala
available now on Capitol Records

"SALLY LEROY" by Barry Mann and Cynthia Weil

Sal-ly used to mod-el for i-vor-y soap as a child

lit-tle Sal-ly in her dia-per used to drive the oth-er bab-ies wild

at eight she was a mov-ie queen

and fold-ed out of Play-boy mag-a-zine oh

Sal-ly Le-roy Sal-ly Le-roy—she's old e-nough for con-gress boy

she could rep-re-sent us you bet she knows how

so give a cheer for Sal-ly ba-by

she ain't no ba-by now——now now

Sal-ly she de-cid-ed to tear up her con-tract at ten

sold her man-sion and her Cad-i-lac and set-tled down to stud-y zen

at twelve she took à trip they say

and Sal-ly has-n't come down since that day oh

© 1968 Screen Gems/Columbia Music Inc.

"Sally Leroy," from American International feature film "Wild In The Streets"



Published by SCREEN GEMS/COLUMBIA MUSIC Inc.

chart-smashing single...

Waylon Jennings

"Only daddy
that'll walk
the line"

RCA 47-9561



HOT NEW ALBUM:
"ONLY THE
GREATEST"

RCA LPM 4023 — LSP 4023

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