

Billboard

The International Music-Record Newsweekly

Sales Chill Grips Mono; Stereo Up But No Doctor

By HANK FOX

NEW YORK—Monaural records took a sales tumble since the recent mono-stereo price equalization, and the increase in stereo dollar volume has not offset the mono decline. Reports are now indicating that a definite trend back to mono is occurring.

According to Billboard's Record Market Research division, the industry was hit with a 5.9 per cent drop in dollar sales in non-rack outlets. These figures reflect sales activity in RMR's seventh period (June 19-July 15), as compared to the previous four weeks (May 22-June 17). Dollar volume for the seventh period is reported as \$17,678,850, against \$18,778,750 for period six.

NARM Meet Seen As a Blockbuster

LANCASTER, Pa.—NARM's Mid-Year meeting, scheduled at the Host Farm here Sept. 5-8, shapes up as the biggest in the organization's history. As of Friday (1) registration hit 325—a solid representation from all over the nation and mirroring every segment of the record and tape cartridge industries. It is known that in addition to the full schedule of seminars and events planned by Executive Director Jules Malamud, there is likely to be an examination of the advisability of holding distributor meetings in conjunction with next year's NARM Mid-Year conference.

Malamud was hopeful of holding some dis-
(Continued on page 10)

Take a Look Fund's Workshop for Poor

NEW YORK—The Take a Look Foundation, spearheaded by music publisher and producer Clyde Otis, with four other industry executives, is about to launch an all-out entertainment industry workshop program nationwide, which will seek to "inspire, foster, channel and direct the activities of underprivileged communities toward constructive and creative pursuits."

The foundation has already achieved both national prominence and extensive co-operation from radio stations countrywide. Four singles have already been released with foundation backing and a fifth is being set for distribution by a new company, MSR Records. Two of the four are currently on the charts—Aretha Franklin's "Take a Look" and Johnny Wright's "American Dream."

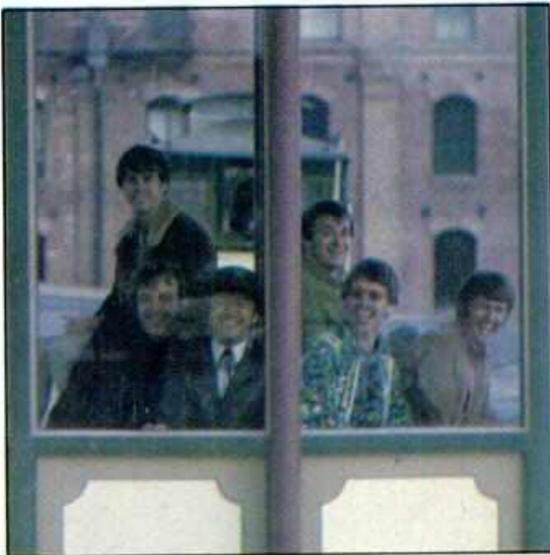
As letters pour into the offices of Otis and the record companies involved, Otis says he is overwhelmed by the support he is receiving. "The proof of the massive co-operation we're receiving is the reaction to Aretha Franklin's record," Otis said. "For a record which had been long dead"
(Continued on page 10)

Unit sales suffered a more severe setback, with the number of albums purchased slipping from 4,432,100 to 3,601,960—a drop of 18.7 per cent.

While mono sales picture is one of general decline, the product still accounts for a major percentage of industry sales. Dealers report that 42.1 per cent of their business after the price
(Continued on page 10)



Sandy Posey is the singing star on MGM's "Celebrity Stone" for September. Her latest smash single, "I Take It Back" (K-13744), is featured on a special set of 45's being sent to DJ's. Also included in the special air-play package are hits from her latest albums "Sandy Posey" (E/SE-4480) and "Single Girl" (E/SE-4455). *(Advertisement)*



Warner Bros. Records' Golden Group, the Association, hits and hits again! Their new WBR album, "Insight Out" (W/WS 1696), contains both Billboard's No. 1 single for 1967, "Windy," and their newest 45 (also from the album), "Never My Love." Producer Bones Howe has the Association clicking along as the hottest group in America!
(Advertisement)

Exec Who's Who Set At CARtridge Forum

NEW YORK—The foremost executives in various facets of the tape CARtridge industry will lead more than 20 educational sessions during the Tape Cartridge Forum, co-sponsored by Billboard and Merchandising Week, Oct. 16-17 at the New York Hilton Hotel.

Industry leaders who will address Forum participants will include Oscar T. Kosisto, vice-president and general manager, Automotive Division, Motorola, Inc.; Larry Finley, president, International Tape Cartridge Corp.; Earl Muntz, president, Muntz Stereo-Pak, Inc.; Frank Stanton, president, Playtape, Inc.; Thomas F. Hatcher, director of experimentation and innovation, Equitable Life Assurance Co.; Robert E. Livesey, president, Cortina Institute for Language Study; J. A. (Sasch) Rubenstein, sales manager, Calectron Tape Division; James Le Vitus, president, Car Tapes, Inc., and a number of others.

Each of the industry figures will treat that aspect of the cartridge business in which he specializes. Since the Forum sessions will cover a wide range of cartridge industry subjects, registrants will have a choice of participating in concurrent sessions.

Forum registration fee is \$100 for the two-day sessions. Registrations should be addressed to: The Tape Cartridge Forum, Room 1408, 500 Fifth Avenue, New York, N. Y. 10036. Telephone (212) LW 4-0080.

ITCC to Bow Hot 6 Keyed To BB Chart

NEW YORK — International Tape Cartridge Corp. will launch a massive cartridge promotion keyed to the Billboard Top LP's chart. The promotion will affect some 5,000 dealers nationwide.

Called the "Hot Six," the campaign will be predicated on the six top selling albums on Billboard's charts which are in the ITCC catalog. Each week as the top sellers change in standing on the chart, the selections in the Hot Six program will be revised. ITCC is providing a point of purchase display, which is shipped with an order of six cartridges.

"The program," said ITCC Vice-president Jim Gall, "is geared to move hot product rapidly without any inventory buildup." Cartridges are offered at the normal price, but the display board, window ban-
(Continued on page 64)

Rezoning OK Makes Nashville Zoomtown

By BILL WILLIAMS

NASHVILLE — The music industry is proceeding with longterm plans for new construction and expansion of facilities, following action by the Nashville Planning Commission in re-zoning a wide area of the commercial music section.

Action by the planning commission, and anticipated action by the Metropolitan Council, has spurred a multi-million dollar program of growth. This includes new recording studios, publishing offices, clubs and apartment space.

The change will extend the

commercial zone by some 12 square blocks. As noted earlier in Billboard, an ordinance providing for advance acquisition of rights-of-way for the proposed "Music City Boulevard" (now 16th Avenue) had been approved already by the Planning Commission.

The two ordinances, re-zoning and property acquisition have already started the apaoes turning. At least two major recording companies have blueprints for expansion, and negotiations are under way in New York for a third.

(Continued on page 46)

(Advertisement)

FLOWER MUSIC '67:
The Giant Hybrids.

V/V6-5034

The Lotus Palace

V/V6-8711

The Lotus Palace

From fertile musical minds a raga-rock-pop cross-pollination on

VERVE

Verve Records is a division of Metro-Goldwyn-Mayer Inc.

For Ann.

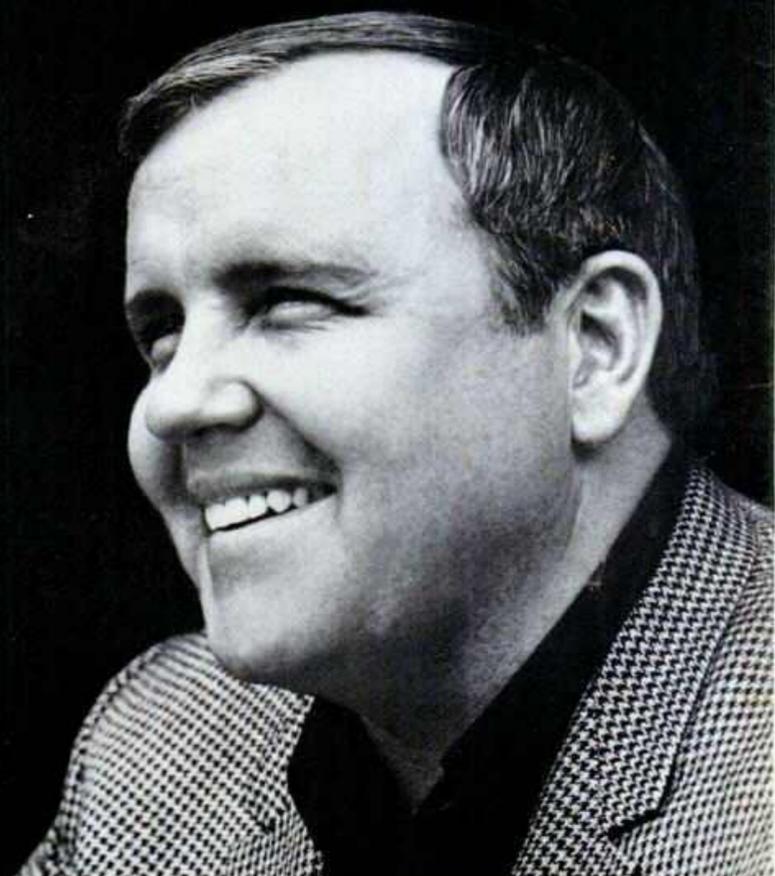
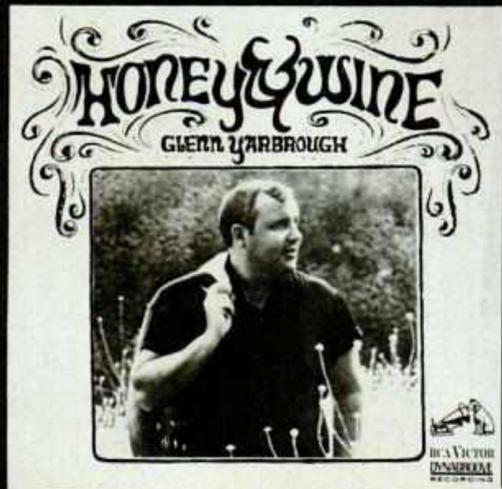
Glenn Yarbrough's new single

Honey and Wine

c/w "Ain't You Glad You're Livin', Joe" #9309

A strong coupling from his new album "Honey and Wine"
LPM/LSP-3860, dedicated to his wife.

RCA VICTOR 
The most trusted name in sound



A&M Pubs' Disk Production Unit

LOS ANGELES — A&M's publishing companies have formed a disk production unit—a record company within a record company—to help introduce its copyrights.

Reason for going into record production explains Irving-Almo Music general manager Chuck Kaye, is the trend among top contemporary acts to write their own songs. "This has forced the publisher to develop his own copyrights," Kaye says. He, and songwriters Roger Nichols and Tony Asher, are involved in a&r work in addition to their regular publishing activities.

"The days of just running with a demonstration disk have become minimized," Kaye continues. "To stay competitive we have to develop our own acts."

Irving-Almo Productions records the Travel Agency and Garden Club for A&M, the Storybook People for Dunhill, Tana Fallan for MGM and Linda Ball for Jerden.

The publishing operation works on several levels: supplying material to the mother company, A&M Records and to outside interests. "Windy," the Association's recent blockbuster single, is among the top Almo copyrights. There have been 12 covers on the song as of two weeks ago.

Publishing seeks to sign writers who can also develop into artists and producers. Smokey Robards and Murray McCoud, two-thirds of the Parade, a rock group on A&M, are Almo writers. Roger Nichols, who heads

his own trio, is another scribe. Ruth Ann Friedman, who clicked with "Windy," is being groomed as a vocalist for A&M, with Tommy LiPuma her producer.

Fifty per cent of the company's copyrights are credited to its own artists, notably members of the TJB and Baja Marimba Band. "Spanish Flea" and "Mexican Shuffle" are two outstanding examples.

When A&M purchased the Dave Hubert publishing operation, the action brought Mason Williams and Rod McKuen into the fold. Williams, a major writing force on the "Smothers Brothers Comedy Hour" on CBS-TV, recently signed with Warner Bros. as an artist. An LP of his songs is due for release this fall. Many of his titles have been recorded by the Smothers Brothers, Glenn Yarbrough and the former Kingston Trio. He has recently completed a pilot TV script for Chad and Jeremy.

The Irving-Almo team, in addition to Kaye and Hubert, international director, includes Joel Sill, professional manager, who talent scouts acts.

"The old days of hyping second class material and having an act record it are gone," believes Hubert. "Our philosophy is to spend money on developing writing talent and let the record companies promote the recordings. When they need help we'll go with independent promotion guys," says Kaye.

"We're looking for flexible

writers with a commercial flavor—as opposed to someone who writes in one specific bag like the blues." Although the publishing output is geared for top 40 exposure, it has developed 12 songs within the past six months which jazzman Creed Taylor had recorded. Basically, A&M's writers are interested in aiming at a national audience.

Promo Parley Held by MGM

ST. LOUIS — Plans for new artists and product were outlined at MGM Records' third annual Promotion Men's Convention at the Tan-Tar-A Country Club Resort from Thursday (31) through Monday (4). The Cowsills, MGM's new push group for the fall, performed on Saturday night for the promotion men and their wives.

The convention was addressed by Mort L. Nasatir, MGM president; Frank Mancini, director of promotion; Lenny Scheer, director of marketing; Harold Berkman, national singles promotion manager, and Mike Becce, LP promotion manager.

Monument in Scandinavia

LOS ANGELES — Monument Music Scandinavia has been formed by the American record label, with Jorgen Kleinert hired as manager to oversee publishing activities in Sweden, Norway, Denmark and Finland. The new company in Copenhagen will represent Monument's nine publishing firms. Kleinert was formerly associated with an EMI publishing firm in Denmark.

On another international note, Kevin Jacobsen, president of ATA Productions in Sydney and personal manager of Aussie vocalist Judy Stone, is scheduled to meet with Monument officials this week to map promotional plans for the vocalist here. Monument recently acquired world-wide rights to all the vocalist's masters from Festival of Australia, except in the Orient. Her first Festival disk out on Monument is "And the Trouble With Me Is You."

UA Record Cited

NEW YORK—The RIAA has just certified United Artists' "A Man and a Woman" as a gold record. Music for the album, which has passed the million-dollar mark, is by French composer-conductor Francis Lai.

ROCK PIECE BY FORTUNE

NEW YORK — Current issue of Fortune, in a piece titled "The Motown Sound of Money," analyzes the phenomenon whereby rock and roll developed from the music of the Negro. The story also considers the growth of Atlantic Records and its contribution to the r&b and pop fields. The story opens with the significant comment: "Yesterday's eardrum assault is today's most significant cultural phenomenon."

EDITORIAL

Another Chance

The occasion of the NARM Midyear Meeting at the Host Farm Sept 5-8, Lancaster, Pa., will provide another opportunity to work out a plan whereby the burden of distributor meetings will be eased, NARM executive director Jules Malamud and the board are anxious, willing and able to plan next year's meeting at a time and place favorable for the holding of a block of distributor meetings. But whether this can be accomplished depends upon the readiness of manufacturers to co-operate with the NARM planners.

We urge that the manufacturers do so in order to alleviate the disruption of business caused by the random manner in which distributor meetings are now held. It is obvious that advantages would accrue not only to distributors but also to the manufacturers and rack jobbers.

NARM has the facilities and the know-how. The opportunity should be grasped at this meeting.

Lib.'s Own Producers In Charts' Spotlight

LOS ANGELES—Liberty is hitting the charts with pop product produced inside the company—a sort of de-emphasis for outside production deals—at a time when free-lance producers are riding high.

Bobby Vee's sudden comeback with "Come Back When You Grow Up" was produced by Dallas Smith, who also cut the Nitty Gritty Dirt Band's "Buy for Me in Rain" several months ago. Vikki Carr, the label's leading non-rock vocalist, is headed for her greatest commercial success with "It Must Be Him," cut last fall when Dave Pell was still with the company. Released in America, it hardly got off the launching pad. British acceptance has given the single a new birth domestically.

Continuing in the pop vein, the Sunshine Company's "Happy" single was produced by Joe Sareceno, the Love Generation's "Groovy Summer-time," by Tommy Oliver, and Johnny Manne's "Up, Up and Away," by Jack Tracey.

In the blues vein, Canned Heat is a Cal Carter production, with Scotty Turner handling Baby Ray. Country-wise Turner has scored with Slim Whitman and Buddy Cagle. In the jazz bag, Dick Bock with

Buddy Rich (on World Pacific) and Alfred Lion-Francis Wolf (with Blue Note in New York) have kept a steady stream of LP product on the charts.

But it's been the company's staff productions in the pop vein which have really come into their own within the past five months. Previously, the label's chart success with Johnny Rivers, the Fifth Dimension, Cher and Gary Lewis, for example, were all outside assignments. "We like working with outside producers," Bledsoe said, "but we like the feeling of being strong from within."

Paul-Produced Single on London

NEW YORK—London's pre-autumn singles release includes the first of a scheduled series produced by Les Paul for the label. Paul's first London disk is "What Went on in Vietnam" and "Miss, May I Drive You Home," by Ginger and Gene.

Also on London will be a single by Buddy Ray Mize. The Parrot label will have disks by Jennifer and Truly Smith, while Chuck Conlo will be on Marlin.

Chess Conventions to 'Jump' With 18 LP's

CHICAGO—In a series of meetings at San Francisco, New Orleans, Chicago and Washington, D. C., Chess Producing Corp. will introduce 18 new albums under its Chess, Checker and Cadet lines.

Company officials attending the meetings will be sales manager Max Cooperstein, marketing, merchandising and adver-

tising manager Dick LaPalm and newly appointed album sales manager Bert Loob. Loob, formerly with All-State and Merrec distributors in Chicago, will be working in conjunction with Cooperstein and LaPalm.

The first meeting will be held Sept. 9-10, at the Fairmont Hotel in San Francisco, with Western distributors in attendance. Southern distributors will be filled in on the label's program at the Royal Orleans Hotel in New Orleans, Sept. 12-13. The Midwest meeting will be held here at the Continental Plaza Hotel, Sept. 15-16. And East Coast distributors will meet with the Chess officials Sept. 18-19 at the Madison Hotel, Washington, D. C.

Last year Chess Producing Corp. held a single national sales meeting in San Juan, Puerto Rico.

Holmes on Chart

NEW YORK — LeRoy Holmes, United Artists music director, is making it on his own. Holmes, the producer of Ferrante and Teicher, Al Caiola, Jimmy Roselli and Tito Rodriguez, has reached the charts with his own "For a Few Dollars More." The album features the title theme from the movie and several other movie themes.

Real Good Masters

NEW YORK — Bill Jerome and Steve Jerome of Real Good Productions have bought the masters, "Everything" and "Mind Over Mind."

Laurie Master

NEW YORK — Laurie Records has bought the master for the Counterpart record "A Thousand Devils" by the Fifth Order.

Veritas Formed; to Issue Historic Cuts

NEW YORK — Veritas Records, a company committed to issuing historic recordings, many never before released, has been formed here with Robert Bialek, Washington record and book retailer, as its president. Classical and pop material will be included.

Veritas has concluded an agreement with the International Piano Library to draw on that source for records. Negotiations are being concluded with other companies for similar material. None of the performances to be released on Veritas is currently available.

The new company's first release, due this month, will include a legendary recital by pianist Josef Hofman at Curtis Institute's Casimir Hall in 1938. The pressing will be one of several from the Jan Holcman collection, which the International Piano Library recently acquired. Other albums from this source will include performances by Wanda Landowska, Leopold Godowsky, Sergei Rachmaninoff and Rudolf Ganz. The first release will also contain excerpts from Wagner's "The Flying Dutchman," sung by Friedrich Schorr, and highlights from the "Ziegfeld Follies."

ABC Moves to New Offices in Chicago

CHICAGO — ABC Records has moved its Chicago office to 1321 South Michigan Avenue. The new facilities include a rehearsal hall and administrative offices. Johnny Pate, Midwestern a&r head, said that the new facilities will allow for increased activity in buying masters, and auditioning song material and artists.

The International Piano Library also has obtained an extensive collection of piano rolls and a full-size Steinway concert grand piano equipped with the mechanism necessary to produce them properly. Using modern engineering, Veritas plans to issue several disks from this source beginning next spring.

Veritas will sell directly to a limited number of dealers who have an understanding of the product and who have the kind of customers who would be interested in it.

Bialek explained, "Our interest is in the whole line. It is our intention to support the dealers who carry the entire line with meaningful product which is exclusively theirs to sell. These releases will be in great demand among discerning music lovers."

Veritas plans a regular advertising schedule for its releases. Every effort will be made to produce these pressings under the best possible sound, pressing and packaging conditions without electronic tampering and alteration of the musical quality of the original.

In return for supporting dealers by not making the product generally available to all outlets, Veritas hopes dealers will support them by paying from invoice to invoice.

Peter C. Sutro will be vice-president of the new company. Sutro previously was associated with Cetra-Soria, Angel, RCA Victor, Warner Bros. and was vice-president of Artia-Parliament Records. Sutro is interested in hearing from dealers who desire more information. Veritas has set up offices at 22 West 48th Street in New York.

The firm also has established a British company headed by John Mitchell, in London.

Billboard

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Merc. Shows Distribs 39 LP's And Talks Pub, A&R Expansion

By RAY BRACK

CHICAGO—During 10 days of distributor meetings, the Mercury Record Corp., Philips and Mercury divisions, introduced 39 LP's and announced continued publishing and a&r expansion.

At meetings here, in New York and Los Angeles, executive vice-president Irwin H. Steinberg informed distributors that, "We're hiring more writers all the time. And in Jerry Ross we have probably the hottest a&r man in the country."

Steinberg, describing the business as "a \$900 million industry right now," predicted that industry sales at retail will hit \$1.5 billion annually within a decade.

Though competition between the existing 1,200 record companies is fierce, Steinberg said, the complexities of the record industry today leave vacuums, "that may be filled by companies holding the proper tools to get the job done."

Computer a Tool

He singled out the computer as one of these tools, noting that computers have helped keep records alive, "by supplying pertinent data on individual markets and on buying patterns."

In the face of rumors about possible Mercury Record Corp. consolidation of divisions, Steinberg said: "The corporation's product manager concept is an important factor in our success. This concept gives us a series of small company operations within one big company opera-

tion. But a good, well-run organization has absolutely no meaning where the product does not exist. When we put the two together, we have a sort of maximizing volume."

Mercury introduced, under a "Mercury Sell - In" campaign theme, 12 pop, country and jazz LP's and two classical packages. Artists in the group are Keith, the Robbs, the Mauds, Lori Burton, Chuck Berry, Dick Smothers, Horst Jankowski, Sarah Vaughan, Jim Sullivan, Roy Drusky, Dave Dudley and Les McCann.

Classical Releases

Mercury's classical releases are "Tchaikovsky—The Six

Symphonies," by the London Symphony under Antal Dorati; Brahms' "Alto Rhapsody" and "Tragic Overture," and Kodaly's "Psalms Hungaricus," with the Russian State Symphony under Igor Markevitch.

"Tomorrow Today" is the Philips sales theme under which seven pop, six classical and 12 budget LP's were tested, including works by Bach, Stravinsky, Mozart, Debussy and Ravel. In the latest World Series budget release are works by Mozart, Schubert, Mahler, A. Marcello, Bach, Telemann, Franck, Shostakovich, Brahms, Schoenberg, Stamitz, Pokorny, Molter and Rameau.

Executive Turntable

Larry Coleman has been named managing director of the Columbus Circle Group, new publishing firm within The Richmond Organization (TRO). Coleman, with TRO the past four years, will create a program of development and presentation of writers and material for the Columbus Circle Group. He will also be responsible for bringing new writers to the attention of artists and record labels, and for the selection and exploitation of new material. Activities of the new firm will be independent of other TRO operations.



COLEMAN

Larry Welk, Dot's administrative vice-president, has resigned. Welk has been with the label seven years, moving up from promotion man to credit manager, general manager of the Dot Record Club and assistant to former president Randy Wood.

Johnny Bienstock is the new pop promotion co-ordinator at Atlantic Records. He will be in charge of all pop promotion men and report to Henry Allen, promotion vice-president. Bienstock had been executive assistant to Jerry Wexler.

In other changes at Atlantic, Jerry Greenberg, who had been promotion manager for Seaboard Distributors, Hartford, Conn., for four years, joins the company as Wexler's executive assistant. George Furness, who had been assistant to Atlantic album sales head Len Sachs, has been put in charge of the Atlantic music publishing firms, Pronto and Cotillion Music. Jonny Meadows joins the label as vault researcher in the album department.

Rory Bourke takes over as product manager at Smash-Fontana in place of Lou Dennis, who has moved to Warner Bros.-Reprise as Eastern sales director. The 25-year-old Bourke entered the record business in Cleveland and was named national promotion director for Smash-Fontana in January. . . . Peter Levinson joins RCA Victor Records as manager of press and information for popular records. He had been an account executive with the John Springer Associates public relations firm, and had handled such acts as Eddy Arnold, Godfrey Cambridge, Jack Jones, Ramsey Lewis and Wes Montgomery.

Lou Dennis joins Warner/Reprise as East Coast field sales manager. He was formerly product-sales manager for Smash and Fontana Records in Chicago. . . . Gene Simons and Jackie Mills have formed Wednesday's Child Productions in Los Angeles. Simons was formerly with Original Sound Records; Mills was formerly a&r director for 20th Fox Records. Company produces commercial recordings and radio station jingles.

Barbara Christensen takes over as press and public information manager of Epic Records. She will be responsible for consumer and trade publicity for the Epic, Crossroads and Okeh labels. Before joining Epic, Miss Christensen did publicity for Bob Cavallo Management.

Stan Ediss has been appointed field sales and merchandising representative for Jay-Gee and its subsidiary labels. He will work with record merchandisers in setting up in-store promotion and point-of-purchase displays. He will also cover local promotion for Jay-Gee touring acts.

R. D. Summer has been named purchasing agent by RCA Victor Records. He replaces Robert A. Bradel, who joins the corporate purchasing staff of the Radio Corp. of America.

(Continued on page 10)

Roulette Sets Mexican Pub Firm, Label

NEW YORK — Discos Tico, and Planetary-Nom Mexico Musica have been formed in Mexico as Roulette Records' new Mexican label and publishing company, respectively.

Both will headquarter in Mexico City. Roulette president Morris Levy, counsel and director of international operations Norman Kurtz, Latin-American music director Pancho Cristal, and Big 7 Music head Al Peckover will all go to Mexico City Monday (11) to open the office there.

Discos Tico is the result of a contract between Roulette and Guindi Industrial Group of Mexico, which through its agreements with Swan Industries, Panasonic Radio and Television and Sealy Mattresses, manufactures textiles, Stereo Jet tape cartridges, mattresses and a variety of electronic equipment for home and industry.

Amy-Mala-Bell to Handle Carnation

NEW YORK — Amy-Mala-Bell Records has contracted to distribute Carnation Records. The deal was completed by Larry Uttal, president of Amy-Mala-Bell, and Murray Cohen, of Carnation Productions Ltd., an independent producer. The first Carnation release will be "His Children's Parade," by Richard Dawson of "Hogan's Heroes."

Percy Faith has what it takes today.



Today's top themes
in the new style that
makes them glisten.

Percy had what it took yesterday.



The first Faith album
of top themes—just certified
a million-dollar seller
by the RIAA.

This One



FWUA-3LT-B02A

Percy Faith has what it takes. Everyday. On COLUMBIA RECORDS

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Market Quotations

(As of Noon Thursday, August 31, 1967)

NAME	High	Low	Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
Admiral	38	20 3/4	354	24 3/4	23	23 3/4	+ 1/4
American Broadcasting	102	72 3/4	274	76 3/4	75 1/4	75 1/4	- 1 1/2
Ampex	40 3/4	22 3/4	534	37 1/4	36	37 1/2	unch.
Audio Devices	30 3/4	21 1/2	119	27 3/4	25 3/4	27 3/4	+ 1 3/4
Automatic Radio	6 1/2	3 1/4	52	6 1/4	5 3/4	6 1/4	+ 1/4
Automatic Retailer Assoc.	76 1/4	51 3/4	147	69	66 3/4	69	+ 2 1/4
Avnet	44 1/4	16 3/4	503	39 3/4	35 1/2	38 1/2	+ 2 1/2
Cameo Parkway	37 3/4	2 1/2	2758	37 3/4	21 1/2	32 1/2	+ 10 1/4
Canteen Corp.	28 3/4	21 1/2	396	24 3/4	24 1/2	24 3/4	- 1/4
CBS	76 3/4	59 3/4	1645	63 3/4	61	61 3/4	+ 3/4
Columbia Pic.	52 3/4	33 1/2	175	50	46 1/2	49 1/4	+ 2
Consolidated Elec.	57 3/4	36 3/4	317	47 1/4	45 3/4	46 1/2	- 1/4
Disney, Walt	106	75	171	94	90 1/2	92 1/2	+ 3/4
EMI	5 3/4	3 1/2	419	5 3/4	5	5 1/4	unch.
General Electric	110 1/2	82 1/2	1503	110 1/2	107	109 1/4	+ 1 3/4
Gulf & Western	64 3/4	30 3/4	2228	55 3/4	53	53 1/2	- 1 1/4
Handleman	34 1/2	17 1/4	487	34 1/4	30 3/4	33 3/4	+ 2 1/2
MCA	58 3/4	34 3/4	74	56	53 3/4	56	+ 1
Metromedia	61 3/4	40 3/4	122	60 3/4	59 3/4	60 3/4	+ 3/4
MGM	61 3/4	32 3/4	514	56 3/4	52 1/2	55 3/4	+ 1 1/4
3M	93 1/2	75	457	84 1/4	82 1/4	83	- 1 1/4
Motorola	134 1/2	90	342	131 1/4	123 3/4	129 1/2	+ 4 1/4
RCA	56	42 3/4	914	54 1/4	52	54 3/4	+ 1 1/4
Seeburg	20 3/4	15	218	19 1/4	18 1/4	19 1/4	+ 1/4
Trans Amer.	46 1/4	28 1/2	895	43 3/4	40	43 3/4	+ 3 3/4
20th Century	59 1/2	32 3/4	2312	59 1/2	53 1/2	53 3/4	- 3/4
WB	28 1/2	16 3/4	25	27 3/4	26 3/4	27	- 1/2
Wurlitzer	36	18 1/4	148	27 1/2	25 1/2	26	- 1 1/4
Zenith	70 3/4	47 3/4	575	66	61 1/2	65	+ 3/4

OVER THE COUNTER*

(As of Noon Thursday, August 31, 1967)

NAME	High	Low	Week's Close
GAC	8 3/4	7	7 1/2
ITCC	12 1/2	12	12
Jubilee Ind.	8 1/2	6 3/4	8 1/2
Lear Jet	16 1/4	15 1/4	15 1/4
Merco Ent.	13	11 3/4	12 3/4
Mills Music	26 1/2	26	26 1/4
Orrtronics	6 1/2	5 3/4	6
Pickwick Int.	16 1/2	10 1/2	11 1/2
Telepro Ind.	3 3/4	3 3/4	3 3/4
Tenna Corp.	12	11 3/4	11 3/4

*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.

'5th BEATLE' DIES

Epstein: Restless Empire Builder

By NIGEL HUNTER

LONDON—The fifth Beatle is gone. Brian Epstein was found dead in bed Aug. 27, and was buried at Long Lane, Liverpool, Aug. 30. An inquest opened on that date was adjourned. Epstein, 32, was at the center of the Liverpool/Mersey sound that swept pop music here, then spread around the world at the beginning of this decade. He took the Beatles to fame, and founded his NEMS Enterprises pop music empire that gave the industry stars like Gerry and the Pacemakers, Cilla Black and Billy J. Kramer and the Dakotas.

Epstein, the son of a successful furniture retailer in Liverpool, left school at 16 and became a salesman in the family business. That was in 1950. Six years later, Epstein enrolled at the Royal Academy of Dramatic Art here in pursuit of his acting ambitions, but left after a year, disillusioned by the thespian atmosphere and characters.

Back With Firm

He returned to the family company in Liverpool, called North End Music Stores, and took charge of the disk department in a newly opened branch in Great Charlotte Street, aided by one assistant. His motto was to locate and provide any record anybody wanted, and his

methods prospered to the extent of expanding the department to three stories and 30 staff members in two years.

Epstein's motto also led him to the Beatles. A customer query about a record, "My Bonnie," by a group of that name resulted in tracing the foursome to the dank dungeon known as the Cavern, and a friendship that made him their manager. Epstein reckoned the Beatles had more potential than Elvis Presley, and tried to instill his enthusiasm beyond the Liverpool city limits. He got rejections in most record company quarters except one—George Martin, Parlophone disk producer at EMI. Martin liked what he heard, and "Love Me Do" was released in October, 1962, followed by the Beatles' first No. 1 success, "Please Please Me."

The Beginning

That was the beginning of an unprecedented era which introduced new interest in pop music in the western world and even infiltrated the East. John Lennon and Paul McCartney, svengalied by George Martin, developed into major songwriting talents, contributing a whole new pop balladry. Epstein was dedicated to their interests and to those of his other artists. He worked long

Name Shortage Hits Jukeboxes

By RAY BRACK

CHICAGO—The prolonged shortage of easy-listening single hits by established artists—Sinatra and Alpert excepted—has created a programming problem for jukebox operators on their 80 and 100-disk machines in "adult" locations.

A spot check of one-stops and operators indicated that the absence of Tony Bennett, Andy Williams, Barbra Streisand, Nancy Wilson, Johnny Mathis type merchandise on the Hot 100 chart has been sorely felt. Such has been standard fare, along with Sinatra, Alpert, etc., in the carpeted lounge where the jukebox pre-empts background music from the cocktail hour on. Many operators report that this type location repre-

sents 80 per cent of their stops.

One-stops that deal extensively with operators express satisfaction at the apparent resurgence of such releases. Frank Sinatra, Dean Martin, Frankie Laine and Barbra Streisand had Hot 100 singles last week; Robert Mitchum and Jack Jones were Bubbling Under, and Tony Bennett, Jane Morgan, Herb Alpert, Roger Williams, Trini Lopez and Johnny Mathis and other standbys had strong Hot 100 prospects on the market. And the Bobbie Gentry No. 1 single was getting programming priority in adult and teen spots alike last week.

"This is the best selection of adult jukebox programming

product in two years," said Fred Sipiora, owner of Singer One-Stop here.

Five

Analysis of the Hot 100 chart for the summer indicates that pickings in this area have indeed been slim. An average of only five traditional pop adult singles have been on the Hot 100 at any given time. In April, Ed Ames, Connie Francis, Jack Jones, Don Ho and Tom Jones had hits in the category. (The Tom Jones single, reaching position 81, had a decided country flavor.) Ames' "My Cup Runneth Over" was the top adult single of the month and the fourth best in the summer, hitting position eight.

(Continued on page 72)

What's Up at C/P? Stock, Speculation

NEW YORK—The dramatic rise of Cameo/Parkway stock on the American Stock Exchange—from a little more than \$2 a share to nearly \$38 a share in a few months—has been the talk of Wall Street and a source of speculation in the music industry.

A partial answer was given this week by Allen Klein, who recently bought the majority of the stock from William Bowen for a reported \$1.80 a share in a private transaction.

Klein said he is "exploring the possibility" of merging Cameo with the companies he owns or controls. These include a management firm (the Rolling Stones are among its clients), a film production company, and music publishing houses.

Such a move would require, in addition to stockholders' approval, favorable rulings from the Internal Revenue Service, the Securities and Exchange

Commission and the American Stock Exchange.

Soon after acquiring the controlling interest in Cameo, Klein maneuvered a distribution deal with MGM Records calling for the latter label to distribute C/P. Klein is a major MGM stockholder, and rumors of an acquisition of Cameo by MGM have been making the rounds.

Complicating the picture is a \$5,000,000 damage suit filed by a Newark, N. J., holding company and one of its major stockholders against Cameo in Federal District Court here.

The company, Bankers Life & Casualty Co., and eight individuals charge a breach of

Singleton Snares 2

NEW YORK—Shelby Singleton has acquired two masters for his SSS International label. "Dancing to the Beat" by Mouse and the Boys with Brass was acquired from Ar-Bee Productions, Jacksonville, Fla. The other master, "If It's Not One Thing" by Oscar Irving was bought from Macon, Ga. producer Bobby Smith.

contract to deliver 312,000 shares of Cameo stock last month at \$3 a share.

Some 620,000 shares are outstanding, with Klein and Abbey Butler owning 347,000 shares. The American Stock Exchange is "looking into the matter."

Musicor Issues Hurricane Disks

ALBUQUERQUE, N. M.—Musicor Records has concluded a deal for domestic and foreign distribution of Hurricane Records, which has specialized in Mexican mariachi music, but recently has branched into pop and country.

The agreement involves world-wide distribution and a co-publishing arrangement with Hurricane's Striking Music (BMI), which will be actively administered by Musicor.

Three albums will be released late next month under the new pact featuring Al Sanchez, Tiny Morie, and a Mexican mariachi band. A three-LP release also is slated for November.

Big 3 Broadening Its Horizon in Pop Field

NEW YORK—The Big 3 (Miller, Feist & Robbins) is stepping up its activity in the pop field. One move is the signing of Jimmy Radcliffe and Buddy Scott to an exclusive writer pact. Other moves in the pop direction are the signing of a West Coast development deal with Richard Delvy and the East Coast staff appointment of Tony Orlando.

Delvy will cover the new talent scene and will be involved in record production deals for the Big 3. He will

operate from the West Coast office of Hastings Music Corp., a Big 3 subsidiary.

Orlando will work closely with professional manager Jay Lowy and director of special projects Wally Schuster in finding talent and promoting new material and disks.

Both Delvy and Orlando have considerable prior experience and success in pop activity—Delvy as promotion man, publisher and producer and Orlando as writer-artist and record producer.

London Staying With Mono

NEW YORK—London Records plans to continue issuing mono recordings on all of its lines except two despite reports that mono pressing was being discontinued by the company. London's Phase 4 line and the new low price classical Stereo Treasury Series will continue to be stereo only.

D. H. Toller-Bond, London Records president, explained that all regular classical product as well as the company's

pop division, which includes the Hi, Parrot, Press and Deram labels, will have mono and stereo versions of all albums.

Toller-Bond asked whether a company planning to stop producing mono disks would, "as we have just done, bring out 25 new fall LP's, each in mono and stereo." "I would like to make clear again that we have absolutely no plans to discontinue the manufacture and marketing of monaural recordings."

The dramatic and personal
testimony of an
American fighting man.

SCOTT MUNI
"LETTER TO AN UNBORN CHILD"
c/w "23rd PSALM" # 9291

47-9291



**THIS LETTER
WAS FOUND
ON THE BODY
OF AN UNKNOWN
SOLDIER DURING
WORLD WAR II.**

Produced for RCA Victor by Golden Bough Productions Ltd., N.Y.C.

Manufactured and Distributed by RCA, New York, N.Y.

Single ships in this special sleeve.

RCA VICTOR



The most trusted name in sound



Motown, U.S.A., the Convention Way: Record LP Release, Record Billings

By LORAIN ALTERMAN



LADS WEARING EXOTIC GARB at Motown party at Hotel Pontchartrain are the Messengers, new Motown recording group; in center, left to right, are Al Klein, Motown sales director, Mrs. Lori Schenker, manager of Billboard's chart department, and Mr. Max Schenker.



MOTOWN RECORDING CORP. chief Berry Gordy addressing distributors and invited guests at the Roostertail, on the occasion of the presentation of "Showcase '68" Sunday (27).



BARNEY ALES, Motown Records' vice-president, welcomes distributors Friday (25) at the Pontchartrain.



AT MRA RACE TRACK, Saturday (26), some of the boys laugh it up. Left to right: Mel Dakroob, Motown sales department; Ernie Leaner of United Distributing, Chicago, and Ed Pollock, Motown controller.



DIANA ROSS AND THE SUPREMES at the Motown Recording Corp. reception at the Pontchartrain Hotel Sunday (27).



MRS. ESTHER EDWARDS, Motown Recording Corp. vice-president, center, with Hal Cook, Billboard publisher, and Mrs. Cook, enjoy the boat ride on the Detroit River Sunday (27); one of the highlights of the Motown festivities.

DETROIT—The Motown Record Corp.'s single largest album release, 15 packages for fall, was introduced at the company's first sales convention, held at the Hotel Pontchartrain Friday to Monday (25-28). The convention theme was "Showcase '68."

Barney Ales, vice-president in charge of sales for Motown, reported a record \$4 million in billings for the 15 albums were received at the parley.

"This convention has been a success," Ales told Billboard. "The acceptance of the product itself has been unbelievable and the album release is our best to date."

Pointing to the tremendous growth rate of the record industry and the growth of rhythm and blues-oriented companies, Ales told the distributors, "We feel that here at Motown, we have indeed created new dimensions in the world of r&b, because we have worked for world-wide acceptance. While many of our competitors were busy merchandising their old sounds, Motown writers, producers and artists were busy creating a new sound and we take great pride in its having become 'the sound of young America.'"

Fall Package

The new fall release features packages by Chris Clark, the Original Spinners, Isley Brothers, San Remo Golden Strings, Gladys Knight and the Pups, Marvin Gaye and Tammi Terrell, Smokey Robinson and the Miracles, Jr. Walker and the All Stars, Martha and the Vandellas, Stevie Wonder, Temptations, the Four Tops and Diana Ross and the Supremes, (de luxe double album package with pictures included).

Four new singles were "I'll Come Running," by the Four Tops; "From Head to Toe," by Chris Clark; "Wondering," by Stevie Wonder; "Window Shopping," by the Messengers.

A display and browser box for the new product were also shown.

Highlight

The convention highlight was the special Motown Showcase show presented Sunday (27) night at the Roostertail Supper Club. About 500 people, including the distributors plus local dealers, radio and press saw the two-hour show featuring Earl Van Dyke and His Orchestra, the Spinners, Gladys Knight and the Pips, Willie Tyler and Lester, Chris Clark, Stevie Wonder and Diana Ross and the Supremes.

Berry Gordy Jr., Motown president, spoke before the show. He credited Smokey Robinson, a company vice-president as well as artist, for urging him to establish a national company with the release of the Miracles' "Way Over There." He also remembered his late sister Lucy Wakefield as a creative force in the company.

Gordy pointed out that Motown demonstrated that "people of all races not only can but do work together to achieve heights previously limited by lack of understanding."

Education Key

He also stated that the racial gap can be bridged by education. "I mean complete education," Gordy continued. "Educating the black about the black. Educating the white about the white. Educating the black about the white and educating the white about the black."

The entire convention proceeded smoothly. On Friday night Hal B. Cook, publisher of Billboard, gave the opening speech of the meetings.

Special Stay-in-School LP Features Stax/Volt Artists

MEMPHIS — Stax/Volt artists are featured in a special "Stay-in-School" campaign album, which is being mailed to 4,000 radio stations and deejays throughout the country. The LP includes talks by the artists as well as previously unreleased performances.

The album, which includes Otis Redding, Carla Thomas, San and Dave, Booker T and the MG's, William Bell, the

Mar-Keys, and Rufus Thomas, was prepared, written and waxed as a public service by producers under Al Bell, company vice-president.

Vice-President Hubert Humphrey, who wrote the liner notes for the pressing, invited Redding and Miss Thomas to participate with him in a forthcoming program of the Celebrity Showcase for Youth, which stages visits by show business personalities to urban poverty neighborhoods.

Roulette Spins Out Newsletter

NEW YORK—Roulette Records is shipping 5,000 copies of its new, four-page, color monthly picture newsletter, which includes pictures. The newsletter is being sent to radio and TV stations, newspapers, magazines, rack jobbers, retailers, trade publications, fan press, syndicated columnists, distributors, one-stops, and the firm's foreign affiliates.

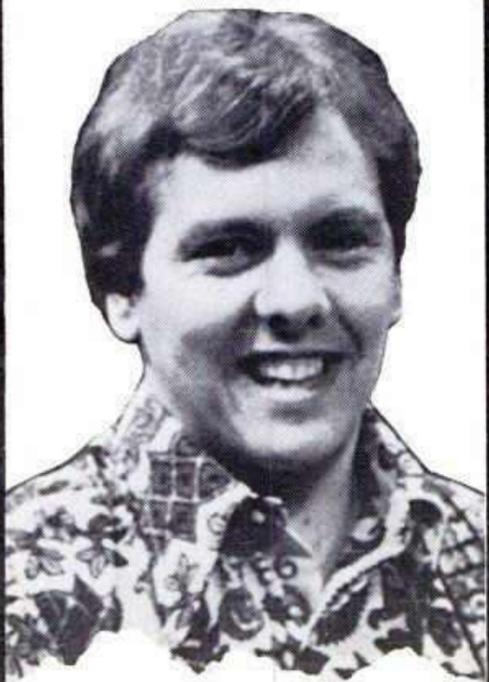
The current issue includes a biography of Dinah Washington under the artist biography of the

month, news of Roulette artists in "The Emmis," a front-page column, and information on the hottest new singles and album releases. As its feature of the month, the newsletter highlights jazzman Sonny Stitt and his Varitone.

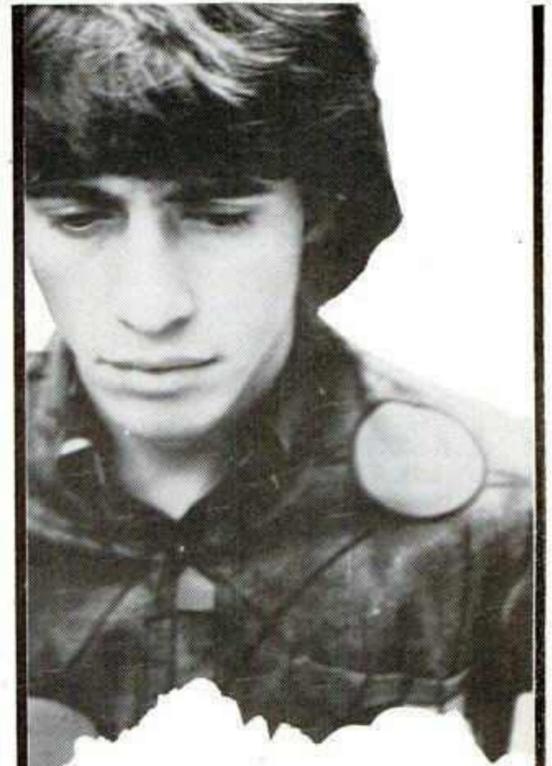
Morris Levy, Roulette president, emphasizing the public relations value of the newsletter for radio stations, noted that deejays could write the company for copies of albums at \$1 each from the Roulette catalog.

ANOTHER #1
MILLION SELLER!

THE YOUNG
RASCALS



Management: Sid Bernstein



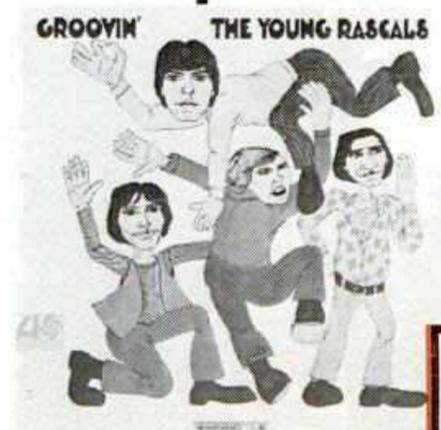
HOW CAN I
BE SURE

Written by Felix Cavaliere & Eddie Brigati

Published by Slacсар, BMI

Atlantic #2438

from the
Young
Rascals
hit album
Groovin'
8148/SD 8148



Sales Chill Grips Mono; Stereo Up But No Doctor

• Continued from page 1

change remains in mono disk sales. During the sixth period, mono accounted for 54.2 per cent of total LP volume. Retailers registered \$7,448,230 in monaural product during the latest period—a 26.8 per cent drop over period six. Stereo album sales during the same comparable period, however, rose only 18.9 per cent to \$10,230,620.

Corresponding unit sales figures reveals a 40.9 per cent decrease in non-racked dealer volume. Retailers across the nation sold 1,568,170 mono albums during the seventh period, while in the month before, they moved 2,654,880 LP's. Stereo unit sales were up 14.4 per cent to 2,033,790.

Greatest Loss in Pop

Mono suffered its greatest loss in the pop mar-

NARM Meet Seen As a Blockbuster

• Continued from page 1

tributor meetings this year—as were a good many NARM members of the board; but the necessary manufacturer co-operation was not forthcoming. The matter, however, is by no means a dead issue; for the advantages of a block of distributor meetings in conjunction with NARM's Mid-Year meet are obvious—not only to distributors but also to manufacturers and other segments of the trade. Distributors and their salesmen, who are continuously flying to manufacturers' meetings, are obviously in need of relief; manufacturers too, at a NARM Mid-Year session, would benefit in that they could hold their distributor meeting and then plan a presentation for rack jobbers.

Jules Malamud, queried on the likelihood of NARM setting plans for distributor meetings next year, stated: "The idea is very much alive, and we hope to work it out; we have the facilities; but implementation will require the co-operation of the manufacturers; if we achieve this it will make possible the best type of mid-year conference."

Take a Look Fund's Workshop for Poor

• Continued from page 1

in the Columbia catalog to hit the charts, you can see the impetus of the movement." According to Otis, Columbia Record's Tom Noonan has asked the CBS board of directors to donate a percentage of the profits generated by Miss Franklin's disk to the foundation.

At press time, an okay seems imminent, Otis said. Other records endorsed by Take a Look are Sam Cooke's "A Change is Gonna Come," on RCA Victor, "This Bitter Earth, by Dinah Washington (Mercury) and "Cool It," by the Sparks on MSR Records. Johnny Wright's country recording, "American Dream," is released by Decca.

Expansion Set

The wholehearted acceptance of this first phase of the program will allow Take a Look to expand its projects. Its extensive music workshop program is now off the planning boards and directors are currently being chosen to head each of the 11 training programs.

Each workshop will center on a different facet of the entertainment industry. Categories include artist management, producing, composing, motion pictures (various aspects), radio management, announcing, booking agency setups, consumer and trade publications and TV.

According to Otis, each training workshop will be headed by directors who will alternate periodically.

Epstein Restless Empire Builder

• Continued from page 6

imously elected NEMS chairman, succeeding his brother at a board meeting Aug. 30. Robert Stigwood will continue as managing director, and Vic Lewis will remain a director.

The Beatles will conduct their own affairs in conjunction with NEMS. Brian Epstein's mother, Queenie, inherits as his next of kin. Epstein's estate is believed to be worth on paper approximately \$21 million, and death

duties on this amount will be huge. What arrangements will be made in this direction have not yet been disclosed. Some quarters believe that NEMS will be vulnerable to a takeover bid here or from the States, and that it might involve Northern Songs passing to different controlling Beatle copyrights, but Dick James has strenuously denied any possibility of Northern Songs passing to different controls.

ket, which accounted for 92.2 per cent of the total album dollar volume, mono-stereo combined for the seventh period. RMR's special analysis shows that mono sales dropped by 28.6 per cent to \$7,068,140. Pop stereo did rise, but it posted a 17.4 per cent increment—not enough to offset mono's decline. Stereo dollar volume climbed to \$9,232,820.

Classical record sales, contrary to its pop counterpart, showed sharp increases in both mono and stereo dollar volume. While dealers reported \$284,030 in mono sales during the sixth period, last period statistics show mono sales up 33.8 per cent to \$380,090. Stereo sales during the same period were up 35.2 per cent to \$997,800.

Now that dealers have had time to adjust to the new price levels, a trend back toward mono buying is in the works. Dealers, viewing sagging sales with much consternation, are swinging back to ordering mono. Distributors report that several major discount department chains are again stocking monaural records.

Many dealers are admitting that they had acted too hastily in prejudging consumer buying habits. But several blame the record companies for spurring the panicky conditions. Dealers are eying record company policy statements with increasing suspicion. "There's no protection for the dealer," said one irritated retailer. "They could have phased out mono in any orderly manner by accepting returns at a later date."

This dealer, like several others, doesn't believe that a mono phase-out was the reason behind the price rise. "If manufacturers wanted to phase out mono," another dealer said, "they wouldn't have made the increase effective immediately." Many dealers are upset about the tightened exchange privileges now in effect. Several companies have gone to a mono for mono, stereo for stereo return system, while at least one of the majors has eliminated all exchange privileges.

Dealers are particularly irked over the recent statements by Bill Farr, Columbia marketing vice-president and Stan Gortikov, vice-president at Capitol, in accusing the dealer of poor business judgment (Billboard, Aug. 26). Said one dealer, "This is the first time something they've done backfired. So after giving us no warning of their intended plans and no guidelines, they're now blaming us."

cally. "This way all companies can be represented and all those who are interested in aiding the workshop program will be given an opportunity. Although Otis said it was too premature to announce the lineup of directors, the list includes top names from the industry. Each director will offer his advice.

"We don't want industry people showing us how we should teach it," Otis said. "We want them to conduct the sessions; we want them to see the untapped talent which is out there and help channel that talent into our industry."

Plan Workshop Chain

With the prototype being established in New York, the eventual goal of the foundation is to set up a series of workshops in troubled areas throughout the nation.

Other projects in the foundation's plans include the production of spot announcements by prominent personalities in the entertainment field, the acquiring, releasing and presenting of additional songs and the presentation of free concerts and programs with the purpose of imparting hope in addition to entertainment.

Aside from Otis, other founding members of the Take a Look Foundation are manager and producer Clarence Avant, Bennett Rosner, an RCA executive, publicist Howard Cook and Sidney Seidenberg, accountant.

Columbia Launches Anita Harris Push

NEW YORK — Columbia Records will focus an all-out promotion campaign on British recording artist Anita Harris. Miss Harris, who records in England on CBS Records, is on the British charts with "Just Loving You." The song, with which Columbia hopes to launch Miss Harris here, was written by Tom Springfield. Publisher is Chappell Music.

NATIONAL ASSOCIATION OF RECORD MERCHANDISERS 1967 MIDYEAR MEETING

Sept. 5-8

Host Farm Lancaster, Pa.

TUESDAY, SEPT. 5

2 p.m. - 7 p.m.

7:30 p.m. - 8:30 p.m.

8:45 p.m.

10 p.m.

WEDNESDAY, SEPT. 6

8 a.m. - 9 a.m.

9:30 a.m. - 12:30 p.m.

I. "Your Business in Today's Economy"

Chairman: Amos Heilicher (J. L. Marsh Co., Minneapolis)
Jim Shipley (Main Line, Cleveland)
Fred Traub (Disco, Inc., Boston)

II. Warehouse Security

Chairman: James Schwartz (District Records, Washington, D. C.)

12:30 p.m. - 1:30 p.m.

6 p.m. and 8:30 p.m.

10 p.m.

THURSDAY, SEPT. 7

8 a.m. - 9 a.m.

9:30 a.m. - 12:30 p.m.

Tape Cartridge Forum

Chairman: Jack J. Geldbart (L&F Record Service, Atlanta)
Stanley Jaffe (Consolidated Dist., Seattle)
Merritt B. Kirk (Calectron, Inc., Daly City, Calif.)
James Levitus (Car Tapes, Inc., Chicago)
James J. Tiedjens (Midwestern Tape Dist., Milwaukee)

12:30 p.m. - 1:30 p.m.

NARM Golf Tournament

8 p.m. - 8:30 p.m.

8:30 p.m.

FRIDAY, SEPT. 8

8 a.m. - 9 a.m.

9:30 a.m. - 12 noon

Electronic Data Processing: A Survey of Systems
Currently Being Used by NARM Member Companies
Chairman: Cecil H. Steen (Recordwagon, Inc., Woburn, Mass.)

Executive Turntable

• Continued from page 4

Summer joined RCA in 1955 following his graduation from the Carnegie Institute of Technology.

★ ★ ★

Arnold Kaminer joins Channel Marketing as executive vice-president and board member. Kaminer, a pioneer in the tape CARtridge field, had been marketing director for the Fidelipac division of TelePro Industries. In his new post, Kaminer will direct the sales of Channel tape cartridge accessories to the original equipment and industrial markets.

★ ★ ★

Harold Komisar, Columbia Records' national album promotion manager, has taken on added duties in national promotion of "good music" singles. He reports to **Tom Noonan**, the label's national promotion director. . . . **Johnny Musso** joins White Whale Records as national promotion director. For the past two years he held a similar post with Liberty Records, Inc. handling several of its subsidiary lines.

★ ★ ★

Lewis Amiel has been named national sales manager for InArts Records, Los Angeles. He has been in the music business 20 years in distribution, production and sales capacities. . . . **Stan Pat** has left Gerald Purcell Associates in Hollywood to form his own disk-publishing company. He was Purcell's Coast representative for the past five years.

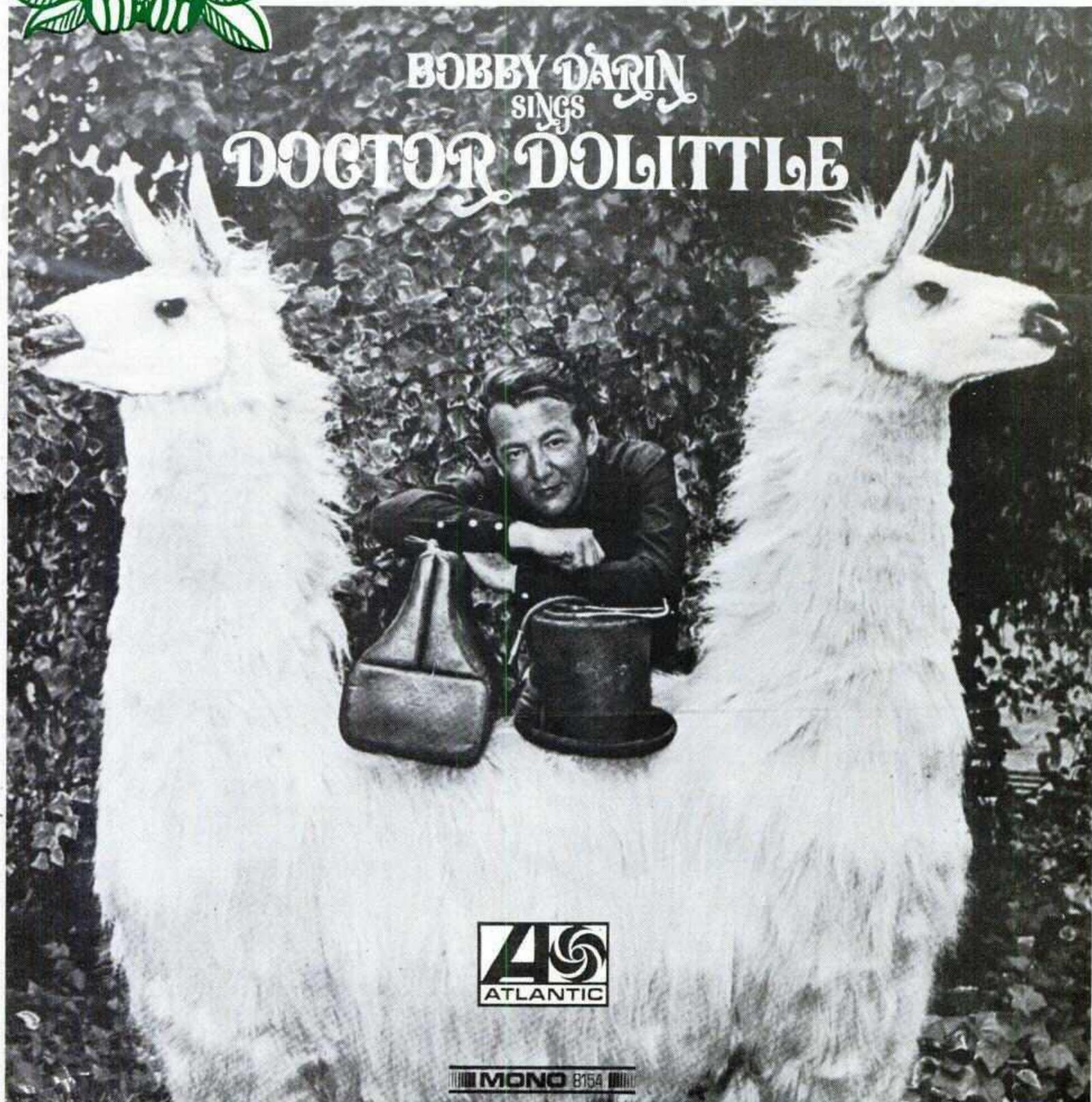
★ ★ ★

Arthur D. Gaines has been appointed director of Marketing at Concord Electronics Corp., Los Angeles. He had been manager of marketing since he joined the firm in January. He will be responsible for all phases of market planning and administration of the Concord line of audio and video tape recorders, closed-circuit television and communications products for home and industry.

BOBBY DARIN

Sings the sound-track songs from the
20th Century-Fox Motion Picture . . .

DOCTOR DOLITTLE



MONO 8154

ATLANTIC 8154/SD8154

*“Follow Me
Back to*

LOUISVILLE” ↗



*the Group ...
the song ...
doing things ...
saying something ...*

**We the
People...**

GOING PLACES!!!

Production:
Tony Moon
806 16th Ave. So.
Nashville, Tenn.

Management:
Ron Dillman
P.O. Box 9044
Union Park, Orlando, Florida

Billboard SPECIAL SURVEY For Week Ending 9/9/67

BEST SELLING JAZZ LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
Billboard Award	1	DYNAMIC DUO Jimmy Smith & Wes Montgomery, Verve V 8678 (M); V6-8678 (S)	17
	2	CALIFORNIA DREAMING Wes Montgomery, Verve V 8672 (M); V6-8672 (S)	27
	7	BIG SWING FACE Buddy Rich, Pacific Jazz PJ 10117 (M); ST 20117 (S)	10
	3	LOVE-IN Charles Lloyd, Atlantic 1481 (M); SD 1481 (S)	5
	6	SWEET RAIN Stan Getz, Verve V 8693 (M); V6-8693 (S)	5
	4	SERGIO MENDES & BRASIL '66 A&M, LP 116 (M); SP 4116 (S)	12
	12	THAT'S LOU Lou Rawls, Capitol T 2756 (M); ST 2756 (S)	2
	8	EQUINOX Sergio Mendes & Brasil '66, A&M LP 122 (M); SP 4122 (S)	18
	10	LOU RAWLS LIVE Capitol T 2459 (M); ST 2459 (S)	27
	11	BEAT GOES ON Herbie Mann, Atlantic 1483 (M); SD 1483 (S)	5
	5	MERCY, MERCY, MERCY Cannonball Adderley Quintet, Capitol T 2663 (M); ST 2663 (S)	27
	13	BILL EVANS AT TOWN HALL, VOL. I Verve V 8683 (M); V6-8693 (S)	4
	9	LOU RAWLS SOULIN' Capitol T 2566 (M); ST 2566 (S)	27
	14	DO IT NOW Brother Jack McDuff, Atlantic 1484 (M); SD 1484 (S)	2
	17	THE MOVIE ALBUM Ramsey Lewis, Cadet LP 782 (M); LPS 782 (S)	9
	16	SWINGIN' NEW BIG BAND Buddy Rich, Pacific Jazz PJ 10113 (M); ST 20113 (S)	24
	15	THAT'S MY KICK Erroll Garner, MGM E 4463 (M); SE 4463 (S)	3
	18	KENNEDY DREAM Oliver Nelson Orch., Impulse A 9144 (M); AS 9144 (S)	2
	20	LISTEN Ray Charles, ABC ABC 595 (M); ABCS 595 (S)	2
	—	MELLOW YELLOW Odell Brown & the Organizers, Cadet LP 788 (M); LPS 788 (S)	1

Brief Solos

Mel Torme moved from the Eden Roc in Miami Beach after one week to Lake Tahoe for two weeks at Harvey's. . . . Clara Ward and the Ward Singers, who regularly appear at Disneyland in the Golden Horseshoe Casino, will work the Monterey Jazz Festival's Saturday (16) concert. It will be her first appearance there.

Disneyland is looking for the best young Dixieland band in California to play with the greats set to appear at the Anaheim, Calif., park's Sept. 30 "Dixieland at Disneyland" spectacular. Six regional contests have been set in Los Angeles, Orange, San Diego counties, San Francisco, Fresno and Sacramento. Groups are required to send in a tape and photo to contest headquarters Disneyland. Finalists will be selected from each area and Dis-

neyland representatives will visit the regional bashes. The winning group will perform at the eighth annual event along with Louis Armstrong, Teddy Buckner, Doc Souchon and the Firehouse Five Plus Two.

Stan Kenton married vocalist Jo Ann Hill in Las Vegas last month. . . . Shelly Manne has established a music scholarship to aid underprivileged kids pursuing the fine arts. Winner will be chosen from the Watts Studio Workshop in L.A. Manne plans eight annual awards: five \$200 for students; two \$1,000 for workshop instructors and one \$2,000 traveling award. Outside contributions will be accepted at Shelly Manne Scholarship Fund, P. O. Box 72184, 1311 Grandee Avenue, Los Angeles 90002. . . . San Fran-

(Continued on page 14)

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From The Music Capitals of the World

HAMBURG

Metronome is mounting a big promotion campaign to boost rhythm and blues, and soul music sales in Germany. The company released a "soul sampler" LP featuring top American artists and selling at \$2.50. Metronome is following this up by releasing 15 albums of blues and soul music by such artists as Wilson Pickett, Otis Redding, Sam and Dave, Percy Sledge, Joe Tex, Solomon Burke, Rufus Thomas, Carla Thomas, Booker T. and the MGs, Eddie Floyd, Johnnie Taylor, Mary Wells, Don Covay, Arthur Conley, the Righteous Brothers, Freddy Scott and Aretha Franklin. The albums retail at \$5.25. . . . Stigwood-Yaskiel has just concluded an agreement with Philips GmgH on the same basis as the contract with DGG. Stigwood-Yaskiel will advise Philips on release of material from their foreign catalogs and will seek new catalogs and masters from all over the world to be placed either with Philips or Polydor. Peter Knight reports that Stigwood-Yaskiel has retained the exclusive services of Don Blocker of Tapp Records, Los Angeles, who will seek new independent masters. "This will en-

able us to pick up records long before they make the American Top 100," says Knight. "We are already serviced regularly by the New York office of our parent company, Nempor Artists which is headed by Nathan Weiss."

James Brown plays concerts in Berlin and Frankfurt on September 15. . . . Jazz pianist Joachim Kuhn and clarinetist Rolf Kuhn joined Impulse. . . . Elite Special is strongly promoting Russian singer Boris Rubaschkin who has recorded four albums of Russian folk songs. . . . German Vogue's current top-sellers are "Puppet on a String," both single and album, by Sandie Shaw, and "Waterloo Sunset" by the Kinks. . . . Manuela (CBS) is touring Czechoslovakia. . . . Marion (Hansa) is to record her next single in London under the supervision of Larry Page.

Michael Karnstedt of Peer-Musikverlag reports that there has been no summer let-up on sales. Action has been maintained at a high level though such copyrights as "Little Bit o' Soul," "Finchley Central," "Green Street Green" and "Bonsoir Dame" are getting extensive radio exposure. . . . Philips has launched a new subscription offer for classical LP's

featuring works by Mozart, Haydn and Brahms. The company has also initiated the first cassette subscription with a five-cassette package of the complete symphonies of Franz Schubert by the Staatskapelle Dresden conducted by Wolfgang Sawallisch. The package is offered at \$22.25. . . . Tip Records has issued an LP "Die Hit-parade" with disk-jockey Dieter Thomas Heck. . . . Metronome's Gisela Kremin is staging a big promotion campaign for new singles by Christopher K. Marcel, trumpeter Roy Etzel (Mondial), Eddy Mitchell (Barclay) and the Four Kings. . . . Polydor's Klaus Reimann reports big sales for Belina's "Uberall Bluehen Rosen".

WOLFGANG SPAHR

HELSINKI

Olavi Virta, a top-selling Finnish recording artist 10 years ago has returned to the record scene after a long illness. . . . Riejo Hirvela has left Finnlevy to join Discophon (RCA). . . . Reino Backman, former publicity chief of Westerlund AB, has joined the EMI organization in Stockholm. His replacement at Westerlund is Christel Palmu. . . . Geno Washington and the Ram Jam Band, John Mayall's Bluesbreakers and the Tremeloes will play concerts here in October. The Cream is set for a visit in November. . . . Top selling albums here, in order, are "Sergeant Pepper's Lonely Hearts Club Band" by the Beatles, "Are You Experienced?" by Jimi Hendrix, "Headquarters" by the

Monkees, "More of the Monkees," and "At the Talk of the Town" by Tom Jones. . . . The Finnish Folk Song Association is inviting Julie Felix to appear in the Second Helsinki Folk Song Festival on Oct. 14 and 15. . . . The Harlem Kiddies visited Helsinki for concert and TV appearances. . . . Scandia has launched a special album called "The Modern Service" and featuring spirituals sung by Ritva Mustonen, Heli Keinonen, Lasse Martensson and Eddy. . . . Two Finnish pop groups returned from successful visits to Sweden. The Blues Section played at the Golden Circle and the First appeared at the Jump In. . . . Finnish arranger-organist Aarno Raninen has formed his own record company, Finnsound. . . . Scandia is promoting the trio Ringa and the Kaksoiset as the Finnish Supremes.

KARI HELOPALTIO

OSLO

A local version of "Peekaboo" is the first "camp" record to hit the Norwegian Top 10. The recording, on Polydor, is by the Oslo Harmonikvartett, which includes Solvi Wang, Kari Diesen and Wenke Myhre backed by the orchestra of Egil Mohn-Iversen. Norwegian title is "Sussebass" and it is the biggest local hit of the summer. . . . Also a big hit in Norway is Kirsti Sparboe's Triola disk "Livet er Herlig". . . . A new record company, Cat Music, has been launched in Norway by actor-author Rolv Wesslund, Einar Schanke, who runs the Chat Noir

cabaret theatre and lyricist Aldred Naess. Company's policy will be to make theatrical recordings of songs and the spoken word and in particular the best satirical material from the Chat Noir. A guest appearance at the cabaret this spring by the Swedish singers Gals and Pals was recorded live and will be released on the Cat Music label by courtesy of Metronome Records in Stockholm.

ESPEN ERIKSEN

MADRID

Carmen Sevilla (Belter), returned from an extensive and successful tour of South and Central America with her husband, composer - arranger - band leader Augusto Alguero. Miss Sevilla was six months in South America making a movie and also made concert appearances in all South American countries. In April 1968, the couple will return to Argentina where they have signed an eight-month contract for TV shows on Channel 9 of Argentine TV. . . . Manuel Alejandro's instrumental album of the hit songs of Raphael, all written by Alejandro and recorded on Hispavox, has been released in the U. S. by United Artists. The album is currently a big seller in South America. . . . Spanish RCA representative Gil Beltran spent a week in Rome recording Valen's first Italian single. The disk will shortly be released in Spain. Songs recorded were "La Mano de Dios" (God's Hand) and "El Humo de las Fabricas" (The Smoke of the Factories), both written by Valen. . . . Fonogram Records has launched its own publishing company, Ediciones Fontana with Luis Regatero Bouso as its president. . . . Tom Jones (Columbia Espanola) appeared in Palma de Majorca on Aug. 25. On Sept. 9, Columbia stages a reception for Jones in Madrid before his appearance on the TV show "Noche del Sabado" (Saturday Night). . . . The Spanish group Los Angeles (Hispavox) are completing a new album for special release in all South American countries. . . . Luis Eduardo Aute (RCA) is preparing new recordings of his own songs. RCA will release a new single by Aute in October with "Nana al Rey que se Muere" (Lullaby for the Dying King) as the main title. . . . French star Mireille Mathieu (Columbia Espanola) appeared at the Royal Tennis Club, San Sebastian, on Sept. 4. . . . Los Canarios (Barclay) who are handled by Los Bravos' manager Alain Milhaud, will have a new single out in October featuring two of their own songs recorded recently in London. Sonoplay will distribute the disk in Spain. . . . Following the success of her first LP, released in Mexico, Karina (Hispavox) has recorded a second album.

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COLUMBIA RECORDS

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Brief Solos

• Continued from page 12

cisco's Both/And has been booking local groups this summer to meet financial drops in business. Owner Delano Dean's main showcase artist has been John Handy.

Drummer Ed Thigpen now working with Dwiki Mitchell-Willie Ruff. Duo plans resettling in L.A. . . . New Orleans officials thinking about running a jazz festival to celebrate the city's 250th anniversary. . . . Duke's club in Las Vegas has been drawing big band fans to hear the city's own rehearsal band led by saxman Rich Davis. . . . Doc Severinsen sat in with the Las Vegas Youth Band during his recent gig on the strip.

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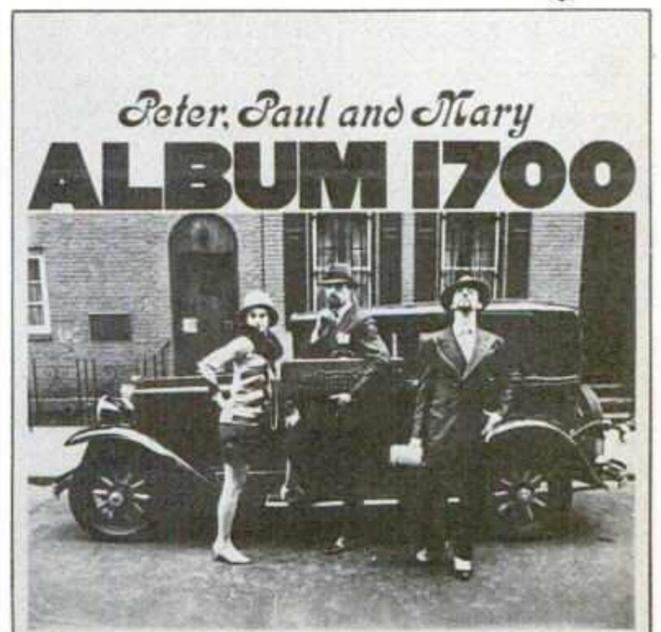
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Musical Instruments

Back Ordered Manufacturers Believe in Bigger Markets

By BRUCE WEBER

LOS ANGELES—The amplified instrument market may look pretty big right now, but take it from the top: you haven't seen anything yet.

Industry leaders already are projecting further growth in sales and earnings at the rate of about 10 to 20 per cent over the next 5 to 10 years. Manufacturers feel that good times could last for quite a spell.

Manufacturers admit they keep an eye on the teen market, especially where it concerns guitars. The economic effect of the teen trend over much of the country is obvious. There's a rush to buy expensive amplified instruments. The young consumer often snubs the cheap lines.

A study of inventory and backorder lists show that an economic slowdown is not on the horizon. Importers and several major retailers confirm this prediction by instrument manufacturers.

A rising rate of spending for electric guitars, basses, amps and other "amplified gimmicks" is giving the industry reason to exude confidence.

Sixth Year

While other businesses are trimming some high-flying ideas on expansion, merchandising and product, the instrument people say they now plan to spend more than they reported earlier in the year on production.

The instrument boom is rounding out its sixth year with little visible toll from old age. Each time the unprecedented upswing shows signs of faltering, something comes along to feed it pep pills.

Joe Benaron, president of Thomas Organ Co., the parent firm of Vox, says the amplified

instrument business is about to "break loose."

By long ago adopting a "give them (consumers) what they want, not what engineers want to build" attitude, Vox has grown to one of the industry's majors. "Our 'ear to the ground policy' has allowed the company to maintain a pace that is keeping up with the amplified trend," said Benaron.

Findings and Thoughts

"Improvement in current product and development of new product are continued efforts at our Southern California facility because we feel the trend is sweeping the nation," Benaron continued, "our representatives and salesmen throughout the United States, Canada, Europe and in other parts of the world, constantly are encouraged to report their findings and thoughts on new instrument product and improvements."

If the trend is to continue, a spokesman for Vox declared, the industry must receive exposure assistance from musicians, whether it be from major musical groups, rock 'n' rollers, r&b artist or c&w stars.

Because amplified instruments, amps and other sound equipment are the favorites of a host of entertainers, the spokesman explained, the consumer, too, has jumped on the bandwagon.

Beginning

F. C. Hall, president of Rickenbacher, Inc., Santa Ana, Calif., feels the instrument trend is just beginning. "Just looking at our backorders confirms our belief that interest in amplified equipment is multiplying," he says.

"I can see economic stability and progress in the industry for 10 years or longer, at least. The momentum is just beginning."

Hall sees the boom drifting into the more expensive market, especially in guitars. "Teenagers want professional equipment, not inexpensive product," he said. "When any trend reaches that stage, it's definitely not a fad."

The Rickenbacher executive hesitates to label the trend strictly a teen market. Young adults, especially, have added excitement to the trend. While teens may be the backbone of the market, he reports, many manufacturers agree that the adult has a feel for amplified instruments.

"Lush"

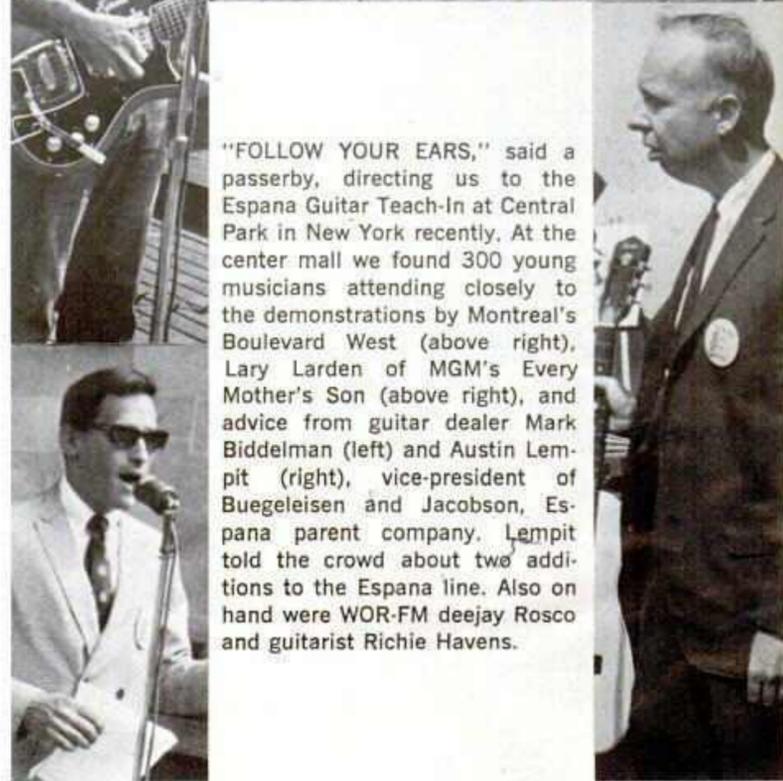
Stan Wagner, president of Mosrite Distributing Co., agree that the field is "so lush" that the "potential is enormous."

"Much of the amplified market may be classified as a 'gimmick field,'" Wagner said. "But who cares? The consumer is spending money on amplified instruments, whether they be gimmicks or not."

Although Wagner considers the amplified boom a legitimate trend, he realizes both public exposure and proper merchandising techniques are needed to sustain its popularity.

He expects 1968 to record about a 20 per cent gain in sales and earnings in the amplified market, while admitting that the next few years could

Guitar Teach-In At Central Park



"FOLLOW YOUR EARS," said a passerby, directing us to the Espana Guitar Teach-In at Central Park in New York recently. At the center mall we found 300 young musicians attending closely to the demonstrations by Montreal's Boulevard West (above right), Larry Larden of MGM's Every Mother's Son (above right), and advice from guitar dealer Mark Biddelman (left) and Austin Lempit (right), vice-president of Buegeleisen and Jacobson, Espana parent company. Lempit told the crowd about two additions to the Espana line. Also on hand were WOR-FM deejay Rosco and guitarist Richie Havens.



Connie Smith moves up to the top of the charts with a song of praise for her native Midwest. "Cincinnati, Ohio" (RCA Victor 9214). It's a rhythmic, rovin' tune composed by one of Connie's favorite musical partners, Bill Anderson. The flip side of "Cincinnati, Ohio" is "Don't Feel Sorry for Me." Together they're a top-rate package for a top-notch young vocalist. Connie's choice of guitar is also a top-rated performer — a Gibson Guitar. (Advertisement)

Conn in World Premier of New 'Multi-Vider'

New York — Conn Corp. staged a world premier of its "Multi-Vider" musical instrument amplifier special effects unit here Aug. 24. Mel Davis, Paul Lavalle and a number of professional musicians demonstrated how the unit works on all types of wind instruments for special jazz, pop and even classical music effects.

The new unit, basically consisting of a miniature digital computer which adds up to three additional octaves—with volume control—to the instrumental range, was shown for the first time to dealers and distributors at the National Association of Music Merchants show in Chicago in July.

Conn entered the field of amplified instruments last fall with its RB Pick-Up, which amplifies any wind instrument. The new Multi-Vider will work on saxophones, clarinets, cornets, trumpets, trombones, flutes—nearly all woodwinds and brasses. The system may be used with existing instruments through the use of a special adapter, which incorporates a special moisture-resistant microphone which picks up the instruments sound waves. These sound waves are fed into the Multi-Vider, a small, one-pound console that hangs from the musician's belt. Here the sounds are programmed by the musician at the touch of a switch into any combination he selects and are in turn fed into an amplifier.

The Multi-Vider alone retails at \$224.50. It may be used with standard amps or with Conn's own "500" amplifier which retails at \$399.50.

Conn says the new concept will appeal most to pop combos, young dance bands, high school stage bands, jazz pros and studio musicians. And in the future, Conn says we may even listen to amplified concert bands and orchestras.

5-String Methods on Record

By BILL WILLIAMS

CHATTANOOGA—The Don Sellers Co. has added the five-string banjo to its list of instruments taught by record. The instructor on the record is Dr. Nat Winston, Tennessee's Commissioner of Mental Health, who is an accomplished banjoist and folklorist. The firm, which has been producing instructional records since 1955, now includes the piano, organ, country and folk guitar, rhythm guitar, tenor banjo, ukulele, drums and autoharp along with the five-string banjo on its record list.

The first records were piano lessons, done by Sellers, designed specifically for a busy person unable to fit into a regular schedule of weekly lessons. This enabled the student, with simple instructions, to learn to play from regular sheet music with a home study plan.

After selling the piano series to Sears, Sellers was asked to try the guitar. After more than

a year of experimentation, the first tapes were accepted. Sears then requested the banjo and autoharp.

Mrs. Pauline H. Muhleman, who heads the Sellers firm, discovered Dr. Winston while she was doing music therapy work at the Moccasin Bend Psychiatric Hospital in East Tennessee.

Some of the records have been best-sellers. The beginners guitar course won a "silver record" for its sales. Frequently the records are sold at the time of the sale of the instrument.

The Sellers firm had its first retail store promotion at Lyon-Healy, Chicago, in 1958 on Hammond organ recorded lessons. In 1960 that same store gave the firm its first guitar promotion at Rich's in Atlanta. The records are sold by such outlets as Marshall Field in Chicago, Grinnell Brothers in Detroit, and L. S. Ayres in Indianapolis. The Drum Shop in Chicago also carries the drum and guitar records. Sears still carries the instrument records in the mail-order catalog.

The records are distributed by Targ & Dinner, Inc., which sometimes uses them in a package deal with cover or case, instrument and the record.

even see a 20-30 per cent sales gain. "If the retail market properly merchandises the equipment," Wagner believes, "there's no telling how far this trend will go."

Wagner declared:

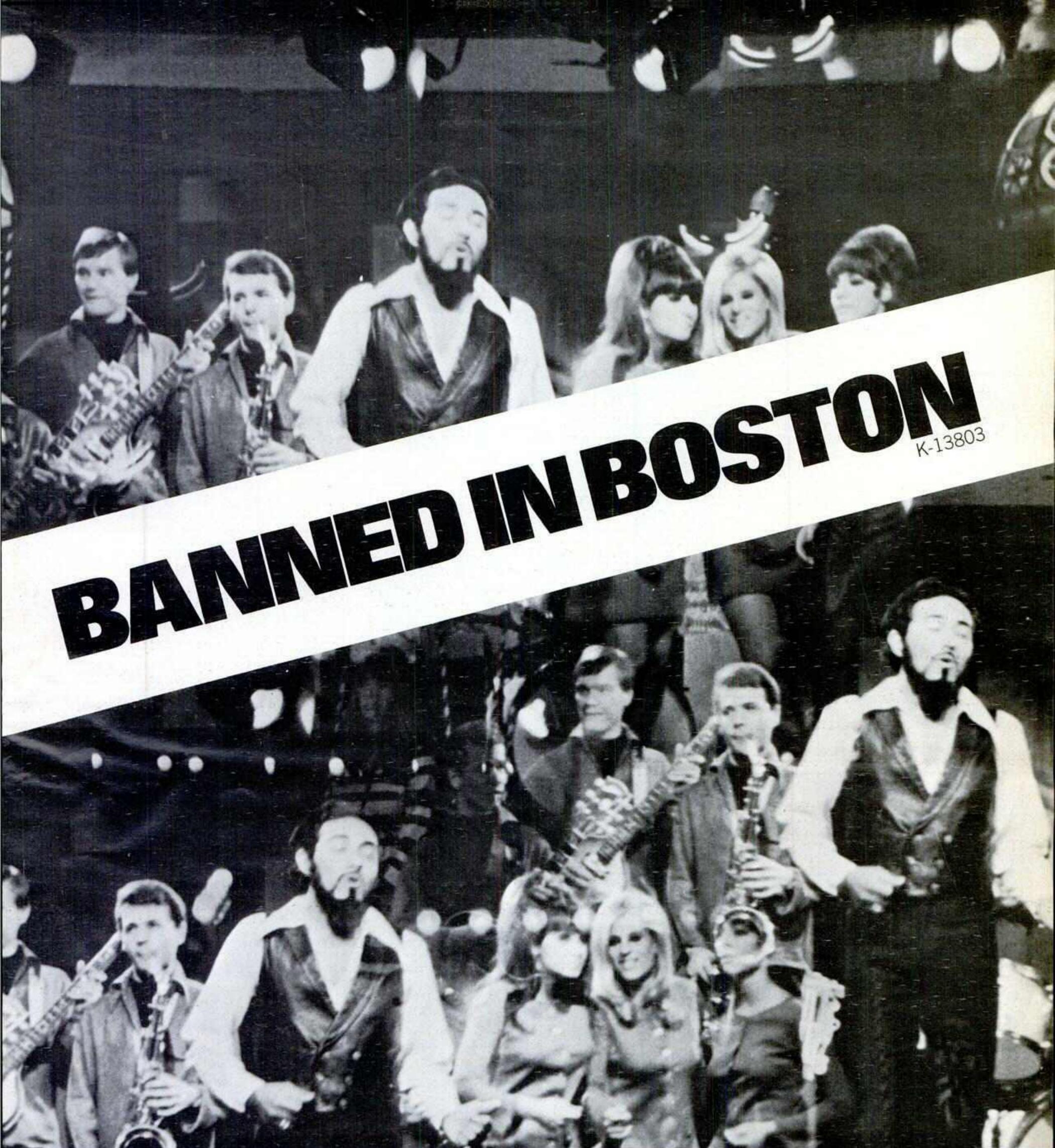
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SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 228—Last Week, 114

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

POP SPOTLIGHTS

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

DOORS—PEOPLE ARE STRANGE (Prod. Paul Rothchild) (Writer: Doors) (Nipper, ASCAP)—Hot on the heels of their initial smash "Light My Fire" this change of pace easy rocker with compelling lyric has equal sales potential of the current hit. Flip: "Unhappy Girl" (Nipper, ASCAP). Elektra 45621

FOUR TOPS—YOU KEEP RUNNING AWAY (Prod. Holland & Dozier) (Writers: Holland-Dozier-Holland) (Jobete, BMI)—Solid easy beat rocker that moves from start to finish has all the ingredients for another chart topper for the powerful group. Flip: "If You Don't Want My Love" (Jobete, BMI). Motown 1113

BARRY McGUIRE—MASTERS OF WAR (Prod. Terry Melcher) (Writer: Dylan) (Witmark, ASCAP)—The "Eve of Destruction" man has the earmarks of another No. 1 chart winner in this stirring and moving interpretation of the Bob Dylan classic. Ripe for today's happenings and thinking, this one should be heard throughout. Fine production work by Terry Melcher. Flip: "Why Not Stop and Dig It While You Can" (Trousdale, BMI). Dunhill 4098

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

HAPPENINGS—WHY DO FOOLS FALL IN LOVE (Prod. Tokens) (Writers: Lyman-Levy) (Patricia, BMI)—Frankie Lyman hit of the past serves as strong production ballad material for the group in their fresh smooth approach to fast follow "My Mammy." Well arranged by Herb Bernstein. Flip: "When the Summer Is Through" (Bright Tunes, BMI). B. T. Puppy 532

EASYBEATS—FALLING OFF THE EDGE OF THE WORLD (Prod. Albert Prod.) (Writers: Vanda-Young) (Miller, ASCAP)—This powerhouse rocker should put the group back in the "Friday On My Mind" selling bag. Pulsating beat builds into a top production of the well written ballad material. Flip: "Remember Sam" (Miller, ASCAP). United Artists 50206

***AL MARTINO—MORE THAN THE EYE CAN SEE** (Prod. Tom Morgan & Marvin Holtzman) (Writers: Crewe-Weiss) (Saturday, BMI)—Penned by Bob Crewe and Larry Weiss, this soft rocking ballad should prove to be one of Martino's most commercial items to date. Fits all programming with more sales potential than his successful "Mary in the Morning." Flip: "Red is Red" (Pamco, BMI). Capitol 5989

SAM THE SHAM & THE PHARAOHS—BANNED IN BOSTON (Prod. Jimmy (Wiz) Wisner) (Writer: Morier) (Akbetal, BMI)—Hard driving discotheque winner with wailing Sam vocal workout has all the earmarks of a fast, solid hit. One of the group's strongest sales items in some time. Flip: "Money's My Problem" (Cockade, ASCAP). MGM 13803

GENE PITNEY—SOMETHING'S GOTTEN HOLD OF MY HEART (Prod. Stanley Kahan) (Writers: Cook-Greenway) (Maribus, BMI) — This should prove the one to bring Pitney back to the charts with impact. Driving arrangement lends strong support to Pitney's emotional and soulful ballad reading. Well produced and performed. Flip: "Building Up My Dream World" (Catalogue, BMI). Musicor 1252

***SERGIO MENDES & BRASIL '66—THE FROG** (Writer: Doanto) (Rodra, BMI)—Exciting Latin item with all the sales and programming potential of their "Mas Que Nada" hit of the past. For all programming formats, this one should hit with impact. Flip: "Watch What Happens" (South Mountain, BMI). A&M 872

TOMMY BOYCE & BOBBY HART—SOMETIMES SHE'S A LITTLE GIRL (Prod. Boyce & Hart) (Writers: Boyce-Hart) (Screen Gems-Columbia, BMI)—Having hit initially with "Out and About," the clever duo offers a sales topper in this well thought out original backed by a good dance beat. Should prove a top item. Flip: "Love Every Day" (Screen Gems-Columbia, BMI). A&M 874

STONE COUNTRY—TIME ISN'T THERE (Any-more) (Prod. Rick Jarrard) (Writers: Barry-Brooks) (Stontry, BMI)—Impressive new sextet loaded with sales potential. Folk-rocker, well-written, should fast establish the smooth blended group as top chart contenders. Flip: "Life Stands Daring Me" (Stontry, BMI). RCA Victor 9301

***ENGLEBERT HUMPERDINCK—THE LAST WALTZ** (Prod. Peter Sullivan) (Writers: Reed-Mason) (Donna Ltd., ASCAP)—Jazz waltz, country flavor and Humperdinck has the hot chart potential to follow his "Release Me" and "There Goes My Everything" hits. This plaintive ballad, well performed, should keep his string of hits on the upward path. Flip: "That Promise" (Duchess, BMI). Parrot 40019

ST. GEORGE & TANA—EVERYDAY (Prod. Huey Meaux) (Writers: Hardin-Petty) (Peer Int'l, BMI)—The Buddy Holly smash of the 50's is brought up to date via this easy-rock versions by the smoothly blended duo, and could easily prove to be the one to bring them top honors of the Hot 100. The Huey Meaux production is tops. Flip: "Big Daddy Blues" (Teutonic/Ashland, BMI). Kapp 852

CHART Spotlights—Predicted to reach the HOT 100 Chart

BLADES OF GRASS—Just Another Face (S&J, ASCAP). JUBILEE 5590
BOBBY HEBB—Bound By Love (Press, BMI)—Everything Is Coming Up Roses (Press, BMI). PHILIPS 40482
SAGITTARIUS—Hotel Indiscreet (Stone Canyon, BMI). COLUMBIA 44289
TOMMY LEONETTI—You Knew About Her All the Time (Northern, ASCAP). COLUMBIA 44267
SAMMY DAVIS JR.—Something in Your Smile (Hastings, BMI). REPRISE 0621
POWER PLANT—I Can't Happen Without You (Smooth/Noma, BMI). DIAMOND 229
JACKIE TRENT—Your Love Is Everywhere (Northern, ASCAP). WARNER BROS. 7070
BLUES PROJECT—Gentle Dreams (Blues Projections, BMI). VERVE FORECAST 5063
GLENN YARBROUGH—Honey and Wine (Screen Gems-Columbia, BMI). RCA VICTOR 9309
EDDIE FISHER—There's a World Full of Girls (Eden, BMI). RCA VICTOR 9311
MIKE DOUGLAS—Father of the Bride (Jewel, ASCAP). EPIC 10223
ANTHONY NEWLEY—Something in Your Smile (Hastings, BMI). RCA VICTOR 9310
LENNY WELCH—Coronet Blue (Chappell, ASCAP). KAPP 854
PEGGY LEE—I Feel It (Almo, ASCAP). CAPITOL 5988
ALAN PRICE SET—The House That Jack Built (rice, BMI). PARROT 3013
BLUE THINGS—Yes, My Friend (Music City, ASCAP). RCA VICTOR 9308
THE MAUDS—When Something Is Wrong (With My Baby) (East, BMI). MERCURY 72720
MILLS BROTHERS—Fortuosity (Wonderland, BMI). DOT 17041

GOLDEN BOUGH—EVERYBODY'S GOTTA BE SOMEPLACE (Prod. Golden Bough Prod. Ltd.) (Golden Bough, ASCAP)—Excitement filled production has what it takes to make the new group blast onto the charts. Strong rock material, smooth vocal work and solid dance beat. Flip: "25¢" (Golden Bough, ASCAP). A&M 868

GENE & TOMMY—Richard and Me (Pamco, BMI). ABC 10981
KIM WESTON—That's Groovy (Milkim, BMI). MGM 13804
WE THE PEOPLE—Follow Me Back to Louisville (Kavel, BMI). RCA VICTOR 9292
JIMMIE RODGERS—Time (Edmark, BMI). DOT 17040
BENNY LATIMORE—There She Is (Roosevelt, BMI). DADE 2014
PATTI & THE EMBLEMS—All My Tomorrows Are Gone (Double Diamond, BMI). KAPP 850
JOHNNY CASWELL—Faces (Double Diamond, BMI). LUV 250
THE FABULOUS PACK—Wide Trackin' (Ann Arbor, BMI). LUCKY ELEVEN 007
THE TINGLING MOTHER'S CIRCUS—Face In My Mind (Kama Sutra, BMI). ROULETTE 4758
YOUNG AMERICANS—Beautiful, Beautiful World (Sunbeam, BMI). ABC 10977
DOC SEVERINSEN—One Step Above (Helios, BMI). COMMAND 4101
THE LONESOME RHODES—The Delight of My Day (Crestmoor, BMI). RCA VICTOR 9305
THE STATE OF MICKY & TOMMY—With Love From 1:00 to 5:00 (MRC, BMI). MERCURY 72712
YOUNGER GENERATION SYMPHONIA—Society's Child (Dialogue, BMI). MR. G 803
THE UNFORSCENE—Little Toy (Invador/Mirby, BMI). SIDEWALK 926
WAYNE CARSON—Rainmaker (Earl Barton Music, BMI). MGM 13772
CHALLENGERS—The Water Country (Almo, ASCAP). GNP CRESCENDO 396
THE STORYBOOK PEOPLE—Do You Believe (Irving, BMI). DUNHILL 4100
TERI THORNTON—Where Was I? (Joy, BMI). MOTHERS RECORDS & THE SNARF COMPANY 1000

COUNTRY SPOTLIGHTS

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

SONNY JAMES—IT'S THE LITTLE THINGS (Writer: Duff) (Marson, BMI)—In his string of No. 1 hits, James can't miss again with this beautiful Arlie Duff ballad material. Another fine vocal performance with strong lyric content. Flip: "Don't Cut Timber on a Windy Day" (Marson, BMI). Capitol 5987

STONEWALL JACKSON—THIS WORLD HOLDS NOTHING (Since You're Gone) (Prod. Frank Jones) (Writers: Schneider-Southall) (Cedarwood, BMI)—Following up his "Promises and Hearts" hit, Jackson offers a beautiful reading of a compelling new country ballad destined for the top of the country charts. Flip: "Almost Hear the Blues" (Turp Tunes, BMI). Columbia 44283

DICK CURLESS—BIG FOOT (Prod. Charlie Williams) (Writer: Ripley) (Blue Book, BMI)—Curless has a sure-fire winner in this exciting rhythm item, which he handles perfectly. Good material and strong arrangement make this one of his most powerful entries to date. Flip: "Tornado Tillie" (Blue Book, BMI). Tower 362

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

VERNON OXFORD—Little Sister Throw Your Red Shoes Away (Southtown, BMI). RCA VICTOR 9306
MERLE KILGORE—Fast Talking Louisiana Man (Gallico, BMI). COLUMBIA 44279
KAY ADAMS—I Let a Stranger (Buy the Wine) (Central Songs, BMI). TOWER 360
JIMMY DICKENS—They're Gonna Have Me Committed (Tree, BMI). DECCA 32187
JUDY LYNN—Walk On Me (Glad, BMI). MUSICOR 1266
HAYDON THOMPSON—If It's Alright (Scarlo, BMI). BRAVE 1015
ANITA CARTER—Love Me Now (While I Am Living) (Wilderness, BMI). RCA VICTOR 9307
ABE MULKEY—Lighter Shade of Blue (Gallico, BMI). EPIC 10214
CUTIS WAYNE—Find Out What's Happening (Champion, BMI). K-ARK 756
DON ADAMS—Tear Talk (Five Sisters, BMI). JACK O' DIAMONDS 1004
BILLY GRAMMER—Mabel (You Have Been a Friend to Me) (Newkeys, BMI). RICE 5025
LINDY LEIGH—I Ain't Impressed (Surefire, BMI). AVENUE SOUTH 501
THE GOSDIN BROTHERS—Hangin' On (Garpax-Alanbo, BMI). BAKERSFIELD INTERNATIONAL 1002
EDDY STONE—Crazy Now About You (Coosa Valley, BMI). MYM 1001
RAYBURN ANTHONY—There'll Be Many Tomorrows (Before I Forget Yesterday) (Combine, BMI). MONUMENT 1023

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

R&B SPOTLIGHTS

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

NO R&B SPOTLIGHTS THIS WEEK

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

KINGPINS—Ode to Billie Joe (Shayne, ASCAP). ATCO 6516
PAUL KELLY—If This Old House Could Talk (Tree, BMI). PHILIPS 40480
CLIFFORD CURRY—East, West, North or South (Russell-Cason, ASCAP). ELF 90,006
CLARENCE CARTER—She Ain't Gonna Do Right (Fame, BMI). FAME 1016
WILLIE MITCHELL—Ooh Baby, You Turn Me On (Jec, BMI). HI 2132
THE CREATIONS—Foot Steps (MicWil, BMI). ZODIAC 21005
SPENCER WIGGINS—The Power of a Woman (Rise-Aim, BMI). GOLDWAX 330
KENNY SMITH—Night Beat (Peggylou, BMI). FRATERNITY 993
THE TRIUMPHS—I'm Coming to Your Rescue (Nelchell/Dear Tyger, BMI). OKEM 7291
HARMONICA FATS—The Birds and the Bees (Pattern, ASCAP). IN-SOUND 401

THE SEAGULLS—Death of a Clown (Noma/Hi-Count, BMI). DATE 1573
SOULFUL BOWFUL—For All That I Am (Bright Tunes, BMI). 20th CENTURY-FOX 6688
KRIS KRISTOFFERSON—Golden Idol (Buckhorn, BMI). EPIC 10225
SOT WEED FACTOR—Bald Headed Woman (Trush, BMI). ORIGINAL SOUND 76
YOUNGFOLK—Mary Said (Hot Shot, BMI). DOUBLE SHOT 117
TRISTEN SCHELL—Sunday Kind of Feelin' (Kama Sutra, BMI). CORAL 62537
THE TERRY'S—Stay Away From Brenda (DeSiard/McCoy, BMI). GOLDWAX 325
JIMMY ROMA—Paint It Black (Gideon, BMI). KAYDEN 409
SWAMP RATS—It's Not Easy (Gideon, BMI). CO & CE 245
STEFF SULKE—Oh, What a Lovely Day (Tree, BMI). DIAL 4062
MARTINI'S—Hung Over (Roubraton-Kesax, BMI). BAR 101
KIKI DEE—I (Saturday, BMI). LIBERTY 55994
THE HELLO PEOPLE—Let's Go Hide in the Forest (Meager, BMI). PHILIPS 40481
HUMAN BEINGS—Nobody But Me (Wemar, BMI). CAPITOL 5990

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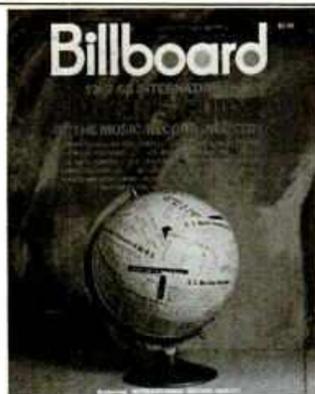


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Billboard TOP 40

EASY LISTENING

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

THIS WEEK	WEEKS ON CHART			TITLE	Artist, Label & Number	WEEKS ON CHART
	1	2	3			
1	1	9	14	THE WORLD WE KNEW	Frank Sinatra, Reprise 0610 (Roosevelt, BMI)	5
2	2	2	3	MORE AND MORE	Andy Williams, Columbia 44202 (Sunbeam, BMI)	10
3	4	10	11	TIMELESS LOVE	Ed Ames, RCA Victor 9255 (Gypsy Boy/T.M., BMI)	6
4	7	13	17	STOUT-HEARTED MEN	Barbra Streisand, Columbia 44225 (Harms, ASCAP)	6
5	6	6	7	IN THE BACK OF MY HEART	Jerry Vale, Columbia 44185 (Folst, ASCAP)	9
6	3	1	1	IN THE CHAPEL IN THE MOONLIGHT	Dean Martin, Reprise 0601 (Shapiro-Bernstein, ASCAP)	9
7	8	8	10	LOVER'S ROULETTE	Mel Torme, Columbia 44180 (Peer Int'l, BMI)	7
8	5	4	6	BRAMBLE BUSH	Trini Lopez, Reprise 1596 (Folst, ASCAP)	10
9	9	7	4	THE HAPPENING	Herb Alpert & the Tijuana Brass, A&M 860 (Jobete, BMI)	9
10	10	5	5	YOU ONLY LIVE TWICE	Nancy Sinatra, Reprise 0595 (Unart, BMI)	12
11	11	23	23	I LOOKED BACK	Perry Como, RCA Victor (Music, Music, Music, ASCAP)	5
12	14	28	28	IT MAKES NO DIFFERENCE	Vic Damone, RCA Victor 9250 (Roosevelt, BMI)	5
13	17	17	15	THERE MUST BE A WAY	Jimmy Roselli, United Artists 50179 (Lauri, ASCAP)	10
14	19	24	29	IT MUST BE HIM	Vikki Carr, Liberty 55986 (ASA, ASCAP)	5
15	16	35	—	LITTLE OLD WINE DRINKER ME	Dean Martin, Reprise 0608 (Moss-Rose, BMI)	3
16	12	19	19	MY HEART CRIES FOR YOU	Connie Francis, MGM 13773 (Massey, ASCAP)	8
17	18	21	27	YELLOW DAYS	Percy Faith, Columbia 44166 (Marks, BMI)	6
18	22	29	35	TURN THE WORLD AROUND	Eddy Arnold, RCA Victor 9245 (Fingerlake, BMI)	4
19	15	15	16	WONDERFUL SEASON OF SUMMER	Ray Conniff Singers, Columbia 44192 (GII, BMI)	9
20	20	26	32	ANYTHING GOES	Harpers Bizarre, Warner Bros. 7063 (Harms, ASCAP)	4
21	13	11	8	YOU WANTED SOMEONE TO PLAY WITH	Frankie Laine, ABC 10946 (Morris, ASCAP)	11
22	31	31	40	BON SOIRE DAME	Sandpipers, A&M 861 (Metric, BMI)	4
23	33	34	—	OUR SONG	Jack Jones, Kapp 846 (Maclean, BMI)	3
24	24	16	18	SAME OLD YOU	Patti Page, Columbia 44155 (Red Balloon, BMI)	14
25	38	—	—	BORN DUEY	King Richard's Flougel Knights, MTA 131 (Jaywalk, SESAC)	2
26	29	33	37	LAURA (What's He Got That I Ain't Got?)	Frankie Laine, ABC 10967 (Gallico, BMI)	3
27	30	30	33	MOONLIGHT BRINGS MEMORIES	Ray Conniff Singers, Columbia 44192 (Tobey, ASCAP)	5
28	28	22	22	WHAT TO DO	Matt Monro, Capitol 5947 (Levine, ASCAP)	6
29	32	32	31	SUMMER SONG	Doodletown Pipers, Epic 10200 (Unart, BMI)	5
30	—	—	—	I'M STILL NOT THROUGH MISSING YOU	Andy Russell, Capitol 5971 (Greenbar, ASCAP)	1
31	—	—	—	I CAN'T HELP REMEMBERING YOU	Anita Kerr Singers, Warner Bros. 7045 (Roosevelt, BMI)	1
32	35	—	—	WINDOWS OF THE WORLD	Dionne Warwick, Scepter 12196 (Jac/Blue Seas, ASCAP)	2
33	—	—	—	A BANDA	Herb Alpert & the Tijuana Brass, A&M 870 (Irving, BMI)	1
34	—	—	—	FOR ONCE IN MY LIFE	Tony Bennett, Columbia 44258 (Stein & Van Stock, ASCAP)	1
35	—	—	—	THE CAT IN THE WINDOW	Petula Clark, Warner Bros. 7073 (Chardon, BMI)	1
36	36	37	—	GOOD DAY SUNSHINE	Claudine Longet, A&M 864 (Maclean, BMI)	3
37	40	—	—	ODE TO BILLIE JOE	Bobbie Gentry, Capitol 5950 (Shayne, ASCAP)	2
38	—	—	—	I HAVE LOVED ME A MAN	Morgana King, Reprise 0604 (Colgems, ASCAP)	1
39	39	40	—	TALK	Bert Kaempfert, Decca 32159 (Roosevelt, BMI)	3
40	—	—	—	DON'T TALK TO ME	Johnny Mathis, Columbia 44266 (Roosevelt-AMRA for GEMA, BMI)	1

THOROUGHLY MODERN MILLS

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 The Vogues(CO&CE)

SERENATA
 Joe Harnell(Columbia)

THIS TIME LONG AGO
 Guess Who(Fontana)

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 De Angelis Singers.....(ABC)
 Jimmy Roselli(UA LP)

HOW LONG
 Bill Smith(Talmu)

STAR DUST
 Mel Carter(Liberty)

FRENTE A PALACIO
 Al Caiola(UA LP)

MY SUMMER LOVE
 Nina & Frederik(Atco)

WHEN BANANA SKINS ARE FALLING
 Tony Randall(Mercury LP)

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 Jamie & J. Silvia Singers..(ABC LP)
 Peter & Gordon(Capitol LP)

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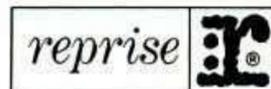
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Table with columns: Wks. on Chart, Wks. Ago, Wks. Ago, Wks. Ago, TITLE, Artist (Producer), Label & Number, Weeks of Chart

Main chart listing songs 1-32 with their chart positions and artists.

Main chart listing songs 33-66 with their chart positions and artists.

Main chart listing songs 67-100 with their chart positions and artists.

HOT 100—A TO Z—(Publisher-Licenses)

BUBBLING UNDER THE HOT 100

Table listing songs A-Z from A Bands to Hypnotized.

Table listing songs I-Z from I Can't Stay Away from You to Pleasant Valley Sunday.

Table listing songs P-Z from Put Your Mind at Ease to Zip Code.

Table listing songs 101-135 from 101. JUST ONCE IN A LIFETIME to 135. BEG, BORROW & STEAL.



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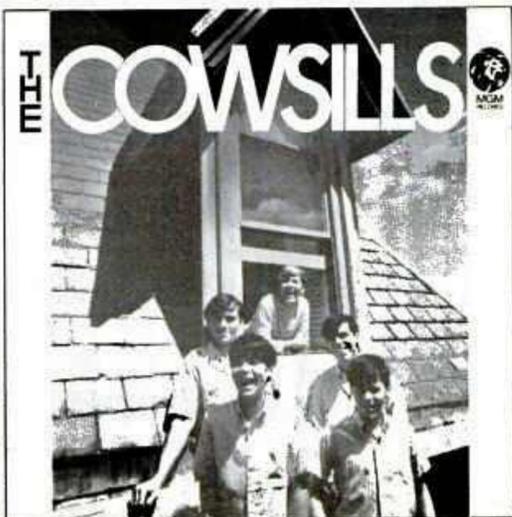
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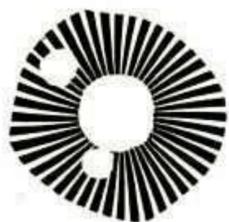
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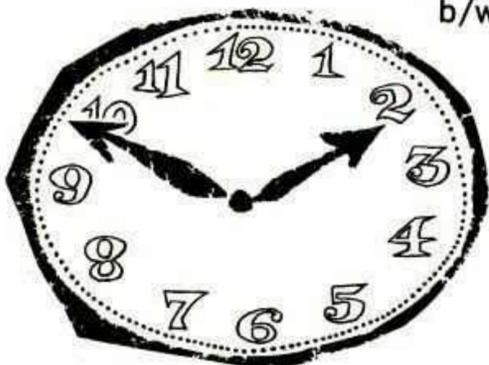


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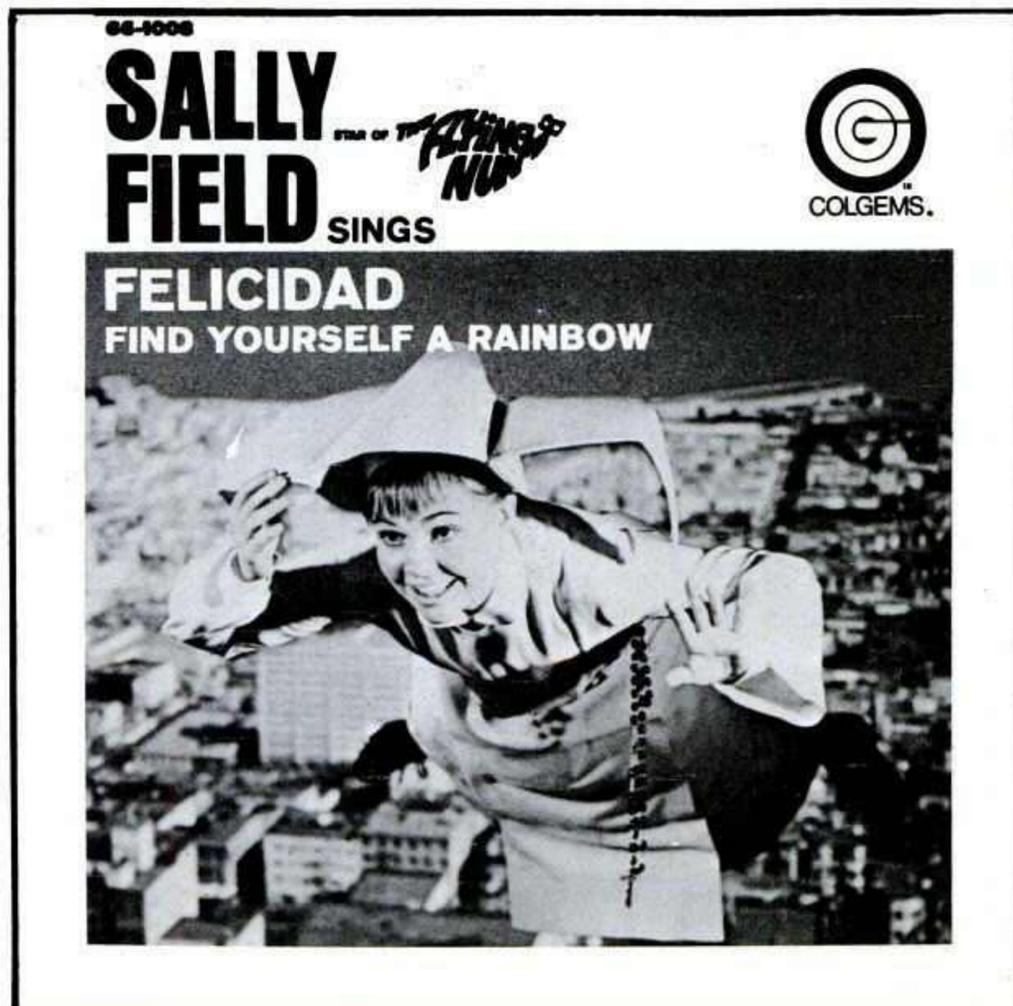
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Table of Top 100 records, columns: Rank, Title-Artist, Label & No., Wks. on Chart. Includes entries like SGT. PEPPER'S LONELY HEARTS CLUB BAND, HEADQUARTERS, FLOWERS, THE DOORS, SURREALISTIC PILLOW, GROOVIN', RELEASE ME, WITH A LOT O' SOUL, INSIGHT OUT, ARETHA ARRIVES, I NEVER LOVED A MAN THE WAY I LOVE YOU, REACH OUT, REVENGE, SOUNDS LIKE, BORN FREE, DR. ZHIVAGO, THE SOUND OF MUSIC, MORE OF THE MONKEES, UP, UP AND AWAY, HERE WHERE THERE IS LOVE, THE SUPER-HITS, A MAN AND A WOMAN, CLAUDINE, THE TEMPTATIONS GREATEST HITS, THE BEST OF SONNY & CHER, THE HOLLIES GREATEST HITS, THE BEST OF THE LOVIN' SPOONFUL, YOU ONLY LIVE TWICE, MOBY GRAPE, PAUL REVERE & THE RAIDERS GREATEST HITS, JANIS IAN, THAT'S LOU, OTIS REDDING LIVE IN EUROPE, THE MONKEES, WHIPPED CREAM & OTHER DELIGHTS, BOB DYLAN'S GREATEST HITS, TEMPTATIONS LIVE!, MAMA'S AND THE PAPA'S DELIVER, PETER, PAUL & MARY ALBUM 1700, BILL COSBY SINGS/SILVER THROAT, HIP-HUG-BER, FRANKIE VALLI SOLO, EVOLUTION, THE SUPREMES SING RODGERS & HART, WELCOME TO MY WORLD, THESE ARE MY SONGS, SERGIO MENDES & BRASIL '66, GOING PLACES, THOROUGHLY MODERN MILLIE, ELECTRIC MUSIC FOR THE MIND AND BODY.

Table of Top 100 records, columns: Rank, Title-Artist, Label & No., Wks. on Chart. Includes entries like WE CAN FLY/UP, UP AND AWAY, JAMES BROWN LIVE AT THE GARDEN, ABSOLUTELY FREE, S.R.O., THE BEST OF THE BEACH BOYS, VOL. 2, BILL COSBY IS A VERY FUNNY FELLOW, RIGHT?, THE YARDBIRDS GREATEST HITS, REWIND, THE WILD ANGELS, COLLECTIONS, THE SOUND OF WILSON PICKETT, THIS IS MY SONG, THE SEA, MY CUP RUNNETH OVER, WONDERFULNESS, EQUINOX, WHAT NOW MY LOVE, DADDY'S LITTLE GIRL, BYRDS GREATEST HITS, THE LONELY BULL, TOO MUCH, WHY IS THERE AIR?, THE BEST OF THE ANIMALS, SPRING!, MAN OF LA MANCHA, LISTEN, THERE'S A KIND OF HUSH ALL OVER THE WORLD, KING & QUEEN, I STARTED OUT AS A CHILD, IF YOU CAN BELIEVE YOUR EYES AND EARS, COUNTRY, MY WAY, BORN FREE, JOHNNY CASH'S GREATEST HITS, VOL. 1, SOMEWHERE MY LOVE, FIDDLER ON THE ROOF, THE BEST OF EDDY ARNOLD, LET'S LIVE FOR TODAY, THAT'S LIFE, LITTLE GAMES, FRANCIS ALBERT SINATRA/ANTONIO CARLOS JOBIM, THE BEE GEES' FIRST, THE MAGNIFICENT MEN "LIVE!", FUTURE, JOAN, TIME & CHARGES, SOUTH OF THE BORDER, I'LL TAKE CARE OF YOUR CARES, BACK TO BACK, DOUBLE TROUBLE, ARE YOU EXPERIENCED.

Table of Top 100 records, columns: Rank, Title-Artist, Label & No., Wks. on Chart. Includes entries like LUSH LIFE, HAPPINESS IS DEAN MARTIN, TIME, TIME, THE BEST OF THE SEEKERS, RHAPSODIES FOR YOUNG LOVERS, VOL. 2, LEONARD NIMOY PRESENTS MR. SPOCK'S MUSIC FROM OUTER SPACE, THE BEST OF THE BEACH BOYS, VOL. I, CALIFORNIA DREAMING, SUPREMES A' GO GO, DANNY BOY, HAPPY TOGETHER, HOW GREAT THOU ART, BIG SWING FACE, JUST FOR NOW, LET'S FALL IN LOVE, PARSLEY, SAGE, ROSEMARY AND THYME, BETWEEN THE BUTTONS, NEW GOLD HITS, FOUR TOPS LIVE!, SECOND GOLD VAULT OF HITS, REVOLUTION!, THE GRATEFUL DEAD, HEADS UP!, GOOD TIMES, A MAN AND HIS SOUL, BIG HITS (High Tide and Green Grass), LADY, THE MAMAS AND THE PAPAS, LOU RAWLS LIVE, CANNED HEAT, I'M A MAN, MAME, GREATEST HITS OF ALL TIMES, RHAPSODIES FOR YOUNG LOVERS, THE BEST OF HERMAN'S HERMITS, CASINO ROYALE, TINY BUBBLES, BORN FREE, GOT LIVE IF YOU WANT IT, ARETHA FRANKLIN'S GREATEST HITS, BOOTS WITH STRINGS, THE KINKS GREATEST HITS, REVOLVER, IN CASE YOU'RE IN LOVE, STRANGERS IN THE NIGHT, WESTERN UNION, YOUNG RASCALS, ROGER, COWBOYS & COLORED PEOPLE, STAX/VOLT REVIEW LIVE IN LONDON, VOL. I.

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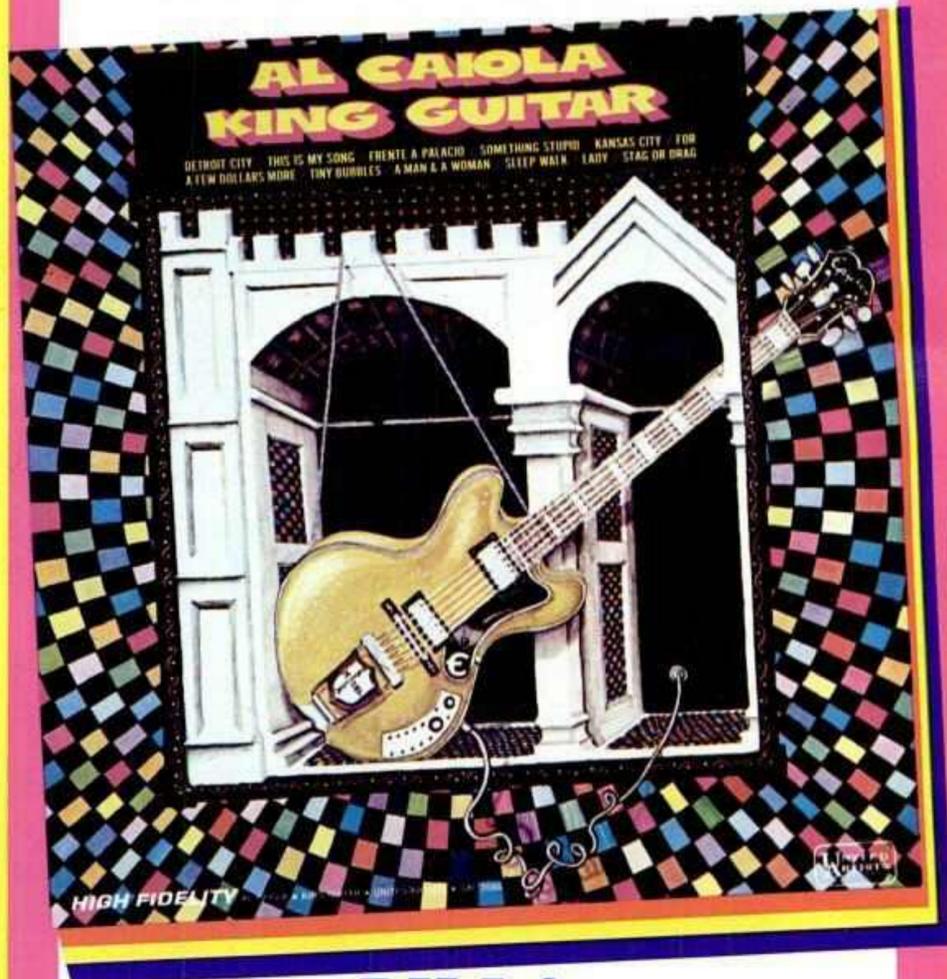
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| 6. Golden Guitar & Manhattan Strings | 3240/6240 |
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| 11. Tuff Guitar Tijuana Style | 3473/6473 |
| 12. The Magnificent Seven | 3133/6133 |
| 13. Tuff Guitar English Style | 3454/6454 |
| 14. Solid Gold Guitar Goes Hawaiian | 3418/6418 |
| 15. Caiola Romantico | 3257/6527 |

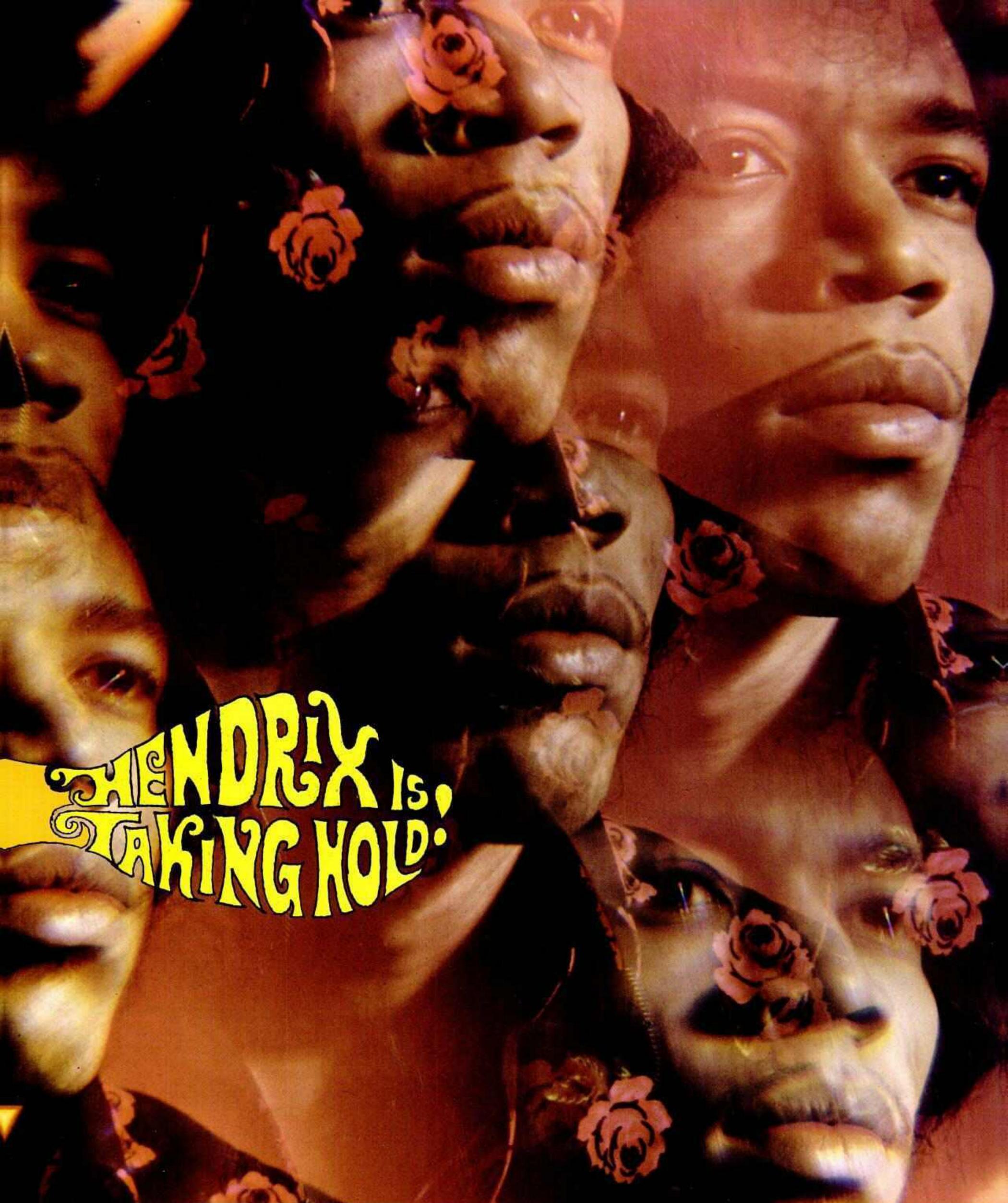
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Talent

Lounge Job Mecca: Vincent

By ELIOT TIEGEL

LOS ANGELES — The lounge act business is the largest employment segment of show business, according to Bob Vincent, one of three partners in five-month-old Mus-Art Corp., which specializes in developing artists for lounges around the world.

Since being formed, the company has picked up 45 clients in the music field.

Vincent feels that the entertainment industry has an outdated image of the lounge business. "Most people can only talk about the name lounge acts and are thoroughly unaware of the thousands of new, young

artists who work lounges around the country. "This is where the new stars of tomorrow, the Frank Sinatras are going to come from, but talent buyers have a bad association of the word lounge. They still think of lounges as bars. . . . There are locations around the country which have spent considerable amounts of money in building large rooms with excellent stage facilities."

Mus-Art is geared to work with artists in the \$1,760-\$2,500 range. A former agent with Chicago's Mutual Entertainment Agency for 12 years and the talent co-ordinator at Harrah's in Reno and Tahoe for three years, Vincent is in part-

nership with George Soares of Las Vegas and Charley Trender, formerly with Associated Booking Corp. nine years. Soares previously ran a booking agency, Bel-Ar Artists.

Vincent explained that the greatest hunger for lounge acts is in Nevada along the Silver Circuit (Lake Tahoe-Reno-Las Vegas), but said the Ilikai in Honolulu, the Regency Hyatt House in Atlanta, the LA Statler Hilton, the Holiday Inn chain in the East and locations in Memphis, Chicago, Seattle, Tacoma, New York and San Francisco, are active in the lounge business.

Lounge groups have grown from trios to six-piece bands to accommodate the growth of the rooms themselves. Vincent found that more and more of the new acts are turning to a big beat sound, which is the kind of material which draws record company attention. In addition to a solid musical base, a good lounge act has to infuse visual comedy into its presentation, he said, adding that lone performer has no chance of breaking into show business in a lounge; he needs an instrumental group backing him. Vincent believes in breaking up mediocre groups to cull the strongest performers into cohesive units with potential.

Fisher Takes Familiar Route in Palace Show

NEW YORK—Eddie Fisher, still looking boyish, opened at the Palace on Monday (28) and relied on his familiar stylings to win over a packed house. Although the voice lacked much of its former luster and evenness, Fisher consistently went for the big ending, which has been characteristic of his singing from the start.

A familiar leftover from his Winter Garden stint here several years back was an Al Jolson medley, which came over well. About the only song Fisher sang softly, throughout was "Cold," which was his most effective selection. His recent RCA Victor hit, "Games That Lovers Play," also was handled well, but he seemed uncomfortable with "People Like You," another recent hit.

"The Impossible Dream" turned up no less than three times, as a regular part of the program, as a closing to Fisher's half of the show and as a final duet with comic Buddy Hackett, with whom Fisher is sharing the bill during a six-week run. The pair will alternate opening and closing segments.

"Mame," the most extended number, was well handled by Fisher as was "Do Re Mi," which he did as a duet with Eddie Samuels, his long-time

piano accompanist. Colin Romoff led the backup orchestra. The evening with Fisher's nostalgia and Hackett's humor, often off-color, was more like a nightclub act turned legit than a Broadway offering, but the enthusiastic fans of the two artists should help carry the show.

FRED KIRBY

The Spencer Davis Group Plays It Straight and True

WESTBURY, N. Y.—The Spencer Davis Group's performance here on Monday (28) at the summer music festival proved that a good rock group doesn't need message songs to maintain its widespread popularity.

The United Artists' group, while performing in a highly informal manner, dished out a set of sophisticated blues-type rock, which contrary to their rock album cuts, bordered on jazz. Drummer Pete York must be given much of the credit for the group's polished sound. With Eddie Hardin accompanying him on organ, York's highly talented abilities shone on his jazz-oriented drum solo of "Norwegian Wood," a Lennon-McCartney song.

Hardin is one of the group's

new performers. He and Phil Sawyer recently joined Davis and York as two other members of the original quartet went their separate ways. Sawyer, who replaced Stevie Winwood as the lead vocalist, did a fine job of retaining the blues sound with which the group has scored on the pop and r&b charts.

Davis also displayed himself as a first-rate talent with a slow, but powerful blues number, "Sittin' and Thinkin'." He accompanied himself on harmonica. And one of the group's standout numbers was a blues rocking rendition of "Mercy, Mercy, Mercy." Aside from York's drum solo, the group's hits, "Gimme Some Lovin'," "I'm a Man" and their current "Time Seller," received the biggest applause. HANK FOX

Previn and Price Team On Pop LP; More Set

LOS ANGELES — Pianist-conductor Andre Previn and soprano Leontyne Price, having completed an album of pop music, plan two more LP's, one of Mozart arias and another with pop material, all for RCA Victor Red Seal. The first pop set will be released in November.

On the Mozart disk, Previn, new music director of the Houston Symphony, said, "We'll either record them in Rome or London later this year."

Dick Mohr produced the first disk at Victor's Hollywood studios, the first time Miss Price had recorded here.

The first album has Miss Price singing to a 44-piece

string orchestra with four French horns, a 40-piece string orchestra with one horn and one trombone, and a jazz trio consisting of Previn, Ray Brown on bass and Shelly Manne on drums. The last had the three jazzmen improvising around the vocalist. Mohr explained, "This is not an opera singer's version of a pop album," but a pops classic project.

Previn, bringing a classical sound to the pop tunes, said, "The arrangements have to be symphonically figured out. My great luxury is that she (Miss Price) hears so perfectly; is so immensely trained. I wrote modulations, key changes that



NEW TEAM: Andy Williams and producer Nick DeCaro, left, meet in Los Angeles, following the vocalist's Greek Theatre opening. Sign signifies the disk which DeCaro produced.

Stairsteps Fancy in Footwork & Singing

NEW YORK — The Five Stairsteps, Windy C artists, did some fancy stepping and some even fancier vocalizing Saturday (26) at Trude Heller's Trik. The family quintet (and father sits in on guitar in the band) presented a pop sound rather than r&b, but added a spice of soul on a tune like "Ooh Baby, Baby" that's honestly enjoyable.

For a change of pace, one of the younger kids provided a touch of humor with a tune called "Danger Stranger" sung in the voice of a two-year-old. Lead singer Clarence Burton Jr., capable of putting a quiver to his voice, was outstanding on "Come Back to Me."

It was virtually a full night of soul at the popular Broadway ballroom. Chuck Connors and the Foundations socked it to the audience with "Knock on Wood" and "Love Is a Hurtin' Thing." Then surpassed even

those excellent performances with a soul-packed "Yesterday."

Rocky and His Friends earlier dished out some good rocking soul for dancing, followed by a set by Chuck Connors, then a return set by Rocky and His Friends—several hours of continuous dancing—and performed by top groups. One of the rousing numbers of Rocky and His Friends was "James Brown's Boogaloo." Frankie Crocker, of WWRL, New York r&b radio station, exceed the events. CLAUDE HALL

Rain \$ Damper At Hills, Park

NEW YORK — Rain until show time failed to prevent a capacity audience for Steve Lawrence and Eydie Gorme at the Forest Hills Stadium on Saturday (23), but a constant downpour sharply cut into the Central Park crowd for Herb Alpert & the Tijuana Brass on Sunday (24).

The Forest Hills crowd of 14,174 produced a \$17,141 gross. Jackie Mason and the Everly Brothers also were on the bill. The crowd estimate for Alpert ranged from 5-10,000. Lawrence and Miss Gorme, who will appear on the "Ed Sullivan Show" on Sunday (17), will appear on Broadway next season in "Golden Rainbow."

would have thrown any number of pop singers. In comparison to the things she usually sings, this is child's play."

Miss Price noted, "When I give parties these are the songs I like to monkey around with at the piano. Please remember, I'm not trying to be a blues singer. I'm not removing myself from my real medium. Opera is my first love."

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RALLY TO BOW LEAGUE DRIVE

NEW YORK—A giant Madison Square Garden rally will kick off the nationwide campaign of the American Italian Anti-Defamation League, Inc. on Oct. 19. In addition to Frank Sinatra, national chairman of the league, the bill will include Dean Martin, Sammy Davis Jr., Connie Francis, Barbara McNair, Richard Conte, Sergio Mendes and Brasil '66, Pat Henry and Jerry Vale.

Martha & Vandellas Swing at Chicago Gig

CHICAGO—Martha and the Vandellas opened to a near capacity crowd here at the Whiskey-A-Go-Go in spite of a new price policy on name r&b talent. The recently re-opened club has a \$3.50 cover regularly and a \$5 price on week-ends.

Bunky Greene Chess and his house band, along with a couple of Martha's men, warmed up the audience with some up-tempo blues and a swingly, happy interpretation of "Watermelon Man." But it was the Gordy artists who excited the crowd.

In silver, tight-fitting sequined dresses, Martha, her sister Lois who replaced Bettye about four weeks ago, and Rosalind Ashford swing into "I'm Ready For Love," "Call Me," and an exciting personal version of "That's Life," in

which they answered theoretical questions about themselves.

Martha, hoarse from a rugged gig in Atlantic City, turned that problem into an asset on her opening numbers by using it as a breathless, torchy sound. Martha and the Vandellas offered a lot of that simple but grabbing r&b choreography and the old blues-gospel vocal devices.

Owner Len Feldman, a booster of blues music, sees difficulties because so much money is needed to book top r&b acts. "The acts run \$7,000 to \$9,000 a week—a ridiculous price," he said. "And that's not including the back-up bands. Too, all acts don't draw well." Stevie Wonder did big business for the club's opening two months ago, however.

PAT TERRY

Bitter End to Be a Sweet TV Starting Oct. 15

By CHARLES BARRETT

NEW YORK — Fred Weintraub's Bitter End Club will become the target of a syndicated, 26-week television show starting Oct. 15. The television series will be called "The Bitter End."

The half-hour program will be comprised of established and new talent who have performed

at the club and will have interviews with air and music personalities with Weintraub as host and interviewer.

The show will be produced by Bob Kline of Canaan Productions, New York. Two acts will be presented in each show with talent such as Odetta, Neil Diamond, Van Morrison, and a long-time comedy team at The Bitter End, the Pickle Brothers,

Signings

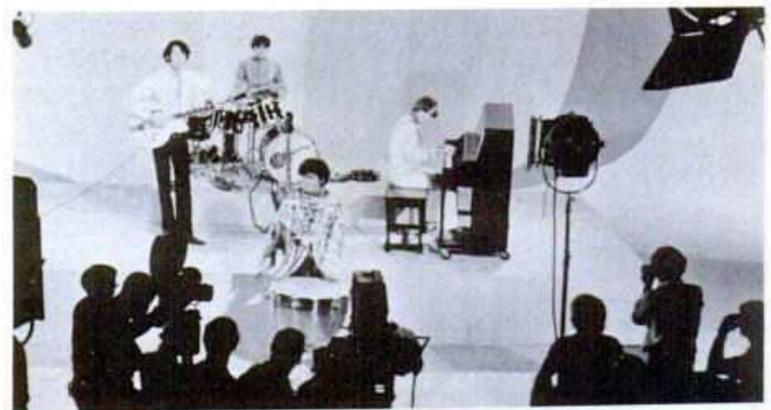
Singer-composer Arlo Guthrie, the son of Woody Guthrie, signed with Reprise Records. . . . Lauri Paris to Invincible. Also joining Invincible are the Intimates, whose first single will be "Mr. Cupid" and "Don't Call on Me." . . . The Pickle Brothers have been inked by Brothers Records by Fredona Management. . . . Yaphet Kotto, who signed with Chisa, will debut with an original talk album, "The Almanac of Enoch Shadobee." . . . The Same to Barrington Records. . . . The Four Freshmen, formerly with Capitol, joined Liberty. . . . The Living End to Roulette. . . . Bob Newhart re-signed with Warner Bros. with a live LP to be cut in Las Vegas later this year.

ers, set for appearances in the series. Verve artists the Mothers of Invention will also be billed on one of the programs.

In a move to encourage audience participation, Weintraub will interview the onlookers in the club, and ask them to sing a long on some songs. The series will be syndicated by Medalion Films, will be seen on New York's WOR-Television, Channel 9 on Sundays at 10 p.m.

Other Weintraub projects include plans for producing full length motion pictures focusing on young singing talent, a string of coffee-houses located on college campuses across the nation modeled after his Greenwich Village nitery, and another TV effort, a one-hour special, which he is negotiating for with a major network.

Weintraub, who recently opened a West Coast office, also operates Fredana Management.



THE MONKEES film segments for their TV series at Fred Niles' film studios in Chicago. The sessions were scheduled when the Colgems artists were idled by riots in Milwaukee.

Cowsill Family Rings Bell As New Winning Rock Unit

LIDO BEACH, N. Y.—The Cowsills scored an impressive and deserved triumph at the Malibu Beach Club here on Tuesday (29). Going on late in a lengthy program that had already included such acts as the Isley Brothers and the Parliaments, the four young boys received a cordial, but unenthusiastic reception. But then they started and the teen-age audience soon was dancing to the good rock sounds. The group left the audience clamoring for more, although the Four Seasons were yet to go on.

MGM Records is spending a lot of money to promote this group and, judging by Tuesday, that label has a winner in this Cowsill family unit. Bill, 19, rhythm guitarist and lead singer has a vocal sound that's current and right, while John is a

drummer whose skill belies his 11 years. Barry, 12, on bass, and Bob, 18, on organ also played and sang well.

In their forthcoming MGM debut single, "The Rain, the Park and Other Things," they were joined by their mother as they are on the disk, a top easy rock number. Susan, 8, joined the boys on "Sweet Talkin' Guy." And their are three other Cowsill brothers who help with the show.

Successful numbers for the quartet included "Bring It On Up," "Lucy in the Sky With Diamonds," "Summer in the City" and "Reach Out, I'll Be There." Their initial MGM album, due soon after the single, will feature seven original compositions. The Cowsills played Hofner guitars and Ludwig drums, and used Amper amplifiers.

FRED KIRBY

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Aug. 11-31
- Desert Inn**
BRUCE DAVIS QUINTET
with **MAGGIE PETERSON**
Aug. 8 indefinitely
- Sahara Hotel**
VIVA LA PARISIENNE
Aug. 22 indefinitely
- Showboat Hotel**
NELSON & PALMER
Sept. 12-Oct. 1

- Riviera Hotel**
DON RAGON TRIO
Aug. 1 indefinitely

- Aladdin Hotel**
THE LADYBIRDS
Aug. 18-Sept. 14
- JIMMY MAKULIS**
July 14-Aug. 17
- ARNOLD DEE TRIO**
Aug. 7 indefinitely

RENO-TAHOE:

- Harrah's Club**
JIMMY WAKELY
Sept. 14-Oct. 4
- MAORI HI-FIVE**
Oct. 12-Nov. 22
- THE PARTNERS**
Aug. 31-Oct. 4

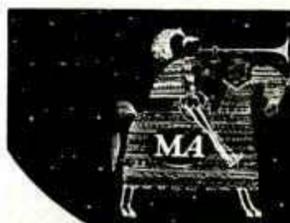
- Mapes Hotel**
JIM & PATI & THE SPARKLERS
Aug. 10-Sept. 6

- Harvey's Resort Hotel**
JO ANN JORDAN TRIO
PLUS 3
July 27-Aug. 16
- JERRY & MYRNA MUSIC**
Oct. 13-19

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Radio-TV programming

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Needed: Complete details on all bandstand TV shows, both local live and syndicated, for Billboard article. List: Name of show, host (if also deejay, list radio station call letters and city), producer, director, talent co-ordinator, TV station and address and phone number, names of some of the record artists who've appeared in person on the show, average number of tunes aired per show, do you use tapes, how many months or years the show has been on the air, how long is show, how often is show aired, is show syndicated, is show piped to another TV station and where, any other details. Include action picture of host with record artist, if possible. Deadline is Sept. 25.

Would also like similar details on country music and r&b TV shows.

Send all information to Claude Hall, Radio-TV editor, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

KADS-FM: Adieu to Classified Ads; Hello Lush Backgrounds

By ELIOT TIEGEL

LOS ANGELES — McLendon broadcasting has dropped its classified advertising format on KADS-FM and switched to a lush background sound. The station had dropped its middle-of-the-road programming in November 1966 to inaugurate the nation's first classified advertising style, along with dropping the KGLA call letters.

In a recent filing with the FCC along with a renewal for license approval, the station re-

ported a six-month loss of \$86,393.

Its new interim format is similar to the background styles of KPOL, a strong ratings station.

KADS is working with album cuts which are dubbed onto tape. Disk jockeys promote the sound as "quality music."

The station plans amending this background sound, changing its call letters and applying for a stereo permit. Manage-

KTOO Sheds Country Airplay For Sound of Commercial Jazz

By ELIOT TIEGEL

LOS ANGELES — In a period when stations are switching to country music for ratings, KTOO in Henderson, Nev., a Las Vegas suburb, has pulled a switch which is drawing young listeners. The 5,000-watt outlet switched from country to commercial jazz, a form of music which station manager Duke Hoover calls "The new sound."

Hoover says his station is Southern Nevada's only commercial jazz voice. Although it now operates on a sunrise-sunset license, an application has

been filed with the FCC for a 24-hour permit.

Commercial jazz, according to Hoover, is jazz the average layman can understand. "Dave Brubeck's 'Take Five' opened the door. Herb Alpert has given us a brief idea of what can be done instrumentally."

KTOO's playlist, primarily consisting of albums, is changed once a month and numbers 60 titles. "We are playing music which for some reason nobody in this town will touch," Hoover said. "They seem to feel it's way out. Yet we're playing music by acts which the hotels are booking in their lounges. People will go out to see them; why shouldn't they hear them in their cars driving down the highway?"

Las Vegas radio, of which KTOO is an integral member, is generally devoid of jazz save for KTOO. Its playlist encompasses Willie Bobo, Jimmy Smith, Wes Montgomery, Cannonball Adderley, O. C. Smith, Lou Rawls, Buddy Rich, Shelly Manne, Bob Florence, Jazz Crusaders, Mongo Santamaria and Johnny Hodges. Plus, Frank Sinatra, Boots Randolph, Vikki Carr, Sergio Mendes, Sammy Davis, Tijuana Brass, Andy Williams, Steve Lawrence, Eydie Gorme and Kim Weston.

Pulls Youngsters

Hoover claims that after three years of c&w, the station has begun pulling young listeners. "When we played Wes Montgomery," Hoover continues, "kids would call in and say they never heard that kind of music before. We schedule instrumentals three to one over vocals and we go in and out

of the news with band sounds. "We're getting away from jingles in these slots."

The station is also de-emphasizing memory tunes. "We try to look ahead instead," the executive says.

Each hour the airman, who selects his own material off the LP playlist put together by Hoover, spins four singles and one comedy cut. "When we played Smith's 'Slaughter on Tenth Ave.', people said they were amazed to hear a big band," according to Hoover.

The station promotes one artist a month, dressing the promotion up as the "lookout artist" with LP cuts played every other hour. The Alan Lorber orchestra is the August "lookout."

Cuts to 5 Minutes

"We have no set perimeter on our music," Hoover says. "We do try to keep the cuts to five minutes." On Saturday from 7-7:30 p.m. Hoover spotlights one artist, the heaviest concentration afforded to any one individual.

Avant-garde music is not played on the AM'er. The DJ staff for the 17-year-old station has sufficient material from the labels to keep its programming understandable. Air personalities include Tru Truman, Ralph Trent, Dave Finley and Hoover, who has worked at KLAC, locally and KGO, San Francisco.

"We play good solid understandable jazz," Hoover continues, his insistence as strong as the station's signal which zooms down the highways leading into and out of the desert diceland.

MGM's Cowsills to Get a TV Series?

NEW YORK — MGM Records is grooming a fantastic musical family as a counterpart to the Monkees—the Cowsills—and has a TV series in the wings as the primary catalyst to exposing their record talent. The nine-member family, all of whom get into the act in one way or another, will be introduced to the press and deejays on a 56-city tour beginning Sept. 11 in Boston.

Leonard Stogel found the group in Newport, R. I., and has signed an exclusive three-year partnership deal with MGM Records covering the Cowsills and three other acts under the banner of Gregg Yale Productions. The partnership is on a profit-sharing basis.

A single—"The Rain, the Park and Other Things"—is being released in conjunction with the tour and an album will follow two weeks later. The tour includes, besides Boston, Hartford, Sept. 12; Philadelphia, Sept. 13-14; Norfolk, Sept. 15; Charlotte, Sept. 18; Atlanta, Sept. 19; Birmingham, Sept. 20, and also covers cities like Houston, Dallas, St. Louis, Pittsburgh, Denver, Salt Lake City, Sacramento and Phoenix.

The group has a repertoire of more than 500 songs, ranging from Easy Listening to hard

rock. They write their own material as well; everyone can sing, everyone can play instruments. And Rick and Paul Cowsill handle road manager chores. The family will meet Oct. 23 in Hollywood with MGM TV executives to map out the TV show details. TV spots have been lined up, also, by Stogel on several major shows. Artie Kornfeld produces the records.

WRCP GOES MOD COUNTRY

PHILADELPHIA — WRCP switches format from middle of the road to modern country at noon on Thursday (7). John Mazur, who introduced country western to WNYR, Rochester, N. Y. joins WRCP as program director. The programming changes will be accompanied by extensive promotion, including radio, TV, outdoor, taxi backs and sales campaigns. WRCP covers the Delaware Valley and Southern New Jersey. The station is owned and operated by Rust Craft Broadcasting.

ment hopes to break with its new sound within 60 days.

McLendon is drawing upon its successful KABL operation in the Bay Area, in developing for the coming KADS final format. The present sound is the foundation upon which the station will build its case. Gordon McLendon, president of the company, has been auditioning LP tracks himself in addition to working with program director Randy Chase.

Disk jockey Jim Reed and KABL's program director Dave McKinsie are planning the new music concept.

"We've set a tough course for ourselves," said general manager Keith Trantow, "because there are some fine sounding FM stations in this town." Trantow's DJ staff includes three men who were with KGLA when it was a middle of the roader. These voices include Chase, Reed and Jack Manning. Lou Emerson and Richard Ramos round out the air personalities, who announce titles after two or three have been slotted shoulder to shoulder.

The station has been conducting audience surveys as well as chatting with community leaders to ascertain whether there is an area not yet serviced by Los Angeles FM stations.

Cleffers Seek Aid Via Mexico Gov't

MEXICO CITY — The musicians' union has asked the government to intervene with radio programming policies.

In a letter to the Secretary of the Interior, the president of the musicians' union, Venus Rey, proposed that all Mexican radio stations be required under law to program a minimum of three hours of live music daily.

Current radio policy, with the exception of one radio station, is to play recorded music during all broadcasting hours.

Only station XEW programs live music. "But television has killed work by musicians on radio stations," Rey said. "Our contract with XEW is merely symbolic."

Rey said the government is studying his petition.

2

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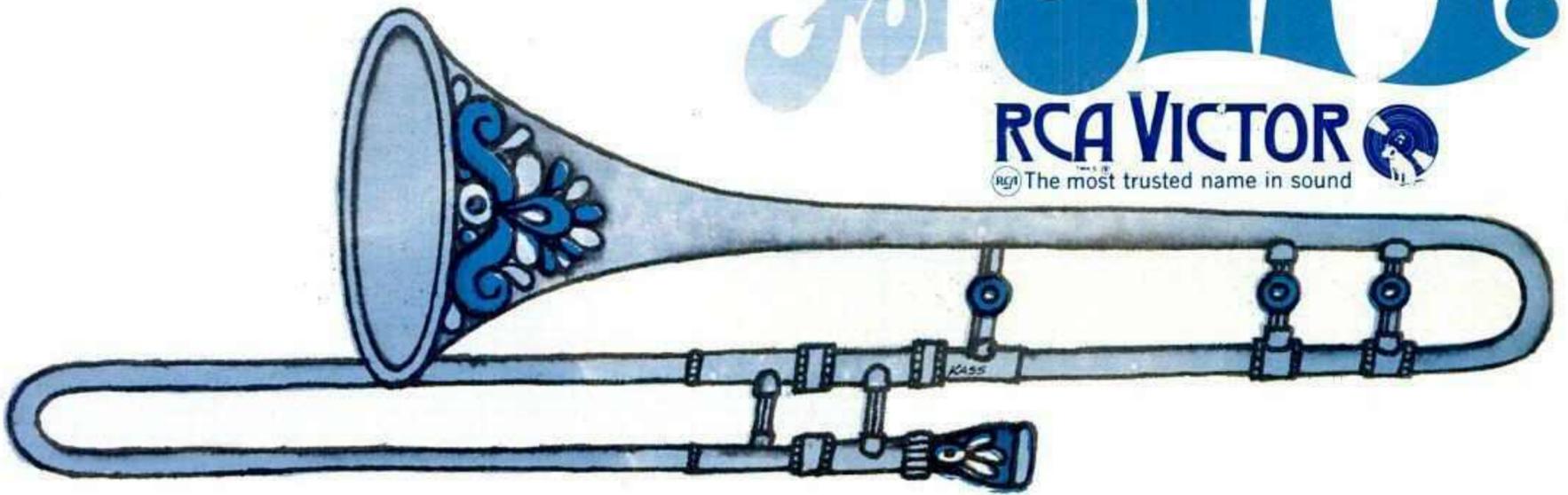
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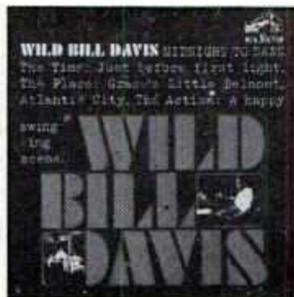
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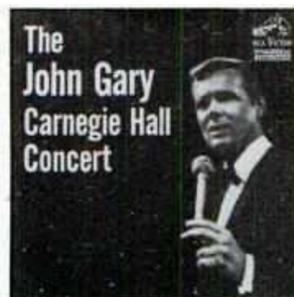
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Eddy will do big things with this one. "Walk with Me," "Release Me," "Don't Keep Me Lonely Too Long," "I'll Love You More." LPM/LSP-3869*



Recorded on the scene at an Atlantic City night spot. "Let It Be," "Little Tracy," "Up Top," "Adoration," "Soft Winds," "Jive Samba." LPM/LSP-3799



"Live" at Carnegie. Album includes text and picture story of John's career. "Sunrise, Sunset," "My Cup Runneth Over," "More." LOC/LSO-1139*†



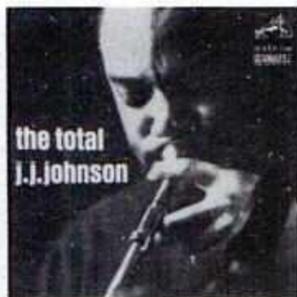
Music from the classic motion picture. "Gone with the Wind," "Tara," "War," "Invitation to the Dance," "Ashley," "Scarlett O'Hara." LPM/LSP-3859(e)



The big soul sound of Al's horn features a strong New Orleans influence. "Honey Pot," "Mess Around," "Calypsoul," "Love Ya' Baby." LPM/LSP-3878



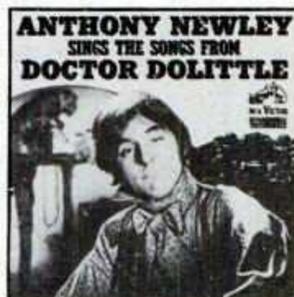
Exciting deliveries of "007," "Archie Buck Me Up," "Mambo #5," "Guantanamera," "Hernando's Hideaway," "Air on a G String." LPM/LSP-3804*



Features his own compositions. "Blue," "In Walked Horace," "Short Cake," "Space Walk," "Say When," "Euro #1," "Ballade." LPM/LSP-3833*



A musical look at Nashville women. "Behind My Back," "Nashville Women," "Burning Inside," "Release Me," "Hurt Me Again." LPM/LSP-3841*



"Talk to the Animals," "Something in Your Smile," "Doctor Dolittle," "When I Look in Your Eyes," "My Friend the Doctor." LPM/LSP-3839*

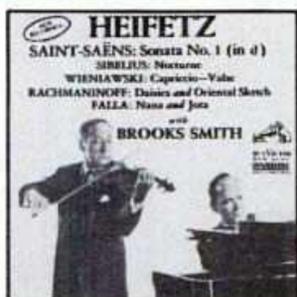


High priestess of soul sends out the word with "Cherish," "Turning Point," "Turn Me On," "It Be's That Way Sometime." LPM/LSP-3837*



Their teamwork will put this one over. "Thirty Pieces of Silver," "God's Wonderful Way," "God Walks These Hills with Me." LPM/LSP-3855*

NEW RED SEAL RECORDINGS



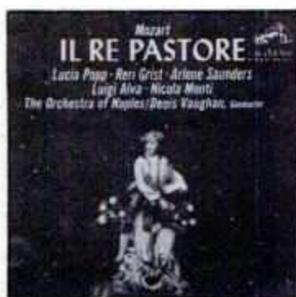
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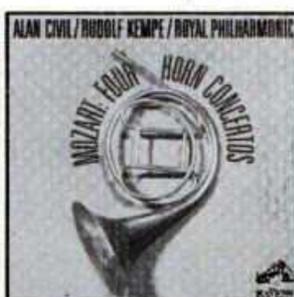
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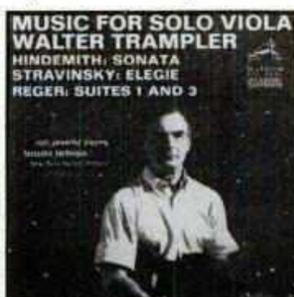
This seldom-heard opera will interest opera buffs and Mozart lovers. Cast includes Grist, Popp and Saunders. 2 L.P.s and libretto. LM/LSC-7049



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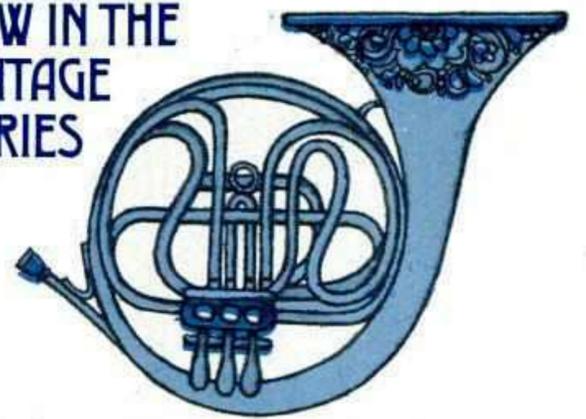


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*Recorded in Dynagroove sound

†Available on Stereo 8 cartridge tape

Market Knowledge R&B Success Key

MONTGOMERY, Ala. — Knowing the market is the key to success turned by Allyn Lee, air personality and part owner of WAPX, r&b radio station here. And Lee knows his audience; besides talking to them on the air 5-8 p.m., he sells them records through A&A Record Shop (of which he owns two in the city) and chicken through two Chickadee drive-in restaurants he also owns in Montgomery. All of these jobs, even though his wife Louenia manages the two record stores, keep him busy 16-18 hours a day.

Lee started in radio in New York and, after stints at WMID in Atlantic City, N. J., and WTHB in Augusta, Ga., wound up at WRMA in Montgomery. When WAPX, a top 40 operation, broke, Judd Sparling bought it. Lee is 15 per cent owner.

They changed the station to r&b and "came in with a new breed of deejays, young guys

L&P Buys WFOX

MILWAUKEE — The assets of WFOX, owned by the Fox Broadcasting Corp. have been sold to L & P Broadcasting Corp. of Chicago subject to FCC approval. Price was \$260,000. The L & P Corp. operates WVON-AM and WSDM-FM in Chicago. WFOX has programmed middle-of-the-road music.

fast and hip," said Lee. Too, the station launched tight format programming, with a playlist of about 50 records. The new operation was a long time in building, but today it's sold out Wednesday through Saturday. One of the reasons for

the success of the station, he felt, is its community interest and involvement. The station is constantly involved in proverty programs, stay-in-school campaigns, and trying to create jobs for its listeners.

Knowledge of his market is rewarding for Lee. He felt "Shout Bamalama" by Willie Charles Gray would be "an instant hit." After the radio station played it, the SSS International record was a hit, reaching peak sales at A&A Record Shops.

Vox Jox

By CLAUDE HALL
Radio-TV Editor

Don Kern, formerly vice-president and general manager of KGO, San Francisco, is taking over the helm of WABC, New York. He replaces **Walter Schwartz** who has been named president of ABC radio network; **Robert Pauley**, network chief, recently resigned. . . . Does an r&b-format station need a good, experienced deejay? Contact **James Wilson**, 515 Spectator St., Portsmouth, Va. (Phone: 399-2811). Can handle his own board. Was music director of WRAP, Norfolk.

Gary Cooper, who has been with KTGR in Columbia, Mo., since its beginning in February 1967, has been promoted to program director. He replaces **Tim Daniels**, who has been appointed general manager. . . . **David Freedman** has been named director of talent and program administration, West Coast, NBC-TV; he was manager of business affairs for film production. . . . **Ted Snider**

of the Mullins chain, is taking over control of KBTR, Denver, in addition to his general manager duties of KARK and KARK-FM, Little Rock, Ark.

★ ★ ★
WHUC in Hudson, N. Y., needs a deejay familiar with a middle-of-the-road format. Actually, the station has a singalong format. Contact program director **Earl Thomas**, phone: 518—TA 8-3341. Or write. Hurry.

★ ★ ★
Jim Ferguson, formerly at WJBC (chief announcer), Bloomington, Ill.; WPEO, (program director), Peoria, Ill., and WCBT (assistant manager) Roanoke Rapids, N. C., has joined WSB's announcing staff in Atlanta. . . . **Hall Murray**, formerly top-rated morning deejay at KQV in Pittsburgh for the past five years, is now at WINQ in Tampa, Fla. and is doing a morning chatter show.

★ ★ ★
Alden Aaroe has been ap-

WERD Gives More

ATLANTA — In a market already loaded with stations programming r&b records, WERD concentrates on offering the Negro radio audience here something more than just r&b music.

Supplementing an r&b format with gospel music and jazz has been a primary factor in giving WERD substantial ratings.

Al Sadler, general manager of WERD, said the station operates on the r&b formula 60 per cent of the time, 20 per cent gospel, 15 per cent jazz and the rest of time taken up with news.

The r&b records are selected by a panel of three, based on requests phoned in to the disk jockeys, calls from record shops, and "a glance at the Billboard charts."

pointed program manager for WRVA, Richmond, Va.; he'll continue his morning show on the station. . . . **Tom Howard** has been upped to general manager of KGB and KGB-FM, San Diego; he succeeds **John Wrath**, who is new general manager of KFRC and KFRC-FM, San Francisco. . . . **KATZ**, r&b station in St. Louis, deserves an extra vote of thanks for its Job Opportunity Programs, broadcasting 25 times each week various job openings in the area. The announcements are sponsored by R. J. Reynolds Co.; **KATZ** has mailed out letters asking 1,000 local business firms to help in the creation of jobs and the station is backing the venture with an editorial campaign.

"We leave the selection of the jazz records up to the individual disk jockey," Sadler said. "And the gospel music is selected solely by requests."

WERD is strong on personalities. **Johnny Person** is the "Jive Master," who intermingles r&b and jazz. **Herb Lance** is "Cousin Herb," the afternoon man. Other DJ's are **D. Robert Scott** and **Preston Mobley**, who doubles as program director.

"We beam to the adult Negro market," Sadler said, "and we use the gospel music to reach them. The gospel audience is strictly adult."

WERD also has a large non-Negro audience, Sadler felt, but for advertising purposes the racial aspect is stressed. "We're in no position to compete with WSB for the general market," he said, "so we hit hard on the fact that we're reaching the local Negroes." In that connection, 80 per cent of the sponsors on the station are local.

The station is strong on promotion; it concentrates on four big promotional shows a year, each of which draws about 5,000. Back-to-school record hops are currently being pushed. This serves the dual purpose of giving the youngsters a last fling, and urging them at the same time to return to school. WERD also has annually a "Food Fair," a "Fashion Show" and a "Gospel Show."

WERD gets strong competition in the r&b field from **WIGO** and **WOAK**, "but moves out ahead in the gospel shows," Sadler said.

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Radio-TV programming



WLW PROGRAM DIRECTOR PAT PATTERSON, left, talks with RCA Victor Records artist Ed Ames, who guested on the famed "50-50 Club" of WLW and WLW-TV, Cincinnati. From left: Patterson, Ames, air personality Stu Bowers, and Jerry Weiner, vice-president and general manager of the record division of Ohio Appliances, RCA distributor in southern Ohio. Ames was appearing at the local Coney Island Moonlite Gardens.

Mid-September WPIK's Country Switchover Date

ALEXANDRIA, Va. — Mid-September has been picked at the switchover date for WPIK here to country music. The station, which recently went to 5,000 watts, has featured a middle-of-the-road format for the past 22 years, beaming to a Washington, D. C., audience.

Howard B. Hayes, vice-president and general manager of the Potomac Broadcasting outlet, said the reason for the change-over hinges largely on the success of the sister FM outlet—

WXRA-FM—which has been a fulltime country music station for several years. In fact, said Hayes, WXRA-FM outranks many AM stations in audience in the Washington area. With the increase in power of the AM facility, Hayes said the station now reaches far beyond the national capital area. "We think this kind of coverage ought to be devoted to the kind of music programming which has the widest range of appeal and that certainly points to country music."

'Young Sound' to Add AM Jockey for N. Y. Market

NEW YORK — "Young Sound," the syndicated FM stereo package sold by CBS, will add a morning personality for this market only, said William D. Greene, director of CBS-FM. A deejay will be

used to try to build a drive-time audience in the 6-10 a.m. slot when the station goes full time Aug. 28. WCBS-FM will air the "Young Sound" programming 6 a.m. to 2 a.m.—its full broadcast schedule. The FM station had been duplicating its AM sister—WCBS—6 a.m. to 6 p.m. Hired to handle the morning week-day deejay chores is Wallie King, who handled the evening show at WNEW here for several years. Show will also feature weather and time checks.

Produced by John De Witt, the "Young Sound" is broadcast by six CBS-owned FM stations and syndicated to several other FM operations around the nation.

WSTP Hot 100 For Nighttime

SALISBURY, N. C.—WSTP changed its nighttime format from middle of the road to Hot 100 on Thursday (31). Ed Hardman, formerly of KTRC in Santa Fe, N. M., joined the station as an air personality to help introduce the new sound.

KLEO's (Wichita, Kan.) music director Ronald Graham says that he will not play any record unless it has five copies of it in the library. In a letter to record promoters and distributors, Graham asked for five copies of any record that makes the KLEO "Klimber (extras) Listing." He said the station will not play any record "that we have only one copy of, regardless of whose it is or who it is by."

Billboard SPECIAL SURVEY For Week Ending 9/9/67

TOP SELLING R & B SINGLES

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
2	1	COLD SWEAT James Brown & the Famous Flames, King 6110 (Dynatone, BMI)	8	26	27	A WOMAN'S HANDS Joe Tex, Dial 4061 (Tree, BMI)	4
2	1	BABY I LOVE YOU Aretha Franklin, Atlantic 2427 (Pronto, BMI)	7	27	30	YOU'VE GOT TO PAY THE PRICE Al Kent, Ric Tic 127 (Myto, BMI)	5
3	4	YOU'RE MY EVERYTHING Temptations, Gordy 7063 (Jobete, BMI)	5	28	40	KNOCK ON WOOD Otis & Carla, Stax 228 (East, BMI)	2
4	8	REFLECTIONS Diana Ross & the Supremes, Motown 1111 (Jobete, BMI)	4	29	29	DON'T YOU MISS ME A LITTLE BIT, BABY Jimmy Ruffin, Soul 35035 (Jobete, BMI)	4
5	3	EVERYBODY NEEDS LOVE Gladys Knight & the Pips, Soul 35034 (Jobete, BMI)	9	30	—	LITTLE OLE MAN (Uptight—Everything's Alright) Bill Cosby, Warner Bros. 7072 (Jobete, BMI)	1
6	6	THAT DID IT Bobby Bland, Duke 421 (Don, BMI)	8	31	36	GET ON UP Esquires, Bunky 7750 (Hi-Mi, BMI)	2
7	16	FUNKY BROADWAY Wilson Pickett, Atlantic 2430 (Routine/Drive-In, BMI)	5	32	33	FORGET IT Sandpebbles, Calla 134 (Unbelievable, BMI)	6
8	5	I WAS MADE TO LOVE HER Stevie Wonder, Tamla 54151 (Jobete, BMI)	12	33	28	A WHITER SHADE OF PALE Procol Harum, Deram 7507 (Essex, ASCAP)	8
9	18	(Your Love Keeps Lifting Me) HIGHER AND HIGHER Jackie Wilson, Brunswick 55336 (Jalynne/BRC, BMI)	3	34	39	KNUCKLEHEAD Bar-Kays, Volt 148 (East, BMI)	5
10	7	YOUR UNCHANGING LOVE Marvin Gaye, Tamla 54153 (Jobete, BMI)	10	35	37	UNDER THE STREET LAMP Exits, Gemini 1004 (Hangra/Stockbridge, BMI)	2
11	14	GROOVIN' Booker T. & the M.G.'s, Stax 224 (Slascar, BMI)	4	36	46	AIN'T IT THE TRUTH Drifters, Atlantic 2426 (Pronto/Saturn, BMI)	3
12	15	COME ON SOCK IT TO ME Syl Johnson, Twilight 100 (Carfon, BMI)	9	37	38	WINDOWS OF THE WORLD Dionne Warwick, Scepter 12196 (Jac/Blue Seas, ASCAP)	2
13	10	SWEETEST THING THIS SIDE OF HEAVEN Chris Bartley, Vando 101 (Blackwood, BMI)	8	38	45	AS LONG AS I LIVE Fantastic 4, Ric Tic 130 (Myto, BMI)	3
14	9	HYPNOTIZED Linda Jones, Loma 2070 (Zira/Flotoca, BMI)	18	39	41	YOU ARE THE MAN Inez & Charlie Foxx, Dynamo 109 (Cat-a-log/Cee & Eye, BMI)	2
15	13	MORE LOVE Smokey Robinson & the Miracles, Tamla 54152 (Jobete, BMI)	12	40	43	LOVE IS A DOGGONE GOOD THING Eddie Floyd, Stax 223 (East, BMI)	3
16	17	NEARER TO YOU Betty Harris, Sansu 466 (Marsaint, BMI)	9	41	42	LAST MINUTE MIRACLE Shirley, Scepter 12198 (Flomar/Flotoca, BMI)	5
17	22	CASONOVA (Your Playing Days Are Over) Ruby Andrews, Zodiac 1004 (RicWil/Colfam, BMI)	3	42	47	TURN ON YOUR LOVELIGHT Oscar Toney Jr., Bell 681 (Don, BMI)	2
18	11	TAKE ME (Just As I Am) Solomon Burke, Atlantic 2416 (Fame, BMI)	9	43	44	SOPHISTICATED SISSY Rufus Thomas, Stax 221 (East, BMI)	3
19	26	GIMME LITTLE SIGN Brenton Wood, Double Shot 116 (Big Shot, ASCAP)	5	44	34	THAT'S HOW IT IS (When You're in Love) Otis Clay, One-der-ful 4848 (Arc-Cragvee, BMI)	6
20	12	MAKE ME YOURS Bettye Swann, Money 126 (Cash Songs, BMI)	19	45	—	THE LETTER Box Tops, Mala 565 (Barton, BMI)	1
21	19	GLORY OF LOVE Otis Redding, Volt 152 (Shapiro-Bernstein, ASCAP)	7	46	—	APPLES, PEACHES, PUMPKIN PIE Jay & the Techniques, Smash 2086 (Akbestal/Act Three, BMI)	1
22	20	A WOMAN WILL DO WRONG Helene Smith, Phil L.A. of Soul 300 (Twig/Dandelion, BMI)	5	47	—	EXPRESSWAY TO YOUR HEART Soul Survivors, Crimson 1010 (Double Diamond/Downstairs, BMI)	1
23	21	(I WANNA) TESTIFY Parliaments, Revilot 207 (Groovesville, BMI)	11	48	50	IT'S GOT TO BE MELLOW Leon Haywood, Decca 32164 (Jim-Edd, BMI)	2
24	24	HERE WE GO AGAIN Ray Charles, ABC 10938 (Dirk, BMI)	14	49	—	BELIEVE IN ME BABY Jesse James, 20th Century-Fox 6684 (Je-Ma/Chevis, BMI)	1
25	25	HEARTACHES-HEARTACHES O. V. Wright, Back Beat 583 (Jec, BMI)	5	50	—	IN THE HEAT OF THE NIGHT Ray Charles, ABC 10970 (United Artists, ASCAP)	1

Billboard SPECIAL SURVEY For Week Ending 9/9/67

TOP SELLING R & B LP's

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
4	1	ARETHA ARRIVES Aretha Franklin, Atlantic 8150 (M); SD 8150 (S)	3	16	16	THE FABULOUS IMPRESSIONS ABC ABC 606 (M); ABCS 606 (S)	9
2	1	WITH A LOT O' SOUL Temptations, Gordy M 922 (M); S 922 (S)	5	17	6	REVENGE Bill Cosby, Warner Bros. W 1691 (M); WS 1691 (S)	14
3	3	REACH OUT Four Tops, Motown M 660 (M); S 660 (S)	5	18	—	FOR YOUR LOVE Peaches & Herb, Date TEM 3005 (M); TES 4005 (S)	1
4	2	I NEVER LOVED A MAN THE WAY I LOVE YOU Aretha Franklin, Atlantic 8139 (M); SD 8139 (S)	23	19	19	MELLOW YELLOW Odell Brown & the Organ-izers, Cadet LP 788 (M); LPS 788 (S)	6
5	5	HIP-HUG-HER Booker T. & the M.G.'s, Stax 717 (M); S 717 (S)	12	20	20	LET'S FALL IN LOVE Peaches & Herb, Date TEM 3004 (M); TES 4004 (S)	26
6	13	THAT'S LOU Lou Rawls, Capitol T 2756 (M); ST 2756 (S)	3	21	—	MAGNIFICENT MEN "LIVE!" Capitol T 2775 (M); ST 2775 (S)	1
7	8	SOUND OF WILSON PICKETT Atlantic 8145 (M); SD 8145 (S)	5	22	21	CALIFORNIA DREAMING Wes Montgomery, Verve V 8672 (M); V6-8672 (S)	27
8	11	OTIS REDDING LIVE IN EUROPE Volt 416 (M); S 416 (S)	5	23	—	BILL COSBY SINGS/SILVER THROAT Warner Bros. W 1618 (M); (No Stereo)	1
9	9	JAMES BROWN LIVE AT THE GARDEN King 1018 (M); S 1018 (S)	13	24	15	UP, UP AND AWAY 5th Dimension, Soul City SCM 91000 (M); SCS 92000 (S)	7
10	10	HERE WHERE THERE IS LOVE Dionne Warwick, Scepter SRM 555 (M); SPS 555 (S)	35	25	18	LISTEN Ray Charles, ABC ABC 595 (M); ABCS 595 (S)	9
11	7	TEMPTATIONS LIVE Gordy 921 (M); S 921 (S)	24	26	26	BILL COSBY IS A VERY FUNNY FELLOW, RIGHT? Warner Bros. W 1618 (M); (No Stereo)	7
12	17	THE TEMPTATIONS GREATEST HITS Gordy 919 (M); S 919 (S)	39	27	27	TOO MUCH Lou Rawls, Capitol T 2713 (M); ST 2713 (S)	17
13	14	GROOVIN' Young Rascals, Atlantic 8148 (M); SD 8148 (S)	4	28	25	KING & QUEEN Otis Redding & Carla Thomas, Stax 716 (M); S 716 (S)	22
14	22	SUPER HITS Various Artists, Atlantic 501 (M); SD 501 (S)	4	29	24	WONDERFULNESS Bill Cosby, Warner Bros. W 1634 (M); WS 1634 (S)	4
15	12	SUPREMES SING RODGERS & HART Motown MLP 659 (M); SLP 659 (S)	13	30	23	THE BEST OF JOE TEX Atlantic 8144 (M); SD 8144 (S)	4

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Classical Music

Bid to Hike Budget LP's Draws Boosts and Boos

By FRED KIRBY

NEW YORK — Low price record manufacturers voiced mixed reactions to the statement by George H. de Mendelssohn-Bartholdy that prices on their product should be upped to \$3. Elektra and Vanguard spokesmen also defended their new \$3.50 lines, Checkmate and Cardinal respectively.

Cy Leslie, president of Pickwick International Inc., said he planned no change in the Pickwick/33 suggested list of \$2.50. Leslie said, "We expect to keep the economy in economy-price. To raise it would hurt the enormous new audience that economy records have built for classical music. We believe the \$2.50 list is the best price for us and for the record buyer."

Herb Corsack, national sales manager for Vanguard, explained, "New recordings can't be produced at \$2.50. The pie is sliced too thin now. We don't sell as many units as we did before." He explained that Van-

guard's Everyman line previously sold from 14,000 to 20,000 of each title, which enabled the pressings to either break even or show a profit. Corsack estimated that sales recently had been halved because of the increase in economy-priced labels.

Claiming that the "cream" had been taken out of available product through licensing, Corsack also said the spread of low price disks spelled "the death of high price classical recordings." "No one buys high price records except for big items or operas," He continued.

Corsack agreed with Mendelssohn that \$2.50 labels should increase their prices by 50 cents, but stressed this should be an industry decision. "There would be no issue now if everyone had raised their budget prices at the same time regular price mono recordings were increased to the stereo price level." He added that consumers bought different size and

price paperbacks, even from the same publisher. Corsack said the \$2.50-\$3.50 price was picked as an intermediate step between regular and economy pricing.

An Elektra spokesman thought raising Nonesuch's \$2.50 price would result in the loss of "a lot of market." "A lot of the market consists of college students. If we can afford to produce records at \$2.50, we can afford to keep the price down. We have a moral obligation to do so."

The spokesman explained, however, that Elektra could not afford to record material itself and market it at \$2.50. To meet this situation, the company introduced Checkmate earlier this month. The Elektra official said the reason Stockhausen's "Momento" was released on low price Nonesuch was that the performance was on a tape licensed by Elektra from Europe.

Replying to a Mendelssohn comment on the Dolby System, the spokesman pointed out, "We never claimed Dolby cost us that much money and never gave that as a reason for Checkmate's pricing."

Leslie referred to leasing agreements with such labels as Capitol and Mercury in explaining how Pickwick/33 was able to supply top classical material at economy price. He noted, "Pickwick went from zero to 43 classical albums in two years. All these albums had proved to be excellent sellers and excellent performances in their original form. That is why we chose them for re-release. They had sold once and we knew they would sell again. That is Pickwick's basic marketing philosophy."

With most of the Pickwick/33 catalog consisting of stand-

(Continued on page 42)

Baroque's New Titles: Baroque to Romantic

NEW YORK—Baroque Records' latest 11-title release includes several fine performances and several only catalog listings with a repertoire ranging from the baroque to the romantic periods. Among the excellent soloists are flutist Jean-Pierre Rampal, violinist Steven Staryk, harpsichordist Kenneth Gilbert, and Mario Duchesnes on flute and recorder.

A large share of the baroque material centers on Italian composers, including a fine performance by oboist Melvin Berman in Vivaldi's "Il Pastor Fido" with harpsichordist Kelsey Jones and cellist Walter Joachim as the capable continuo. Staryk is featured in two good Italian pressings, including one of sonatas with Gilbert. This album has two only listings in Locatelli's "Sonata in G Minor" and Corelli's "Sonata in B Flat, Op. 5, No. 2." The other selections are Nardini's "Sonata in D Minor" and Veracini's "Sonata in E Minor."

Staryk is conductor as well as soloist in a set of Italian baroque concertos, which includes the Baroque Chamber Orchestra. Uniformly fine performances are turned in on Benedetto Marcello's "Concerto in D," a first listing, and Vivaldi's "Concerto in A," Corelli's "Concerto Op. 5, No. 2," and Torelli's "Concerto in C Minor, Op. 8, No. 8."

One of the two Rampal disks has the much-recorded artist teamed with Gilbert in an excellent sonata recital. Included is a first listing of Johann Krebs, his "Sonata in G." Other first listings on the LP are Quantz's "Sonata in D" and Gemiani's "Sonata in D." Rampal and Gilbert are joined by Duchesnes in a precise collection of trio sonatas, including first listings for W. F. Bach's "Trio in D Major for Two Flutes and Cembalo," and Pepusch's "Trio in G Minor for Two Flutes and Cembalo." The pressing also contains Loeillet's "Trio in G Minor, Op. 1 for Recorder, Flute and Cembalo," and Telemann's "Trio in C for Recorder, Flute and Cembalo."

Another featured soloist is the Canadian pianist Lise Boucher in her first United States disk listing. She performs five sets of inventive Mozart variations capably. Included are the "Nine Variations in D on a Minuet by Duport, K. 573," "Twelve Variations in E-Flat on 'La Belle Françoise,' K. 353," "Twelve Variations in B-Flat on an Allegretto, K. 500," "Eight Variations in A on 'Come un'agnello' by Sarti, K. 460," and "Ten Variations in G on 'Unser dummer Poebel meint' by Gluck, K. 455."

Marie-Aimee Varro plays Paderewski's piano in a fine set of uncommon material in Schumann's "Etudes Symphoniques, Op. 13," Liszt's "Polonaise in E," and Dvorak's "Three Mazurkas, Op. 56." Dvorak's "Three Waltzes, Op. 54" complete the LP. The excellent tone shows why the modern Polish composer used the Brudwood concert grand.

Violinist Winifred Roberts and her husband, harpsichordist Geraint Jones, play competently in a set of Mozart's "Sonata in C, K. 296," J. S. Bach's "Sonata in A, BWV 1015," and Tartini's "Sonata in A Minor." A premiere disk performance of Haydn's "Double Concerto in F for Violin, Harpsichord and Orchestra" features violinist Jacques-François Manzone and harpsichordist Françoise Petit with Henri-Claude Fantapie and his chamber orchestra. The second side has that composer's "Symphony No. 44 (Trauer)."

The proficient Eichendorff Wind Quintet is heard in a set featuring

(Continued on page 42)

Electrola Pushes 20 LP's To Open Winter Drive

COLOGNE—Electrola is beginning promotion for the release of 20 classical LP's opening the company's winter sales program on the German market.

Highlights of the Electrola list include three Mozart recordings with Yehudi Menuhin and the Bath Festival Orchestra.

Electrola is distributing through Hoer - zu TV - radio guide Nathan Milstein's recording of Mendelssohn's "Concerto for Violin and Orchestra" and Bruch's "Concerto for Violin and Orchestra." The Milstein recording with the London Philharmonia Orchestra under Leon Barzin.

A young American pianist, Augustin Anievas, a Juilliard alumnus, makes his debut to German critics with a recording of Chopin's "12 Etudes, op. 10" and "12 Etudes, op. 25."

Trumpet classical music has become big in West Germany, and Electrola's list features trumpet music of Maurice Andre and Edward H. Tarr. Andre's LP has compositions for the trumpet by Tartini, Albinoni, Joseph Haydn and Michael Haydn. Tarr's LP has compositions by Hertel, Leopold Mozart and Johann Nepomuk Hummel.

Daniel Barenboim conducts the English Chamber Orchestra in Mozart's "Piano Concertos Nos. 20 and 23." Barenboim doubles as soloist. He performs the same double role for an LP with three Beethoven piano sonatas.

Anneliese Rothenburger and Grace Bumbry are represented with new lieder LP's. The Bavarian State Opera Orchestra has recorded Haydn's "The Seasons," with Edith Mathis, Nicolai Gedda, Franz Crass and the South German Madrigal Choir.

The Philharmonic Soloists of Berlin have recorded an LP with baroque solo sonatas—for Oboe and Basso continuo C minor (Vivaldi), Sonata for Vio-

lin and Basso continuo D major, op. 1, No. 13 (Haendel); Sonata for Flute and Basso continuo G major (Platti), and Sonata for Cello and Basso continuo A major (J. Chr. F. Bach).

An unusual feature of Electrola's autumn list is a release by Tiana Lemnitz with the Berlin Philharmonic and the Berlin Staatskapelle under Sir Thomas Beecham, Bruno Seidler-Winkler and Erich Ortman. The re-issue of the soprano's yesterday recording is one of the titles on Electrola's "The Golden Voices" series.

'Passion' Heads Philips' List

CHICAGO—A four-record package of the complete Bach "St. Matthew Passion" heads for September Philips release list. Three multiple sets also are among the 12 releases in the low price Philips World Series line.

Eugen Jochum conducts the Concertgebouw Orchestra of Amsterdam in the Bach choral work, which features Ernst Haefliger, Walter Berry, Agnes Giebel, Marga Hoeffgen, John van Kesteren, Franz Crass and Leo Ketelaars with the Netherlands Radio Chorus and the Boys Chorus of St. Willibrord's Church of Amsterdam.

Philips also is issuing violinist Henryk Szeryng in a Grand Prix du Disque recording of two Mozart concertos with Alexander Gibson and the New Philharmonia Orchestra. I Musici plays Venetian music of Albinoni, Vivaldi, Alessandro Marcello and Galuppi. The album contains the first stereo versions of Albinoni's "Concerto a cinque in G Minor" and Galuppi's "Concerto a quattro No. 2."

Ferdinand Grossman conducts the Vienna Choir Boys, the Vienna Chorus and the Vienna Cathedral Orchestra in a program of Mozart church music. Rounding out the Philips titles are Colin Davis and the London Symphony in Stravinsky and Quartetto Italiano in Debussy and Ravel string quartets.

The World Series release includes a three-LP package of Mozart's "Don Giovanni" with George London in the title role. Other soloists include Leopold Simoneau, Walter Berry, Sena Jurinac, and Graziella Sciutti. Rudolf Moralt conducts the Vienna Symphony.

Haefliger and Nan Merriman are featured in

a two-record set of Mahler's "Das Lied von der Erde" with Eduard van Beinum and the Concertgebouw, the first appearance of the work on a budget label. A three-LP package has the Edison Award-winning performance by Maurice Gendron of Bach's complete suites for unaccompanied cello.

Telemann's complete "Pimpinone," the first budget release of the opera, features soprano Erna Roscher, bass Reiner Suess and harpsichordist Rudolf Broedner with the Berlin Chamber Orchestra under Helmut Koch. Four Marcello "La Cetra" concertos appear for the first time at an economy price in a performance by I Musici, while the first low price listing of three Franck organ pieces features Marcel Dupre.

Another budget first is Schoenberg's "Wind Quintet, Op. 26" by the Danzi Quintet. Jacques Lancelot is featured in virtuoso clarinet concertos by Stamitz, Pokorny and Molter. Albert Beaucamp conducts the Rouen Chamber Orchestra.

A first listing of Rameau's "Les Surprises de l'Amour" and a first budget listing of that composer's "Les Indes Galantes" are paired in performances by Marcel Couraud and the Lamoureux Orchestra. Stanislaw Skrowaczewski conducts the Minneapolis Symphony in Shostakovich.

World Series continues its reissues of performances by pianist Clara Haskil with a coupling of sonatas by Schubert and Mozart. Completing the release are pianists Marie-Jose Billard and Julien Azais in the first low price release of Brahms' "Sonata for Two Pianos in F Minor, Op. 34a."

Fort Worth Dates Set

FORT WORTH—The Fort Worth Opera Association's 22d season will open Dec. 1 in Will Rogers Memorial Auditorium with a performance of Verdi's "Aida," with Ingrid Bjoner in the title role. Others appearing include Placido Domingo, Nell Rankin, Chester Ludgin, John West, Edward Baird, Ruth Kruger and R. G. Webb.

Other productions of the season will be Mozart's "The Marriage of Figaro," Jan. 19 and 21 with Spiro Malas in the title role. Others in the cast include Joan Summers, Lorna Haywood, David Clatworthy, Kay Creel, Baird, Sheila Nadler, Nico Castel and Ryan Edwards.

Puccini's "Manon Lescaut" will be presented March 8 and 10 with Raina Kabaivanska, Domingo, Richard Torigi, Baird, Webb and Edwards. The final offering will be Donizetti's "Lucia di Lammermoor," with Beverly Sills singing the lead role. Others in the cast are John Craig, Dominic Cossa, Baird and Webb.

Rudolph Kruger, general manager and musical director of the Fort Worth Opera Association since 1955, will conduct all performances.

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BEST SELLING CLASSICAL LP's



This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	WEST MEETS EAST Yehudi Menuhin/Ravi Shankar, Angel 36418 (M); S 36418 (S)	9	21	21	ORMANDY-PHILADELPHIA ORCH.'S GREATEST HITS Philadelphia Orch. (Ormandy), Columbia ML 6334 (M); MS 6934 (S)	17
2	2	MAHLER: SYMPHONY NO. 8 (2-12" LP's) Various Artists/London Symphony (Bernstein), Columbia M2L 351 (M); M2S 751 (S)	31	22	20	THE WORLD OF CHARLES IVES Philadelphia Orch. (Ormandy)/American Symphony (Stokowski)/New York Philharmonic (Bernstein), Columbia ML 6415 (M); MS 7015 (S)	11
3	4	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	75	23	16	BEETHOVEN: SYMPHONY NO. 5/HOW A GREAT SYMPHONY WAS WRITTEN New York Philharmonic (Bernstein), Columbia ML 5868 (M); MS 6468 (S)	46
4	3	HOROWITZ IN CONCERT (2-12" LP's) Vladimir Horowitz, Columbia M2L 357 (M); M2S 757 (S)	19	24	26	OLD TIMERS' NIGHT AT THE POPS Boston Pops (Fiedler), RCA Victor LM 2944 (M); LSC 2944 (S)	6
5	5	ARTURO TOSCANINI CONDUCTING BEETHOVEN SYMPHONIES NO. 1, 4 & 6 (3-12" LP's) BBC Symphony Orch. (Toscanini), Seraphim IC 6015 (M); (No Stereo)	13	25	22	LEONTYNE PRICE—PRIMA DONNA RCA Victor LM 2896 (M); LSC 2896 (S)	48
6	6	MAHLER: DAS LIED VON DER ERDE James King/Dietrich Fischer-Dieskau/Vienna Philharmonic Orch. (Bernstein), London OM 36005 (M); OS 26005 (S)	27	26	24	CHOPIN WALTZES Artur Rubinstein, RCA Victor LM 2726 (M); LSC 2726 (S)	73
7	7	ORFF: CARMINA BURANA New Philharmonic Orch. (DeBurgos), Angel 36333 (M); S 36333 (S)	55	27	32	ARTUR RUBINSTEIN'S CHOPIN RCA Victor LM 2889 (M); LSC 2889 (S)	14
8	8	A TOSCANINI TREASURY OF HISTORIC BROADCASTS (5-12" LP's) NBC Symphony (Toscanini), RCA Victor LM 6711 (M); (No Stereo)	21	28	28	BERNSTEIN CONDUCTS BARTOK Gold & Frizdale/New York Philharmonic (Bernstein), Columbia ML 6356 (M); MS 6956 (S)	2
9	9	ART OF DENNIS BRAIN Seraphim IC 60040 (M); (No Stereo)	16	29	29	HISTORIC ORGANS OF EUROPE—SWITZERLAND E. Power Biggs, Columbia ML 6255 (M); MS 6855 (S)	2
10	17	GERSHWIN: RHAPSODY IN BLUE New York Philharmonic (Bernstein), Columbia ML 5413 (M); MS 6091 (S)	55	30	31	SHOSTAKOVICH: EXECUTION OF STEPAN RAZIN/ SYMPHONY NO. 9 Moscow Philharmonic (Kondrashin), Melodiya/Angel R 40000 (M); SR 40000 (S)	28
11	12	RAVEL: BOLERO/RHAPSODIE/LA VALSE New York Philharmonic (Bernstein), Columbia ML 5293 (M); MS 6011 (S)	42	31	30	RODGERS: VICTORY AT SEA, VOL. I RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2335 (M); LSC 2335 (S)	41
12	10	HOLST: THE PLANETS New Philharmonic Orch. & Chorus (Boult), Angel 36420 (M); S 36420 (S)	13	32	27	SHOSTAKOVICH: SYMPHONY NO. 5 Moscow Philharmonic (Kondrashin), Melodiya/Angel R 40004 (M); SR 40004 (S)	6
13	11	RACHMANINOFF: SYMPHONY NO. 1 Philadelphia Orch. (Ormandy), Columbia ML 6386 (M); MS 6986 (S)	6	33	35	MAHLER: SYMPHONY NO. 2 (2-12" LP's) Harper/Watts/London Symphony (Solti); London CMA 7217 (M); CSA 2217 (S)	14
14	13	WAGNER: DIE WALKUERE (5-12" LP's) Crespin/Vickers/Various Artists/Berlin Philharmoniker (Von Karajan), DGG 39 229/233 (M); 139 229/233 (S)	17	34	34	STRAVINSKY: SYMPHONY IN E FLAT, OP. 1 Columbia Symphony (Stravinsky), Columbia ML 6389 (M); MS 6989 (S)	6
15	15	PUCCINI: LA BOHEME (2-12" LP's) Various Artists/RCA Victor Orch. (Beecham), Seraphim IB 6000 (M); (No Stereo)	48	35	40	DVORAK: SYMPHONY NO. 9 (New World) New York Philharmonic (Bernstein), Columbia ML 5793 (M); MS 6393 (S)	14
16	14	BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's) Berlin Philharmonic (Von Karajan), DGG (No Mono); SKL 101/108 (S)	54	36	—	ART OF GERALD MOORE Various Artists, Seraphim 60044 (M); (No Stereo)	1
17	18	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	57	37	—	BEETHOVEN: THE NINTH SYMPHONY Mormon Tabernacle Choir/Philadelphia Orch. (Ormandy), Columbia ML 6416 (M); MS 7016 (S)	1
18	25	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	12	38	38	MOZART: CONCERTOS 8 & 9 Vladimir Ashkinazy/London Symphony (Kertesz), London CM 9501 (M); CS 6501 (S)	2
19	19	RACHMANINOFF: CONCERTO NO. 2 Van Cliburn/Chicago Symphony Orch. (Reiner), RCA Victor LM 2601 (M); LSC 2601 (S)	25	39	39	MOZART: MAGIC FLUTE (3-12" LP's) Various Artists/RIAS Orch. (Fricsay), Heliodor H 25057-3 (M); (No Stereo)	2
20	23	NIELSEN: SYMPHONY NO. 1 Philadelphia Orch. (Ormandy), Columbia ML 6404 (M); MS 7004 (S)	9	40	—	STOCKHAUSEN: MOMENTE Various Artists/Radio Cologne Symphony (Stockhausen), Nonesuch H 1157 (M); H 71157 (S)	4

BEST SELLING SEMI-CLASSICAL LP's

Title, Artist, Label & No.	Title, Artist, Label & No.
1. WEST MEETS EAST —Yehudi Menuhin/Ravi Shankar, Angel 36418 (M); S 36418 (S)	3. OLD TIMERS' NIGHT AT THE POPS —Boston Pops (Fiedler), RCA Victor LM 2944 (M); LSC 2944 (S)
2. GERSHWIN: RHAPSODY IN BLUE —New York Philharmonic (Bernstein), Columbia ML 5412 (M); MS 6091 (S)	4. RODGERS: VICTORY AT SEA, VOL. I —RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2335 (M); LSC 2335 (S)

NEW ACTION LP's

Title, Artist, Label & No.	Title, Artist, Label & No.
PUCCINI: LA RONDINE —Moffo/Barironi/RCA Italiano Orch. & Chorus (Molinari-Pradelli), RCA Victor LM 7048 (M); LSC 7048 (S)	MAHLER: SYMPHONY NO. 9 IN D MAJOR —Czech Philharmonic Orch. (Ancerl), Crossroads 22 26 005 (M); 22 26 0005 (S)

Baroque's New Titles

• Continued from page 40

turing Reicha's "Wind Quintet, Op. 88, No. 1." The album also has Danzi's "Wind Quintet in B-Flat, Op. 56, No. 1" and a first listing of Devienne's "Trio for Horn, Clarinet and Bassoon." Rounding out the release is the McGill University Martlets under Denis Whyte in an a capella collection of choral works by Byrd, Vecchi, Tessier, Thomas Ford, di Lasso, Costeley, Palestrina, Encina, Morales, Schuetz, Duron, Handel, Beethoven, Brahms, Saboly, Purcell, Bach, Bruckner and Schumann.

FRED KIRBY

Olivero to Open Dallas Season

DALLAS — Magda Olivero will open the Dallas Opera season on Nov. 4 in the title role of Cherubini's "Medea," the soprano's American debut. The opera will be repeated on Nov. 10. Mozart's "Le Nozze di Figaro" on Nov. 17 and 19 with Montserrat Caballe, Sesto Bruscantini, Ugo Trama, Graziella

Sciutti, Biancamaria Casoni and Oralía Dominguez. The season also will have a triple bill of opera and ballet starring Dame Margot Fontyn, Victoria de los Angeles and Bruscantini. Performances will be conducted by Nicola Rescigno, artistic director.

**Tchaikovsky
6 Symphonies
At Spec'l Price**

CHICAGO — A specially priced six-record set of Tchaikovsky's six symphonies is being issued by Mercury Records this month. All releases are in stereo only. The package by Antal Dorati and the London Symphony will list for \$23.16, the normal price of four LP's.

All of the symphonies were recorded at Watford Town Hall near London with Harold Lawrence as producer and all were waxed in the same manner in order to assure the same sound qualities. The first three symphonies were issued as a set last year, continuing Dorati's extensive Tchaikovsky catalog on Mercury.

Mezzo-soprano Irina Arkhipova is soloist in Brahms and tenor Robert Ilosfalvy in Kodaly in a coupling with Igor Markevitch conducting the Russian State Symphony, the Russian State Academy Choir and the Children's Choir.

The low price Mercury Wing release has Paul Paray and the Detroit Symphony in two albums, one of Bizet and the other of Rachmaninoff. Dorati leads the Minneapolis Symphony in Tchaikovsky pieces, and conducts the Philharmonia Hungarica in a Haydn symphonic pairing.

**Weekly Fare
Set by Minny**

MINNEAPOLIS—Five concerts are listed for a new Thursday night subscription series of the Minneapolis Symphony beginning on Nov. 2. The programs will be drawn from the longer Friday series. The opening concert will include the American premiere of Krzystof Penderecki's "The Passion and Death of Jesus Christ According to Saint Luke. Stanislaw Skrowaczewski, music director, will conduct, with Douglas Campbell as narrator. Also employed will be the combined choruses of the University of Minnesota, Macalester College and the St. Paul Cathedral Boys Choir.

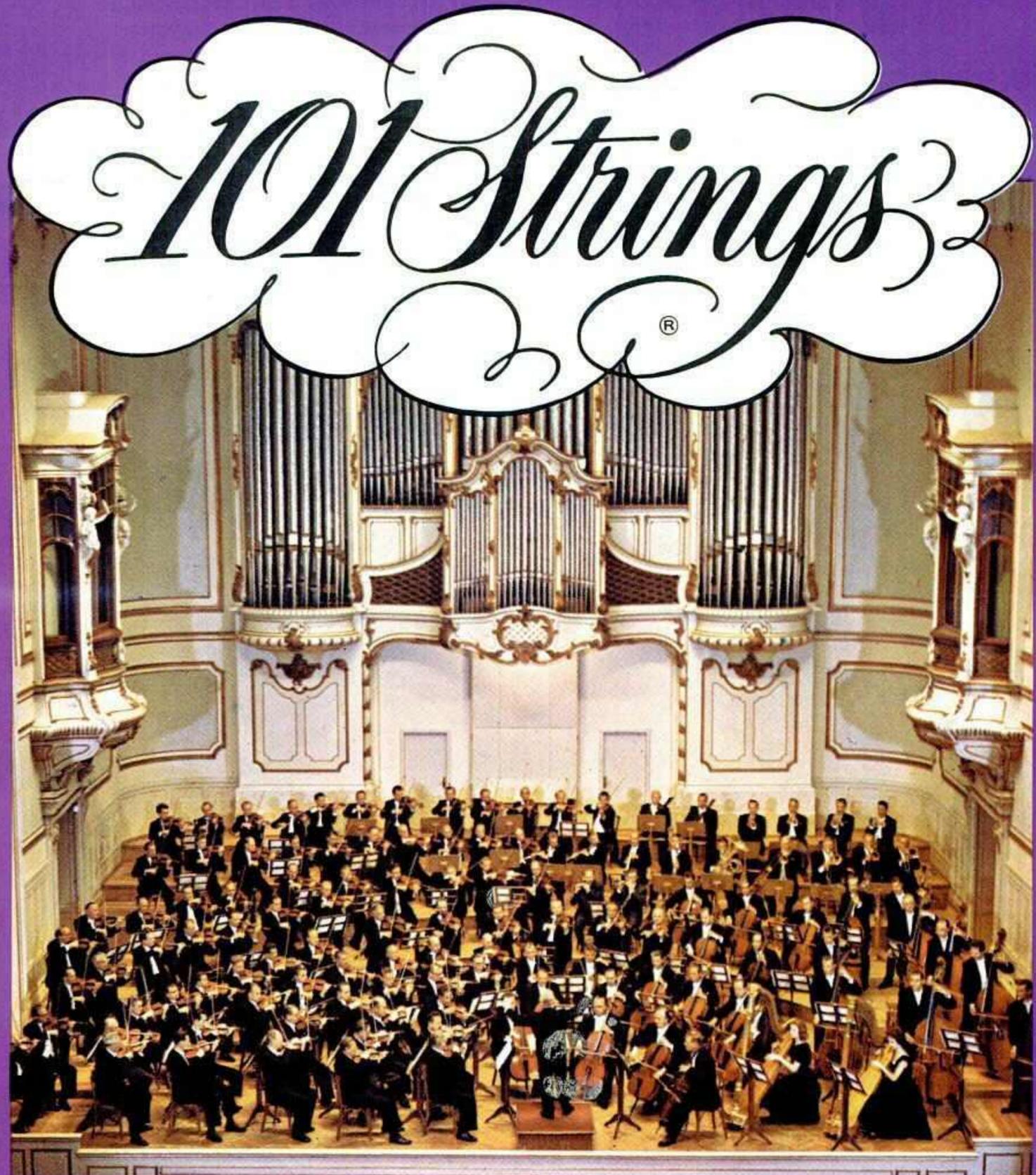
Soloists during the series will include violinists Zino Francescatti and Rafael Druian, sopranos Elaine Bonazzi and Saramae Endich, tenor Jon Crain, and bass Norman Triegle. Sir Malcolm Sargent, David Zinman and George Trautwein also will conduct.

Boosts and Boos

• Continued from page 40

ards, Leslie explained that the economy consumer had been "educated" through the release of familiar works. "They've been given a chance to develop their taste. We think they're ready now for material that's slightly more adventurous. There's as much variety in classical music as there is in pop. We intend to augment our catalog with works by modern composers like Mahler, Stravinsky and Bartok. But, I don't think we're ready for John Cage yet."

10TH ANNIVERSARY OF THE WORLD'S BEST SELLING ORCHESTRA



WITHIN 10 years and two months of the first release 101 Strings will have sold over 50,000,000 long-playing records throughout the world. The following pages are in tribute to the people who have made this unprecedented sale possible. The public acceptance of this orchestra has changed the quality standard of budget goods throughout the world. 101 Strings has been the most significant contribution to the new merchandising concept that has made it possible for people in every free country to enjoy quality home entertainment at a sensible price.

101 Strings



DAVE MILLER

FROM A CONCEPT TO FIFTY MILLION LP SALES

Exactly 10 years ago this week an unknown but extremely talented music arranger was committing the final language of orchestration to score pads for a unique recording project. This project was the initial product presentation for what I consider to be the world's first and perhaps most successful merchandising venture in the category of "musical hardware." As the architect of 101 STRINGS and its development in the market, I take the liberty of reference in saying "musical hardware." 101 STRINGS was conceived as such to fill a definite void in a waiting market.

In the mid-1950's, there were several excellent "vanilla" orchestras being offered to the public at conventional LP prices. These included Mantovani, Kostelanetz, Chacksfield and numerous others. This was the period when the mono LP phonograph was hitting its stride in a depth of consumer penetration. Record libraries in homes were sparse and generally confined to favorite artists such as Como, Sinatra and top TV personalities. The middle-road collector was faced with more leisure time, a new hi-fi, and a garage or cellar filled with old 78's, featuring the Herberts, Strausses, Gershwins and some of the other "vanilla evergreens." Most had been burned once by the purchase of budget product that had been dubbed from worse 78-r.p.m. junk than its LP successor was pressed on. A wonderful opportunity existed for the development of an orchestra that could cover the middle-road evergreen bag. As discounting was rare, the availability of desirable recordings at a "sensible price" was practically non-existent.

We had founded the Somerset \$1.98 LP label the year before and had some 40 workhorse LP's in the field. The Somerset repertoire was all new recordings of excellent quality, and the trade and public had accepted over 3,500,000 of our LP's the first year. For the most part, these were excellent programs with no artist identity. As the economics

Sherman Announces a Total of 100 New Strings by September '68

Al Sherman, president of Budget Sound, announced that a total of 24 new 101 STRINGS albums will be released between September 1967 and 1968. This will bring a total of 100 stereo LP releases featuring the orchestra. Sherman said, "It is amazing to consider the depth and variety of programs that have a realistic place on the market. That is, of course, if you have an artist that is accepted at grass roots consumer levels. With the increase of communication media and the rise of income and leisure, it is more than economically feasible for us to project programs that have a wide range of appeal. Seventeen of our new Alshire Presents releases featuring 101 STRINGS

are now being orchestrated. The remaining seven package slots are being kept open for new trends, new shows and films and, of course, the normal annual output of 'easy listening' ballads that crop up.

"We take a special pride in the fact that we do not repackage the same old tired artists that were discontinued on other labels. It is our firm belief that our industry is the essence of flux and constant change. New ideas, product and presentation are the life's blood of an attraction," he said.

Ten new packages featuring "the sound of magnificence" are being presented at the NARM convention Sept. 6.

JULES MALAMUD



It was my unique good fortune, 10 years ago almost to the day, that I was deeply involved in two separate and meaningful acts of creation in the record business

The first of these is the one officially celebrated in these pages—the creation of a new recording artist, Somerset's "101 STRINGS"—that group of nameless, faceless musicians whose artistry brought a new concept to the record business and to the record-buying public. For the first time, fresh, new recordings were created for a budget label—not only new, but of high

A Diverse Audience for the Sound of Magnificence

In part, the diverse acceptance of the 101 STRINGS orchestra is due to the amazing variety of product. From a standpoint of ethnic representation, very few groups have been overlooked in the 101 STRINGS repertoire. To quote Al Sherman, "All of our minority groups in the U. S. and England have asserted an influence on each other. They have all been exposed to the Hollywood lush type of scoring through films, TV and general mood music program. They were tuned in to the sound of lush and ornate orchestration but very few producers thought to bring them the familiar melodies sung by their grandparents who came from the four corners of the earth. These wonderful folk melodies

from Poland, Israel, Spain, Italy, Ireland, Japan and numerous other lands are represented in our 76 101 STRINGS releases. It has called for some daring orchestral innovations, but the result is that today a woman of Greek descent in Salt Lake City is hearing Japanese melodies for the first time. She bought her first 101 STRINGS album as the 'Soul of Greece.' The same is conversely true for a young choir singer in Washington who purchased 'Songs of Inspiration and Meditation'; she has since bought 'Soul of Spain' and 'Soul of the Gypsies.' The beauty of folk melodies is international—put them in a breathtaking setting of extravagant strings, and you have a market that perpetuates itself with each new sale," said Sherman.



BUDGET SOUND president Al Sherman (center) is flanked by Faye Frankel, comptroller, and Ricardo Ceja, in the firm's Los Angeles offices.

of budget merchandise necessitates little or no artist royalty, it was impossible to develop a "personality artist" for the label. A distinctive sound was an absolute must in order to have an identity. Yet, in the plan to create an orchestra organization to fill a bill of all "vanilla" categories, I knew that the written device or "gimmick" had to have a flexibility potential to cover the various types of music within the category.

I felt that all the existing "pops" orchestras had worked high strings with various solo colors to death. In fact, Mantovani was the only fresh sound in "pop" orchestrating since Tchaikovsky. To copy his wonderful trademark of cascading strings would not give our orchestra its exclusive identity. Our device or signature had to lie with dominant melody in the cellos and string basses. In discussions with Joseph Kuhn, our permanent staff arranger and first writer, he repeatedly objected that such a large low string section would require a balance of an enormous amount of higher string voices; i.e., violas and violins. To have a proper complement of instruments to cover every subdivision of "vanilla" we determined a total of well over 100 men would be required. Consequently, the "101" catch phrase of our everyday English language was used as our name identity. I felt that while the expression was familiar in speech, combined with "Strings" conjured a picture of sound dimension and grandeur that would create a buying interest in the orchestra. The name was born—101 STRINGS—and the trademark in cartouche was registered. In addition to the cartouche, we developed a visual identity in the now quite famous color photo of the orchestra in Musikhalle, Hamburg, Germany. The musicians thought it was hilarious that I called a three-hour session and only a photo was taken. I am "guesstimating" now that including all ad media—news magazines, etc.—that "funny" photograph has been reproduced over 500 million times.

Never before had any firm developed a new artist primarily for budget goods. We spent over \$450,000 our first year in promotion of the orchestra. From double-page spreads in Esquire and Play-

boy to full pages in Life, from hourly spots on stations in leading markets to tie-in deals with phono manufacturers . . . cocktail parties . . . propaganda . . . all the razzle-dazzle of top artist development was employed. In the first seven months we sold over 3 million LP's of 101 STRINGS. As we developed the program, we recorded types of material for packages never before offered by a large orchestra. As the acceptance and catalog grew, it was necessary to augment Joe Kuhn's scoring with albums penned by outside arrangers. In the summer of 1958, I assigned the writing of our most important album to a man who, in my mind, is the finest living arranger today—Monty Kelly. That October, we released his "Soul of Spain." And for the record, only one album has ever exceeded it in sales—the original cast (Columbia) of "My Fair Lady."

"Soul of Spain Volume I" launched an acceptance that has garnered an average annual sale of 101 STRINGS packages to over 5 million per year on the total 101 catalog.

Since the early years, we have had some of the most creative arrangers in the world write charts for the orchestra. After Joseph Kuhn's untimely death six years ago, Robert Lowden assumed his post until last year. Such hit makers as Don Costa, Billy Byers and other top men have written charts that are responsible for so much wonderful entertainment and the unprecedented sales we have racked up. In order to achieve a natural character in the various ethnically slanted packages recorded, we have overdubbed bouzoukais in Greece, jazz solos in New York, flamenco dancers in Seville, and a choir singing in Hebrew in Tel Aviv.

The orchestra is composed of the best players of the Hamburg Philharmonic, the N.D.R. (North German Radio Symphony), soloists and special percussion sections from the States, Berlin, Paris or from anywhere when we feel it necessary in order to give the album its best flavor.

In addition to the stereo-scored charts and tremendous size of the orchestra, there is the matter of acoustics. The world-famous Musikhalle in Hamburg is our recording base, and no small mea-

sure of credit for the thrilling 101 sound must go to Dr. Eric Beurmann and Dr. Wilhelm Wille, who have audio-mixed every program of "the sound of magnificence."

Aside from the many satisfactions in the creation of the product, I occasionally look back in nostalgia to a hundred sales meeting rooms. Through the din of huckstering I see Jules Malamud and Joe Martin in the antics of "loading 'em up." "Quota, Baby, Quota." George Phillips bemoaning enough TA's on hand to wallpaper Broadway . . . "he's only got a net worth of 10 grand, how the hell can we give him 120-day dating on a \$70,000 order?" When the industry in general thought a poly bag was an old dame from the Islands, we were skin-wrapping 101 STRINGS product, prepaying the shipment and supplying free dump boxes to open 10,000 virgin retailers that heretofore thought records were something you kept for IRS.

In the development of the orchestra we had the help and confidence of some of the top merchants in the business—Jimmy Martin, Morrie Goldman, Lou Klayman, Amos, Johnny Kaplan, Stan Jaffe, Papa Schwartz, Dave Rothfeld, Cecil Steen and all the others that liked the profits, but who also knew and personally enjoyed what they were selling.

Two years ago the Miller International U.S.A. catalog of 101 STRINGS was sold to Al Sherman of Budget Sound in Los Angeles. Al discontinued sale of the Orchestra for about six months in response to many requests from dealers and wholesalers to upgrade the price of 101 product. The price increase has been welcomed by the trade, and unit sales are climbing up to new peaks today.

Of course, we are proud of producing and merchandising an item that will pass 50 million in sales before December 1967. But, in the broader scope of importance to the industry, 101 STRINGS has set a new quality and program standard for budget goods the world over. This standard has opened new horizons of sales and is creating new buyers of recorded product in every price category. Sure, we're proud of the past, but you ain't heard nothin' yet.

caliber, artistically conceived and creatively executed.

"Budget" no longer mean "cut-outs" and old masters in bright, cheap jackets. Somerset's 101 STRINGS gave me, as sales manager of the company, product which I could sell with real pride, budget records I could hand to my customers willingly, and say, "Listen to it. Isn't it great?"

The creation of 101 STRINGS—the first real artist created by and for the budget record business—had much to do with the rise of the importance of the rack jobber in the wholesale distribution of phonograph records. Because of the "progressive truancy" (a Dave Millerism) of the Somerset distributors at the time, we turned to a small, new group of men known as "rack jobbers." These men ran companies either involved in racking health and beauty aids, household and soft goods in supermarkets and variety stores; or companies which were just beginning to place small record racks into these same stores, and were finding it hard to buy good product from good sources.

It is here that the second act of creation to which I referred to earlier happened. To introduce 101 STRINGS to the novice rack jobbers, and hopefully to open a vast new market for our product, Somerset invited a group of these novices to their first sales meeting in the record business—a weekend at the Concord Hotel in early September, 1957. With their airline tickets paid for and mailed to them, and a bus waiting for them at LaGuardia Airport, a group of rack jobbers, officially isolated as *phonograph record rack jobbers* met. They began to communicate with one another. They discovered that they had common problems, common ignorances, common needs—a common cause. Driven by a mutual desire to stay in the record business and grow with it, at Somerset's Concord weekend Jim Tiedjens, Harold Goldman and Ed Snider (NARM's first three presidents) met for the first time. What was begun at Lake Kiamesha by a handful of new record men will be celebrated by the entire phonograph record industry this March at the Diplomat Hotel at NARM's 10th Annual Convention.

It is with pardonable pride and deep gratification that I take personal pleasure in having had a part in its creation and growth.

The Rack Merchandiser's Vote of Confidence

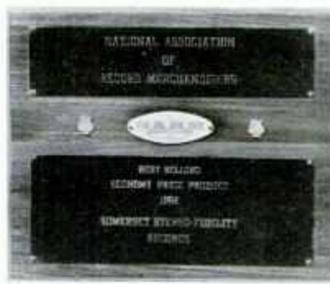
The rack merchandiser, and particularly the NARM membership, has placed an extremely important role on the development of 101 STRINGS.

The progressive merchandising by these dynamic distributors has opened the way for exposure of 101 product to millions of music lovers.

Small town outlets and big city traffic locations alike are serviced by these astute merchants whose responsibility it is to provide the proper profit yield for the outlet. Space is at a premium. Slow moving and distress inventories are death to the balance sheet of the retailer. The rack's function is to stock fast-moving items that are of a quality level to bring impulse buyers

back. Merchandise managers fight for space; counter help leaves a lot to be desired today. The rack merchandiser is the panacea to the chain and variety stores who heretofore could not buy property from ten sources.

It is with a deep pride that we at Budget Sound can say the NARM regular members across the country in the annual polling for awards, voted "101" STRINGS as their best sellers within the category nominated. Five separate awards to 101 STRINGS are the votes of confidence given to us by the most progressive distributor element in the world of music merchandising.



FIVE NARM AWARDS OVER THE YEARS include prizes for Somerset Records' 101 Strings in the areas of best selling economy priced LP disks and best selling low-priced LP record, "Soul of Spain," in 1959.

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ER- AND REPEAT BUSINESS

The Sound Behind The Scenes

There is no facet or undertaking in entertainment that is without unsung heroes. The cinematic arts have corrected this with awards for cameramen. The graphic arts have their periodic acclaims, where creative craftsmen receive just recognition. The unsung heroes of the recording arts and sciences are the audio engineers.

The 101 STRINGS sound is a scoring concept. However, most of the arrangers' aspiration would be wasted without the wealth of electronic equipment and the sensitivities of the men who must react to producers' wishes and not too infrequent blunders. They are in essence the catch-all of hysteria and pressure and must have all the transistorized guts of a butterfly's radar while fighting bulldogs.

Every 101 STRINGS album, with the exception of some foreign over-dubbing, has been engineered by two young musician-audio men from Hamburg, Germany.

Dr. Eric Beurmann is a graduate of Göttingen University and holds a doctorate in musicology and physics. Upon graduation from the world famous institution, he



Dr. Eric Beurmann. Left and Dr. Wilhelm Wille.

joined the staff of the U.S.I.S. in 1954, Dr. Beurmann is an accomplished harpsichordist and pianist, and has been with Somerset since 1955.

Dr. Wilhelm Wille is a graduate of the Detmold Academy near the Rhine and a tonemeister at North German Radio since 1953. He has been a colleague of Beurmann's since graduation.

Drs. Beurmann and Wille have engineered over 800 long playing albums since 1955.

Manufacturing Specialists That Guarantee Maximum Quality

When Budget Sound purchased the 101 STRINGS catalog a most important decision had to be made. A quality record in the budget field demands maximum efficiencies of organizational energies.

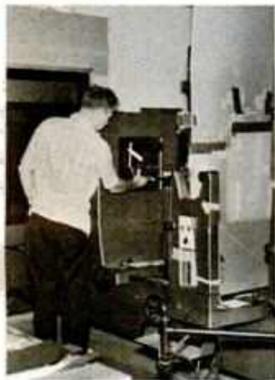
The product at the point of creation cannot be stinted on. However, all of the artistry in recording and graphic arts can be wasted through improper handling in the various stages of mass production that follow.

Al Sherman made the decision to entrust the physical manufacturing of the Somerset and Alshire Presents

labels to a group of specialists. All the staff at Budget agreed their forte lie in the creation and merchandising of superior product.

In many weeks of exhaustive quality tests and comparisons, the finest suppliers to the trade were contracted to supply the components and finished product to Budget Sound.

Each of the suppliers, as shown on the right, is a specialist in his field. Each has earned the respect of all familiar with the elements that go into recording and packaging the best long-playing product in the U. S. A.



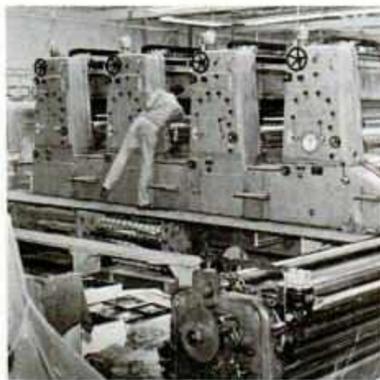
A JOHNSON CO. master cameraman scrutinizes cover film to prepare art work and plates for the printing of LP jackets.



HORACE WADDELL, (center) president of H. V. Waddell, Burbank, Calif., inspects a disk coming out of his pressing plant with an eye that has earned him industry-wide respect over the last quarter century.



ADVANCE PAPER CO. worker mounts the four-color front on a jacket shell to form an LP container.



IVY HILL's West Coast plant presses are readied for another run of 101 Strings LP jackets. The plant is one of the leaders in producing top grade cover prints.

The '101' Sound Around the World

In October, 1959, about two years after 101 STRINGS was introduced in the States and Canada, a very important meeting was held in Paris. In attendance were Somerset-Stereo-Fidelity executives, Louis Benjamin and Roger Threlfall of Pye Records, Great Britain, and Leon Cabat and Paul Claude of Vogue, France.

The question was would Britain and France accept budget product? The conservatism of Anglo-Continental marketing and retail price maintenance was the big barrier. Snob-resistance to lower priced product at the public level had already proven an invalid argument in the States; however, Europe and all foreign markets were tougher to crack.

Pye and Vogue met the challenge, and in the face of censure from competitors and customers, the two firms set out on an ad campaign that melted the staunchest opposition. To quote an observer (and early opponent), "The foresight of Somerset, Pye and Vogue has opened an area of expanded markets and a cultural contribution that few have made to the industry in the past decade."

101 STRINGS was the promotional vehicle that Pye and Vogue used. Pye, at that time, had less than one-half of 1 per cent of the British market. Through a withering TV campaign on their mother company's video Net—ATV—and Louis Benjamin's audacious billboard adverts (outdoor ads), the result led to a gold record for a million LP sales in Britain in the first year. The Golden Guinea label had cracked through in Britain. The rest of the exciting Pye story is now history.

Vogue created the, now very important, Mode label. The French trade was irate. Vogue pounded away, and the French public bought 101 STRINGS. It is interesting to note that Vogue took a tremendous risk in that they were a highly successful indie with much to lose in conventional product.

Phil Anderson's Arc Sound in Canada had always supported the orchestra and lent much impact with his innovations in point of sale merchandising.

When Columbia Nippon joined the 101 STRINGS international chain, Dave Miller created for them an almost impossible album from the standpoint of scoring—"Songs of the Seasons in Japan." How do you orchestrate a Japanese koto into conventional Western notation?

Dischi Bluebell took Italy, and Sonoplay in Spain recently set up a 21-gun promotion of the 101 STRINGS for Spain and Portugal.

Orpheon of Mexico and Central America has used 101 as a steady budget LP staple for over four years. The Australian market is covered by Astor and Gallo and markets the orchestra in Africa. Paradoxically, although 101 STRINGS is recorded in Germany, Miller International Schallplatten, Hamburg, has just recently started an all out campaign to crack them through the growing "unterhaltungsmusik" (background music) market in Germany and Austria.

That initial meeting in Paris to introduce 101 STRINGS to the world has resulted in every major manufacturer in every country jumping on the expanding budget LP bandwagon.

101 Strings Take to the Air

Prior to the 101 STRINGS promotions, budget product was rarely heard on the air. For the most part, it was of poor quality musically, and that which was acceptable were reissues of pop vocalists or classical artists so dated that public interest in it had waned.

101 STRINGS was a fresh, new sound covering current categories and the best of the "nostalgic oldies."

The day prior to the first 101 STRINGS release, in October 1957, over 35,000 EP's in a special radio library selector of 10 EP's each were mailed to stations. The play reaction was immediate. The top stations in the country have since consistently programmed the orchestra.

As an adjunct to all the normal programming, in 1958 Somerset embarked on a radio spot campaign in 18 leading markets. The heaviest concentration of paid time was in Los Angeles. Leading West Coast retailer, Clyde Wallich, reminisces "Dave Miller walked into my Hollywood office and plunked down a \$15,000 check to be spent on Co-Op spots for 101 STRINGS on our Music City Programs."

One of the most unique results of air or tv exposure was Dick Clark playing "101 STRINGS—Backbeat Symphony" on his ABC-Net Bandstand Show. Within one month the single from the album sold over 400,000 45's.

In the 10th Anniversary Sale Spectacular next month, Al Sherman plans to service all stations once again with key 101 STRINGS items.

To quote Dick Ceja of Record Sales, "I think the rock format on Top 40 stations actually helps our more conservative market, in that our customers are forced to tune into stations that are in dire shortage of excellent lush pop program such as 101 STRINGS."

MONTY KELLY AND THE SOUL SERIES



MONTY KELLY

Long before the blues and pop idioms of the music trade and public used the reference "Soul," the 101 STRINGS orchestra had released packages in a "Soul Series." Certain types of music had an emotional content that lent itself to the general heading of "Soul." The first production under the heading was "Soul of Spain." Its success is history now, but it is more than a matter of passing interest to give a short bio on the arranger-composer responsible for its startling emotional impact. "Soul of Spain" and successive packages, "Soul of Mexico," "Soul of Israel," "Soul of Erin," "Soul of South America" and several other brilliant top sellers were scored by Monty Kelly.

Monty is no newcomer to the world of orchestral silk and fireworks. His background in music started as a trumpet player going through the playing musicians' best grammar schools—nightclubs, ballrooms, theaters and staff band radio work. He left CBS in San Francisco to join the Paul Whiteman band as first trumpet and arranger. After a stint in the Army Ordnance Band with the late Skinnay Ennis, he joined the Bob Hope show as assistant musical director and arranged for all the top guest personalities — Bing Crosby, Jimmy Durante, Tony Martin and scores of others. In the early 1950's, Monty moved to New York as a free-lance arranger and worked at NBC. His first hit recording with label credits was Al Martino's "Here in My Heart." He then followed up with his own hit instrumental "Tropicana" and "Three O'Clock in the Morning." The album sales of the Monty Kelly Orchestra established him as one of the finest "pops" orchestrators and conductors in the world. Eydie Gorme, Bob Manning and Anita Bryant owe no small measure of their success to Monty.

His appetite for musical curiosity and a complete devotion to all types of music enables Monty to write authentic colors regardless of the bag — Spanish, Israeli, jazz or psychedelia. He never loses the spell of grandeur in the orchestra, and above all never sacrifices the album flavor in the identification of the idiom he is writing for. A prolific composer in his own right, Monty is a BMI writer with hundreds of his compositions recorded, among which are close to 50 tunes recorded by 101 STRINGS.

Monty is currently working on three new albums for the orchestra. He will not divulge their contents, but it is certain he's got something cooking.

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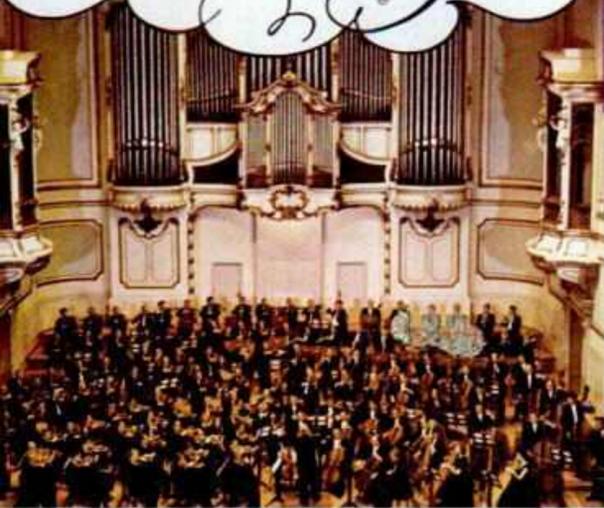
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Brilliant Sound—John Philip Sousa/George M. Cohan 5002



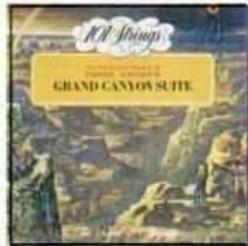
Loved Songs of Rudolf Friml and Sigmund Romberg 5003



Memory Lane With Jerome Kern and Vincent Youmans 5004



Broadway To Hollywood—Rodgers and Hammerstein 5010



The Grand Canyon Suite 5011



Winners for Strings by Victor Young/Leroy Anderson 5012



Songs of Hank Williams and Other Country Greats 5013



Hits of Lerner and Loewe 5014



The World's Great Standards 5020



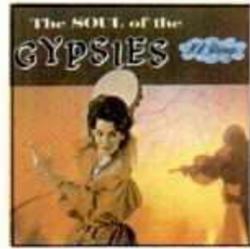
Pops Concert Favorites 5021



Hit American Waltzes 5022



Mood Vienna 5023



Soul of the Gypsies 5024



Opera Without Words 5025



The Quiet Hours 5026



Dining and Dreaming 5034



Million Sellers of the 30's 5035



Million Sellers of the 40's 5036



Million Sellers of the 50's 5037



Million Sellers of the 60's 5038



Hits From My Fair Lady 5039



Fire and Romance of South America 5040



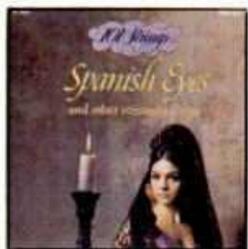
Soul of the Blues 5048



Soul of Russia 5049



Million Seller Hits of 1966 5050



Spanish Eyes 5051



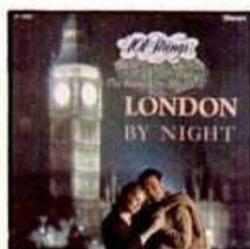
Soul of Spain—Vol. 2 5052



Fiesta Espanol 5053



Concertos for Lovers 5054



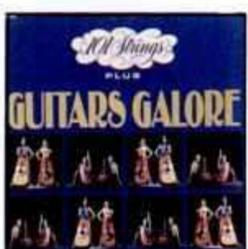
London by Night 5062



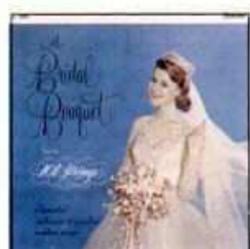
Magic Island 5063



101 Strings Play for Girls 5064



Guitars Galore 5065



A Bridal Bouquet 5066



Memories of Europe 5067



Music From Doctor Zhivago 5068

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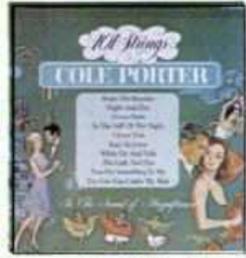
101 Strings



Best Loved Songs of Irving Berlin 5003



Immortal Melodies of George Gershwin 5006



Romance and Sophistication of Cole Porter 5007



Hits by Duke Ellington and Hoagy Carmichael 5008



Theatre Magic of Rodgers and Hart 5009



Sweet and Swingin' Sounds of Henry Mancini 5015



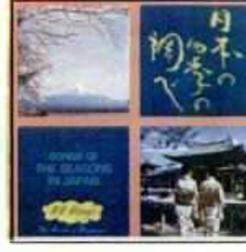
Concertos U.S.A. 5016



Trendsetters of the Sixties 5017



Soul of Spain—Vol. 1 5018

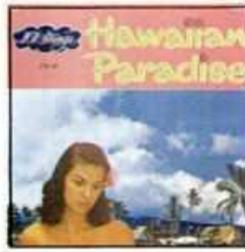


Songs of the Seasons in Japan 5019

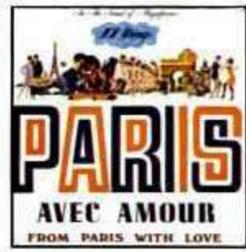
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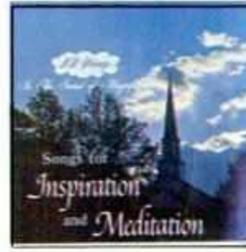
Hawaiian Paradise 5028



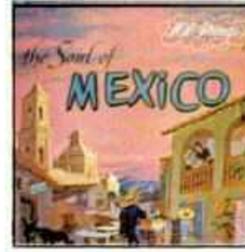
Paris Avec Amour 5029



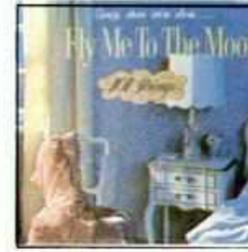
Italia Con Amore 5030



Songs for Inspiration and Meditation 5031



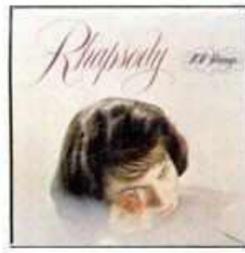
Soul of Mexico 5032



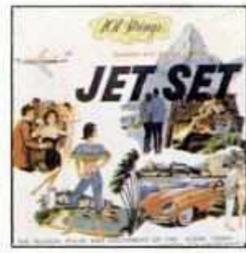
Fly Me to the Moon 5033



The Silver Screen 5041



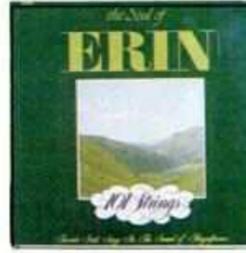
Rhapsody 5042



The Jet Set 5043



Soul of Israel 5044



Soul of Erin 5045



Soul of Poland 5046



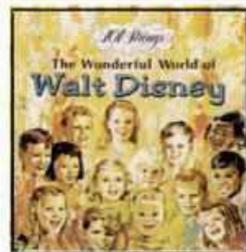
Soul of Greece 5047



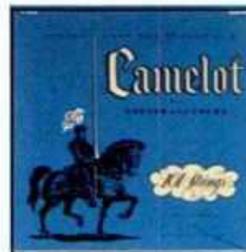
Swingin' Things 5055



American Holidays 5056



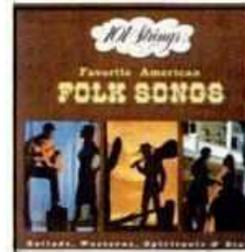
Wonderful World of Walt Disney 5057



Camelot 5058



Country Music Hall of Fame 5059



Favorite American Folk Songs 5060



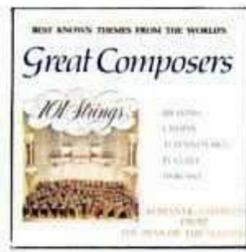
S.R.O. Broadway Hits 5061



Best of the Soul Series 5069



Million Seller Hits of 1967 5070



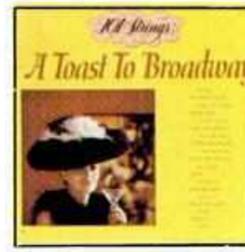
World's Great Composers 5071



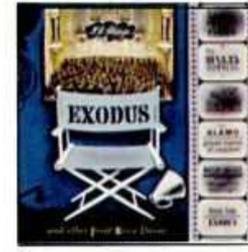
Songs of Love 5072



Music To Relax By 5073



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Geschäftsführer

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101 Strings

10th ANNIVERSARY

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Meilleurs voeux pour le 10ème anniversaire de
 l'orchestre " 101 violons ".

Nous sommes très heureux que cet orchestre a
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AL SHERMAN SUMS IT UP

The "101 Strings" Orchestra from its inception, and complete acceptance by the good music buyers of America, has always played a dominant role in the budget album market. The record merchandisers of America have been very much aware of the tremendous sales impact of the Orchestra and have featured the "101 Strings" Orchestra throughout its 10-year existence, because of this high impact sales history.

The original sales tag on the "101 Strings" album was at the stereo price of \$2.98. The tremendous sales of the Orchestra's "Soul of Spain" made history in the \$2.98 price category. In the years that followed the competitiveness of the budget market and tight money operations slowly forced the price of the "101 Strings" Orchestra down to the level of the competing budget labels. During all of this period the public, the dealers, the distributors, the record merchandisers—all agreed that the "101 Strings" were being under priced. "Raise the price!" was the general hue and cry. Long before the Miller International Co. was purchased by Budget Sound, Inc., it was decided that the "101 Strings" catalog must be elevated to the \$2.00 category. In September of 1965, Budget Sound, Inc., purchased the Miller International name and catalogs and immediately entered into a planned period of "operation upgrade"—the decision was to dry up the "101 Strings" market so that we could elevate the price to the level at which it always belonged. For a period of six to eight months there were practically no "101 Strings" albums sold. All of the "101 Strings" releases plus a choice selection of new and magnificent recordings were then released on the "ALSHIRE" label with a suggested list price in the \$2.00 price field. The resulting sales have proved the decision to upgrade was the right course to follow. The success of ALSHIRE "101 Strings" has proven the profit-wise record merchandiser to be right again. They demanded the increase. We have insisted on a one-price policy to our customers. Our generous advertising policy has given us newspaper coverage in every part of the nation. The results speak for the Orchestra. Over 50 million "101 Strings" albums sold in the United States and in the foreign countries of

the world!!!! Truly, the "101 Strings" is the greatest selling large orchestrated string orchestra in the world.

With the rise of the monaural album price to the stereo album level, by the industry in general, the two dollar (\$2.00) price category, ON QUALITY PRODUCT, now takes on an important and significant role.

It is our feeling that the ALSHIRE label featuring the "101 Strings," and other large recorded orchestras, NOW becomes an even more important item for the record merchandiser of America. The price gap between the \$2.00 item and the regular priced item is now significant—\$3.00! We do not feel it will be necessary for you to sale price the "101 Strings" as drastically as you have in the past. Your profit on ALSHIRE albums should now be much higher than the percentage of profit on regular merchandise.

Record merchandisers throughout the country share our opinion—ALSHIRE NOW demands more attention. We ask you to re-evaluate your general plan of merchandising. Give ALSHIRE a regular bin on your displays. Feature the "101 Strings" prominently. ALSHIRE can make money for you 52 weeks of the year.

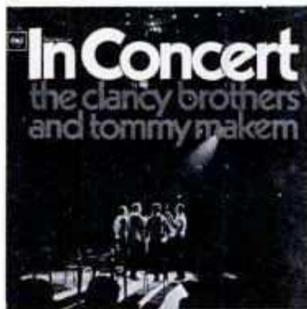
It will be our aim during the coming months to help the record merchandisers of America to make more money—bigger profits—with the quality product in the \$2.00 field—"101 Strings." We will have advertising dollars to spend with you—merchandising plans to help you realize the most profit from the dollars we spend, and as usual, all of our product will be sold on a 100% exchange basis. Millions of "101 Strings" followers—record buyers—confirm the demand that you stock in depth, and constantly, 12 months of the year, the world's greatest recording orchestra.

Al Sherman

President
Budget Sound, Inc.
Record Sales Company

Album Reviews

Continued From Back Cover



FOLK SPOTLIGHT

IN CONCERT

The Clancy Brothers/Tommy Makem. Columbia CL 2694 (M); CS 9494 (S)

The boys have come with an exciting package of songs taken from a concert appearance. The disk rings with success as Makem and the Clancy Brothers give a dozen or so Irish and Scotch folksongs a good going over in that manner that has won them the world-wide followers they have. Included are "Master McGrath," "Cockies of Bungaree," and "March Medley."



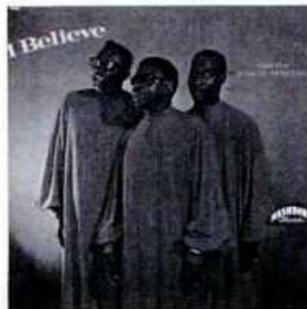
LOW PRICE CLASSICAL

SPOTLIGHT

HAYDN: SYMPHONIES NOS. 94 & 101

NBC Symphony Orch. (Toscanini). RCA Victor/LA VIC 1262 (M); VICS 1262 (S)

Another in a series of vintage Toscanini recordings, this Victrola package features two symphonies of Haydn—"Surprise" and "Clock." Both pieces are performed in the masterful style of the Maestro, with each movement a delight.



GOSPEL SPOTLIGHT

I BELIEVE

Prof. Harold Boggs & the Boggs' Specials. Nashboro LP 7044

The inspired talents of Prof. Harold Boggs, pianist and gospel singer, should find a ready market among searchers for salvation. Prof. Boggs, backed by Warner Buxton and Billy Bennett, uses his great talents to do the Lord's work.



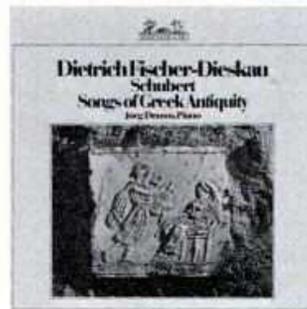
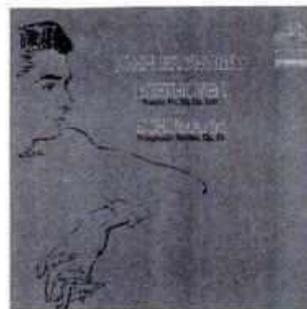
LOW PRICE CLASSICAL

SPOTLIGHT

GIORDANO: ANDREA CHENIER

Gigli/Caniglia/Bechi/Various Artists Orch. of La Scala (DeFabritiis). Seraphim IB 6019 (M)

Memorable performances by Beniamino Gigli, Maria Caniglia and Gino Bechi help draw out the emotional power of Giordano's most famous work. Add such names as Giulietta Simonato, Giuseppe Taddei and Italo Tajo and you have a package with strong appeal to opera buffs.



CLASSICAL SPOTLIGHT

JOHN BROWNING PLAYS BEETHOVEN & SCHUMANN

RCA Victor Red Seal LM 2963 (M); LSC 2963 (S)

Browning comes through with sparkling performances of the Beethoven Sonata No. 31 and the Schumann Symphonic Etudes—brilliant and sensitive interpretations. The engineering and production matches the talent of the artist.



LOW PRICE CLASSICAL

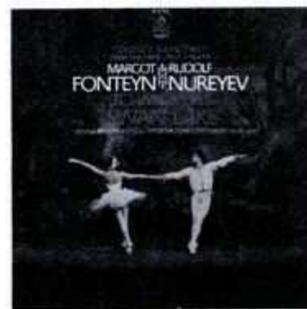
SPOTLIGHT

SCHUBERT: SONGS OF GREEK ANTIQUITY

Fischer-Dieskau/Demus. Heliodor H 25062 (M); HS 25062 (S)

This reissue on the low price Heliodor line should prove a boon to lovers of fine lieder singing. Previously out on Deutsche Grammophon, this album offers a master lieder singer in one of his top collections. "Aus Heliopolis" is a gem, but the other 11 songs also are excellent. Demus is superb as piano accompanist.

(Continued on page 44)



CLASSICAL SPOTLIGHT

TCHAIKOVSKY: SWAN LAKE

Vienna Symphony Orch. (Lanchbery). Angel B 3706 (M); SB 3706 (S)

This package, featuring the complete soundtrack of "Swan Lake," is taken from the film starring Margot Fonteyn and Rudolf Nureyev. The Vienna Symphony performance magnificently reflects the imagery of the ballet—making this recording a strong contender for a top spot on the charts.

ALBUM REVIEW POLICY

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

NEW ACTION ALBUMS

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

★ NEW ACTION LP's

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

TRIANGLE . . .

The Beau Brummels, Warner Bros. W 1692 (M); WS 1692 (S) (925-01692-3; 925-01692-5)

THE BEST OF WAYNE NEWTON . . .

Capitol T 2797 (M); ST 2797 (S) (300-02797-3; 300-02797-5)

FRANK SINATRA . . .

Reprise F 1022 (M); FS 1022 (S) (780-01022-3; 780-01022-5)

STAX/VOLT REVIEW, VOL. 2 LIVE IN PARIS . . .

Various Artists, Stax 722 (M); S 722 (S) (833-00722-3; 833-00722-5)

SOUL FINGER . . .

Bar-Kays, Volt 417 (M); S 417 (S) (915-00417-3; 915-00417-5)

TO SIR, WITH LOVE . . .

Soundtrack, Fontana MGF 27569 (M); SRF 67569 (S) (498-27569-3; 498-67569-5)

TWO FOR THE ROAD . . .

Henry Mancini, RCA Victor LPM 3802 (M); LSP 3802 (S) (775-03802-3; 775-03802-5)

JUST FOR YOU . . .

Neil Diamond, Bang BLP 217 (M); BLPS 217 (S) (204-00217-3; 204-00217-5)

JUDY GARLAND AT HOME AT THE PALACE (Opening Night) . . .

ABC ABC 620 (M); ABCS 620 (S) (105-00620-3; 105-00620-5)

THE THINGS I LOVE . . .

Jim Nabors, Columbia CL 2703 (M); CS 9503 (S) (350-02703-3; 350-09503-5)

ODE TO BILLIE JOE . . .

Bobbie Gentry, Capitol T 2830 (M); ST 2830 (S) (300-02830-3; 300-02830-5)

TIME ALONE WILL TELL . . .

Jerry Vale, Columbia CL 2684 (M); CS 9484 (S) (350-02684-3; 350-09484-5)

CAPT. BEEFHEART & HIS MAGIC BAND (SAFE AS MILK) . . .

Buddah BDM 1001 (M); BDS 5001 (S) (239-01001-3; 239-05001-5)

I'M MOVIN' ON . . .

Jimmy Smith, Blue Note BLP 4255 (M); BST 84255 (S) (230-04255-3; 230-84255-5)

WINDOWS OF THE WORLD . . .

Dionne Warwick, Scepter SRM 563 (M); SPS 563 (S) (805-00563-3; 805-00563-5)

BLUES THEME . . .

Davie Allan & the Arrows, Tower T 5078 (M); DT 5078 (S) (873-05078-3; 873-0507-5)

ONE NATION UNDERGROUND . . .

Pearls Before Swine, ESP Disk ESP 1054 (M); ESP 1054 (S) (468-01054-3; 468-01054-5)

LONELY HARPSICHORD ON A RAINY NIGHT . . .

Jonathan Knight, Viva V 6006 (M); V 36006 (S) (907-06006-3; 907-36006-5)

IT'S JUST A MATTER OF TIME . . .

The Kit Kats, Jamie LPM 3029 (M); LPS 3029 (S) (580-03029-3; 580-03029-5)

FROM ITALY
BELLDISC ITALIANA
SALUTES

101 Strings



GOOD TIME SINGERS

G-T-S

HIGH FLYIN' BIRD

IA-101



LET ME TOUCH YOU ELECTRIC STRING BAND

E-S-B

IA-102

971 NORTH LA CIENEGA BLVD. LOS ANGELES, CALIFORNIA 90069



Album Reviews

Continued from page 43



LOW PRICE SEMICLASSICAL SPOTLIGHT

WARM, WONDERFUL, WUNDERLICH

Fritz Wunderlich. Heliodor H 25063 (M); HS 25063 (S)

The title truly describes this package. Romantic treatment of light classical material; album is certain to charm all listeners. Featured is "Granada," and included are Toselli's "Serenade," "I Kiss Your Hand Madame," etc.



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

POP SPECIAL MERIT

TINA MASON IS SOMETHING WONDERFUL

Capitol T 2785 (M); ST 2785 (S)

A promising Capitol debut album for Tina Mason, who sings 11 heartache songs with a rock beat in fine style including her single "You Go Your Way." Two standards that take on new dimensions with gentle beats are "Cry Me a River" and "Crazy He Calls Me." She also can belt drivers like "Just Say Goodbye" and "A Good Kind of Hurtin'." "You Can Have Him" is another up-tempo gem.

POP SPECIAL MERIT

SONGS FOR RAINY DAY LOVERS

Clare Fischer. Columbia CL 2691 (M); CS 9491 (S)

Fascinating piano versions of easy listening tunes like "On a Clear Day You Can See Forever," "The Shadow of Your Smile," and "I'm Beginning to See the Light." Clare Fischer's piano is at once interpretative and entertaining and the orchestral support provides enjoyment at its best.

CLASSICAL SPECIAL MERIT

MOZART: DIVERTIMENTI K287 & 136

Bath Festival Orch. (Menuhin). Angel 36429 (M); S 36429 (S)

Menuhin conducting the renowned Bath Festival make for heavy enrichment of this Mozart package. Included are "Divertimento No. 15 in B Flat, K. 287," and "Sinfonia (Divertimento) in D, K. 136." This one will make a significant addition to anyone's classical library.

CLASSICAL SPECIAL MERIT

THE SHEPHERD ON THE ROCK

Christa Ludwig. Angel 36352 (M); S 36352 (S)

The artist's treatment to "Une Flute Invisible," by Saint-Saens, and Brahms' "Gestillte Sehnsucht" as well as Schubert's "The Shepherd on the Rock," and Rachmaninoff's "O Cease Thy Singing, Maiden Fair," are served up in a particularly polished manner. Ludwig is a remarkable singer and her popularity will be heightened with her performance on this disk.

SEE ALBUM REVIEWS ON BACK COVER

CLASSICAL SPECIAL MERIT

A LIEDER RECITAL

Hanne-Lore Kuhse. RCA Victor LM 2967 (M); LSC 2967 (S)

Miss Kuhse's lieder singing comes as a delightful surprise since she's been known in the United States for more robust operatic performances. This collection of songs of Schubert, Wolf, Brahms and Dvorak displays the soprano as a highly sensitive interpretive artist, one whose star doubtless will rise much higher in the future. Taijiro Iimori is her accomplished piano accompanist.

LOW PRICE CLASSICAL SPECIAL MERIT

BRAHMS: PAGANINI & HANDEL VARIATIONS

Agustin Anievas. Seraphim 60049 (M); S 60049 (S)

An auspicious debut recording for this topnotch young pianist, the winner of several international competitions. The technical difficulties of both books of the "Variations on a Theme by Paganini" pose no problem for this fine virtuoso. The "Variations and Fugue on a Theme by Handel" also is played brilliantly.

LOW PRICE JAZZ SPECIAL MERIT

JIMMY SMITH PLAYS THE STANDARDS

Sunset SUM 1175 (M); SUS 5175 (S)

Smith's organ stylings shine high in this bundle of standards. "The Way You Look Tonight," "Tenderly," "But Not for Me," "Moonlight in Vermont," and particularly "Deep Purple" represent the earlier, developing Smith and shadow his current niche in modern day jazz. All Smith lovers will want this LP.

INTERNATIONAL SPECIAL MERIT

THE HAUNTING NEW VOICE FROM BRAZIL

Thelma. Columbia CL 2700 (M); CS 9500 (S)

Thelma, who has recorded several CBS albums makes her American debut with this LP and her debut is indeed a haunting one. While the style is familiar in the best of relaxed Brazilian modern, the treatment is superior, indicating possibilities for the pop market. Among the 11 fine numbers, mainly sambas, are "Desafinado," "Garota de Ipanema (Girl from Ipanema)" and "Insensatez."

INTERNATIONAL SPECIAL MERIT

THE FOLK SONGS AND DANCES OF ISRAEL

The Hadarim Ensemble. Capitol T 10490 (M); DT 10490 (S)

Exotic, exciting sounds of Israel but with boundaryless appeal. Great listening. Songs include "Bat-Yifach," and the vocal is good on this, as well as stirring instrumentals of "Lean Noshevet Haruach" and "Hora Eilat" and "Hoppa Hey." Together with tunes like "Debka Rafiach," which originated in the prison camps, this album is a musical picture of a people. More than that, it's good entertainment.



FOUR-STAR ALBUMS

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

POPULAR

MELODIC PERCUSSION

Frank Barber. Capitol T 2794 (M); ST 2794 (S)

TELL HIM
Patti Drew. Capitol T 2804 (M); ST 2804 (S)

BOSSA NOW!
Joe Harnell. Columbia CL 2699 (M); CS 9499 (S)

THE SOUNDS SPECTACULAR PLAY GREAT NEW MOTION PICTURE THEMES
Muscor MM 2133 (M); MS 3133 (S)

BLUE SKIES OF HAWAII
Various artists/Webley Edwards. Capitol T 2782 (M); ST 2782 (S)

LOW PRICE POPULAR

THEMES FROM SECRET AGENTS
The Agents. Sunset SUM 1184 (M); SUS 5184 (S)

JOHNNY RIVERS
Sunset SUM 1157 (M); USU 5157 (S)

RELEASE ME
The Sunset Strings & Voices. Sunset SUM 1185 (M); SUS 5185 (S)

RELIGIOUS

THE INSPIRATION OF BOB VERNON
Capitol T 2778 (M); ST 2778 (S)

CLASSICAL

MONTEVERDI & CAVALLI: 17th CENTURY VENETIAN OPERA
Harper / English / Cuenod Bath Festival Ensemble (Leppard). Angel 36431 (M); S 36431 (S)

THE SUITE SHOP
Royal Philharmonic (Sargent). Capitol P 8668 (M); SP 8668 (S)

ON PARADE
Soviet Army Chorus & Band. Melodlya/Angel R 40018 (M); SR 40018 (S)

LOW PRICE CLASSICAL

BANCHIERI: THE FOOLISH OLD MAN/MONTEVERDI: 7 MADRIGALS
Various Artists. Heliodor H 25060 (M); HS 25060 (S)

BEETHOVEN: SYMPHONY No. 5
Berlin Philharmonic (Fricsay). H 25059 (M); HS 25059 (S)

A RECITAL BY PIERRE BERNAC & FRANCIS POULENC
Odyssey 32 26 0009 (M)

BORODIN: SYMPHONY No. 2 TCHAIKOVSKY: ROMEO AND JULIET
Saxon State Orch. (Sanderling). Heliodor H 25061 (M); HS 25061 (S)

CONSTANT: 24 PRELUDES FOR ORCH./NIGG: CONCERTO
Christain Ferras/Orch. Philharmonique. Heliodor H 25058 (M); HS 25058 (S)

HANDEL: SILETE VENTI
Collegium Aureum (Reinhardt). RCA Victorla VIC 1264 (M); VICS 1264 (S)

SPOKEN WORD

MY NAKED SOUL
Alan Burke. Audio Fidelity AFLP 705 (M); AFSD 1705 (S)

COMEDY

FLY BUTTONS
Various Artists. Capitol T 2502 (M); ST 2502 (S)

INTERNATIONAL

SOUNDS OF AFRICA
ABC News TV Prod. of Africa. Verve Forecast FT 3021 (M); FTS 3021 (S)

YIDDISH FOLK SONGS
Chave Albertstein. Columbia CL 2709 (M); CS 9509 (S)

JEWISH MUSIC
Benedict Silberman. Capitol DT 10064 (S); T 10064 (M)

LOW PRICE INTERNATIONAL

MUSIC FROM THE MORNING OF THE WORLD
Various Artists. Nonesuch H-2015 (M); H-72015 (S)

THE SOUND OF THE SUN
Westland Steel Band. Nonesuch H-2016 (M); H-72016 (S)



THREE-STAR ALBUMS

The three-star rating indicates moderate sales potential within each record's music category.

COUNTRY

YELLOW PAGES
Don Reno/Bill Harrell & the Tennessee Cut-Ups. Derbytown SR 101

GOSPEL

JESUS LOVES ME
The Brooklyn Allstars. Nashboro LP 7043

SPOKEN WORD

I DON'T NEED NO DOCTOR
Rev. Edmond Blair. Nashboro LP 7042



BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS
THIS WEEK

★ REGIONAL BREAKOUTS

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

PEAS 'N' RICE . . .
Freddie McCoy, Prestige 450 (Prestige, BMI) (Baltimore)

UNDER THE STREET LAMP . . .

Exits, Gemini 1004 (Hangra/Stockbridge, BMI) (Houston)

BELIEVE IN ME BABY . . .

Jesse James, 20th Century-Fox 6684 (Je-Ma/Chevis, BMI) (Houston)

RUNAWAY . . .

Del Shannon, Liberty 55993 (Shannon/Crook, BMI) (Seattle)

From The Music Capitals of the World

AMSTERDAM

Bovema is releasing a series of 24 cut-price albums featuring top names like Adamo, Gilbert Becaud, Edith Piaf, Tennessee Ernie Ford, Nat King Cole, Vera Lynn, Dean Martin and Frank Sinatra. In addition the company will be promoting new stereo albums by Peggy Lee, Nancy Wilson, Buck Owens, the Ventures, Tommy Garrett, Lajos Horvath and the City Police Pipe Band of Edinburgh. . . . Meanwhile in the singles field, Bovema has eight records in the Top 40. Leading them is "All You Need Is Love" by the Beatles, second in the charts to the big-selling "San Francisco" by Scott McKenzie (CBS). . . . Also climbing fast is Rog Whittaker, a member of the winning British team in this year's Knokke Song Cup, who has entries at No. 5 and No. 11—respectively "If I Were a Rich Man" and "Mexican Whistler."

A member of the Dutch team at Knokke, Patricia Paay, has entered the charts at No. 17 with her recording of "Je Bent Niet Hip" (Imperial). Another Imperial record making chart progress is "Sure He's a Cat" by the Cats. . . .

Donovan and the Kinks will appear at a special Fashion Ball at the Amsterdam Concert Hall on September 9, together with Dutch artists Armand, Elly Nieman, Wally Tax, Theo van Es, Davy Jones, Jacco van Renesse, Q'65, Outsiders Full House and the Dutch Swing College. . . . Bovema's classical repertoire manager Cees Pompe announced important classical releases for the fall, including fur symphonic works, six opera and operetta highlights selections and eight concertos, all in the cut-price category. . . . The American Rhythm and Blues Festival, featuring Sam and Dave, Arthur Conley, Percy Sledge and other r&b artists, will play the Amsterdam Concert Hall and the Scheveningen Circus Theater on October 14. Same date and venues have been set for the 1967 American Folk Blues Festival. The "Newport in Europe" package, featuring Archie Shepp, Thelonious Monk, Miles Davis, Gary Burton and Sarah Vaughan among others will play the Rotterdam Doelen Concert Hall October 28-30. . . . Artone has released six ABC Blues-Way albums, including recordings by John Lee Hooker, Otis Spann,

Jimmy Reed, Jimmy Rushing and Eddie Vinson. . . . Funkler released a John Coltrane stereo album titled "The Last Trane." . . . French Vogue's Andre Vidal visited Holland for talks with Robert Oege and Hans I Kellerman of Negram-Delta on joint production policy for the fall. In the same week Negram released two new French disks, "Voila" by Francoise Hardy and "Ca Fait Mail" by Danyel Gerard.

Following an extensive promotion campaign Negram-Delta has its first Elektra chart entry with "Light My Fire" by the Doors. . . . Zarah Leander will visit Holland on October 3 for a concert at the Amsterdam Concert Hall. To tie in with the visit Negram-Delta will release an LP of Leander hits on the Ariola label. . . . Negram-Delta is promoting "flower music" with a special brochure sent to all radio and TV stations and dealers. Best-selling "flower" albums currently are those by the Electric Prunes, the Doors and the Harpers Bizarre. . . . Iramac has acquired Dutch rights for Enoch Light's Project 3 label featuring the Light Brigade, Tony Mottola, Bobby Hackett and the Kissin' Cousins. Another Iramac development is the launching of the Luxor-Popular catalog, a series of low-price albums featuring the Willy Berkin Orchestra, the Cedric Dumont Orchestra, Bill Jacksfield and other Dutch talent.

New Iramac releases on the Starday label include the albums "The Wonderful World of Country Music," "The Amazing and Incredible Pete Drake," "Fabulous Steel Guitar" by Roy Wiggins, two albums by the Lewis Family and a two-record set of the Country Sweethearts. . . . First local "flower power" recording is by Armand whose "Blommen Kinderen" is released on Fontana. . . . Phonogram contracted the winners of the 10th Loosdrecht Jazz Festival—the End-atteme Jugband from Rotterdam—whose first release on Philips is "Beedle-un-bum" b/w "Corn Bread Peas." . . . Manfred Mann and Dave Berry will record a TV show in Holland on Sept. 11.

BEN HAGEMAN

COPENHAGEN

"La Maison ou j'ai Grandi" by Francoise Hardy (Vogue) is one of the rare French records to find its way into the Danish charts. Record is distributed here by Moerk. . . . The Tremeloes hit "Silence Is Golden," a big success in all Scandinavian countries, has been recorded here by the Red Squares, a British group now residing in Denmark. HMV has also released an album by the group called "It's Happening." . . . The pop group Keld & Donkeys, which unlike most Danish groups record in Danish, has recorded "Hvor blev den sommer af" on the HMV label. . . . Polydor has released "Gyngerne og karrusellen" by the Danish entertainer Preben Uglebjerg. . . . British singer Geno Washington was here for a TV appearance. . . . Biggest local seller here is "Hvem har du kysset i din gadedoer" by Dirch Passer and Daimi on the Philips label. The song is published by Multitone.

The Danish Ballet and Music Festival (Aug. 4-Sept. 3) featured Leopold Stowkowski, Witold Lutoslawski, Andre Tchaikowski and Vasso Devetzi. . . . Noting the increasing popularity of Israeli music in Denmark, Polyphon is releasing four albums of songs and

(Continued on page 60)

New Album Releases

ATCO

DARRELL BANKS—Darrell Banks Is Here; 33-216, SD 33-216
JIMMY JAMES & THE VAGABONDS—The New Religion; SD 33-222
VANILLA FUDGE—33-224, SD 33-224

ATLANTIC

THE HARMONIZING FOUR—Shine on Me; R-005, SP R-005

AUDIO FIDELITY

ALAN BURKE—My Naked Soul; AFLP 705, AFSD 1705
GEORGE JESSEL—Jessel at His Best; AFLP 706, AFSD 1706

AUDIA GOSPEL

CASSIETTA GEORGE—I Must Tell Jesus; AGM-1007

BAND BOX

RONNY WHYTE—The Songs and Piano of Ronny Whyte; 1015

BANG

VAN MORRISON—Blowin' Your Mind; BLB 218(M), BLP 218 9s0

CAEDMON

IONESCO: THE CHAIRS—Siobhan McKenna & Cyril Cusack; TR 3235, TRS 3235

CAPITOL

ROYAL PHILHARMONIC ORCH. (Sargent)—The Suite Shop; P 8668, SP 8668

COLUMBIA

CHAVE ALBERTSTEIN—Yiddish Folk Songs; CL 2709, CS 9509
CHARLIE BYRD—More Brazilian Byrd; CL 2692, CS 9492
THE CLANCY BROTHERS/TOMMY MAKEM—In Concert; CL 2694, CS 9494
CLARE FISCHER—Songs for Rainy Day Lovers; CL 2691, CS 9491
THE NEW JOHN HANDY QUINTET—New View; CL 2697, CS 9497
JOE HARNELL—Bossanova Now!; CL 2699, CS 9499

THE STATLER BROTHERS—The Big Hits; CL 2719, CS 9519
THELMA—The Haunting New Voice From Brazil; CL 2700; CS 9560

CROSSROADS

FRANCK: PSYCHE—Czech Philharmonic Orch. (Fournet); 22160117(M), 22160018(S)
PROKOFIEV: SYMPHONY NO. 5—Czech Philharmonic Orch. (Slovak); 22160115(M), 22160116(S)
SCHUMANN/BEETHOVEN: PIANO TRIO IN F MAJOR & IN E FLAT—The Prague Trio; 22160123(M), 22160124(S)
TCHAIKOWSKY: STRING QUARTET NO. 3 IN E FLAT MINOR—The Vlach Quartet; 22150121(M), 22160122(S)

CUSTOM FIDELITY

STEVE MANN—Straight Life; CFS 1675

CYE

COMMUNITY YOUTH ENSEMBLE—How Big Is God; 502 Co

DERBY TOWN

DON RENO/BILL HARRELL & THE TENNESSEE CUT-UPS—Yellow Pages; SR101
HANDEL: 3 CONCERTI GROSSI OP. 6—Berliner Philharmoniker (Von Karajan); LPEM 139012, SLPM 139012
TELEMANN/HANDEL: TRUMPET CONCERTOS—Maurice Andre/Munic Bach Orch. (Richter); LPEM 136517, SLPEM 136517

DUKE

THE BEST OF JUNIOR PARKER; DLP83(M)
VARIOUS ARTISTS—Blues That Gave America Soul; DLP82(M)

EPIC

COLE PORTER—Greatest Hits; BN26317(S)

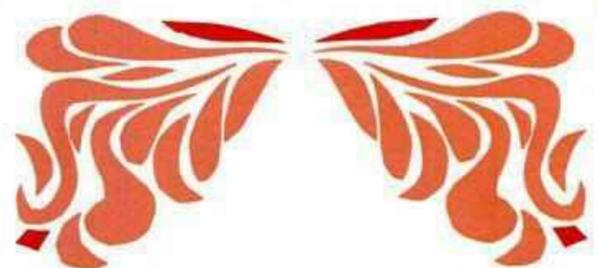
EVEREST

SHOSTAKOVITCH: SYMPHONY NO. 13—Moscow Philharmonic Orch. (Kondrashin); 6181(M), 3181(S)

HELIODOR

BANCHIERI: THE FOOLISH OLD MAN—Various Artists; H25060, H525060

(Continued on page 50)



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Country Music

Rezoning OK Stirs Trade To New Boom in Nashville

• Continued from page 1

Building already has started or is about to start on three fronts. Hubert Long, one of the earliest tenants of "music row," has acquired two pieces of property on Mawkins Street, just off 16th, where he will expand his Moss-Ross publishing firm and Hubert Long talent agency. He currently owns a building

facing the "row," and this will give him "L" shaped ownership of property around Columbia Studios.

"My current thinking is to put Moss-Ross into the new building," Long said, "and expand in all directions." He said he envisioned having separate departments established in his handle bookings for television, movies, concerts, fair dates and other personal appearances. "I may build a small recording studio, too," Long added, "because growth calls for a complete operation." He now is looking for "additional tenants" because he believes "Nashville hasn't even scratched the surface in its music expansion."

In the same block, the "812" Building, which now houses Epic Records, Audrey Williams Enterprises, Exit Studios and other firms, has been purchased by Pas Enterprises, headed by John Scoggins. The firm also has bought adjoining property.

New Constructer

"I plan to add 6,000 square feet of new construction to the front of this building and spread over onto the adjacent lot," Scoggins said. "I'm currently talking to a major recording studio about their leasing a good portion of the property." In addition to the existing occupants, restaurant, a hair-styling salon for musicians, and a custom-clothing shop, also for the music industry." Construction is planned for the second week of September.

Perhaps the choicest piece of land has been bought by a corporation which will construct The Embassy Club, a plush private membership showpiece which will be a new music outlet for Nashville. The club, to be located between BMI and the Columbia Studios, will feature "Nashville Sound" music, utilizing not only local talent but that of "out of town" artists who come to this city to record. With 240 front feet of space, the structure will replace three existing old buildings, dislocating such firms as K-Ark Records, Goldmont Recording, Gold Standard Records, and a few publishing companies. The Embassy Club also will contain a press club, a facility for the radio, television and press club, a facility for the radio, television and press fraternity who will have an opportunity to review new talent. It also will contain a game room, library and health club.

It was reported that MGM's Jim Vienneau also was negotiating for studio construction in the neighborhood. He was in New York this week, huddled with company officials.

It is expected that property long held by J. Hal Smith, near the Country Music Hall of Fame and Museum, will be built upon soon. The need for this structure is heightened by Smith's recent purchase of Boone Records, long with his agency and publishing holdings.

Land also is standing vacant, awaiting tenants for the proposed Music City Building, a

multi-story, six-million-dollar structure in the newly zoned commercial area south of what now constitutes Music Row.

It's known, too, that at least one recording company, now functioning in the Nashville suburbs, is negotiating for 16th Avenue space, which would include a recording studio complex.

Notes Sept. 28

Nashville votes Sept. 28 on a referendum to legalize liquor by the drink, and an affirmative vote would set off a chain reaction of expansion in many fields. Two large motel chains already have announced construction plans for ultra-modern facilities in anticipation of liquor approval. There is considerable concern, however, since the "drys" in Memphis recently voted down the legalized liquor proposal by a margin of some 10,000 votes.

Jack Stapp, president of Tree Publishing, said his firm's new building still in the planning stages, would have entrances on both 16th and 17th Avenue.

Under the proposed zoning changes, the music row area can include such businesses as hotels and motels, studios, auditoriums and arenas, automobile rental establishments, a post office, a food store (over 5,000 square feet), barber and beauty shops, parking lots, medical and dental labs, clothing specialty shops, printing and duplication structures, and limited dry cleaning and laundry facilities.

RCA, Chart Enter a Deal

NASHVILLE — RCA Victor will press, promote and distribute for the Chart label.

The announcement was made by Slim Williamson, co-owner of Chart, following negotiations between representatives of the two firms. Steve Sholes, division vice-president, represented RCA Victor, while Williamson was joined by Ott Stephens his partner in Chart.

"Chart had simply grown to the point where we either had to expand our operation or look to a major label for assistance," Williamson said.

The Chart co-owners will co-ordinate their activities through RCA Victor's Falton Jarvis in Nashville, and will continue to handle all sessions and set releases. Chart, under the arrangements, continues to own all artist contracts and all masters. RCA Victor will handle manufacturing, promotion and distribution only, on a worldwide basis.

Chart, begun in March 1964, has had a string of successes. It had been on the charts with such artists as Lynn Anderson, Jerry Lane and Junior Samples. Other major artists are Jim Nesbitt, Crash Craddock, Irina Love, Bob Jennings, Gene Wood and Gene Hood.

Williamson and Stephens also own two publishing companies and two Georgia radio stations.



PORTER WAGONER AND W. E. (LUCKY) MOELLER (standing) announce a change in the female feature artist of the Porter Wagoner TV show this fall. Replacing Norma Jean (left), who is leaving the show after seven years, is Dolly Parton, who will also join the Porter Wagoner road show. (See story.)

Country Gals Regaining Favor With Diskeries

NASHVILLE—Female country singers are in favor again. Labels are signing them at an unusual rate, with Columbia leading the way. At least one label has signed its first girl artist in several years. Only RCA Victor, among the major labels, is bucking the trend, but this company is firm with established female singers such as Skeeter Davis, Lorene Mann, Norma Jean and Dottie West.

Decca has added Marion Worth and a new talent named Donna Odom to its roster. Miss Odom cut her first session last week.

Capitol's Ken Nelson has signed Pat Levely on the West Coast, and she will do her recording in Nashville. Kelso Herston of Capitol signed Rita Faye.

Epic, which had success with

Tammy Wynette, has signed Lucille Star. Marti Brown was signed by Dolli, while London signed the sister team of Bobbie and Dude.

Kapp, which had not signed a female for at least three years, has Becky Bluefield on its roster now.

Columbia's Bob Johnston and Frank Jones has gone all-out in the drive to sign more female acts. Among those signed are Suzan Dennie, Dawn Glass, Diane Jordan, Judy Lynn (who actually changed labels), Sharon Sanders, Joanne Steele, Kathie Taylor, Arlene Harden, Sammi Smith, June Stearns, and a few more whose names have not yet been announced. Columbia now has 16 girl country singers working out of the Nashville studios.

WRCP Joining Mod Country Playwagon

PHILADELPHIA — Eugene McCurdy, general manager of WRCP, announced the local 50,000 watt Rust Craft Station joins the growing list of radio stations programming a "modern" country and western format. The changeover was effective Thursday (7).

Modern country which relies to a large extent on the broad spectrum of modern music emanating from Nashville, is the most rapidly developing sound in radio programming today, said McCurdy. WRCP intends to provide the desirable listening to vast numbers of Philadelphia area listeners presently not served by any existing area radio format.

The programming will be under the supervision of John Mazer, program director, who joined WRCP from WNYR, Rochester, N. Y., where he served in a similar capacity. Mazer introduced the modern Country and Western sound to WNYR in August 1965, and under his program direction the station has become one of the leading Country and Western Stations in the East.

WRCP will continue to air Mutual Broadcasting news, supplemented by WRCP's local news team. Audience interest will be accompanied by extensive promotion, including radio, TV, outdoor, taxi backs, as well as numerous sales promotion efforts. Center city attention was attracted on Aug. 28-30 by a WRCP stagecoach, accompanied by mini-skirted "WRCP—Real Country Power" cowgirls.

WRCP has been owned and operated by Rust Craft Broadcasting, Division of Rust Craft Greeting Card Co. since August 1965.



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Nashville Scene

Decca has just released its first **Jimmy Dickens** single, "Daddy and the Wine," b-w a typical Dickens novelty, "They're Gonna Have Me Committed." Produced by **Owen Bradley**, it marked the end of the singer's long career with Columbia and the start of a new one on Decca. . . . **Jerry Bradley**, who produced a **John L. Sullivan** record on his own label, Riviera, found it picked up at once by Kapp. The song, "Deep in Your Heart," is getting early action. . . . **Ferlin Husky**, **Wilma Burgess**, **David Houston** and **Leroy van Dyke** have concluded a set of Navy shows in Nashville. . . . **Porter Wagoner**, just back from the Du Quoin State Fair in Illinois, heaped praise on the fair producers, technicians, et al. He played the bill there with **Faron Young**, **Stonewall Jackson** and **Nat Stuckey**, and all had good words for the facilities.

Roy Clark finished the busiest fair season of his career and now is playing a month-long engagement at Harrah's in Lake Tahoe with **Kay Starr**. . . . Tower recording artist **Jerry Naylor** has moved his base of operations to Nashville. . . . **Tex Williams**, leading Boone artist, is off on a five-week tour of Asia. . . . **Hank Thompson** has a series of one-nighters on the East Coast during September. . . . **Happy Shahan's Show** signed as the feature event of the Tyler East Texas Fair Sept. 30. He will be joined by **Ray Frushay**, **Eddy McDuff** and **Sadi Peron** and **Carolyn Baer**. . . . Denver's **Heather Enterprises** has signed a contract with **Jerry Rivers** to publish a book on the life of **Hank Williams**. . . . **Smokey Warren**, the **Mountain Dew Boys** and **Dottie Mae** will appear at the New Jersey State Fair in Trenton, Sept. 21.

Hubert Long's talent has extensive overseas bookings in the weeks and months ahead. They include **Tammy Wynette**, **Jim Ed Brown**, **Melba Montgomery**, **Charlie Walker**, **Ferlin Husky**, **Leroy van Dyke** and **Wilma Burgess**. . . . Local radio personality **Noel Ball** hospitalized for a series of tests. . . . **Charlie Walker**, when he made his move to Nashville, gave up plans to run for the State Legislature in Texas. He had strong political ideas. . . . **LHI Records** releases a country single, and three days later 40 radio stations in all parts of the country had it charted. The song, "Here We Go Again," by **Virgil Warner** and **Suzi Jane Hokom**. Two days later it was being played by another 30 stations. . . . **Joe Wright** has booked **Claude Gray**, **Leon**

Ashley, **Margie Singleton**, **Bill Wilbourn** and **Kathy Morrison** into the Nashville Lounge in New York this fall. . . . The new **Hugh X. Lewis** album, "Just a Prayer Away," is being wrapped up and soon will be ready to go on the Kapp label. . . . The **Bradley Barn** was the scene of Nashville's first wedding in a recording studio. The participants were Imperial artist-writer **Larry Butler** and **Dixie Lee Boyte**. The formal wedding at the rustic barn had music by **Bill Pursell**, **Jon Crutchfield** and the **Town and Country Singers**. Ushers included **Tree**

Music executive **Buddy Killen**, United artist a&r director **Bob Montgomery**, and publisher **Hubert Long**. Background music for the reception was from the bridegroom's new Imperial album, "Take Me."

ABC's **Bill Lowery** came to town to do sessions with **Jimmy Dempsey**, **Curley Putman** and **Fred Boyd**. Putman recorded an album and single, and they're all songs which he wrote. . . . **Ray Price** has signed with a new manager out of New York. . . . **Mac Curtis**, program director at **WPLO** and Epic artist, has his first re-

lease on that label due out this month. . . . RCA Victor's **Bob Holt** has been transferred to Atlanta from Nashville, where he will do the promotion work with radio stations and work with **Sam Wallace** on distribution. **Wally Cochran** leaves the Atlanta office to replace **Holt** in Nashville, where he will call on distributors throughout the region. . . . Records have been set at fair dates by **Johnny Cash**, **Jimmy Dickens**, **Conway Twitty**, the **Statler Brothers**, **Carl** and **Pearl Butler**, **Mama Maybelle** and the **Carters**, **Johnny Darrell** and **Jimmy Newman**.

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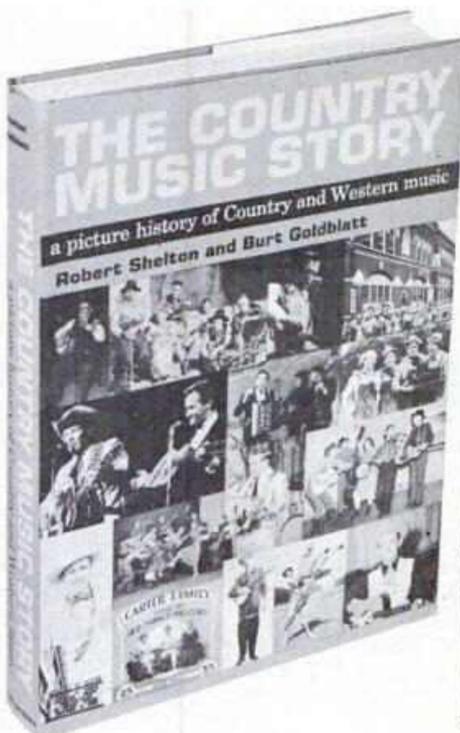
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Billboard SPECIAL SURVEY For Week Ending 9/9/67

HOT COUNTRY SINGLES

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

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
2	2	YOUR TENDER LOVING CARE Buck Owens, Capitol 5942 (Blue Book, BMI)	9	37	63	ALL MY LOVE Don Gibson, RCA Victor 9266 (Acuff-Rose, BMI)	3
1	1	BRANDED MAN Merle Haggard, Capitol 5931 (Blue Book, BMI)	10	38	46	CHOKIN' KIND Waylon Jennings, RCA Victor 9259 (Wilderness, BMI)	4
3	6	MY ELUSIVE DREAMS David Houston & Tammy Wynette, Epic 10194 (Tree, BMI)	9	39	47	TURN THE WORLD AROUND Eddy Arnold, RCA Victor 9265 (Fingerlake, BMI)	3
4	5	HOW LONG WILL IT TAKE Warner Mack, Decca 32142 (Page Boy, SESAC)	12	40	41	TOO MUCH OF YOU Lynn Anderson, Chart 1475 (Peach, SESAC)	5
5	3	I'LL NEVER FIND ANOTHER YOU Sonny James, Capitol 5914 (Chappell, ASCAP)	14	41	44	NINETY DAYS Jimmy Dean, RCA Victor 9241 (Forrest Hills, BMI)	8
6	9	BREAK MY MIND George Hamilton IV, RCA Victor 9239 (Windward Side, BMI)	11	42	66	YOU CAN'T HAVE YOUR KATE AND EDITH TOO Stetler Brothers, Columbia 44245 (Tree, BMI)	2
7	7	LONG LEGGED GUITAR PICKIN' MAN Johnny Cash & June Carter, Columbia 44158 (Perkins, SESAC)	12	43	35	DON'T PUT YOUR HURT IN MY HEART Conway Twitty, Decca 32147 (Wilderness, BMI)	10
8	4	CINCINNATI, OHIO Connie Smith, RCA Victor 9214 (Moss-Rose, BMI)	12	44	—	ODE TO BILLIE JOE Bobbie Gentry, Capitol 5950 (Shayne, ASCAP)	1
9	12	I'M STILL NOT OVER YOU Ray Price, Columbia 44195 (Pamper, BMI)	8	45	50	JACKSON AIN'T A VERY BIG TOWN Norma Jean, RCA Victor 9258 (Acclaim, BMI)	4
10	13	LAURA (What's He Got That I Ain't Got) Leon Ashley, Ashley 2003 (Gallico, BMI)	7	46	57	DEEP WATER Carl Smith, Columbia 44233 (Milene, ASCAP)	3
11	8	POP A TOP Jim Edward Brown, RCA Victor 9192 (Stuckey, BMI)	17	47	54	QUEEN OF HONKEY TONK STREET Kitty Wells, Decca 32163 (Wells, BMI)	5
12	10	NO ONE'S GONNA HURT YOU ANYMORE Bill Anderson, Decca 32146 (Painted Desert, BMI)	11	48	51	MY LOVE FOR YOU Ernie Ashworth, Hickory 1466 (Acuff-Rose, BMI)	6
13	14	CAUSE I HAVE YOU Wynn Stewart, Capitol 5937 (Central Songs, BMI)	9	49	49	WEST CANTERBURY SUBDIVISION BLUES Stonemans, MGM 13755 (Jack, BMI)	6
14	11	TONIGHT CARMEN Marty Robbins, Columbia 44128 (Mojave-Noma, BMI)	15	50	—	PARTY PICKIN' George Jones & Melba Montgomery, Musicor 1238 (Glad/Zanetis, BMI)	1
15	15	DON'T SQUEEZE MY SHARON Charlie Walker, Epic 10174 (4 Star, BMI)	14	51	53	I FORGOT TO CRY Charlie Louvin, Capitol 5948 (Hill & Range, BMI)	6
16	17	THE STORM Jim Reeves, RCA Victor 9238 (Tuckahoe, BMI)	11	52	40	YOU'RE SO COLD Hugh X. Lewis, Kapp 830 (Wilderness, BMI)	11
17	20	PHANTOM 309 Red Sovine, Starday 811 (Starday, BMI)	7	53	65	TEAR TIME Wilma Burgess, Decca 32178 (Forrest Hills, BMI)	3
18	21	YOU PUSHED ME TOO FAR Ferlin Husky, Capitol 5938 (Tree, BMI)	9	54	55	HARD LUCK JOE Johnny Duncan, Columbia 44196 (Unart, BMI)	5
19	22	WHAT DOES IT TAKE (To Keep a Man Like You Satisfied) Skeeter Davis, RCA Victor 9242 (Glaser, BMI)	8	55	60	NOBODY'S CHILD Hank Williams Jr., MGM 13782 (Milene, ASCAP)	3
20	16	LOVE ME AND MAKE IT ALL BETTER Bobby Lewis, United Artists 50161 (Barmour, BMI)	13	56	56	I JUST WANT TO BE ALONE Ray Pillow, Capitol 5953 (Jack, BMI)	5
21	29	A WOMAN IN LOVE Bonnie Guitar, Dot 17029 (Lin-Cal/Ring-a-Ding, BMI)	5	57	59	MY HEART GETS ALL THE BREAKS Wanda Jackson, Capitol 5960 (Tree, BMI)	4
22	27	GOODBYE WHEELING Mel Tillis, Kapp 837 (Cedarwood, BMI)	9	58	69	ADORABLE WOMEN Nat Stuckey, Paula 276 (Stuckey/Su-Ma, BMI)	2
23	23	TRUCKERS PRAYER Dave Dudley, Mercury 72697 (Central Songs, BMI)	9	59	64	LAURA (What's He Got That I Ain't Got) Claude King, Columbia 44237 (Gallico, BMI)	3
24	24	IN DEL RIO Billy Walker, Monument 1013 (Matamira, BMI)	11	60	70	THE CAVE Johnny Paycheck, Little Darlin' 0032 (Mayhew/Window, BMI)	2
25	26	JULIE Porter Wagoner, RCA Victor 9243 (Wilderness, BMI)	9	61	71	DOES MY RING HURT YOUR FINGER Country Charlie Pride, RCA Victor 9281 (Jando, ASCAP)	2
26	18	PROMISES AND HEARTS Stonewall Jackson, Columbia 44121 (Barmour, BMI)	14	62	58	SHINEY RED AUTOMOBILE George Morgan, Starday 814 (Raleigh-Starday, BMI)	4
27	37	CALIFORNIA UPTIGHT BAND Flatt & Scruggs, Columbia 44194 (Newkeys, BMI)	7	63	73	TINY TEARS Liz Anderson, RCA Victor 9271 (Greenback, BMI)	2
28	30	ROLL OVER AND PLAY DEAD Jan Howard, Decca 32154 (Belton, BMI)	8	64	74	GET THIS STRANGER OUT OF ME Lefty Frizzell, Columbia 44205 (Forrest Hills, BMI)	2
29	32	FOOL, FOOL, FOOL Webb Pierce, Decca 32137 (Sure-Fire, BMI)	6	65	—	GIRL CRAZY Carl Belew, RCA Victor 9272 (Four Star, BMI)	1
30	31	GENTLE ON MY MIND Glenn Campbell, Capitol 5939 (Glaser, BMI)	7	66	—	GOODY GOODY GUMDROPS Wilburn Bros., Decca 32169 (Sure-Fire, BMI)	1
31	33	I WASHED MY FACE IN THE MORNING DEW Tom T. Hall, Mercury 72700 (Newkeys, BMI)	6	67	—	MARY IN THE MORNING Tommy Hunter, Columbia 44234 (Pamco, BMI)	1
32	25	VIN ROSE Stu Phillips, RCA Victor 9219 (Acuff-Rose, BMI)	13	68	—	ODE TO BILLIE JOE Margie Singleton, Ashley 2011 (Shayne, ASCAP)	1
33	52	I DON'T WANNA PLAY HOUSE Tammy Wynette, Epic 10211 (Gallico, BMI)	3	69	—	HERE WE GO AGAIN Virgil Warner & Suzi Jane Hokom, LHI 17018 (Dirk, BMI)	1
34	34	THROUGH THE EYES OF LOVE Tompall & Glaser Brothers, MGM 13754 (Jack, BMI)	8	70	72	BIG WHEEL CANNONBALL Dick Todd & Appalachian Wildcats, Decca 32168 (Southern, ASCAP)	2
35	19	I CAN'T GET THERE FROM HERE George Jones, Musicor 1243 (Glad/Blue Crest, BMI)	17	71	—	YOU'VE BEEN SO GOOD TO ME Van Trevor, Date 1565 (Summerhouse/Harmony Hill, ASCAP)	1
36	61	LIKE A FOOL Dottie West, RCA 9267 (East Star, BMI)	3	72	—	AMERICAN POWER Johnny Wright, Decca 32162 (Wells, BMI)	1
				73	75	CHEROKEE STRIP Bob Beckham, Monument 1018 (American, BMI)	2
				74	—	GRASS WON'T GROW ON A BUSY STREET Kenny Price, Boone 1063 (Pamper, BMI)	1
				75	—	LOVE OF THE COMMON PEOPLE Waylon Jennings, RCA Victor 9259 (Wilderness, BMI)	1

Billboard SPECIAL SURVEY For Week Ending 9/9/67

HOT COUNTRY ALBUMS

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
2	2	ALL THE TIME Jack Greene, Decca DL 4904 (M); DL 74904 (S)	11
1	1	IT'S SUCH A PRETTY WORLD TODAY Wynn Stewart, Capitol T 2737 (M); ST 2737 (S)	12
3	3	JOHNNY CASH'S GREATEST HITS, VOL. I Columbia CL 2678 (M); CS 9478 (S)	8
4	6	COLD HARD FACTS OF LIFE Porter Wagoner, RCA Victor LPM 3797 (M); LSP 3797 (S)	14
5	5	BEST OF EDDY ARNOLD RCA Victor LPM 3565 (M); LSP 3565 (S)	20
6	8	SINGIN' AGAIN Ernest Tubb & Loretta Lynn, Decca DL 4872 (M); DL 74872 (S)	8
7	4	BUCK OWENS AND HIS BUCKAROOS IN JAPAN Capitol T 2715 (M); ST 2715 (S)	16
8	7	THERE GOES MY EVERYTHING Jack Greene, Decca DL 4845 (M); DL 74845 (S)	34
9	9	BLUE SIDE OF LONESOME Jim Reeves, RCA Victor LPM 3793 (M); LSP 3793 (S)	13
10	10	DANNY BOY Ray Price, Columbia CL 2677 (M); CS 9477 (S)	16
11	17	APARTMENT NO. 9 Bobby Austin, Capitol T 2773 (M); ST 2773 (S)	7
12	12	TOUCH MY HEART Ray Price, Columbia CL 2606 (M); CS 9406 (S)	33
13	16	COOL COUNTRY Wilburn Brothers, Decca DL 4871 (M); DL 74871 (S)	10
14	14	ANOTHER STORY Ernest Tubb, Decca DL 4867 (M); DL 74867 (S)	9
15	13	DIESEL ON MY TAIL Jim & Jesse, Epic LN 24314 (M); BN 26314 (S)	9
16	20	JUKEBOX CHARLIE Johnny Paycheck, Little Darlin' LD 4006 (M); SLD 8006 (S)	5
17	19	WALKIN' IN THE SUNSHINE Roger Miller, Smash MGS 27093 (S); SRS 67093 (S)	12
18	25	THANKS, HANK! Jeannie Seely, Monument MLP 8073 (M); SLP 18073 (S)	9
19	18	I'M A LONESOME FUGITIVE Merle Haggard, Capitol T 2702 (M); ST 2702 (S)	7
20	11	MAKE WAY FOR WILLIE NELSON RCA Victor LPM 3748 (M); LSP 3748 (S)	19
21	40	YOUR TENDER LOVING CARE Buck Owens & His Buckaroos, Capitol T 2760 (M); ST 2760 (S)	2
22	26	HITS BY GEORGE George Jones, Musicor MM 2128 (M); MS 3128 (S)	5
23	23	LONELY AGAIN Eddy Arnold, RCA Victor LPM 3753 (M); LSP 3753 (S)	27
24	29	I CAN DO NOTHING ALONE Bill Anderson, Decca DL 4886 (M); DL 74886 (S)	9
25	27	LOVE OF THE COMMON PEOPLE Waylon Jennings, RCA Victor LPM 3825 (M); LSP 3825 (S)	3
26	31	CARRYIN' ON WITH JOHNNY CASH & JUNE CARTER Columbia CL 2728 (M); CS 9528 (S)	2
27	15	STONEMANS' COUNTRY Stonemans, MGM E 4453 (M); SE 4453 (S)	13
28	21	CONNIE SMITH SINGS BILL ANDERSON RCA Victor LPM 3768 (M); LSP 3768 (S)	12
29	30	MR. MEL Mel Tillis, Kapp KL 1535 (M); KS 3535 (S)	4
30	35	TONIGHT CARMEN Marty Robbins, Columbia CL 2725 (M); CS 9525 (S)	2
31	43	I'LL NEVER FIND ANOTHER YOU Sonny James, Capitol T 2788 (M); ST 2788 (S)	2
32	32	ALL MY TOMORROWS Nat Stuckey, Paula LP 2196 (M); LPS 2196 (S)	9
33	36	TOGETHER AGAIN Kitty Wells & Red Foley, Decca DL 4906 (M); DL 74906 (S)	4
34	39	ALL MY LOVE Don Gibson, RCA Victor LPM 3843 (M); LSP 3843 (S)	3
35	28	NEED YOU Sonny James, Capitol T 2703 (M); ST 2703 (S)	20
36	34	DON'T COME HOME A DRINKIN' Loretta Lynn, Decca DL 4842 (M); DL 74842 (S)	28
37	37	MY DIRTY, ROTTEN, COTTON PICKIN' LITTLE DARLIN' Geezinslaw Brothers, Capitol T 2771 (M); ST 2771 (S)	4
38	24	DRIFTING APART Warner Mack, Decca DL 4883 (M); DL 74883 (S)	14
39	41	LET'S GET TOGETHER George Jones & Melba Montgomery, Musicor MM 2127 (M); MS 3127 (S)	2
40	42	MY ELUSIVE DREAMS David Houston & Tammy Wynette, Epic LN 24325 (M); BN 26325 (S)	2
41	—	JACKSON AIN'T A VERY BIG TOWN Norma Jean, RCA Victor, LPM 3836 (M); LSP 3836 (S)	1
42	—	FOLKSY George Hamilton IV, RCA Victor LPM 3854 (M); LSP 3836 (S)	1
43	—	JUST BEYOND THE MOON Tex Ritter, Capitol T 2786 (M); ST 2786 (S)	1
44	44	HYMNS Loretta Lynn, Decca DL 4695 (M); DL 74695 (S)	19
45	—	GOIN' TO CAL'S PLACE Cal Smith, Kapp KL 1537 (M); KS 3537 (S)	1

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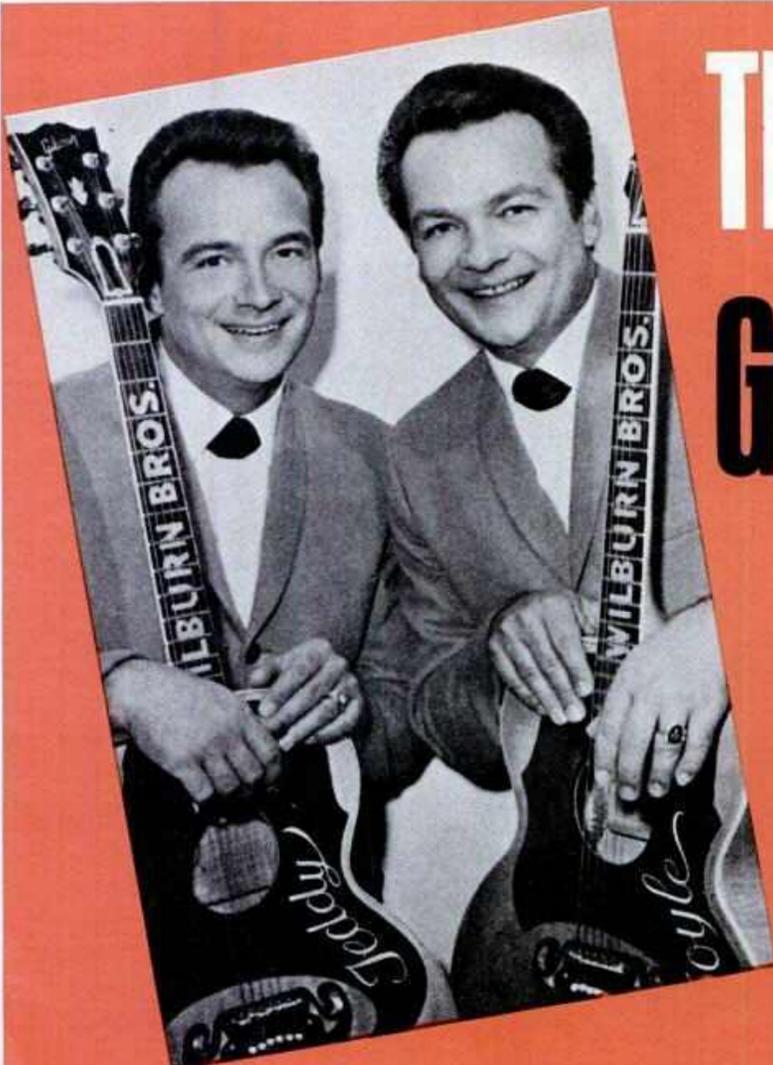


LORETTA LYNN

sings

**WHAT KIND OF A
GIRL DO YOU
THINK I AM?**

32184



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sings

GOODY, GOODY GUMDROP

c/w

**YOU'RE STANDING
IN MY WAY**

32169

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New Album Releases

• Continued from page 45

HI FI

ADRIANO CELENTANO—Adriano Celentano, His Greatest Hits; 442(M), S442(S)
ARTHUR LYMAN—Arthur Lyman at the Port of Los Angeles; L1036(M), SL1036(S)

IMPERIAL

THE TOTAL ECLIPSE—Symphony for Soul; LP9353(M), LP12353(S)

JAY JAY

DLA DOROSLYCH—Polish Adult Hit Parade; 1113
LIL WALLY PRESENTS THE POLKA VAGABONDS; 1111(M), 5111(S)

KIN TEL

BERNICE REAGON—The Sound of Thunder; KT 1001

LIBERTY

JULIE LONDON—With Body & Soul; LRP 3514(M), LST 7514(S)

LONDON

RONNIE ALDRICH—Two Pianos Today; SP 44100

MACE

COUPERIN: THE HARPSICORD SUITES OF COUPERIN—Eta Harich-Schneider MCM 9081, MCS 9081
ERNST GUNTHER ORGAN—Music for the Baroque Organ; MCM 9042, MCS 9042
ROSOFF/COLETTA/S. ROSOFF—Duets for Strings; MCM 9041, MCS 9041

MUSICOR

THE SOUNDS SPECTACULAR—The Sounds Spectacular Play Great New Motion Picture Themes; MM 2133, MS 3133

NASHBORO

REV. EDMOND BLAIR—I Don't Need No Doctor; LP 7042

PROF. HAROLD BOGGS & THE BOGG'S SPECIALS—I Believe; LP 7044

THE BROOKLYN ALLSTARS—Jesus Loves Me; LP 7043

NONESUCH

BACH: ORGELBUCHLEIN, BWV 599-644—Helmuth Rilling/Chorus of Gedächtnis-Kirche, Stuttgart (Rilling); HD-3015(M), HD-73015(S)

VARIOUS ARTISTS—Music From the Morning of the World; H-2015(M), H-72015(S)

WESTLAND STEEL BAND—The Sound of the Sun; H-2016(M), H-72016(S)

PEACOCK

REV. CLEOPHUS ROBINSON—The Best of Rev. Cleophus Robinson; PLP135(M)

PHILIPS

BACH: ST. MATTHEW PASSION—Concertgebouw Orch., Amsterdam (Eugene Jochum); PHS4-999

DEBUSSY: STRING QUARTET IN G MINOR, OP. 10 & RAVEL: STRING QUARTET IN F MAJOR—Quartetto Italiano; PHS900-154

MOZART: MISSA BREVIS IN C MAJOR, K. 259—Vienna Choir Boys; PHS900-157

MOZART: VIOLIN CONCERTOS NO. 5 IN A MAJOR, K. 219 & NO. 6 IN D MAJOR, K. 271a—Henryk Szeryng, New Philharmonia Orch. (Alexander Gibson); PHS900-163

I MUSICI—An Evening in Venice; PHS900-147, PHM500-147

STRAVINSKY: ORPHEUS: SYMPHONY IN THREE MOVEMENTS—London Symphony Orch. (Colin Davis); PHS900-153

PRESTIGE

THE CHET BAKER QUINTET—Cool Burnin'; 7496

SONNY CRISS—Portrait of Sonny Criss; 7526

THE BARRY HARRIS SEXTET—Luminescence!; 7498

FREDDIE McCOY—Peas 'N' Rice; 7487

BROTHER JACK McDUFF—Hallelujah Time!; 7492

SYLVIA SIMS—For Once in My Life; 7489

RCA CAMDEN

LIVING BRASS—Living Brass Plays a Henry Mancini Tribute; CAL-2162, CAS-2162

LIVING STRINGS—Living Strings Play Music From "Gone With the Wind" and Other Motion Pictures; CAL-2161, CAS-2161

HANK SNOW—My Early Country Favorites; CAL-2160(e), CAS-2160(e)

THE RICHARD WOLFE CHILDREN'S CHORUS—Big Hits for Little People; CAL-1091, CAS-1091

THE RICHARD WOLFE CHILDREN'S CHORUS—Big Hits for Little People; CAL-1091, CAS-1091

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LIVING STRINGS—Living Strings Play Music From "Gone With the Wind" and Other Motion Pictures; CAL-2161, CAS-2161

HANK SNOW—My Early Country Favorites; CAL-2160(e), CAS-2160(e)

THE RICHARD WOLFE CHILDREN'S CHORUS—Big Hits for Little People; CAL-1091, CAS-1091

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THE RICHARD WOLFE CHILDREN'S CHORUS—Big Hits for Little People; CAL-1091, CAS-1091

RCA VICTOR

EDDY ARNOLD—Turn the World Around; LPM 3839, LSP 3839

WILD BILL DAVIS—Midnight to Dawn; LPM 3799, LSP 3799

JOHN GARY—Carnegie Hall Concert; LOC 1139, LSO 1139

AL HIRT—Soul in the Horn; LPM 3869, LSP 3869

JAMAICAN ALL STARS—LPM 3804, LSP 3804

J. J. JOHNSON—The Total J. J. Johnson; LPM 3833, LSP 3833

HANK LOCKLIN—Nashville Women; LPM 3841, LSP 3841

MR. JELLY LORD—LPV 546

ANTHONY NEWLEY—Anthony Newley Sings the Songs From "Doctor Dolittle"; LPM 3839, LSP 3839

NINA SIMONE—Silk & Soul; LPM 3837, LSP 3837

MAX STEINER—Gone With the Wind; LPM 3859(e), LSP 3859(e)

PORTER WAGONER—More Grand Old Gospel; LPM 3855, LSP 3855

PORTER WAGONER—More Grand Old Gospel; LPM 3855, LSP 3855

PORTER WAGONER—More Grand Old Gospel; LPM 3855, LSP 3855

PORTER WAGONER—More Grand Old Gospel; LPM 3855, LSP 3855

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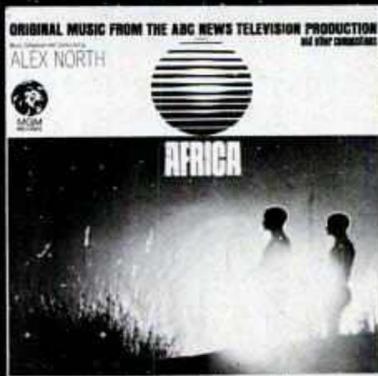


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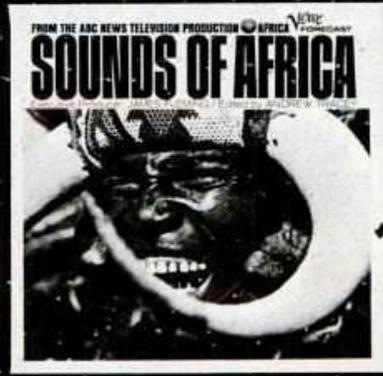
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NO. 1 POP SINGLE RECORD

"Ode To Billie Joe," Bobbie Gentry

CAPITOL 5950

NO. 1 POP ALBUM

"Sgt. Pepper's Lonely Hearts Club Band," The Beatles

CAPITOL SMAS 2653

NO. 1 C&W SINGLE RECORD

"Branded Man," Merle Haggard

CAPITOL 5931

NO. 1 C&W ALBUM

"It's Such A Pretty World Today," Wynn Stewart

CAPITOL ST2737

NO. 1 CLASSICAL ALBUM

"West Meets East," Yehudi Menuhin/Ravi Shankar

ANGEL S36418

NO. 1 LOW-PRICED CLASSICAL ALBUM

Arturo Toscanini Conducts Beethoven Symphonies Nos. 1, 4 & 6

SERAPHIM IC6015

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has one company achieved #1 ranking in
six different chart-categories simultaneously.



TOP LP's • Continued from page 26

151	154	HUGH MASEKELA'S LATEST	6
152	162	DYNAMIC DUO	17
*153	176	FOR YOUR LOVE	2
154	153	FRESH CREAM	18
155	161	CABARET	36
156	156	ERIC BURDON & THE ANIMALS, VOL. II	14
157	148	THE SANDPIPERS	16
158	155	BY REQUEST	17
159	159	OUTSIDERS... HAPPENING "LIVE!"	3
160	157	WINCHESTER CATHEDRAL	40
161	166	I LOVE YOU	5
162	160	JOHNNY'S GREATEST HITS	445
163	164	ALL THE TIME	8
*164	—	ROGER WILLIAMS' GOLDEN HITS	1
*165	—	RAVI SHANKAR IN NEW YORK	3
*166	—	THE LIVE KINKS	1
*167	183	PAINT IT BLACK	3
168	158	IT'S SUCH A PRETTY WORLD TODAY	8
169	171	WEST MEETS EAST	4
170	170	GREATEST HITS FROM ENGLAND	18
*171	186	BIG BROTHER & THE HOLDING COMPANY	2
172	172	UNDERGROUND	2
173	169	GRAND PRIX	26
174	173	SOUNDS OF SILENCE	43
175	175	CHANGES	39
176	180	THE BEST OF JOE TEX	2
177	165	AND THEN... ALONG COMES THE ASSOCIATION	56
*178	—	MELLOW YELLOW	1
*179	—	"FOR A FEW DOLLARS MORE"	1
180	181	YAKETY SAX	49
181	184	SUNSHINE SUPERMAN	29
182	191	THE FOUR SEASONS GOLD VAULT OF HITS	76
183	189	LOVE-IN	4
184	185	THE FABULOUS IMPRESSIONS	9
185	137	HAPPY JACK	16
186	187	LOVIN' SOUND	10
187	—	SPANKY & OUR GANG	1
188	198	GOLDEN HITS BY THE VENTURES	2
189	168	JOHNNY RIVERS' GOLDEN HITS	36
190	174	SUPER PSYCHEDELICS	15
191	138	JIM NABORS SINGS LOVE ME WITH ALL YOUR HEART	48
192	192	TRINI LOPEZ—NOW!	2
193	193	GIMME SOME LOVIN'	25
194	190	SOMETHIN' STUPID	16
195	197	SWEET RAIN	2
196	195	WATCH OUT	43
197	—	ENGLAND'S GREATEST HITS	1
198	199	COLONIZATION	2
199	200	YAMA YAMA MAN	2
200	—	TEST PATTERNS	1

*Indicates Star Performer

New Album Releases

• Continued from page 50

- ROADRUNNER**
ERNE MENEHUNE — 'Round the Town; 3825 (S)
- ROYAL**
TORMENTORS—Hanging 'Round, RLP 111
- SERAPHIM**
BRAHMS: VARIATIONS ON A THEME BY PAGANINI OP. 35—Agustin Anievas; 60049, S60049
BRAMS: DOUBLE CONCERTO—Philharmonia Orch. (Kietli); 60048, S60048
GIORDANO: ANDREA CHENIER—Caniglia/Bechi Orch. & Chorus of La Scala Milan (de Fabritiis); 1B6019
WAGNER: WESENDONCK LIEDER—Kirsten Flagstad/Gerald Moore; 60046 (M)
- SIDEWALK**
GYPSY BOOTS—Unpredictable; T5904 (M)
- STARDAY**
ALL STARS—The Big Stars & the Big Hits of Country Music; SLP S-407
ALL STARS—The Top Ten of Country Music; CS-NLP2048
COWBOY COPAS—Signed, Sealed & Delivered; CS-NLP2050
THE LEWIS FAMILY—Time Is Moving On; SLP S-408
ROGER MILLER—Roger Miller, The Amazing; CS-NLP2046
GEORGE MORGAN—Country Hits by Candlelight; SLP S-410
KENNY ROBERTS—The Incredible Kenny Roberts; SLP S-406
VARIOUS ARTISTS—Back Street Affair; CS-NLP2049
VARIOUS ARTISTS—Country Music Hall of Fame, Vol. No. 7; SLP S-409
VARIOUS ARTISTS—Swingin' Country (Inst.); CS-NLP2051
VARIOUS ARTISTS—There Stands the Glass; CS-NLP2047
- STAX**
WILLIAM BELL—The Soul of a Bell; 719
- SUNSET**
JOHNNY RIVERS; SUM 1157 (M), SUS 5157 (S)
JIMMY SMITH—Jimmy Smith Plays the Standards; SUM 1175 (M), SUS 5175 (S)
THE SUNSET STRINGS & VOICES—Release Me; SUM 1185 (M), SUS 5185 (S)
VARIOUS ARTISTS—Themes From Secret Agents by the Agents; SUM 1184 (M), SUS 5184 (S)

TOWER

DAVE GARDNER—It Don't Make No Difference; T5075 (M)
DAVE GARDNER—It's All in How You Look at "It"; T5076 (M), T5075 (S)

VANGUARD

ERIC ANDERSEN—'Bout Changes 'N' Things Take 2; VRS 9236 (M), VSD 79236 (S)
BACH: CANTATA NO. 95 AND NO. 33—Bach Orch. & Cathedral Choir of Bremen (Heintze); SRV 243 (M), SRV 243sd (S)
BEETHOVEN: SYMPHONY NO. 5 IN C MINOR, OP. 67/SCHUBERT: SYMPHONY NO. 8 IN B MINOR, "UNFINISHED"—Vienna State Opera Orch. (Prohaska); SRV 203 (M), SRV 203sd (S)
STEVE GILLETTE; VRS 9251 (M), VSD 79251 (S)
MAHLER: DAS LIED VON DER ERDE; SONGS Halle Orch. (Barbirolli); SRV 233 (M), SRV 233sd (S)
THE SIEGEL/SCHWALL BAND—Say Siegel Schwall; VRS 9249 (M), VSD 79249 (S)
VIENNESE NIGHT WITH BARBIROLLI—Halle Orch. (Barbirolli); SRV 237sd (S)
JACKIE WASHINGTON—Morning Song; VRS 9254 (M), VSD 79254 (S)
THE YOUNG TRADITION; VRS 9246 (M), VSD 79246 (S)

WARNER BROS.

THE BEAU BRUMMELS—Triangle; WS 1692 (S)

WORLD SERIES

BACH: SUITES FOR UNACCOMPANIED CELLO—Maurice Gendron; PHC 3-010
BRAHMS: SONATA FOR TWO PIANOS IN F MINOR, OP. 34a—Marie-Jose Billard & Julien Azais; PHC 9067
FRANCK: GRANDE PIECE SYMPHONIQUE; FANTASIE IN A; PASTORALE—Marcel Dupre; PHC 9077
MAHLER: DAS LIED VON DER ERDE; SONGS OF A WAYFARER—Concertgebouw Orch., Amsterdam (Eduard Van Beinum); PHC 2-011
A. MARCELLO: "LA CETRA" (Concertos Nos. 2, 3, 4 and 6) OBOE CONCERTO—I Musici; PHC 9085
MOZART: DON GIOVANNI—George London, Vienna Symphony Orch. (Rudolf Moralt); PHC 3-009
RAMEAU: LES INDES GALANTES; LES SURPRISES DE L'AMOUR—Lamoureux Orch. (Marcel Couraud); PHC 9062
SCHOENBERG: WIND QUINTET, OP. 26—The Danzi Quartet; PHC 9068
SCHUBERT: SONATA IN B FLAT, OP. POSTH., D. 960/MOZART: SONATA NO. 10 IN C MAJOR, K. 330—Clara Haskil; PHC 9076
SHOSTAKOVICH: SYMPHONY NO. 5—Minneapolis Symphony Orch. (Stanislaw Skrowaczewski); PHC 9081
TELEMANN: PIMPIONONE—Erna Roscher, Reiner Suss, Berlin Chamber Orch. (Helmuth Koch); PHC 9066
THE VIRTUOSO CLARINET—Jacques Lancelot, Rouen Chamber Orch. (Albert Beaucamp); PHC 9078

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International News Reports

Sir Joseph, Dunn, Cavender Head Guests at Cap. of Canada's Fete

By KIT MORGAN

TORONTO — Capitol Records (Canada) Ltd.'s modern new headquarters at Malton, on the outskirts of Toronto was officially opened Aug. 23 at an open house attended by Sir Joseph Lockwood, chairman of EMI, making his first visit to the Canadian company; his executive assistant, W. H. T. Cavendish, who flew in from London for the occasion; Lloyd W. Dunn, vice-president of Capitol Records international division and president of the Canadian company, and Glenn Cavender, vice-president of finance, Capitol Record Club, who came from Hollywood for the event.

Some 200 guests attended the official opening of the building, which has been occupied since early June. Guests toured the large building, from the lobby, bedecked with congratulatory floral displays sent by affiliates and suppliers, through the handsomely appointed executive offices, right through to the large and immaculate warehouse facilities. Attractive Capitol employees were stationed along the tour route acting as hostesses and explaining the function of the various departments. Arrows marking the tour ended in the general office area, cleared to make room for a bar and elaborate hot and cold buffet.

Introduced by executive vice-president and general manager of the Canadian company, G. Edward Leatham, Sir Joseph referred to Canada's place as the sixth most important record market in the world, and said he was proud of Capitol's role in the growth of the record industry here. He traced briefly the development and growth of the company and made special mention of its encouragement of Canadian talent and his hope that in the future records by Canadian artists would find the same worldwide acceptance as those of the company's American and British artists.

Dunn, in his brief address, also referred to Canada's place in the top 10 markets in the world, according to Billboard, and said that the opportunity for development in Canada exceeded that of any place in the world. Referring to the new building, Dunn recalled the opening of the Capitol Tower in Hollywood, saying that as he



GATHERED IN THE LOBBY marking the official opening of Capitol Records (Canada) Ltd.'s new headquarters in Toronto were, left to right, W. H. T. Cavendish, executive assistant to Sir Joseph Lockwood; Allan Black, general manager of Capitol Record Club in Canada; G. D. Cavender, vice-president, finance, Capitol Record Club, Hollywood; Lloyd W. Dunn, vice-president, international Capitol Records, Hollywood; Sir Joseph Lockwood, chairman of EMI, and G. Edward Leatham, executive vice-president and general manager, Capitol Records (Canada) Ltd.

escorted Frank Sinatra through the new offices, Sinatra ground his cigaret butt into the carpeting and, when Dunn shuddered, said "someone had to be the first to do it, and it might as well be me."

C. M. Murray, deputy-reeve of Toronto Township, also spoke briefly, welcoming Capitol to the fastest-growing area in Toronto.

Thanking the special guests, Leatham said that Capitol's growth in Canada and its modern new building would not have been possible without the tremendous team work of his executives, and he introduced Taylor Campbell, vice-president and director of sales; Brian O'Shea, controller and treasurer; Paul White, director of a&r; Harold Burr, director of operations; John McLeod, legal counsel, Gord Edwards, national advertising manager; Lloyd Field, personnel manager, and Allan Black, general manager of the Capitol Record Club. Black, in turn, introduced Adrain Van Rijs, fulfillment manager; Pat Whipp, manager of the Capitol Shopping Service, and Winston Travis, statistical manager.

Among the guests were Cy Leslie, president of Pickwick International, New York,

whose Pickwick product is distributed in Canada by Capitol, executives of other Canadian record companies, including George Harrison, vice-president and general manager of RCA Victor Record division and R. A. Chislett, vice-president and general manager, the Compo Co., key record dealers, music publishers, representatives from radio and TV, Capitol artists, suppliers, the architects, township councillors, and others. Alan Livingston, president of Capitol, who could not be present sent a telegram of congratulations, as did distributors and other associates from across Canada.

Following the open house, a dinner was held at the Constellation Hotel for Capitol executives, at which Sir Joseph and Dunn again spoke briefly.

The following evening a "family" open house was held for some 250 Capitol employees and their families, who toured the building, enjoyed a buffet, with hot dogs, ice cream and balloons for the children, and each child was given a children's record, each family a pre-release copy of a new Capitol album. Dunn joined the Ca-

(Continued on page 58)

German Cleffers Hit Foreigners

By OMER ANDERSON

HAMBURG—The dissolution of the Studio Orchestra of the North German Radio has driven up tension in the controversy between the German Music Association and foreign dance and entertainment orchestras.

The German Music Association is trying to bar foreign music groups from playing in German establishments while there are jobless German musicians.

The German organization claims that work is being "stolen" from German bands, which are being left jobless. In this connection, the disbanding

of the North German Radio Network's Studio Orchestra is symptomatic of the difficult situation faced by German musicians.

North German Radio, largest of the 11 West German networks, announced that for economy reasons it is disbanding the orchestra of 17 musicians and band leader Rolf Kuhn, as of next Dec. 31.

The orchestra was founded 10 years ago, and has played mainly for the radio network. But the network now feels that it can no longer pay the higher royalties imposed by Gema, the German ASCAP organization, and also maintain the orchestra.

The German Music Association has protested to the Bonn government that of 10 orchestras now playing in Frankfurt nightclubs, only three are German. Frankfurt is regarded as Germany's "nightclub capital."

The association said that "a very high percentage of its 1,000 members are unemployed or on part-time work." The association claims that foreign music organizations have invaded Germany in overwhelming numbers, and that about 50 foreign groups are playing in the Frankfurt area alone. This means that about 75 percent of the hot-spots in the Frankfurt district have foreign ensembles.

Roses Fest Attracts Cream of Int'l Talent

By GERMANO RUSCITTO

ROME — A big line-up of talent is being assembled for the fourth Festival of Roses to be held here Oct. 3-5.

Rocky Roberts (Durium), Fausto Leali (Rifi) and Al Bano (EMI-Italiana), this year's newcomers to the Italian hit scene, have already signed with ISA, the company organizing the festival.

French singer Herve Vilard (Philips) will participate, and negotiations are under way to line up Les Surfs (Festival-CGD); Francoise Hardy, (Vogue-Saar); Dave Dee, Dozy, Beaky, Mick and Tich (Philips); Julie Rogers (Philips); David and Jonathan EMI; Paul Jones (EMI); P. P. Arnold (EMI); Dionne Warwick (Scepter-CGD); Antoine (Vogue-Saar); and current U. S. chart-topper Bobbie Gentry (Capitol-EMI).

Italian artists in the Festival will include Nini Rosso, I Marcellos Ferial, Mario Zelinotti and Isabella Jannetti (Durium); Orietta Berti, Annarita Spinaci, Armando Savini and Igor Mann

and I Gormanni (Phonogram); I Giganti and Giorgio Gaber (Rifi); I Camaleonti (CBS-Italiana); Tony Del Monaco (CGD); Memo Remigi (Carosello); Sonia, Pino Donaggio and I Nomadi (EMI); Umberto (Saar); Anna Identici and Mario Guarnera (Ariston); and Anima, Paolo Rugolo and the Stormy Six (Belldisc-Italiana). Domenico Modugno (Curci), and Del Turco (CGD), may be added. RCA-Italiana is expected to nominate Michele and Fred Bongusto. Artists to represent Ricordi and Cellograf have still to be set.

ISA general manager Maria Luisa Pisan said that movie star Gina Lollobrigida would take part in the show.

As reported earlier (Billboard, Aug. 12), the Festival of Roses, which is the biggest Italian musical event of the fall, will this year include a ballet section, featuring the company of Gino Landi, well known on Italian TV, and the Arthur Plasschaert company from the Paris Olympia Theater.

Bruno Canfora will conduct the orchestra.

Czech Singer Takes Polish Music Fest

By ROMAN WASCHKO

SOPOT, Poland — Winner of the Grand Prix du Disque at the Seventh International Festival of Light Music Songs here Aug. 17-20 was Czechoslovakian singer Eva Pilarova for her interpretation of "Requiem," which previously won the International Intersvision Song Contest in Bratislava.

The 6,000 seats in the open-air auditorium were jammed every night, with an estimated 6,000 standees at each session.

Performing, but not competing, were Udo Jurgens, winner

of last year's Eurovision Contest and Caterina Valente.

Contestants included: Claude Celler, French Disc AZ; Zlatko Golubovic, Yugoslavian Produckja Gramo; Renate Kern, West German Polydor; Eva Pilarova, Czechoslovakian Supraphon; Kiril Simov, Bulgarian Balkanton; Therese Steinmetz, Dutch Phonogram; Yves Simon, French Philips; Dan Spantaru, Rumanian Electrecord; Omara Portundo, Cuban Areito, and Lucja Prus, Polish Nagrania.

Guest of honor was the Russian singer and film actress, Lubov Orlova.

Majlath Dances Off With Hungarian Dancemusic Fest

By PAUL GYOGNY

BUDAPEST — Julia Majlath took first prize in the Second Hungarian Dancemusic Festival here with two of her compositions.

The songs were "Life Is Short" and "I Don't Wait Till Tomorrow." She competed with 14 other composers. Miss Majlath collaborated on the numbers with Kalman Fulop.

Three second prizes were made. Attila Dobos and Ivan Szems were recipients for their "At the First Clumsy Kiss," Rudolph Tomsits and Sandor Halmagy for "After Me the Deluge," and Tamas Vadas and Kalman Vargas for "It Was a Dance Only."

Taking the two third prizes were Janos Gyulai Gaal and Istran Hajnal for their number, "Days and Nights," and Tamas Deak and Kalman Fulop for "Adam Where Are You?"

15 composers were chosen to participate in the finals from a list of 60 entrants. The event was held in the Erkel Theatre. The winners were chosen by public vote and a special international jury.

Gardey Inks 3-Yr. Pact With Vergara

MADRID — Luis Gardey, one of Spain's top-selling singers, has signed a three-year contract with Vergara Records, effective from Jan. 1, 1968.

Gardey, who has won many awards in Spain, is currently under contract to Zafiro Records which he joined four years ago.

The contract provides for Gardey to receive a \$5,000 signing fee and for Vergara to spend a minimum of \$10,000 a year on publicity and promotion. Gardey will receive 6 per cent royalty on his records plus additional amounts whenever sales top 30,000 copies.

Int'l Disks Making Sales Inroads in Greece

By MIKE HENNESSEY

ATHENS—Although 75-80 per cent of the records sold in Greece are of local origin, there are signs that international repertoire is gaining ground, particularly with teen-agers in Athens and Salonica.

With a population of only 8,000,000 and only about 200,000 homes with record players, best-selling records rarely pass the 15,000 mark. Average sales for records of local origin are 3,000 copies and, for foreign disks, 1,000.

In common with most countries, sales of international product are much influenced by American and British charts and, to a lesser extent, by those of France and Italy. The programming of the American military broadcasting station in Athens is also a factor affecting record sales.

Among the most popular international groups are the Beatles, Herman's Hermits, the Shadows, the Rolling Stones, the Beach Boys, the Animals, the Kinks, the Monkees, the Hollies, the Mamas and the Papas and the Seekers.

In the category of solo artists, Continental singers are the most popular, in particular Adamo, Charles Aznavour, Petula Clark, Enrico Macias, Sergio Endrigo, Peppino de Capri, Gigliola Cinquetti and Adriano Celentano. The biggest-selling American artists are Frank Sinatra and Elvis Presley.

Classical music sales are very low and, for the most part, are accounted for by imported albums.

Recorded music of local origin can be divided into four categories. First there is light music of which there is a festival each year at Thessaloniki in September. Taking part this year will be Terris Chryssos who is also participating in the Mediterranean Song Festival in Barcelona this month.

Secondly, and most important, is the popular music of the country, the laika, of which typical examples are Hadjidakis' "Never on Sunday" and Theodorakis' "Zorba The Greek." There are no groups featuring this repertoire but only solo artists of whom the most important are Kazantzides, Bithikostis, Moskolio, Angelopoulos, Skordilis and Xanthopolous.

In this category the composer is of equal importance and Stravos Xarhakos has made a very big impact in the market over the last three years.

The third category of Greek music is the oriental flavored music of Byzantine origin which is extremely popular in the provinces and among the working class population. Both this type of music and the laika make prodigious use of the bouzouki.

Finally there is the traditional Greek folk music which varies from region to region.

Among the leading artists in the popular category is Zoitsa Kouroukli who records for CBS and Pan Vox. Miss Kouroukli will represent Greece in the Rio de Janeiro Song Festival from Oct. 20 to 26. She sings in Greek, English and French and has appeared with success at a number of international festivals, including Sopot in Poland and Barcelona and Majorca in Spain. Also popular in this category are Voyatzis and Cleo Denardou.

Yovanna (CBS-Pan Vox) is another successful artist who won a first prize at Sopot in 1962 and recently toured Germany with French singer Sacha Distel.

Until three years ago local beat groups were virtually unknown, but in 1964 the Music Box record company launched the beat group of Tassos Papastamatis and the Formix. Their Decca recording of "Jeronymo Yanka" sold 70,000 copies, a phenomenon in a field which, hitherto, had had little acceptance.

More groups such as the Charms, the MGC, the Knacks and the Airones followed in the wake of this success and recently the Charms scored with a cover version of the Aretha Franklin hit "Respect." This followed 15,000 sales for each of two previous singles, "Epilogos" and "Expo Ap Ton Kosmos" ("Out of This World").

Yankee-Styled Sales Parleys Becoming Conventional in U.K.

By GRAEME ANDREWS

LONDON — The annual sales convention, once considered the exclusive province of the American business community, is now being adopted by the British record industry.

The British majors boost their sales staff's morale and their efforts to sell-in their product to the retail trade with these annual meetings. And 1967 has already made its mark as the bonanza year of the convention. In the first week of September the industry will witness

its biggest run of conventions with EMI, Warner Bros, Pye and Decca all launching their fall product with a maximum of trumpet blowing.

This heavy schedule of sales meetings also sees two major innovations. For while Pye's convention will be the eighth to be staged by the company, Decca in many ways the most traditional of the British majors has never before held a national sales conference. And the decision by Warner-Reprise to stage a version of its "Turn On, Tune In" convention in London

for its European licensees marks a major precedent for other American licensors to unveil their own product in the British market.

Mike Maitland, Mō Ostin and other Warner-Reprise brass have flown into London to head the sales drive. The Warner-Reprise convention has been carefully timed to dovetail with Pye's own conference as the companies share many common licensees.

Already Britain's biggest conference season has been given *(Continued on page 60)*

Phonogram, Polydor & Bovema Offer Special Subscriptions

AMSTERDAM — Three Dutch record companies—Phonogram, Polydor and Bovema—have programmed important subscription offers for the fall and Phonogram is offering "pay while you play" terms on its subscription sets.

Phonogram's fall release program was outlined to Dutch dealers at the 21st Disco Dealer Day meet in the Amsterdam RAI Congress Hall on Sept. 4.

Phonogram, which has a 35 per cent share of the Dutch market, introduced its fall program in the morning and during the afternoon organized a special instruction meeting for dealers in which new and profitable methods of presentation and promotion of records were outlined.

In the subscription field, Phonogram is offering six sets of records at considerable discount and with easy terms facilities if required. Each subscriber will receive a free EP record of great operatic arias by Elena Suliotis.

The Phonogram subscription program includes a five-record set (Philips) of the eight symphonies of Schubert and the Italian overtures by the Staatkapelle Dresden conducted by Sawallisch; a four-record set with Arthur Grumiaux as the soloist in the violin concertos

of Tchaikovsky, Mendelssohn, Beethoven, Brahms, Bach, Lalo and Vieuxtemps with the Concert Lamoureux Orchestra conducted by Manuel Rosenthal (Philips); a three-record set of Bach's "St John Passion" with Ernst Haefliger, Walter Berry, Agnes Giebel, Marga Hoffgen, Franz Crass and the Netherlands Radio Unie Choir and the Concertgebouw Orchestra conducted by Eugen Jochum (Philips); Bach's Weihnachtsoratorium with Elly Ameling, Helen Watts, Peter Pears, Tom Krause, Lubecker Kantorei and the Stuttgart Kammer Orchestra conducted by Karl Munchinger on a three-record set (Decca); a two-record set of Mascagni's "Cavalleria Rusticana" with Elena Suliotis, Mario del Monaco, Tito Gobbi, Stefania Malagu, Anna di Stasio, conducted by Silvio Varviso, combined with an Elena Suliotis recital of the arias of Verdi (Decca); and Beethoven's Pastoral Symphony and Mahler's Fourth Symphony by the Concertgebouw Orchestra conducted by Willem Mengelberg (Philips).

Polydor is programming five subscription offers, including a Tchaikovsky set with the fourth, fifth and sixth symphonies, the violin concerto in D, the piano concerto No. 1 and "Serenade for Strings" conducted by Her-

bert von Karajan; Haydn's "Jahreszeiten" conducted by Karl Bohm; Mozart's "Don Giovanni" conducted by Bohm; the nine symphonies of Bruckner conducted by Eugen Jochum and a five-record set with works by Telemann, all on the DGG label.

Bovema's six subscription sets feature "Homage to Gerald Moore," a two-record set on HMV/Angel, Lehar's "Das Land des Lachelns" (two record set, HMV), Beethoven's complete string quartets (10-record set, Columbia), "Big Bands International," featuring Van Alexander, Glen Gray, Ray Anthony, Les Brown among others (three-record set, Capitol), Verdi's "Aida" with Nilsson, Corelli, Bumbry, conducted by Zubin Mehta (three-record set, HMV/Angel) and Gluck's "Orpheus and Eurydice," featuring Rothenberger, Putz, Bumbry and conducted by Vaclav Neumann (2 record set, HMV/Angel).

Polydor's subscription offers will be supported by a special low-priced promotional album featuring Herbert von Karajan conducting a selection of works by Tchaikovsky.

Prices of the various subscriptions range from \$25 to \$135 and represent a saving of about 30 per cent on the normal prices of the albums.

25 Pop and Lieder LP's in Teldec's Five-Star Program

HAMBURG — Telefunken-Decca (Teldec) has announced a "five-star" autumn and winter program of 25 pop and Lieder LP's.

Teldec bills its "five-star" program as having "top stars singing the top music in recordings of unsurpassed technical excellence, and produced in attractive packaging with prices and product keyed to the widest possible current market."

Each LP in the series is priced at \$4.50.

The list of 25 releases is headed by a new Montavani LP. It has a wide selection of artists ranging from "The Vienna Boys' Choir in Their Most Beloved Christmas Songs" through a gamy offering "Sex in Velvet" with Kookie Freeman and His Velvet Sound, this

latter LP being billed as intimate dance music.

Hermann Prey and Felicia Weathers have Lieder LP's on the list. Other "five-star" attractions are Caterina Valente, Peggy March, Paul Anka, Tom Jones and such top German artists as Hans Albers, Werner Mueller, and Hazy Osterwald.

Teldec's list is not only one of the most catholic pop programs offered by the company, but also entirely international in keeping with Teldec's conviction that "music knows no frontiers."

The label is keying promotion heavily to the record industry's highly successful "Gala Disc Evening," which presented a showcase of international recording stars in Berlin at the end of August to usher in German color TV.

Groovyart Keeps Industry Tuned in on 'Hot' Masters

TORONTO — Groovyart, a Toronto promotion and publicity firm specializing in the rec-

Raphael Tie Same

MADRID — Luis Calvo, chief of the export department of Hispavox, this week denied reports that Raphael had broken his contract with the company.

In a letter sent to all Hispavox licensees throughout the world, Calvo said that Raphael was still under exclusive, long-term contract to Hispavox which "no unilateral decision would legally affect."

Calvo concluded that licensees need have no doubts about Raphael's continuing with Hispavox.

Plugs for 'Dolittle'

LONDON — Leslie Bricusse is in London for 10 days of advance publicity on the 20th Century - Fox Records soundtrack album of "Doctor Dolittle." The album will be released shortly.

ord field, has introduced a "hot Canadian masters" service offering a twice-monthly mailing to 46 U. S. record companies, majors and independents. Groovyart's service to Canadian record company and producer clients will consist of a listing of Canadian masters available for release in the U. S., giving American labels such information as titles, details about the artist or group, recording studio used, label in Canada, and the name and address to contact for further information and/or negotiations for U. S. release.

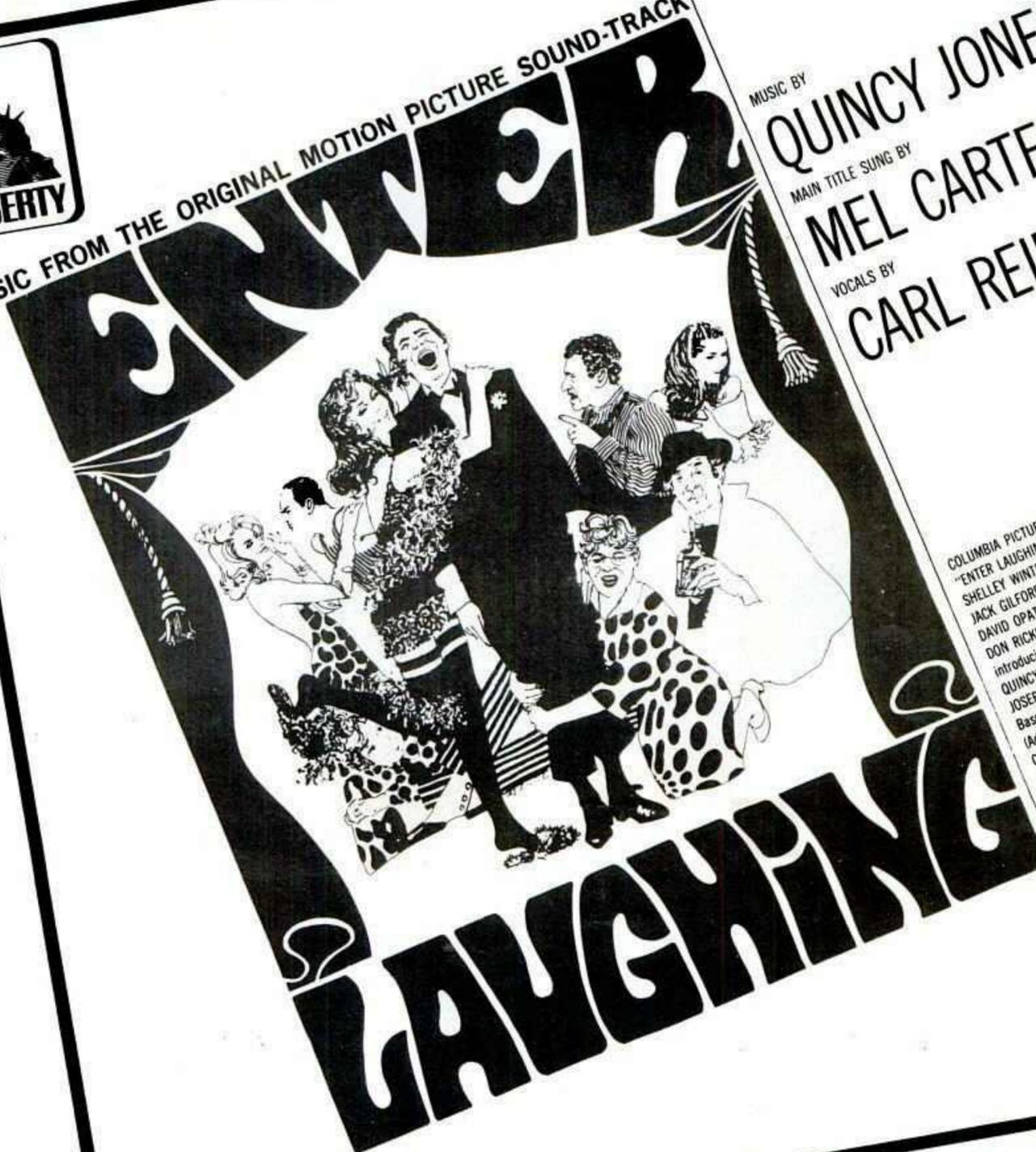
When supplied by the Canadian client, the mailing will include sample copies of the records listed; otherwise, an address will be given for requests of sample copies.

The first mailing, scheduled for the end of August, was to list at least three masters, two from the Red Leaf label and one from the new Giant label, both independents.

Creator of the service is Stan Kless, independent record producer, president of the Red Leaf label, and president of Groovyart.



MUSIC FROM THE ORIGINAL MOTION PICTURE SOUND-TRACK



MUSIC BY **QUINCY JONES**
MAIN TITLE SONG BY **MEL CARTER**
VOCALS BY **CARL REINER**

COLUMBIA PICTURES Presents
"ENTER LAUGHING" Starring JOSE FERRER
SHELLEY WINTERS • ELAINE MAY
JACK GILFORD • JANET MARGOLIN
DAVID OPATOSHU • MICHAEL J. POLLARD
DON RICKLES • RICHARD DEACON and
introducing RENI SANTONI • Music by
QUINCY JONES • Screenplay by
JOSEPH STEIN and CARL REINER
Based on the play by JOSEPH STEIN
(Adapted from the novel by
CARL REINER) • Produced on the
New York Stage by
MORTON GOTTLIEB • Produced by
CARL REINER and JOSEPH STEIN
Directed by CARL REINER
EASTMAN COLOR

MUSIC FROM THE ORIGINAL MOTION PICTURE SOUND-TRACK **ENTER LAUGHING**
16004/17004

HEAR
MEL CARTER'S
HIT SINGLE
FROM
THE ALBUM
"ENTER LAUGHING"

55987



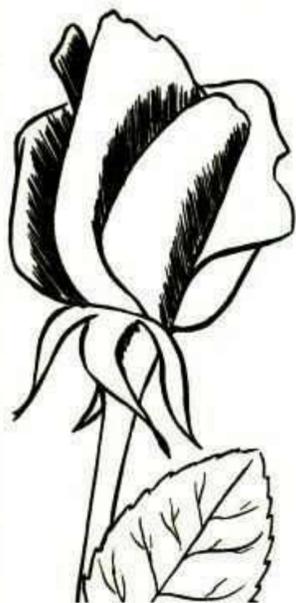
Limit on Playbacks Asked By Mexican TV Musicians

MEXICO CITY — A new formula to protect musicians on TV programs using only taped playback will be demanded by Venus Rey, general secretary of the Musicians Union in contract talks with the TV network scheduled for Oct. 1.

Under the terms of the suggested new contract only one playback will be allowed per half hour variety program. During the same program, an 18-member orchestra must be paid full salary, even though it doesn't work.

The union will also insist that, when music is pre-taped for delayed broadcast, the union members will be paid as though they performed for a different on-the-air scale.

In the case of presentation of foreign talent on TV show, a similar demand will be presented. Frequently, foreign artists bring their own music tracks to accompany them when singing live. In such cases, the union will demand payment for the "music time on the air," although the minimum 18-member orchestra didn't work.



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ROME,
Oct. 3-5, 1967

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Festival of Roses has become the "happening" of the Italian music fall and the outstanding promotional vehicle for new releases at the beginning of the new season culminating with the Christmas sales.

Check Billboard Aug. 12 issue (page 61) and contact:

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Piazzetta Pattari 2, I 20122 Milano, Italy
Tel.: 864.038



PHONODISC, LTD.'s annual sales meeting at the Inn on the Park in Toronto last month gathered branch managers and sales representatives from coast to coast to hear new product presentations by representatives of the distributor's U. S. licensors. Present were (left to right, seated) Ken McFarland and Stan Chauvin, Toronto; Dave Thomson, credit manager; Bob McAdorey, music director of CHUM Toronto; Barney Ales, vice-president, and Ron Newman, album and tape sales manager, Motown, Detroit; Walter Sokulsky, Winnipeg branch manager; Ken Graydon, Toronto; Jim Corbett, Montreal branch manager; Les Furze, Central Records, Calgary; (standing) Rick Fischuk, Toronto; George Spencer, Maritimes representative; Allan Beach, Vancouver; Frank Weaver, Vancouver branch manager; Doug Byrne, Montreal; Bob Rowland and Ben Hillier, Toronto; Hal Ross, national sales manager; Don McKim, president; Ted Shapiro, manager, international, Kapp Records; Aubrey Mayhew, president, Little Darlin Records; Carl Greenberg, vice-president, international, Audio Fidelity; Leslie Bokor, president, Le-Bo Accessories; Paul Martineau, Montreal, and Danny LaRoche, Winnipeg.

Finnish Station's 'Neutrality' Policy to Go Through Analysis

Oy Suomen Yleisradio AB, the noncommercial Finnish radio station, is planning a detailed analysis of its pop music programs to ensure that certain records or certain record companies are not getting preferential exposure.

The move follows complaints from some quarters of the music industry that the stations two hit-parade programs are not strictly impartial. Though Mr. Erkki Melakoski, head of the light music service, says that the station is "strictly neutral" and that no formal complaints have been received from record companies.

Oy Suomen Yleisradio has a special light music network which is on the air from 06.00 to 18.00 and from 22.30 to midnight each day. The serv-

ice was instituted following the introduction of the law banning the popular pirate radio station, Radio Nord. This station, located in international waters off Stockholm, was well received in the southern half of Finland.

Oy Suomen Yleisradio's two hit parade programs are Top Eight, a fortnightly broadcast in which two separate juries in Helsinki and some other Finnish city vote for the top eight of sixteen selected records, and the Index Jury, in which listeners cast their votes by mail for a Top Twelve each week.

A much more intensive pop music policy is pursued by Melody Radio (Savelradio) but there have been criticisms recently that overexposure of pop records may have hindered sales.



LATIN AWARD: Herb Alpert accepts the Chici Viola Award for the recording of "El Presidente," named the best selling disk of year by a top Brazilian TV station. With Alpert are Raul de Smandek, Brazilian consul in Los Angeles and Debra Frenkeil of the Fermata publishing group which published the song in Brazil.

Siw Malmkvist's Huge Impact on Germany Rising

STOCKHOLM — Metro-nome singer Siw Malmkvist, who represented Sweden in the color TV spectacular in Berlin (Aug. 26), singing the Swedish version of the Eurovision winner "Puppet on a String" ("Sprat telgumma") by special request of the organizers, is making an increasingly big impact in Germany where, since 1964, all her records have reached the Top Ten.

Miss Malmkvist will return to Berlin this month to promote her latest German titles in her own TV program.

Another Metronome girl singer, Anna Lena Lofgren, is also achieving success in Germany where her record "Dein Herz, das Muss aus Gold Sein" has topped 80,000 sales.

Meanwhile in Stockholm Metronome is launching a big promotion campaign to boost sales of Atlantic and Atco product. This week the company released records by Aretha Franklin, the Young Rascals and the Buffalo Springfield.

Reader's Digest in Spanish Offers Pkg.

MEXICO CITY — "Selecciones del Reader's Digest" (Reader's Digest in Spanish) will offer its 13th special package album in September.

"Al Compas de Mis Recuerdos" will be a 10-disk package to list for \$23.80 monaural, \$27.80 stereo.

Out of the 10 records, all pressed at RCA Victor Mexicana, five will be taken from the U. S. Reader's Digest's "Down Memory Lane," a collection of hits from 1900 to 1967. Of the balance, 2½ will be other U. S. record offerings and the rest will be local RCA Victor Mexican hits over the years.

Cleffers, Producers Agree on Contract

MEXICO CITY — Agreement on a new contract was reached between the musicians union and AMPRODIS (Mexican Association of Record Producers). The contract, effective for two years starting Aug. 1, calls for a 10 per cent increase in payments to musicians.

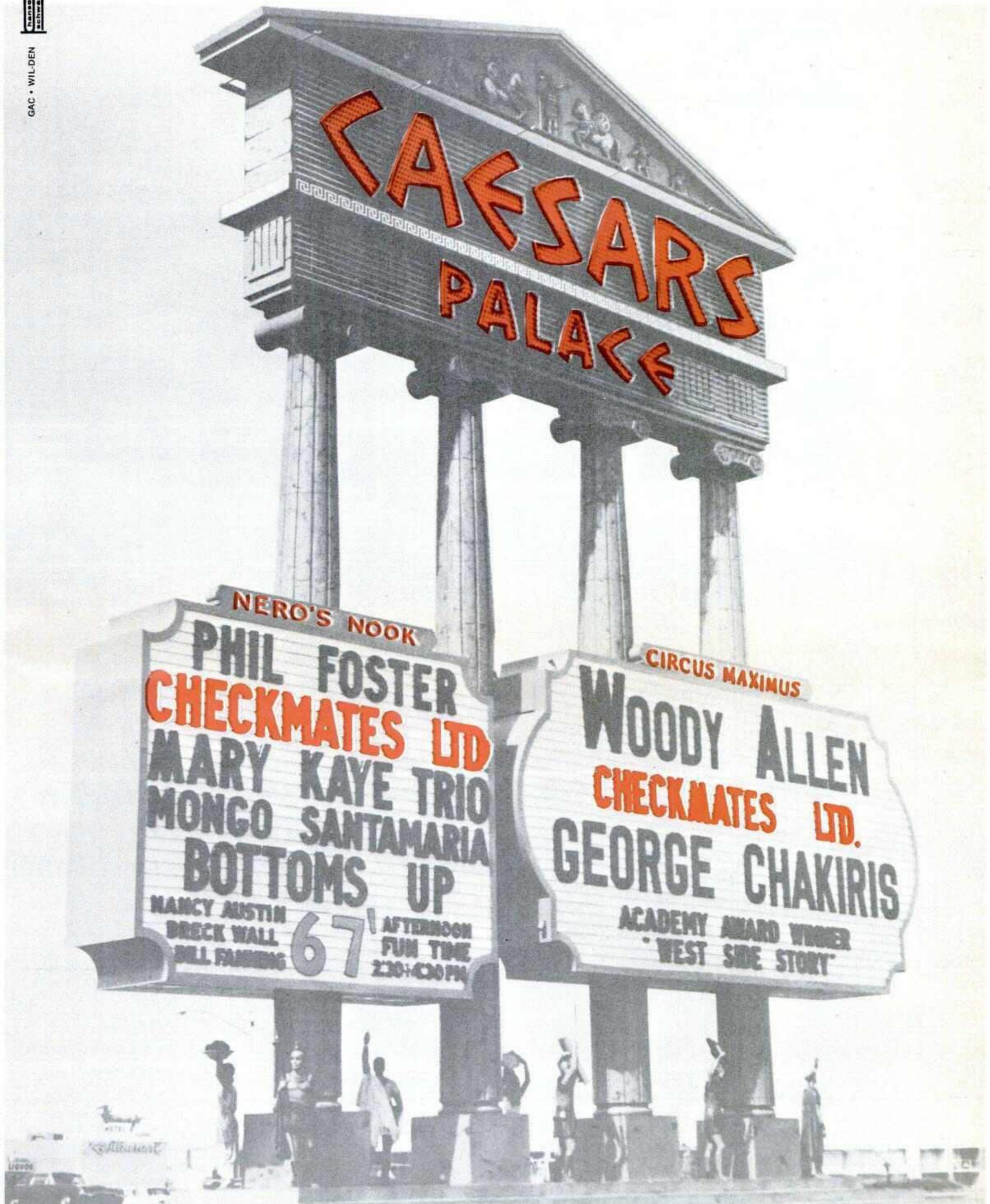
Musicians now receive \$5.20 an hour in Class "B." Class "A" musicians earn \$5.66 an hour. Mariachis form a separate group. They earn \$4 for each band recorded.

Cap. Canada Fete

• Continued from page 55

nadian company's executives in attending the event.

During his three-day visit to Toronto, Sir Joseph was interviewed on the CBC-TV network "Luncheon Date with Elwood Glover" program, originating from the Canadian National Exhibition and, in addition to meetings at Capitol, visited the various operations of Hawker-Siddeley in Canada, as a director of the parent company in Britain. A sidelight to Dunn's visit was his joining the exclusive "Blimp Club" following a half-hour flight over the city in the Goodyear Blimp with G. E. Leatham. Sir Joseph accompanied Dunn back to Hollywood for meetings there.



FOR THE FIRST TIME IN LAS VEGAS HISTORY...

From The Music Capitals of the World

• Continued from page 45

marches of Israel, all on the CBS label. . . . Nancy Sinatra and Lee Hazlewood's "Jackson" (Reprise), published by United Artists, is making a big impact in all Scandinavian countries. . . . "Fiddler on the Roof" is currently being staged in Copenhagen and Decca has released a single of two songs from the show—"Hvis jeg var en rik mand" (If I Were a Rich Man) and "Elsker du Mig" (Do You Love Me) sung in Danish by Elk Koch and Lily Broerg. . . . Dacapo Publishing Company reports that the song "Weekend in Portofino" has been recorded on CBS by Hugo Hein under the title "En feriedag." . . . Making strong progress in all Scandinavian countries currently is Scott McKenzie's "San Francisco" (CBS) sub-published here by Sweden Music. . . . The Swedish group, the Harlem Kiddies recorded an LP live at the Las Vegas restaurant in Copenhagen for Sonet.

ESPEN ERIKSEN

MILAN

Master Records Italiana managing director Max Trovajoli flew to Prague for talks with Artia-Supraphon executives. . . . The Ariston disk catalog has been assigned to Phonogram for exploitation in the Netherlands. . . . To coincide with the publication of "Twenty Letters to a Friend" by Svetlana Stalin, Durium will release two Russian-style songs by the Marcello Minerbi orchestra—"Theme for the Death of Stalin" and "Letter to a Friend,"

TIFFANY RECORDS
presents
"QUELLO CHE HAI FATTO A ME"
sung by
MARINO MARINI
published by
RIMI EDIZIONI MUSICALI

both published by Durium. Minerbi scored a big European success a year ago with his version of "Zorba's Dance" for which he received a silver disk from Pye. . . . MGM-Italiana released the

first record in Italian by Astrud Gilberto. Main title is "Tristeza," a Brazilian copyright which is the theme of a top TV serial. . . . "Stasera Mi Butto" by Rocky Roberts (Durium), a 600,000 seller which topped the charts for several weeks, has been assigned to United Artists for release in the English-speaking countries. Roberts has now recorded an English version. . . . Bobby Solo, who took part in the color TV spectacular in Berlin (Aug. 26), is currently climbing the charts with "Non C'E' Piu Niente Da Fare"

Ornella Vanoni (Ariston) will debut in the U. S. with "Our Song," English version of her San Remo hit "La Musica E' Finita" on the London label. Jack Jones has recorded the same title on Kapp for rush release. . . . Domenico Modugno (Curci) visited Madrid for TV dates then flew to Oslo to receive a special award for penning the world-wide hit "Volare," voted as one of the 10 top tunes of the last 10 years. Afterwards Modugno flew to London to record "Love Is a Mountain," English version of "O Vesuvio" which was second in the recent Neapolitan Song Festival. In November Modugno begins a U. S. tour. . . . Remo Germani (MGM-Italiana) returned from a tour of Russia. . . .

GERMANO RUSCITTO

NEW YORK

Peter Nero and his trio perform at the Merchant Marine Academy in Kings Point, Long Island, on Friday (8). . . . The Serendipity Singers play Brockport (N. Y.) State University on Sept. 22. . . . The Chimes, invincible artists, recently won on Amateur Night at the Apollo. . . . The Magnificent Men played the Mike Douglas TV Show on Thursday (31). . . . Sunny Skylar of Peer-Southern is in New York for four weeks before permanent move to the West Coast at the end of the month. . . . Alan Lorber is forming an orchestra for college concert dates. . . . Joe Butler, drummer-singer, of the Lovin' Spoonful, was married to TV actress Leslie Vega at St. Andrews Dune Church on Saturday (2).

The Roman Numerals began a two-week stint at Charlie Bates' during the Labor Day weekend. . . . Neil Diamond has cut Coca-Cola radio spots for McCann-Erickson, Inc.

Yankee-Styled Sales Parleys

• Continued from page 56

a flying start in August with the unveiling of Philips' product and sales campaigns at the company's annual conference which also brought in Al Bennett and his executives to promote Liberty under its new Philips' distribution deal.

The month-end will see yet another major meeting when CBS holds its annual conference which will make use of closed-circuit TV and psychedelic lighting effects for some presentations. In fact, British conventions are now being presented with the same ballyhoo as in the U.S.A. with dancing girls, films and general drum beating—literally at Philips convention where marketing chief Darcy Glover used a drum to bang home his message to his sales force.

Companies are tending to keep back full details of their product line-up, new labels, dealer incentive offers and new product developments in order to create the biggest possible splash at convention time. With the concentration such as the upcoming four conventions in one week dealers and other sectors of the trade are having a massive problem in digesting all the new product information.

TORONTO

Stone Records is building up its country label, Caledon, with acquisition of Canadian rights to several smaller U. S. country labels. The latest is the Stop label from Nashville, with its "Buck 2.80" by Johnny Jay rushed out on Caledon.

Arc Sound is planning to introduce its own series of children's records, featuring Canadian talent and, later, Canadian content. Initial releases will include two albums of nursery rhymes in a new setting, with musical accompaniment, and an LP by CFTO-TV, Toronto's "Uncle Bobby" doing favorites from his kiddies' TV'er. Arc is looking for Canadian material suitable for future releases.

Moe Koffman and his quartet are set to record an album, Koffman producing it, as soon as he re-

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Jay Telfer's
IT SOUNDS SILLY
b/w
YOU'RE GOING OUT OF MY MIND
by
A PASSING FANCY
on
Columbia—C4-2755
Published by
Blackwood Music (Canada) Limited**

ceives the perfected electronic flute from Selmer, which has given him first rights to record the instrument. The LP will combine jazz and r&b, with half a dozen of Koffman's own compositions, and will also feature sitar and tampura. Koffman introduced the electronic flute at the national music dealers convention in Chicago recently, and played a prototype on the "Johnny Carson Show." Herbie Mann, Dick Contino and the English String Quartet are among those who have recorded Koffman's hit, "Swinging Shepherd Blues," lately.

Quality moves out of the summer doldrums with two new Canadian releases, "Next to Nowhere" by Montreal artists M. G. and the Escorts on Reo, and "Summer Blue" and "Raining in My Heart" by Winnipeg's Eternals, on Quality. . . . Yorkville recording artist Susan Taylor, just signed as a hostess of the CTV network's "After Four" weekly teen scene show, has a new single, "If You Love Me" and "Reason to Believe." . . . A Vancouver group, the Collectors, have a new single on the New Syndrome label, "Listen to the Words" and "Fisherwoman."

The Kensington Market is back from sessions in Montreal, recording six original songs for the music of "The Ernie Game," joint National Film Board-CBC feature film entry in the New York Film Festival. Also heard in the movie is their version of Canadian poet Leonard Cohen's "Suzann," just released by Noel Harrison on Reprise. The group plans to play New York during the Film Fest the end of September to cash in on the promotional value, and may have an LP in release by them. The film is directed by Don Owen, director of the award-winning "Nobody Waved Goodbye," and is slated for CBC-TV network programming later this year.

The Travellers new Arc album of labor songs, "A Century of Song," was launched on the CBC-TV network with a public affairs color special of the same title Sunday (3) featuring songs from the LP in a look at the development of the labor movement.

Capitol country music artist Gary Buck's annual package show tour of smaller centers in Central and Western Canada is in full swing (Aug. 22-Sept. 15) also featuring Lynn Jones and Jerry North also on Capitol. North's first disk, "Yuma" and "Secret Moments" has been rush-released to coincide with the tour.

CFOX, Montreal, touted as Expoville's only "full" top 40 station, has introduced its "Super Sound 40" chart, distributed

through record stores, listing the top 40 in Montreal, based on sales and requests, and featuring a "Canadian Spotlight" each week.

Thelonus Monk and his quartet were at the Colonial Tavern in Toronto, Aug. 21-Sept. 2. . . . Tennessee Ernie Ford will be at the Vancouver Forum, Sept. 12. Bonaventure Room of the Queen. . . . Al Martino returns to the Elizabeth Hotel in Montreal Sept. 16-22.

KIT MORGAN

VIENNA

The first Coupe d'Europe Musicale taking place this week in Gmunden (Sept. 3-10) features artists representing Belgium, West Germany, France, Holland, Italy, Yugoslavia, Austria, Poland Switzerland and Czechoslovakia. Like the Knokke Cup in Belgium judging will be based on the rendition of songs rather than on the songs themselves. Austria's representatives are Peter Horten, who took part in this year's Eurovision Contest, and Mandy. West Germany is represented by Nathalie. All three artists record for Ariola. . . . "Ha! Ha! Said the Clown" by Manfred Mann (Fontana) currently heads the best-seller lists here. . . . Polyphon has taken over distribution of the A&M label in Austria. . . . The Austrian Telephone - Telegraph Company is now running a 24-hours-a-day Dial-a-hit service. Subscribers dial 1562 and get the hit song of the day plus a pre-recorded interview with the artist concerned. . . . Polyphon has issued a new series of Austrian folk music albums on the Polydor and Philips labels aimed principally at tourists. Price of these records has been cut from \$6 to \$4.

MANFRED SCHREIBER

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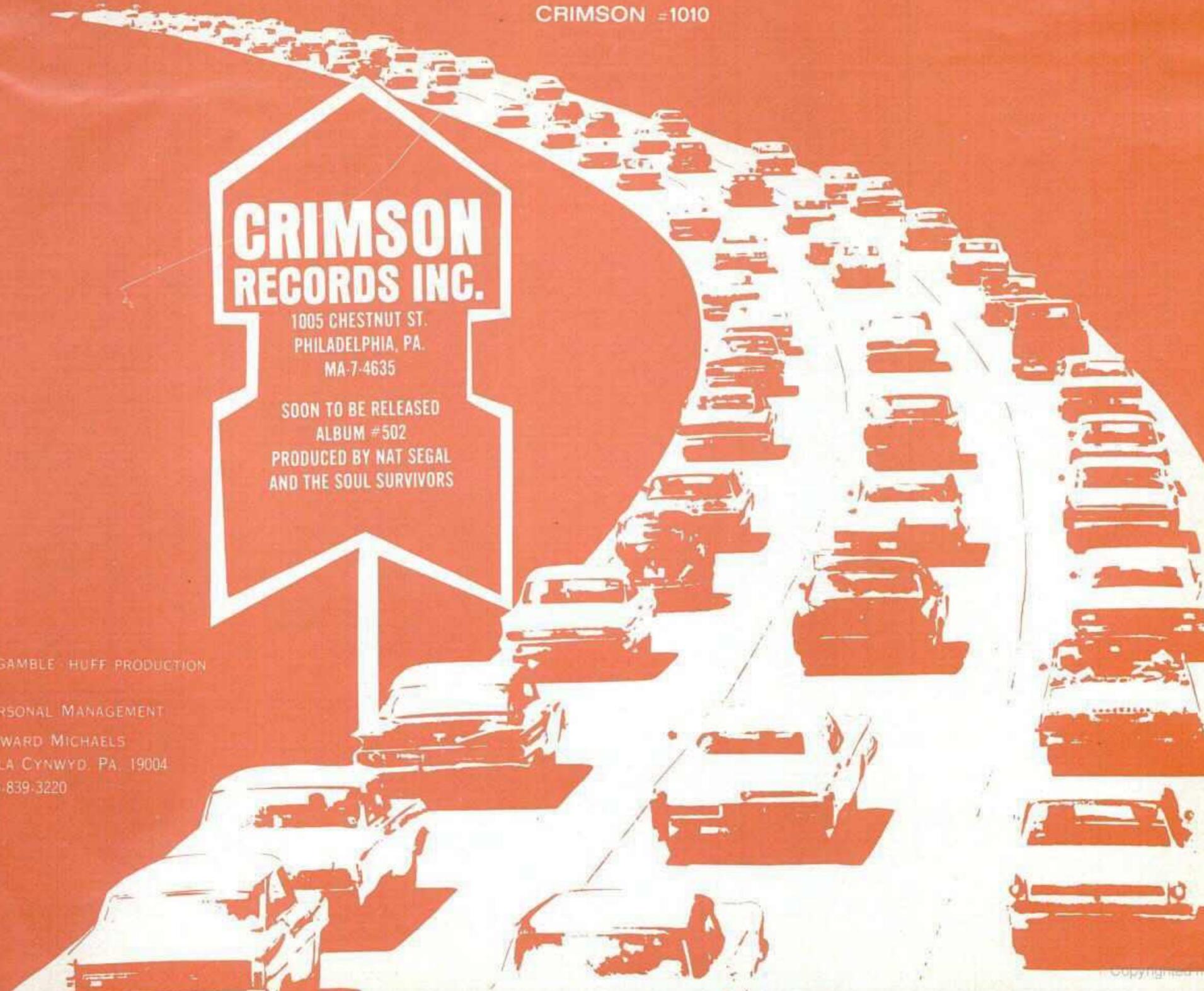
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HITS OF THE WORLD

AUSTRALIA

(Courtesy Modern Melbourne)

This Week	Last Week	Title	Artist
1	1	ALL YOU NEED IS LOVE—	Beatles (Parlophone)—Northern
2	2	SAN FRANCISCO—	Scott McKenzie (CBS)—Associated
3	4	UP, UP AND AWAY—	5th Dimension (Liberty)—Belinda
4	5	THEME FOR A NEW LOVE—	Davy Jones (Astor)—Tu-Con
5	3	A WHITER SHADE OF PALE—	Procol Harum (Deram)—Essex
6	6	THE MONKEES (E.P.)—	Monkees (RCA)—Tu-Con
7	—	IN THE CHAPEL IN THE MOONLIGHT—	Dean Martin (Albert)—Reprise
8	7	RESPECT—	Aretha Franklin (Atlantic)—Essex
9	8	SGT. PEPPERS LONELY HEARTS CLUB BAND—	Beatles (Parlophone)—Northern
10	10	WOMAN, YOU'RE BREAKING ME—	Groop (CBS)—April

BRITAIN

(Courtesy Record Retailer)

This Week	Last Week	Title	Artist
1	1	SAN FRANCISCO—	Scott McKenzie (CBS)—Dick James (Lou Adler/John Phillips)
2	2	I'LL NEVER FALL IN LOVE AGAIN—	Tom Jones (Decca)—Tyler (Peter Sullivan)
3	19	LAST WALTZ—	Engelbert Humperdinck (Decca)—Donna (Peter Sullivan)
4	5	THE HOUSE THAT JACK BUILT—	Alan Price Set (Decca)—Alan Price (Alan Price)
5	4	EVEN THE BAD TIMES ARE GOOD—	Tremeloes (CBS)—Skidmore (Mike Smith)
6	3	ALL YOU NEED IS LOVE—	Beatles (Parlophone)—Northern (George Martin)
7	6	JUST LOVING YOU—	Anita Harris (CBS)—Chappell (Mike Margolis)
8	8	I WAS MADE TO LOVE HER—	Stevie Wonder (Tamla/Motown)—Jobete
9	7	DEATH OF A CLOWN—	Dave Davies (Pye)—Carlin (Ray Davies)
10	17	WE LOVE YOU/DANDELION—	Rolling Stones (Decca)—Variety (Andrew Oldham)
11	11	PLEASANT VALLEY SUNDAY—	Monkees (RCA Victor)—Screen Gems (Douglas F. Hatfield)
12	18	EXCERPTS FROM A "TEENAGE OPERA"—	Keith West (Parlophone)—Robbins (Mark P. Wirtz)
13	26	HEROES AND VILLAINS—	Beach Boys (Capitol)—Immediate (Beach Boys)
14	10	UP, UP AND AWAY—	Johnny Mann Singers (Liberty)—Carlin (Jack Tracy)
15	9	CREEQUE ALLEY—	Mama's and the Papa's (RCA Victor)—Dick James (Lou Adler)
16	12	GIN HOUSE—	Amen Corner (Deram)—Carlin (Noel Walker)
17	13	IT MUST BE HIM—	Vikki Carr (Liberty)—Screen Gems (D. Farthing Hatfield)
18	14	ITCHYCOO PARK—	Small Faces (Immediate)—Avakak/Immediate (B. Marriott/R. Lane)
19	16	THERE GOES MY EVERYTHING—	Engelbert Humperdinck (Decca)—
20	23	YOU ONLY LIVE TWICE/JACKSON—	Nancy Sinatra (Reprise)—United Artists (Lee Hazlewood)
21	15	SHE'D RATHER BE WITH ME—	Turtles (London)—Robbins (Joe Vissert)
22	28	YOU KEEP ME HANGING ON—	Vanilla Fudge (Atlantic)—Carlin
23	24	DAY I MET MARIE—	Cliff Richard (Columbia)—Shadows (Norrie Paramor)
24	21	TRAMP—	Otis Redding-Carla Thomas (Stax)—Sparta (Jim Stewart)
25	32	LET'S GO TO SAN FRANCISCO—	Flowerpot Men (Deram)—Carter-Lewis (Carter-Lewis)
26	20	A BAD NIGHT—	Cat Stevens (Deram)—Cat (Mike Hurst)
27	22	ALTERNATE TITLE—	Monkees (RCA Victor)—Metric (Dave Pell)
28	27	SEE EMILY PLAY—	Pink Floyd (Columbia)—Magdalen (Norman Smith)
29	25	007—	Desmond Dekker (Pyramid)—Island (Leslie Kong)
30	31	TIME SELLER—	Spencer Davis (Fontana)—Spencer Davis (Ron Richards)
31	29	LET'S PRETEND—	Lulu (Columbia)—Carlin (Mickey Most)
32	—	BURNING OF THE MIDNIGHT LAMP—	Jimi Hendrix Experience (Track)—Shroeder-Stamp/Lambert
33	33	THERE MUST BE A WAY—	Frankie Vaughan (Columbia)—Chappell (Norman Newell)
34	34	MY MAMMY—	Happenings (Pye)—Francis, Day and Hunter

35	30	A WHITER SHADE OF PALE—	Procol Harum (Deram)—Essex (Danny Cordell)
36	38	FIVE LITTLE FINGERS—	Frankie McBride (Emerald)—Moss-Rose (Tommy Scott)
37	43	SOUL FINGER—	Bar Kays (Stax)—Tee Pee
38	42	SOMEWHERE MY LOVE—	Mike Sames Singers (HMV/POP)—Robbins (Walter Ridley)
39	35	THINGS GET BETTER—	Eddie Floyd (Stax)—Carlin (Jim Stewart)
40	41	THE WORLD WE KNEW—	Frank Sinatra (Reprise)—Copyright Control (Jimmy Bowen)
41	—	BLACK VELVET BAND—	Dubliners (Major Minor)—Scott Solomon (Tommy Scott)
42	45	RELEASE ME—	Engelbert Humperdinck (Decca)—Burlington (Charles Blackwell)
43	—	REFLECTIONS—	Diana Ross & the Supremes (Tamla-Motown)—Jobete/Carlin (Holland/Dozier)
44	39	IF I WERE A RICH MAN—	Topol (CBS)—Valando (Norman Newell)
45	37	A GIRL LIKE YOU—	Young Rascal (Atlantic)—Sparta (Young Rascals)
46	36	TAKE ME IN YOUR ARMS—	Gladys Knight (Tamla/Motown)—Carlin (Norman Whitefield)
47	44	MARTA—	Bachelors (Decca)—Lawrence Wright (Dick Rowe)
48	46	RESPECT—	Aretha Franklin (Atlantic)—Shapiro-Bernstein (Jerry Wexler)
49	50	BABY I LOVE YOU—	Aretha Franklin (Atlantic)—April (Jerry Wexler)
50	—	THERE I GO—	Vikki Carr (Liberty)—Valley (Tommy Oliver)

DENMARK

(Courtesy Denmark Radio)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	ALL YOU NEED IS LOVE—	Beatles (Parlophone)—Multitone
2	2	HVEM HAR DU KYSET I DIN GADEDOER—	Daimi & Dirch Passer (Metronome/Philips)—Multitone
3	5	SHE'D RATHER BE WITH ME—	Turtles (London)—Reuter & Reuter
4	3	A WHITER SHADE OF PALE—	Procol Harum (Deram)—Imudico
5	8	MAYBE IT'S BECAUSE I'M A LONDONER—	David Jones (Pye)—Francis, Day & Hunter
6	4	LA MAISON OU J'AI GRANDI—	Francoise Hardy (Vogue)—No publ.
7	7	PEANUTS—	Wishful Thinking (Decca)—No publ.
8	—	SAN FRANCISCO—	Scott McKenzie (CBS)—Sweden Music
9	6	ALTERNATE TITLE—	Monkees (RCA Victor)—Screen Gems
10	—	OKAY!—	Dave Dec, Dozy, Beaky, Mick & Tich (Fontana)—Dacapo

EIRE

(Courtesy New Spotlight, Dublin)

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	BLACK VELVET BAND—	Johnny Kelly (Pye)—Segway
2	1	ALL YOU NEED IS LOVE—	Beatles (Parlophone)—Northern Songs
3	4	SAN FRANCISCO—	Scott McKenzie (CBS)—Dick James
4	3	TAR AND CEMENT—	Joe Dolan (Pye)—Robbins
5	5	SHE'D RATHER BE WITH ME—	Turtles (London)—Robbins
6	6	ALTERNATE TITLE—	Monkees (RCA Victor)—Screen Gems
7	8	BOSTON BURGLAR—	John McEvoy (Pye)—Waltons
8	7	THERE GOES MY EVERYTHING—	Engelbert Humperdinck (Decca)—Burlington
9	—	DEATH OF A CLOWN—	Dave Davies (Pye)—Carlin
10	—	FIVE LITTLE FINGERS—	Frankie McBride (Emerald)—Moss-Rose

FINLAND

(Courtesy of Suomen Musikkikauppiasilitto)

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	ILTATUULEN VIESTI—	Aikamichet (Finlandia)—Levysevel
2	1	ELSA, KOHTALON LAPSI—	Martti Innanen (Safir)—Finndisc
3	3	EREHDYIN KERRAN—	Seppo Hanski (Decca)—Finnlevy
4	—	A WHITER SHADE OF PALE—	Procol Harum (Deram)—Finnlevy
5	—	VANGIN LAULU—	Tapio Rautavaara (Philips)—Finnlevy
6	5	KYYNELEET—	Eino Gron (Scandia)

7	—	ESTERI, TYTTO SADEPISARAIN—	Martti Innanen (Safir)—Finndisc
8	—	ALL YOU NEED IS LOVE—	Beatles (Parlophone)—Westerlund
9	—	SILENCE IS GOLDEN—	Tremeloes (CBS)—Finnlevy
10	4	SOMETHIN' STUPID—	Nancy & Frank Sinatra (Reprise)

FRANCE

*Denotes local origin

This Week	Last Week	Title	Artist
1	4	ADIOS AMOR—	Sheila (Philips)—Carrere
2	6	MAIS QUAND LE MATIN—	Claude Francois (Philips)—none
3	1	A WHITER SHADE OF PALE—	Procol Harum (Deram)—Essex
4	3	ARANJUEZ MON AMOUR—	Richard Anthony (Columbia)—none
5	2	AMOUR D'ETE—	Johnny Hallyday (Philips)—Pigalle
6	—	ALICE—	Eddy Mitchell (Barclay)—Semi
7	—	ALL YOU NEED IS LOVE—	Beatles (Odeon)—Tournier
8	10	JACKSON—	Nancy Sinatra (Reprise)—none
9	—	HEY MAX—	Les Charlots (Vogue)—Tulsa
10	9	ADIEU A LA NUIT—	Mireille Mathieu (Barclay)—Salabert

HOLLAND

This Week	Last Week	Title	Artist
1	1	SAN FRANCISCO—	Scott McKenzie (CBS)—Bospel
2	2	ALL YOU NEED IS LOVE—	Beatles (Parlophone)—Leeds/Basart
3	4	DEATH OF A CLOWN—	Dave Davis (Pye)—Belinda
4	5	IF I WERE A RICH MAN—	Roger Whittaker (Imperial)—Chappell
5	7	SOUND OF THE SCREAMING DAY—	Golden Earrings (Polydor)—Impala/Basart
6	—	WAAROM HEB JE MIJ LATEN STAAN—	Heikrekels (Telstar)—Benelux Music
7	3	HERE WE GO AGAIN—	Ray Charles (Ardone)
8	—	JIJ BENT VOOR MIJ ALLEEN—	Heikrekels (Telstar)—Benelux Music
9	—	TO LOVE SOMEBODY—	Bee Gees (Polydor)—Basart
10	—	SURE HE'S A CAT—	Cats (Imperial)—Mills Holland/Basart

ITALY

(Courtesy Musica e Dischi, Milan)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	NEL SOLE—	Al Bano (VdP)—VdP
2	3	LA BANDA—	Mina (Ri Fi)—Cicogna
3	2	LA COPPIA PIU' BELLA DEL MONDO—	Adriano Celentano (Clan)—Clan
4	4	A CHI—	Fausto Leali (Ri Fi)—Curci
5	5	LA MIA SERENATA—	Jimmy Fontana (RCA)—RCA
6	8	A WHITER SHADE OF PALE—	Procol Harum (Deram)
7	9	NON C'E' PIU' NIENTE DA FARE—	Bobby Solo (Ricordi)—Orsa Maggiore-Fono Film Ricordi
8	10	LA ROSA—	Giugliola Cinquetti (CGD)—Aromando (Columbia)—VdP
9	7	LIO E' MORTO—	Nomadi (Columbia)—VdP
10	6	STASERA MI BUTTO—	Rocky Roberts (Durium)—Curci
11	12	29 SETTEMBRE—	Equipe 84 (Ricordi)—R. R. Ricordi-Tank
12	—	NON C'E' NIENTE DI NUOVO—	Camaleonti (CBS)
13	14	RICORDO QUANDO ERO BAMBINO—	Rokes (Arc)—RCA
14	11	TRE PASSI AVANTI—	Adriano Celentano (Clan)—Clan
15	15	CANNELLA—	Antoine (Vogue)

MALAYSIA

(Courtesy Radio Malaysia)

This Week	Last Week	Title	Artist
1	1	CARRIE ANNE—	Hollies (Parlophone)
2	3	A WHITER SHADE OF PALE—	Procol Harum (Deram)
3	7	LET'S PRETEND—	Lulu (Columbia)
4	4	I'LL COME RUNNIN'—	Cliff Richard (Columbia)
5	2	THERE GOES MY EVERYTHING—	Engelbert Humperdinck (Decca)
6	5	SILENCE IS GOLDEN—	Tremeloes (CBS)
7	—	ALMOST PERSUADED—	Crispian St. Peters (Decca)
8	—	I'LL NEVER FALL IN LOVE AGAIN—	Tom Jones (Decca)
9	6	WATERLOO SUNSET—	Kinks (Pye)
10	8	DON'T SLEEP IN THE SUBWAY—	Petula Clark (Pye)

MEXICO

(Courtesy Audiomusica)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	YO SOY AQUEL—	Raphael (Gamma)—Campei
2	3	CELOSO—	Panchos (CBS)—M. A. Muniz (RCA)—Mundo Musical
3	2	CUANDO TU NO ESTAS—	Raphael (Gamma)—Campei
4	—	ESTA TARDE VI LLOVER—	Manzanero (RCA)—Emmi
5	4	THEME OF THE MONKEES—	(RCA)—Mundo Musical
6	5	SHE—	Monkees (RCA)—Mundo Musical
7	6	FUE EN UN CAFE—	Apson (Peerless)—Pending
8	8	I'M A BELIEVER—	Monkees (RCA)—Mundo Musical
9	10	AUNQUE SE OLVIDEN—	Sonora Santanera (CBS)—Mundo Musical
10	7	ADORO—	Manzanero (RCA)—Emmi

NEW ZEALAND

(Courtesy New Zealand Broadcasting)

This Week	Last Week	Title	Artist
1	1	ALL YOU NEED IS LOVE—	Beatles (Parlophone)
2	2	A WHITER SHADE OF PALE—	Procol Harum (Deram)
3	4	CARRIE ANNE—	Hollies (Parlophone)
4	8	THANKS TO YOU—	Mr. Lee Grant (HMV)
5	5	TABATHA TWITCHIT—	Dave Clark Five (Columbia)
6	6	I GOT RHYTHM—	Happenings (B. T. Puppy)
7	3	SILENCE IS GOLDEN—	Tremeloes (CBS)
8	—	SHE'D RATHER BE WITH ME—	Turtles (London)
9	7	WATERLOO SUNSET—	Kinks (Pye)
10	—	I'LL COME RUNNING—	Cliff Richard (Columbia)

PHILIPPINES

This Week	Last Week	Title	Artist
1	2	WHOMEVER YOU ARE, I LOVE YOU—	Connie Francis (MGM)—Mareco, Inc.
2	1	A LITTLE BIT ME, A LITTLE BIT YOU—	Monkees (RCA)—Filipinas Record Corp.
3	5	SOMEBODY TO LOVE—	Jefferson Airplane (RCA)—Filipinas Record Corp.
4	3	SOUL & INSPIRATION—	Righteous Bros. (MGM)—Mareco, Inc.
5	6	THIS IS MY SONG—	Bobby Vinton (Epic)—Mareco, Inc.
6	4	TWO OF US—	Harriette Blake (Monument)—Mareco, Inc.
7	10	DON'T YOU CARE—	Buckingham (CBS)—Mareco, Inc.
8	9	SINGLE GIRL—	Sandy Posey (MGM)—Mareco, Inc.
9	7	I'M A BELIEVER—	Monkees (RCA)—Filipinas Record Corp.
10	8	SOUL TIME—	Shirley Ellis (CBS)—Mareco, Inc.

PUERTO RICO

(Courtesy TE-VE Guia and Radio WUNO)

This Week	Last Week	Title	Artist
1	1	CUANDO TU NO ESTAS—	Raphael (United Artists)
2	3	LO DE BOOGALOO—	Joe Quijano Orch. (Cesta)
3	2	GROOVIN'—	Young Rascals (Atco)
4	4	GUARDAME TU AMOR—	Celia Cruz (Tico)
5	6	NO VUELVAS—	Raphael (United Artists)
6	5	SWEET SOUL MUSIC—	Arthur Conley (Atco)
7	—	COMO NACE EL AMOR—	AI Zeppy (United Artists)
8	10	OH, THAT'S NICE—	Pete Rodriguez Orch. (Alegre)
9	8	SEVEN ROOMS OF GLOOM—	Four Tops (Motown)
10	9	SHE—	Monkees (Colgems)

SINGAPORE

(Courtesy Radio Singapore)

This Week	Last Week	Title	Artist
1	7	CLAIRE—	Paul and Barry Ryan (Decca)
2	3	WANDERLOVE—	Claudine Lonet (A&M)
3	2	A LITTLE BIT ME, A LITTLE BIT YOU—	Monkees (RCA)
4	1	A BEAUTIFUL STORY—	Sonny and Cher (Atlantic)
5	8	CAN'T TAKE MY EYES OFF YOU—	Frankie Valli (Philips)
6	6	CARRIE ANNE—	Hollies (Parlophone)
7	9	SUNDAY WILL NEVER BE THE SAME—	Spanky and Our Gang (Mercury)
8	5	THERE GOES MY EVERYTHING—	Engelbert Humperdinck (Decca)
9	—	DON'T SLEEP IN THE SUBWAY—	Petula Clark (Pye)
10	4	MR. PLEASANT—	Kinks (Pye)

SOUTH AMERICA

(Courtesy Springbok Radio)

This Week	Last Week	Title	Artist
1	2	A WHITER SHADE OF PALE—	Procol Harum (Deram)—Essex Music
2	5	LET'S LIVE FOR TODAY—	Grass Roots (RCA)—Dick James Music
3	1	SILENCE IS GOLDEN—	Tremeloes (CBS)—Ardmore & Beechwood (SA)
4	3	SILENCE IS GOLDEN—	Square Set (Continental)—MPA
5	6	THERE GOES MY EVERYTHING—	Engelbert Humperdinck (Decca)—MPA
6	4	I TAKE IT BACK—	Sandy Posey (MGM)—Low-Sal Publ.
7	7	THEN I KISSED HER—	Beach Boys (Capitol)—Belinda (Jbb)
8	8	I THINK WE'RE ALONE NOW—	Tommy James and the Shondells (Roulette)—Planetary Nom Africa Ltd.
9	—	AIRPLANE SONG—	Royal Guardsmen (Stateside)—Robbins Music
10	—	DON'T SLEEP IN THE SUBWAY—	Petula Clark (Vogue)—Laetrec.

SPAIN

(Courtesy of El Gran Musical)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LOLA—	Los

SID ("Girl Watchers") RAMIN
has another smash
coming up based on
his Mennen TV theme.

It's called
BRACE YOURSELF
(and you'd better.)

ADVERTISEMENT
**TAPE
CARTRIDGE
TIPS**

by Larry Finley

"SCENE" IN HOLLYWOOD

Walking up Sunset Boulevard, Jerry Moss with long sideburns and a mustache; Bob Fead sporting one of the longest mustaches we have ever seen; Ed Rosenblatt with a beard which makes him look like he needs a shave. It is all part of the A&M promotion for the 2nd Annual "BMBBGC" (Baja Marimba Band Beard Growing Contest).

Everyone at A&M is excited about the six new releases: WAVE, Antonio Carlos Jobim; A DAY IN THE LIFE, Wes Montgomery; THE MERRY-GO-ROUND, The Merry-Go-Round; REACH OUT, Burt Bacharach; CHILD OF CLAY, Jimmy Rodgers; THE LOOK OF LOVE, Claudine Longet.

All of these have the famous A&M sound, and ITCC is now taking orders on these releases in both 4 and 8 track stereo tape cartridges, with new packaging, along with window streamers and point-of-purchase aids.

Red Skelton, taking time off from rehearsing his TV show, listening to the tape of several of his compositions which was recently recorded in London for ITCC. The Red Skelton "Presents the Velvet Strings" is exclusive with ITCC.

Jimmy McHugh, one of the country's most famous song writers, telling Dave Chasen at Dave's famous restaurant in Beverly Hills about the forthcoming ITCC release of Red Skelton's "Special Tribute to Jimmy McHugh." Some of Jimmy's songs in the cartridge are: DON'T BLAME ME, ON THE SUNNY SIDE OF THE STREET, I'M IN THE MOOD FOR LOVE, I FEEL A SONG COMING ON, TAKE IT EASY and others.

Visiting with Danny Thomas and his wife, Rosemary, at his home last Sunday, we were most amazed at Danny's thorough knowledge of the music industry. Next week's BILLBOARD will carry a very special announcement concerning Danny Thomas and ITCC.

Ed Michalove, Manager of Sales Promotion and In-Flight Entertainment for Continental Airlines, telling Dr. Sam Hoffman, the world's renown Theramin player, that the 8 track SJB units in the Continental Airlines President Lounges are creating quite a stir. ITCC 8 track cartridges are used exclusively by Continental Airlines in their lounges.

Gene Norman, head of Crescendo Records, telling everyone at the Century Plaza Hotel how "hot" The Seeds are on his label. FUTURE, by The Seeds, is climbing to the top of the charts. ITCC is shipping both 4 and 8 track cartridges of this top-selling album.

Dinah Shore, lunching at Le Bistro, telling Greg Bautzer and Gene Wyman (two of film's top attorneys) how much she enjoys her ITCC tapes. Dinah has 8 track playback units in her cars as well as in her home.

Sol Zamek, President of West Coast Tape Cartridge Company—the ITCC warehouse facility for the 11 Western States, tells us he is being swamped with orders for hundreds of 4 and 8 track ITCC cartridges of ARETHA ARRIVES on the Atlantic label. Sol reports tremendous movement off of the dealers' shelves of ITCC tapes.

Stopping at a Union Oil Station, which racks stereo tape cartridges, we found out that cartridge sales in that particular station runs from five to 20 tapes a day. Distributors and rack jobbers would be wise to tap this new source of sales in their areas.

Jim Gall, Jerry Geller, Jack Lewis, Vincent Psadni and yours truly will be at the NARM Convention in Lancaster this week. The ITCC hospitality suite will be opened around the clock for NARM members.

Tape CARtridge

Ad Barrage Fueled by Automotive 'Power' Hits Dailies in Chicago

CHICAGO — The long-awaited tape cartridge advertising barrage has begun in the dailies here, but the offensive is almost totally automotive.

In the Sun-Times, where for the past six months the sum total of tape cartridge advertising has been a small, one-column ad by Herb Levin's Stereo City, four other large announcements appeared in a recent morning edition.

A page-dominating ad by Motorola, offering its 8-track unit at \$109.95 (without installation), also showed some effort at consumer education. "Fully automatic," the copy read. "No threading, winding, rewinding . . . insert cartridge—it plays." A large illustration showed the cartridge being inserted.

The units were offered by Motorola car radio dealers. But, though the copy described the cartridges as offering "80 minutes of uninterrupted listening," the consumer was not informed what type or quantity of music is available and where or at

what price it may be obtained. It was a nuts and bolts announcement complete with one-year guarantee.

Music was mentioned in passing in a large, nine-outlet co-operative ad appearing that same morning in the Sun-Times. Four-track cartridges "from Chicago's largest tape libraries," were offered at \$3.98; 8-track at \$4.98. But the big announcement was availability of 8-track players, installed with two speakers, for \$78.88. Muntz 4-track players were offered at \$39.50. Other makes offered at 40 per cent off regular price were Motorola, Lear Jet, Craig, TransWorld and Automatic Radio. Stores participating in the ad were the Autodash Stereo Center, Car Radio City, Trigon Electronics, Inc., Sheffield Tape Town, two Stereo City stores, Stereorama, Admiral Stereo Tape Center and AJR Stereo Center. The stores have banded together in a co-operative arrangement, calling themselves "Certified Custom Cartridge Centers."

A large automotive advertisement by Major Motor Supply Co. in the issue offered the Muntz 4-track unit at \$37.88, speakers included.

And Auto Stereo, Ltd. ran a small ad that day offering 4-track players, installed with speakers, for \$54.95. The ad also announced that 25,000 tape titles are available.



HOT SIX. ITCC's JIM GALL displays the company's point-of-sale merchandiser, which is coupled to its new "Hot Six" marketing program.

ITCC to Bow Pitch Keyed to BB Chart

Continued from page 1

ners and any other promotion material are included at no extra cost.

ITCC is mailing its distributors special sampler packages which contain six 4-track cartridges, the point-of-purchase display, a window display, among other material. The actual program, however, will cover both 4- and 8-track configurations.

The company will back up its Hot Six promotion with an

extensive national advertising campaign plus an ad mat reprint program.

During the term of the Hot Six promotion, all of the material in the package, including prepaid parcel post or freight, will be charged against the accrued co-operative and in-market funds generated by the six cartridges included in the package. Dealers will be invoiced only for the cartridges, but will not earn any co-operative or in-market accruals on these cartridges.

'Tape-Tote' Case Is Created by Three S

PORTLAND — A "Tape-Tote" case has been developed by the Three S Company, which



Tape-Tote case with door down and tapes displayed.

can be secured below a CARtridge player in a car or used as a portable carrying case.

The unit holds eight 4 or 8-track tapes and is designed with a lifetime hinge. The case is screwed onto the hanging car player or adjacent to it. When the case door is opened, a spring loaded tray upon which the tapes rest side ways, slides forward. The tray recedes when the door is closed.

The case comes in two colors, black and brown, with front panels of textured leather finish and walnut woodgrain. Company says the retail price is comparable to the cost of a single cartridge. President Norm Nelson indicates he's looking for distributors. Company, located at 7622 S.E. Foster Road, plans cases for cassettes and other cartridge accessory items.

GE Launches Prerecorded Cassettes, Unit for Youths

CHICAGO — As part of its expansion in what the industry



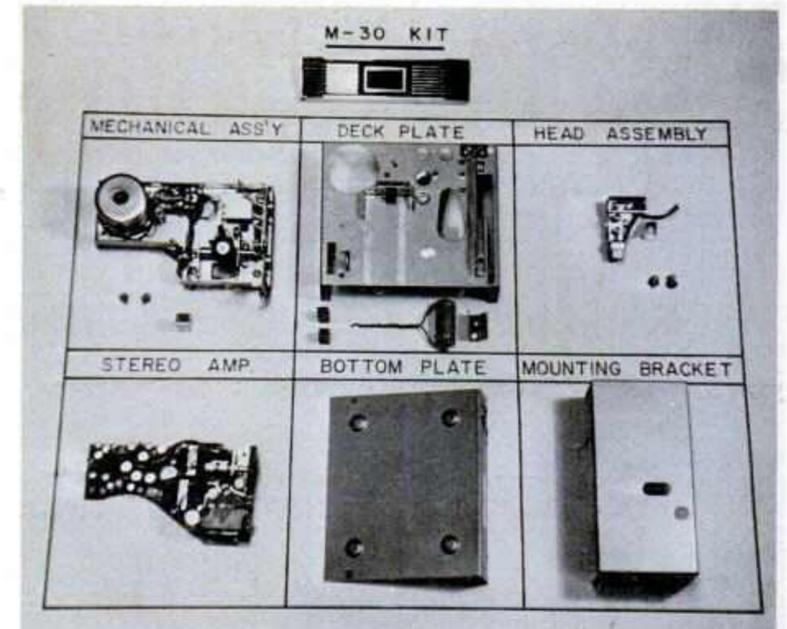
GE's G3700 cassette player.

is now calling "youth electronics," General Electric has introduced a line of pre-recorded cassettes along with its new G3700 cassette player aimed at the youth market.

Early G.E. releases are selections from "The Sound of Music," "The Beach Boys' Song Book" and "West Side Story." These are half-hour cartridges 15 minutes per side—and carry a suggested retail price of \$3.49.

The new youth cassette player, with a suggested retail price of \$27.95, has been designed, G.E. said, to be "child-proof."

It operates on four standard flashlight D cells or on house current with an optional AC converter.



TRAVELING KIT—This is how Muntz Stereo-Pak sends out component assembly kits of its model M-30 4-track player to countries which have a high duty on finished goods. Six-piece kit allows construction inside the country, thus avoiding import duty.

STEREO TAPE CENTER DISPLAY CASE

\$49.50

only lots of 3-\$45. F.O.B.

Sturdily constructed of 1/2" plywood. Unbreakable lucite, sliding doors. Pilferproof lock and two keys. 2-ft square—7" deep—holds up to 96 tapes, 4 and 8-track—240 cassettes. Handsome decorator color.

SPECIAL OFFER!

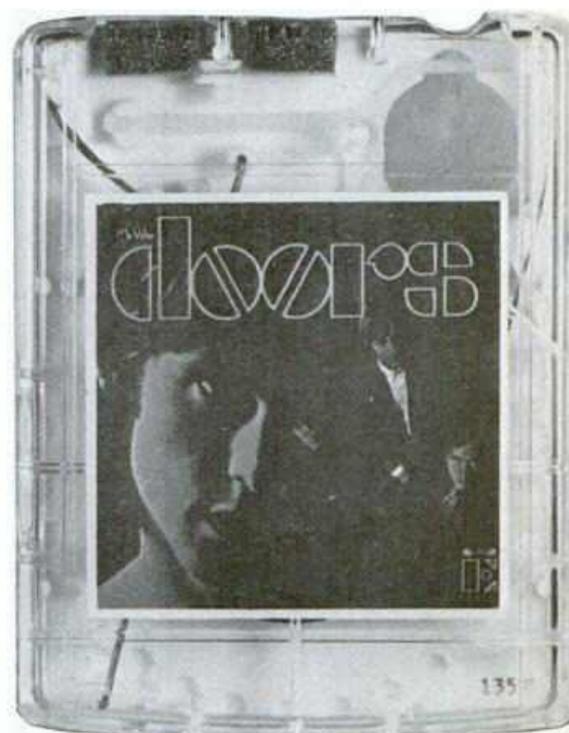
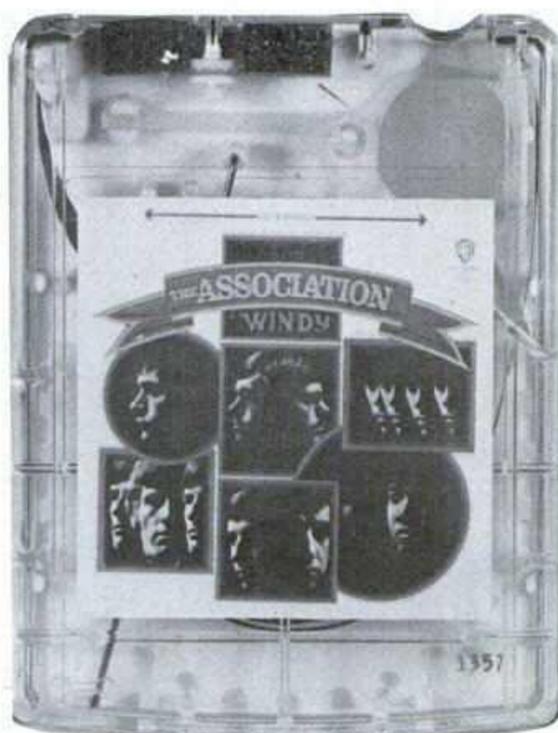
This case is yours FREE with purchase of Stereo tapes . . . send for full details.



Audio National

Box 35, Springfield, N.J.
or call Area Code 201 379-5532

A FEW OF THIS MUNTZ REASONS THAT OUR CARTRIDGE LIBRARY IS THE BIGGEST IN THE WORLD--AND THE BEST!



Those cartridges by The Beatles, The Association and The Doors are just three reasons why the Muntz music library is the finest in the cartridge field.

Speaking in three's, we've got three times as many selections as anyone else — nearly 100,000 titles from the 135 great labels with which Muntz Stereo-Pak is associated.

How's this for a final three reasons? — quality — quantity — and price!

We've already explained the quantity of hit cartridge material available from the Muntz library, so let's talk about quality. Well, there's Frank Sinatra, Bobbie Gentry, the Mamas and the Papas, Bill Cosby, Dean Martin, Petula Clark, Trini Lopez, Don Ho, James Brown, Nancy Sinatra and The Beach Boys. That's quality!

Not to mention Nancy Wilson, Lou Rawls, The Lovin' Spoonful, The Animals, Ray Charles, Nat King Cole, Everly Brothers, Connie Francis, Jackie Gleason, Enoch Light, Boots Randolph and hundreds of others of great musical stars.

In fact, **all** the chartmakers and the chartbreakers are available from Muntz Stereo-Pak.

Now we're down to the matter of price. Well, Muntz Stereo-Pak opened the cartridge market with its low consumer prices. We've gotten the units out and made the music buyers by our development of such mass-market miracles as the magnificent Muntz M-30 car stereo, which is retailing everywhere for \$39.95.

Speaking of mass-market prices, our fabulous Muntz Mini-Pak single cartridge put us in the hit-singles business. It sells for just .99. And, we've got a world of stereo pleasure for music buyers in our full-album size cartridges, our Twin-Paks, featuring two complete albums and our huge Quads, which include four complete albums in a single cartridge.

And, we sure have had the hits. In fact, we've had a Muntz Mini-Pak of the last five songs that've been Number One on the popularity charts.

We'll probably have the next five, too.



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REGISTER NOW

BILLBOARD AND MERCHANDISING WEEK'S SECOND ANNUAL

TAPE CARTRIDGE FORUM

OCTOBER 16-17, 1967 - NEW YORK - HILTON HOTEL

A comprehensive two-day seminar evaluating the major aspects of manufacture, distribution, promotion and retailing in the fast-developing tape cartridge industry.

The roster of Speakers will be comprised of leaders in the primary phases of the development, merchandising, use and sale of product in the burgeoning new tape cartridge business.

(Full list of speakers and their topics will be published shortly.)

REGISTRATION FORM

CONFERENCE PROGRAM

Each session will be comprised of an opening talk by the guest speaker, followed by open discussion from the floor in the form of questions and answers.

Monday Morning, October 16 9:30 A.M. - 12:15 P.M.

- Session 1 *The Shape of the Tape Cartridge Field—Today and Tomorrow.*
- Talk A What Has Happened in the Tape Cartridge Field and Where Is It Heading?
 - Talk B The Experience to Date and Future Plans of the Automobile Manufacturer.
 - Talk C The Development of Product and Promotional Programs for the Home Market.

Monday Afternoon 1:30 P.M. - 4:30 P.M.

CONCURRENT SESSIONS

The following sessions will be held at the same time. Each registrant will select two of the five following subjects. The discussion of the five subjects will be repeated twice so that the registrant will attend the discussion in successive hours.

- Session 2 *Market Facts on the Customer and His Purchase of Cartridges and Equipment.*
- Talk A Who Is Buying and Why?
 - Talk B Analyzing the Type and Amount of Equipment Sold and Their Outlets.
 - Talk C The Potential in the European Market and Progress to Date.
- Session 3 *How Can a Retailer Profitably Get Into the Tape Cartridge Business?*
- Talk A The Experience of a Record Retailer.
 - Talk B The Experience of an Appliance Retailer.
 - Talk C The Experience of an Auto Accessory Retailer.
 - Talk D The Experience of a Tape Cartridge Stereo Retailer.
- Session 4 *Some Distributor Approaches to Increase Sales.*
- Talk A How the Distributor Can Diversify His Retail Outlets to Increase Sales.
 - Talk B Developing an Organized Stocking Plan for Retailers to Maximize Product Turnover.
 - Talk C Pinpointing Your Sales Effort Through Creating a Customized Catalogue vs. a Standard One.
- Session 5 *Sales Opportunities in the Broadening Applications of Tape Cartridges and Equipment.*
- Talk A Its Use in Company Training Programs.
 - Talk B Its Use in Adult Language Instruction.
 - Talk C Its Use in Keeping Doctors Informed of Medical Advances.
- Session 6 *Characteristics and Differences Among Major Tape Cartridge Systems—An Engineering Evaluation for the Layman.*
- Talk A The Four Track System.
 - Talk B The Eight Track System.
 - Talk C The Playtape System.
 - Talk D The Cassette System.

Tuesday Morning, October 17 8:30 A.M. - 12:15 P.M.

CONCURRENT SESSIONS

Each registrant will select three of the following six subjects. He will be assigned his three subjects so that he can attend each in successive hours.

- Session 7 *Reaching Special Markets to Expand Cartridge and Equipment Sales.*
- Talk A Selling to the Automobile After-Market.
 - Talk B Selling to the Boat Market.
- Session 8 *Educating Sales Personnel to Improve Knowledge of Cartridges and Equipment.*
- Talk A Training Retail and Distributor Salesmen on Basic System Operation and Advantages.
 - Talk B Getting Retail Salesmen to Push Plus Sales of Accessories.
- Session 9 *The Critical Need to Know Music Copyright Dangers as Tape Use Expands.*
- Session 10 *The Status in the Development of Standards and Compatability for Equipment and Cartridges.*
- Session 11 *Controlling Pilferage in the Retail Store.*
- Session 12 *Creating Greater Consumer Awareness of Tape Cartridge and Equipment at the Local Level.*
- Talk A Promotional Approaches at the Local Level to Arouse Consumer Interest.
 - Talk B Developing Consumer Interest Through Door to Door Selling.

Tuesday Afternoon 1:30 P.M. - 4:00 P.M.

Session 13 *Where Do We Go From Here?*

The registrants will gather in one room. It will be set with round tables for ten per table. The men will be assigned to tables so that there will be a mix of people who have not been in the business and those that have. Also, there will be a mix of retailers, distributors and manufacturers so that there is a cross-section of thinking at each table. A table leader will be selected to guide discussion, following an outline of questions that have been prepared in advance. Questions will consist of such as the following:

1. What market (adult, teen-age, etc.) do you believe offers the most promising sales opportunities in the next 12 months?
2. How effective do you think each of the following advertising media will be for retailers or distributors in the promotion of tape cartridges and equipment at the local level?
 - A. Newspapers
 - B. Radio
 - C. Television
 - D. Magazines

The men at each table will select the questions they want to discuss and continue in their discussions for 1½ hours. At the end of that time, a panel of 2 retailers, 2 distributors, 2 record manufacturers, and 2 equipment manufacturers will be available, for the last ½ hour, to answer any questions.

TAPE CARTRIDGE FORUM Sponsored By Billboard Magazine & Merchandising Week

The Tape Cartridge Forum will acknowledge your registration immediately upon receipt, and will forward all details pertaining to procedures.

Please register _____ people from our company to attend the TAPE CARTRIDGE FORUM, October 16-17, 1967, in New York. Check is enclosed to cover all registrants.

COMPANY NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

We are manufacturers wholesalers retailers

distributors other: _____

We are associated with the music-record industry

automobile field other: _____

We are now in the tape cartridge field Yes No

REGISTRATION FEE:

\$100.00 per person

Fee includes attendance at all sessions, work materials, and luncheon on Monday and Tuesday. IT DOES NOT INCLUDE HOTEL ACCOMMODATIONS.

Payment Must Accompany Order. Please Make Check Payable to: Tape Cartridge Forum — and mail to Room 1408, 500 Fifth Avenue, New York, N.Y. 10036.

NAMES OF REGISTRANTS AND THEIR TITLES:

(Additional registrants can be listed on your company letterhead)

Your signature and title _____



HAS CAUGHT THE IMAGINATION OF INTERNATIONAL-MINDED MUSIC MEN IN ALL PARTS OF THE WORLD



In THE AMERICAS alone . . . here are just a few of the forward thinking record companies and publishers now subscribing to this unique audio/visual record and information service devoted to the month's best new record product from Italy.

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- Industrial Sono-Radio S.A.—Lima, Peru
- MGM Records—New York City
- Discos Velvet S.A.—Caracas, Venezuela
- Discos Capitol de Mexico S.A.—Mexico, D.F.
- MCA Music—New York City
- Discos CBS S.A.—Rio de Janeiro, Brazil
- Her-Cord Records—Hato Rey, Puerto Rico

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To The Music Centers Of The World*

EACH MONTH—VIA AIR SHIPMENT TO ANY PART OF THE
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SUBSCRIPTION RATE: \$200 PER YEAR

- Samples of the 10 best Italian singles releases of the month (as selected by Billboard's Italian Director, Germano Ruscitto, headquartered in Milano).
- Confidential Newsletter—detailing recording and publishing license availability, initial exposure and sales action in Italy, plus capsule artist biography.
- Lyric Translations—line for line, literal English translations of Italian lyrics for easy following while listening to each record.

MARCH SELECTIONS READY FOR AIR SHIPMENT APRIL 10
THROUGH 15 SUBSCRIBE TODAY.

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Unused portion of your subscription payment
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- JAMES BROWN • WILSON PICKETT
- JAMES CARR • OTIS REDDING
- GENE CHANDLER • DELLA REESE
- RAY CHARLES • MITCH RYDER
- ARTHUR CONLEY • SAM and DAVE
- KING CURTIS • The SHIRELLES
- BO DIDDLEY • NINA SIMONE
- LEE DORSEY • PERCY SLEDGE
- ARETHA FRANKLIN • BILLY STEWART
- HOWLIN' WOLF • JOE TEX
- The IMPRESSIONS • CARLA THOMAS
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cartridge industry

Perlin's Center: House Built on Promo & Service Foundation

TARZANA, Calif. — Lou Perlin, a former Craig Corp. advertising director, has opened a Craig Stereo Tape Center, which is essentially a house built on promotions and service.

Perlin's 2,000-square-foot location at 18421 Ventura Boulevard, is two miles away from his nearest competitor, a Muntz Stereo-Pak dealer in Reseda.

Perlin's concept for the sales and service center which stocks Craig cartridge car stereo players exclusively, tapes sold through the Craig Corp. plus two lines of stereo phonographs, is to "pamper" the customer.

Pampering encompasses washing the car's windows, vacuuming the inside and polishing the chrome on the door after an unit has been installed. It also means spending over one hour on the installation. It slims down to allowing teen-agers to roam behind the counter and look at cartridges.

Opened on a Friday (25), Perlin sold 16 4-track units over his first weekend. He has devised a Craig key club which will offer a 10 per cent discount on all tape purchases. A card is secured with the purchase of a player on number of tapes. The offer is running for 90 days. After that the card will be available for \$3.

An aggressive merchandiser, Perlin has plans for several promotions.

Tickets to Show

Members will be offered tickets to the auto show in October, will be given one free ticket to a movie house with the purchase of one general admission. "It's the only way you can keep people with you," he feels. "When we clean up a car after an installation, it's a service to the customer which no one else is doing. It creates word-of-mouth advertising."

Perlin says he took a survey of Southern California cartridge dealers to find out what they did to keep customers returning.

Their attitudes, he says, were that since they had installed the unit, the customer would automatically return. "You have to do things for people. That's why we've set up the key club."

Perlin says he's had a number of people offering him trade-ins on a low-priced 4-track and compatible unit. I can't afford to take the compatibles," he says. "But I will offer to put them on sale."

Perlin says he would like to be across the street from the Muntz dealer. "The closer we are the easier it is for people to compare units." The owner says he tries to treat all teen-

agers like adults. "The idea is not to push them around. They won't be met by any girls in mini-skirts."

On the equipment shelf, Perlin stocks Craig models 501, 3105, and 3110—which gives him a price run of from \$55-\$89. He hopes to receive Craig's compatible 4-8 within 90 days.

On the phonograph end, he sells Motorola phonograph console stereos which start at \$400 and a \$300 Continental stereo record player. Perlin is offering phono equipment in a store designed to emphasize the new continuous loop stereo medium, to entice adult buyers.

Receives Card

When someone buys a machine, he receives a card several days later that the store has made a contribution to the Vista Del Mar adoption agency in his name—another lure to emotionally entice adults. "If you establish an honorable relationship, you won't have to worry about complaints. You'll get a different reaction from a customer."

Perlin selected Tarzana because it is at the hub of some six schools—he will advertise in its newspapers as well as

using two San Fernando Valley radio stations plus a Valley newspaper and the Valley section of a metropolitan paper.

Presently the store is operated by four people, Perlin says: "Me, myself and I plus one full-time installation man."

Kids Tape Disks

Perlin allows kids to tape their records, albeit he won't do it himself. "They do the recording and they have to accept it the way it comes out." The store has a Craig player/recorder, model 3301 (\$259), hooked up to a console stereo system.

Perlin's tape library consists of 1,500 "old" Craig 4-track titles selling for \$1.95 plus material from Ampex, GRT, RCA, Columbia, Capitol — all purchased through the Craig Corp. He even has some Muntz tapes, obtained through Craig.

Perlin explains he gave the matter of being a one-line house considerable thought. He feels there are more pluses in working with one supplier than in dealing with a myriad of companies. "You can get a lot more co-operation when you work with one house," he philosophizes. "When ad money becomes available you should be the first one to get a crack at it, right?"

Concord Sets Tray Holder

LOS ANGELES — Concord Electronics has devised a tray holder which plugs into an auto radio speaker system and turns the F-100 "sound camera" cassette machine into a car unit.

The adapter is the CA-150 which must be bolted underneath the dashboard. The unit sells for \$29.95 through all Concord dealers: photo, department and audio stores.

Power is derived from the car's battery system, which saves the F-100's own batteries for use outside the auto. The player, which has been on the market for over one year, retails for under \$100. A locking device on the adapter tray is designed to thwart theft of the player.

Stereo Panorama's Mobile Salesman

ST. PETERSBURG, Fla.— Stereo Panorama is using a custom-built display van to introduce area dealers to CARtridge equipment. The truck, driven by Michael Donohue, Stereo Panorama's sales manager, carries 5,000 4, 8-track and cassette tapes plus a complete line of players.

B. F. Minor, general manager of the company located at 3800 North Skyway Boulevard, created the mobile showroom concept. All playback units are plugged into a mercury electronics generator. After the van has been to a retail location, Stereo Panorama sends a salesman to write orders.



AUTOHARP ALBUM playback pleases soloist Cecil Null, right. Null's album, to be released by Decca, contains only the music of his self-built, solid-body amplified autoharp, but Decca officials say that Null's use of 36 magnetic pick-ups on his instrument makes it sound "like a 20-piece orchestra." Null, who has two more Decca albums in the works, is seen here with Bradley's Barn studio operators Jerry Bradley, left, and Charley Talent.

when answering ads . . .

Say You Saw It in the Billboard



AUTOMATIC RADIO'S Tote-A-Tape, a portable 2-channel player and AM radio, operates when endless reel, miniature cartridges are inserted into the cartridge opening. The unit is equipped with four "C" type flashlight batteries, and is of the solid-state variety.

Channel Makes Test Cartridge

NEW YORK — Channel Marketing is producing test cartridge for consumer use for testing players in the home and automobile.

This unit retails at \$3.49.

The firm, with facilities in New York and Los Angeles, says the new cartridge contains electronic test of frequency response, tape tracking, program and individual track volume balance, speaker and program identification and automatic switching.

The test cartridges are in 4 and 8-track, and are available directly from Channel, or its distributors across the country. Each cartridge is equipped with recorded instructions for the user. Also, Channel is mapping plans to produce a test cartridge in the cassette size.

Maloney Shifts Job

SAN ANTONIO — Joe Maloney, formerly with Kynamics Devices Inc., of San Antonio has left the local organization to take over duties as assistant manager of the downtown Aztec Theatre.

CASSETTES PLAYTAPE

Large Jobber requests quotes on Cassettes and playtape - type Cartridges, loaded with blank tape of various lengths. Send volume pricing offers to

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AND
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TRACK
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Any cartridge is only as good as the tape it contains.

Audiopaks contain Audiotape.



We think we make pretty good tape cartridges.

Twenty-six major duplicators and 77 different recording labels think so, too. So they give us their business.

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But there's another reason for such universal confidence. A sound reason: consistent quality.

Our experts coat Audiotape with a unique oxide formula that reproduces high frequencies brilliantly, even at the slow cartridge speeds. Then they polish the surface smooth, so it won't wear out your recording heads at any speeds. And repeated inspections make sure, reel after reel.

Have you looped a length of Audiotape lately? We could make such beautiful music together.



Audiopak Copyrighted material
TAPE CARTRIDGE

Audio Retailing

ONE-STOP PROFILE

Tony Galgano—He Loves Dealers

By EARL PAIGE

CHICAGO—Like so many veteran record men, Tony Galgano will tell you "The business is in my blood." And over the years, this one-stopper has developed a special kinship for the independent record dealer.

The Galganos — Tony, his sister Theresa, and son, John—take a definite pride in providing service. Dealers are welcome to browse through the 75,000 LP titles and 30,000 singles in stock. Four phones, connected to 13-foot extension cords, can simultaneously handle a quartet of separate dealers, during the morning "phone-in" rush.

Galgano personnel can walk up and down the tiers of merchandise and fill the order as it is actually being phoned in—or inform a dealer if this, or that, is in stock.

Special Orders

For the flood of items that require special ordering, Galgano has worked out a "system," as he calls it. A constant network of back orders is rehashed with record distributors

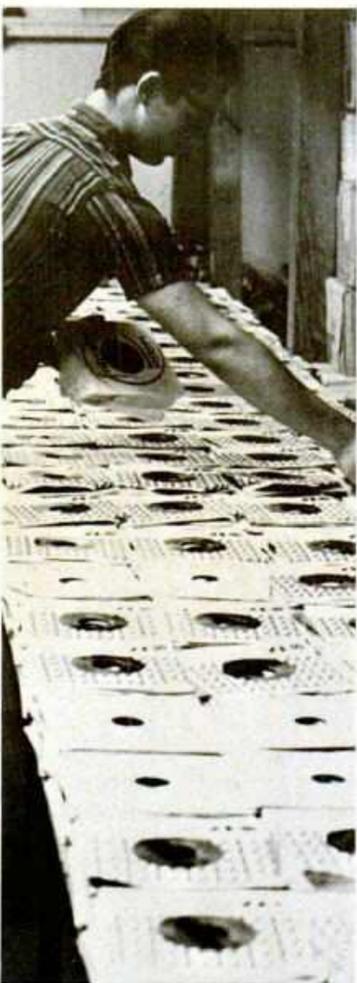
daily, as Galgano gathers in back-dated merchandise.

"We generally can fill special orders in three days. Dealers who keep back orders with us will get them as soon as they build up enough to warrant a shipment," said Tony, who started with the old American Record Corp. in Scranton, Pa. in 1929.

Over 40 per cent of his dealers prefer to browse around themselves and make up a lively "will call" portion of Galgano's volume. But he ships into all the Midwestern States—"I got an order from Wichita the other day," he exclaimed.

Cut-Out Merchandise

Tony delivers by car. He



SPECIAL ASSORTMENTS of cut-out singles and albums make up a large portion of Galgano's volume. He supplies jewelry stores, discount houses and many other types of outlets with premium packages of records such as are being made up in above photo.



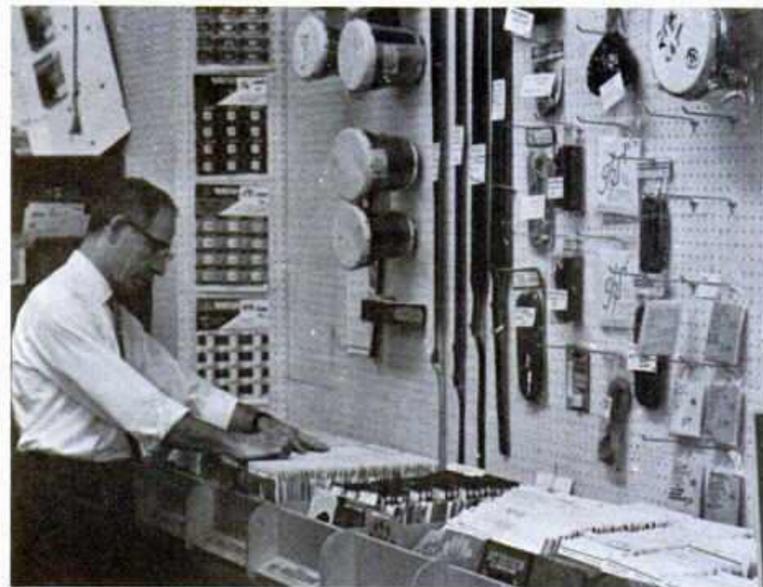
WILL CALL CUSTOMER Stewart Gimmel, partner with Bernard Hoffman at One Octave Lower, a two-store record outlet in Chicago's Old Town section, checks order with John Galgano (right). Over 40 per cent of Galgano's dealers shop for records in person.

calls a cab to take a rush order out. Dealers make appointments to come by at night. He makes up special orders of cut-out LP merchandise. Odd lots of singles are packaged as premium merchandise.

"I guess I've been what you call a record broker most of my life," said Galgano. When Columbia Broadcasting bought American Record Corp. in 1935, Tony went along and was with the Sampson Co., a Columbia distributor here, for 10 years.

"But all the time I was jobbing odd lots of used jukebox

(Continued on page 71)



TONY GALGANO checks stock in oldie singles at Galgano Dist. in Chicago. The 38-year veteran of the business is also associated with Hal Faktor, a distributor of music instrument accessories.



JOHN GALGANO serving two dealers at once. Special 13-foot extension cords on four telephones, each with a separate number, allow Galgano personnel to handle calls from any section of warehouse giving dealers instant information.

Duotone Says Play Stereo On Mono Phonographs, If . . .

MIAMI — Duotone Co. President Stephen Nester has informed Billboard that his com-



MODERN EQUIPMENT, such as this album poly-wrapping machine, helps Galgano provide fresh merchandise to dealers.



THERESA GALGANO, Tony's sister, and Marie Riggio, handle office work. The girls' combined experience adds up to 35 years. Galgano stocks over 140 labels, 75,000 current titles in LP's and over 30,000 singles.

pany's view of stereo record play on mono phonographs is in line with "the views taken by the record companies—with only a few qualifications."

Said Nester, "Duotone has for over a year been manufacturing replacement needles with a radius tip size which will fit either LP monaural or stereo records." Duotone calls this their "compatible needle."

"While it is true," Nester said, "that a small percentage of the oldest types of monaural cartridges do not have sufficient vertical compliance for safe use on stereo records, it is important to note that this represents only 5 to 10 per cent of all replacement needle sales. These needles Duotone will not label as compatible. These old needles are phasing out and their percentage of needle sales becomes smaller each year."

"We do not believe in letting the tail wag the dog. We cannot allow these antique

(Continued on page 71)

\$10 Million in Zenith Ad Buys

CHICAGO — Zenith Sales Corp. has increased to more than \$10 million its ad budget for combined factory-distributor-dealer advertising this fall. This is over and above previously announced allocations and is 50 per cent more than funds previously devoted to such advertising.

The campaign will commence with special "Premier Days" promotional ads in 275 newspapers in 165 markets during the week of Sept. 10. This will be co-ordinated with Zenith's "Premier Days" section in Look which hits the newsstands Sept. 5.

Emphasis will be on color TV, but monochrome, high fidelity and radio lines will also be represented.

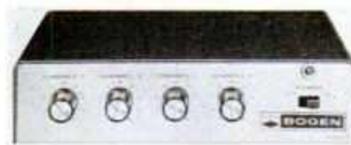
"This combined fall newspaper," said Les Truesdell, Zenith's most extensive in company history," said Les Truesdell, Zenith Sales Corp. president.

'Billie Joe' On Open Reel

LOS ANGELES — Bobbie Gentry's "Ode to Billie Joe" heads a new single-pack, reel-to-reel stereo tape release from Capitol. The company has also introduced two new twin-packs.

The Gentry album carries catalog number YIT 2830. Other releases are "Lush Life," by Nancy Wilson (YIT 2757), "Thank You, Pretty Baby," by the late Nat King Cole (YIT 2759), "Your Tender Loving Care," by Buck Owens and His Buckaroos (YIT 2760) and "Faith of Our Fathers," by Tennessee Ernie Ford (YIT 2761).

The twin packs are "Lombardo Country," "Waltzing With Guy Lombardo" (YeT 2779), a Prokofiev's complete ballet score, "Cinderella" (Y2S 4102).



ECONOMY mixing and pre-amplification is offered by the Bogen Communications Division of Lear Siegler, Inc. in this unit, the MX6A-T. It lists at \$74.85, is A.C. powered, all-silicon and solid state. It may be used singly to add four more mikes or other input signals to an existing system, or three of the units may be paralleled to offer 12-individual inputs. To do this, the units may be mounted "piggyback." Two of the four channels will accept tuner or crystal cartridge signals. The output will drive any packaged amplifier through its auxiliary input.

Pfanstiehl's

FIRST WITH THE LATEST NEEDLE DESIGNS!

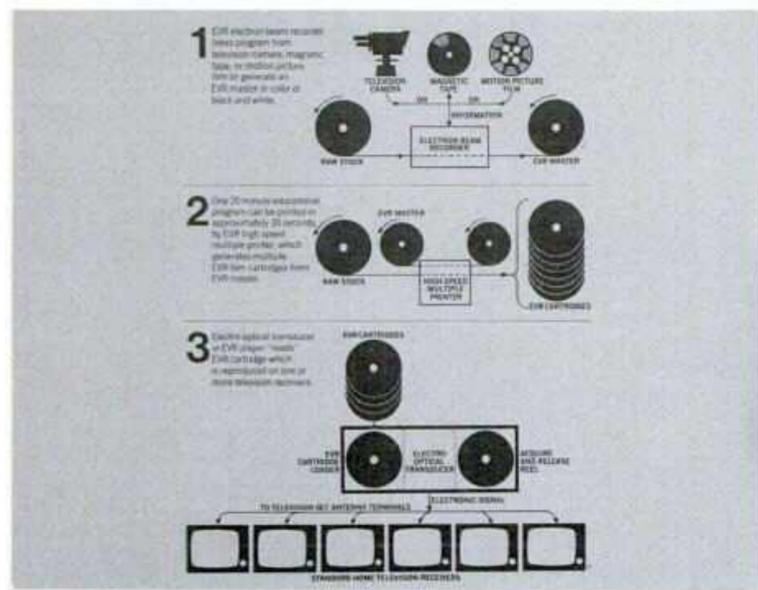
Cartridge designers set a merry pace for needle makers . . . it's a never-ending job to keep up with the continuous flow of new American and foreign cartridge designs—but Pfanstiehl does it to serve your phono-needle customers. When you need the latest, order it from Pfanstiehl. Write for a free catalog and self-mailer order forms today.

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Originators of the \$9.95 Diamond Needle



CBS Film Cartridge Promises New Vistas

NEW YORK—CBS's new Electronic Video Recording (EVR) may revolutionize the entertainment industry and at the same time serve as a completely new form of exposure for the recording artist.

The system, as recently developed, is geared for the educational market. But further refinements, added innovations, mass production and lower costs may result in EVR eventually becoming a mass merchandized consumer product.

EVR, which is a pre-recorded film cartridge, is played through a non-operative television channel, selected by the operator. The playback unit, located on top of the television set, is connected to the receiver via the antenna. The film functions on a reel-to-reel configuration at five inches per second. Using

thin film, the cartridge is capable of carrying one hour of black-and-white film or one half-hour of color film. No home recording is possible with this set-up.

EVR was designed and conceived by CBS Laboratories in collaboration with Imperial Chemical Industries Ltd. (England) and CIBA Ltd. (Switzerland). Dr. Peter C. Goldmark, president and director of research, CBS Laboratories, spearheaded the project. The three companies have formed a partnership to market this audio visual system. Both ICI and CIBA are large, diversified chemical corporations. According to a spokesman, EVR programming and color and black-and-white equipment will be demonstrated next spring in England.

Tony Galgano Loves Dealers

Continued from page 70

records, selling dime stores all over the country," Galgano explained.

For 13 years Tony and Ruben Lawrence distributed Audio Fidelity and dozens of other labels under a separate firm known as Record Distributing Co.

Galgano has had his own full-fledged one-stop business since about 1959, when his son joined him, and has long been affiliated with Hal Faktor, who distributes music accessories from the same address. The operation offers a full line of related accessories, including tape cartridges.

Mono Selling

The current mono "crisis" since the raise on the price of monaural merchandise hardly phases Galgano, who has survived many changes in the business—"I gave 70,000 78 r.p.m. records to Goodwill Industries one time," he said.

"At first, when the price changed, dealers quit buying mono," Galgano said last week.

"Now they're buying mono again, because they're finding out there's still a healthy demand for mono. We're selling about 25 per cent mono right now."

Galgano said he tries to simplify, what he agrees is, a "proliferation" of wholesale deals and prices. "I sell everything at half the list price—the 'old' list price," he stressed. "If it lists at \$4.98 I charge \$2.50, a flat price.

"Service is what counts," Galgano said. "Dealers have to have service and this is what we're selling."

Stereo or Mono

Continued from page 70

needles to hold back the progress of three industries, namely, the phonograph needle, cartridge and record business."

Weapons

Nester said he agrees with other needle firms, which have cautioned of late that indiscriminate stereo play on mono equipment could damage records, in this respect: "I wish both the public and retailers would become aware of the severe record damage caused by a worn out or broken needle tip and the need for replacing these weapons of record destruction. Anyone owning a record player more than a year old, an average normal use, is playing his records with a worn needle which should be replaced. If the trade would keep reminding their customers of this indisputable fact, they would be doing their customers and themselves a great service."

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NAVY

CLASSIFIED MART

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WANTED: ELVIS PRESLEY 45 RPM record covers and magazines. Write Bill Kaval, 1912 County Rd., #202, District Heights, Maryland 20029. se9

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FIRST-CLASS GUARANTEED AIRMAIL service on British records to U. S. A. All titles available. U.K. albums \$6 each, additional albums only \$5. All breakages replaced. 24-hour service. Free catalogue. Heanor Record Center, Derbyshire, England. tfn

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ROLLING STONES' NEW SINGLE, "Dandelion," out end of August, \$1.75 airmail. Stones' all-new cuts album, expected September, \$6 airmail. Order yours now for airmailing on release date! Beatles' 16-cut oldies, Hendrix, Pink Floyd, or any other English album from Record Centre, Ltd., Nuneaton, England. tfn

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 REGULAR CLASSIFIED DISPLAY CLASSIFIED
HEADING DESIRED: _____

Shortage of Adult Singles

• *Continued from page 6*

In May, Jack Jones, Andy Williams, Petula Clark, Roger Williams, Dean Martin and Frankie Laine had Hot 100 singles. Clark's hit went to No. 34.

Perry Como, the Sinatras, Ed Ames and Tom Jones hit the Hot 100 in June, the Sinatras going to No. 1. Again Jones' hit was country-flavored.

In July, only Engelbert Humperdinck (two), Martin and Jones adult-type singles hit the chart and only Andy Williams, Frankie Laine, Dean Martin and Frankie Valli made it in August. Sinatra, Martin, Laine and Valli scored early in September.

Reason

The jukebox trade recognizes that the basic reason for the shortage of such singles is economic—demand begets supply. The trend toward early release of an LP rather than a single has been a major factor as well.

"It's not the fault of the record companies — it's nobody's fault," said Phil Levin of Super Music City, Washington. "These adult-type singles just haven't been selling. And you can't expect the record companies to keep bringing them out. I don't know what the operators would have done without the Tijuana Brass and the Sinatras. It's just one of those unfortunate situations that comes about. It's a struggle, but we manage to come up with something for the operators every week."

Carol Sanford, singles buyer for Gate City Record Service, Atlanta, reported, "Adult singles have been scarce, all right. We have to scrounge around for samples of all kinds from salesmen. They're getting too much play in the trade press, because operators seem to be the only ones buying them. Just this morning—to show how operators feel—I was talking to a man in Gainesville, Fla. We were about to close out the order when I asked him if he wanted the new Herb Alpert single. He said 'Oh, goodie!'"

No Exposure

"Adult records are our biggest-playing type, and they are definitely in short supply," said William Cannon, owner of Cannon Coin Machine Co., Haddonfield, N. J., and chairman of the Music Operators of America committee on record pro-

gramming. "We are forced to scrounge around with the one-stops to find what we want. Now and then we pick good items that are getting no exposure, the recent Perry Como single, for example. No doubt there is much adult product released on singles that is getting no exposure. If there were only some way to inform all operators of these releases, we would find jukeboxes breaking more records."

Cannon added: "It is not good business when the operator must go hunting desperately for adult product, particularly when so much of it exists. It seems that the suppliers should be eager to make it available."

"There is a dearth of good adult product," said Sipiora. "I

would like to see more labels cover teen material."

"There's as much adult product being released," declared Chicago jukebox programmer Margaret Christiasen (Western Automatic Music), "but it's just not getting sufficient air play to warrant play on jukeboxes."

Cycles

This is also the opinion of Chet Kajeski, manager, Martin & Snyder One-Stop in suburban Detroit. "There seem to be cycles of this. I don't see an extreme shortage of adult releases. It's just that the releases don't get enough exposure. Even the adults are listening to Top 40 stations, and these stations don't get on an adult record until it's very big."

(Continued on page 78)

EDITORIAL

Thinking Small

Seeburg's introduction of its Selectomatic 100 jukebox for U. S. distribution means that all four major phonograph makers are currently marketing a machine in America with 100-selection capability.

Such a trend toward wider use of 100-selection units in America coincides with a reported shortage of adult-type recordings (see story above). Many operators state that for "teen stops" a 300-selection juke box would not be out of place—but a reported 80 per cent of locations are adult-type.

A trend to 100's is timely for several reasons: it could encourage programming quality instead of quantity; open locations where space and marginal revenue prohibit larger units; stimulate jukebox sales—thus improving the appearance of the typical location, and help cut operating costs.

We commend manufacturers for responding readily to demand.

David J. Baker, 59, Dies

CANTON, Mass. — Death came Thursday (17) to David J. Baker, president of Melo-Tone Vending Co., Inc., of Somerville, after a protracted illness that until recent months had allowed him to spend part of the day at his business. He had lived at 10 Westdale Road here with his wife Goldye (Caswell). He was 59.

Born in London, he came to the United States at an early age. From Winstead, Conn., he came to the Boston area and entered the cigaret machine business in 1939. In 1942, Dave went into partnership with Al Robbins, giving up cigarets for

music, operating in the Dorchester section of Boston.

Robbins has for some years been executive vice-president of Melo-Tone Vending Co., Inc., which the partners set up in Arlington and which eight years ago they moved to Somerville. At the Arlington plant the firm had again operated cigaret machines as it presently does along with large music routes.

Rallied

Dave was the first president of the Music Operators Association of Massachusetts. For three years he rallied the music industry against unfair levies and legislation. The organization

(Continued on page 76)



MAYNARD HOPKINS, left, president of the Northwest Ohio Operators Association enjoys dinner in the company of Mr. and Mrs. Fred Granger, right. Occasion was the annual meeting of the association, this one held at the famous Cedar Point resort near Sandusky, Ohio, Aug. 22. Granger, who is executive vice-president of the Music Operators of America, addressed the group.

Granger Bears Association Gospel to Ohio Trade Group

By BRUCE CORY

SANDUSKY, Ohio — The Northwest Ohio Jukebox Operators Association was forced to share the space in the Steak House at the Marina of Sandusky's giant Cedar Point amusement park with the restaurant's regular patrons. The result: truncated talks by visiting Music Operators of America (MOA) Vice-President Fred Granger and local officers Maynard Hopkins and Bill Hurlinger.

Over 50 persons attended an Aug. 22 dinner sponsored by the 15-member organization, described by Granger as "one of the closest-knit groups I've seen

in the country." Roy Frankhauser of the Erie Vending Co. and his wife Margo made one of their rare appearances at an association meeting. Frankhauser usually sends a representative to the monthly business and yearly social meetings.

After dinner, Granger made his short speech, congratulating the organization on its fine turnout, pointing out that Ohio ranks sixth in the nation with 42 MOA members.

Copyright

He said that the national organization was working hard for the local associations and cited

(Continued on page 77)

Association Activity

In Kansas

WICHITA Kan. — Music Operators of America (MOA) President James Tolisano, Clearwater, Fla., and executive Vice-President Fred Granger, Chicago, will participate in a meeting here Sept. 16-17 for the purpose of revitalizing an association of music and vending machine operators.

The meeting will be held in the Oak Room of the Howard Johnson Motor Hotel, 7300 Kellogg, with a reception Saturday at 6 p.m., dinner at 7:30 p.m. and a dance beginning at 10 p.m. Wives are invited. The business meeting will be held Sunday morning at 9, following breakfast.

Reservations may be obtained

(Continued on page 76)

New Venders Open Doors to Diversification

By EARL PAIGE

(Last week we gave you an exclusive preview of what to expect in new jukeboxes and games this fall. Here's the first published report on new vending equipment to be introduced on or about trade show time.)

Cigaret Venders

CHICAGO — While operators report varying degrees of success in vending the new 100-mm length cigarets, all major cigaret machine manufacturers have introduced models to handle the new size and most have, additionally, made conversion kits available.

Equally important, most cigaret machine makers are making available a wide range of pricing capabilities in view of the recent rises in cigaret taxes and costs.

(Continued on page 75)

Can Venders

CHICAGO — Most manufacturers of canned cold drink vending equipment view the jukebox operator as an increasingly important customer as this segment of the industry gears for sales of 75,000 units this year.

With can container makers continuing heavy consumer promotion, some bottle-oriented venders are reportedly perplexed.

"I imagine some bottlers are scratching their head," said La Crosse Cooler's Ted J. Sangstad.

(Continued on page 75)

Coffee Venders

CHICAGO — Jukebox operators considering still further diversification into vending may be taking a closer look at the growing number of compact coffee venders during the dovetailing Music Operators of America (MOA) and National Automatic Merchandising Association (NAMA) fall shows here Oct. 27-31.

Coffee is reported to account for 70 per cent of the hot beverage market. Most manufacturers also view soup impor-

(Continued on page 75)

Other Venders

CHICAGO—The variety of vendable products continues to expand, giving jukebox operators wishing to further diversify into vending a myriad of units to choose from. Products vary all the way from candy, cold drinks, snacks, hot food and canned milk shakes to 45 r.p.m. records, milk and even ice cream sundaes.

Machines recently enough introduced to mention, other units being planned and re-

(Continued on page 75)



DAVID J. BAKER addressing a coin machine industry gathering in 1957.

Rowe School Program Has Eight Sessions

By CHARLES BARRETT

WHIPPANY, N. J. — James Abato, Rowe's director of service engineering, reports that the company's next service school here will start classes on Sept. 25.

These classes are of a week duration and are held eight times throughout the year at Rowe's Whippany facility as well as their Grand Rapids, Mich., "Little Red School House." Enrollment is limited to 20 students with an average of 18 usually registering. The course focuses on basic electricity (Course I), and the advanced course (Course II), covers bill changing machines and soft drink machines as well as others.

The jukebox service school is held at the Grand Rapids facility.

Banquet

The teaching staff (two to three instructors per course) are made up from a staff of 14 on Rowe's field engineering staff. The students come as employees

of Rowe's distributors and from operators across the nation. While attending class, Rowe provides each student with lodging and meals, and classes operate from 9 a.m. to 5 p.m., Monday through Thursday with graduation on Friday. Graduation includes a banquet and the awarding of prizes for outstanding students.

The Grand Rapids school has been in operation since 1955 with the concentration being primarily upon the jukebox. The Whippany school was formed in May, 1965. The total Rowe education spans teaching in the areas for beverage venders, food and cigaret venders, jukeboxes, automatic bill changers and soft drink machine servicing. Abato said that all Rowe distributors or operators interested in their educational program should write him at Rowe Manufacturing Co., 75 Troy Hills Road, Whippany, N. J. 07981.

Amusement Game Talks on MOA Convention Program

CHICAGO — A discussion of "How to make money with amusement games," and a forum of recording artists explaining how records are made will be two highlights of the business program at the Oct. 27-29 convention of the Music Operators of America (MOA).

In a departure from programs in recent years, the MOA forum committee, under Chairman John R. Trucano, Black Hills Novelty Co., Deadwood, S. D., and Robert Nims, Lucky Coin Machine Co., New Orleans, has decided that half of the business side of the convention will be devoted to a discussion of the operation of amusement games. Games exhibitors will all be invited to furnish members for a panel discussion. Operators and distributors are invited to come prepared with questions for these executives from games manufacturers.

Understanding

Record company exhibitors will be invited to supply one artist each to address the session on some facet of the record industry. The forum committee hopes that this seminar will bring about "better understanding between the operators and the record industry. Operators are genuinely interested in

knowing more about the business of producing records. We want this seminar to help bridge the lack-of-information-and-understanding gap between artist and jukebox operator," the committee members said. A third member of the planning committee is Fred Collins Jr., Collins Music Co, Inc., Greenville, S. C. Much of the program planning was accomplished last week in a telephone conference joined by MOA executive Vice-President Fred Granger.

Exhibitor hours and business sessions are scheduled for each of the convention's three days. The industry business forum is scheduled for Friday afternoon, Oct. 27. A membership luncheon meeting will be held on Saturday, and on Sunday night the traditional banquet and floor show under the direction of Hirsh de LaViez will be staged. All exhibits will be housed and meetings held at the Pick-Congress Hotel, 520 S. Michigan Avenue here.

J&C Corp. to Host Trade at Open House

AUBURNDALE, Mass. — J&C Corp., newly appointed distributor for the Wurlitzer Co., will hold grand opening festivities Sept. 13. Company president Charle H. Brinkmann said that all New England operators are invited to the day-long event.

The new distributorship is located here near Route 128, and the office serves Eastern Massachusetts, Maine and New Hampshire. A branch office is being opened in East Hartford, Conn.

Brinkmann, who formerly headed Westinghouse Electric's vending division, has also picked up the Midway, United Billiards and U. S. Billiards game and pool table lines and the Vendo cigaret machine line.

Discover New Disk Vender

By RAY BRACK

DAYTON, Ohio — Another new disk vending invention—this one the brainchild of a former record promotion man — has come to the attention of Billboard. This unit, a 32-selection, electronic model holding 1,600 singles, is the second new disk cent weeks. (Newport Sales unveiled a mechanical model. See Billboard, Aug. 19.)

For the past decade, a score of inventors and machine manufacturers have developed and marketed disk venders to meet what is recognized as a major need in the record industry: a trouble-free singles vender to help combat the pilferage problem. But due to mechanical prob-

lems, inadequate financing, marketing miscalculations and other adverse contingencies, none of these machines has been greatly successful.

Claims

The latest in the line of disk venders is the idea of Floyd Whited, once the promoter of a 15-year-old artist named Chick Sims on Spangle Records. Whited claims his unit:

- Vends 32 single selections, holding 50 records in each compartment.
- Is trouble-free and could carry a lifetime warranty.
- Has flexibility in pricing.
- Requires only elementary electronic and mechanical knowledge for servicing.

• Measures 30 inches wide by 30 inches high by 16 inches deep.

- May be wall-mounted.
- Has no motors or other components that could burn out.
- Has been tested for a year.
- Could be mass produced at a prime cost of less than \$100.

Whited said he is interested in selling patent rights to his machine to a manufacturer.

"Wouldn't it be great," he said, "if there was a disk vender beside every jukebox?"



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Here Are the Latest Film-Record Combos From Rowe

WHIPPANY, N. J. — George Klersy, director of Rowe's PhonoVue operation, reports that these disks are appropriate for use with PhonoVue films:

"Follow Your Heart," by Aretha Franklin, on Columbia, is suited for PV films, "Girls for Sale" (L2909L) and "Polka Dot Bikini" (L2905Y).

"One Way Out," by Martha and the Vandellas, on Gordy, tailored for PV's "Wheel of Fortune," (L2909N), "Silhouette Dancers" (L2907V), "Voodoo" (L2907J), "Pop Out" (L2907H), "Ship Ahoy" (L2906U), "Fire Dance" (L2905V) and "Dressmaker" (L2905V). "I'm a Fool for You," by James Carr on Goldway, is usable in PV film "Peeping Tom" (L2907Z).

The James Carr disk, "Gonna Send You Back to Georgia," is suited for PV's "Wheels of Fortune" (L2909N), "Girl and Sultan" (L2905C) and "Limbo Dance" (L2907S).

"Fancy Dancin' Man," by Petula Clark on Warner Bros., for "Belly Dancer" (L2907W), "Devil Temptation" (L2908C), "Service With a Smile" (L2908D) and "Strip Fun" (L2907F).

The Parliaments' record of "I Can Feel the Ice Melting" on Revilot is made for PV's "Voodoo" (L2907J), "Limbo Dance" (L2907S), "Girl and Sultan" (L2905C) and "Pussy Cat" (L2909X).

"I'm So Happy Now," by the Young Rascals on Atlantic (45-2438) pairs well with films "Hula Shake" (L-2908K), "Fashion Model" (L209Y) and "Western Go-Go" (L2905J).

Twentieth Century-Fox's recording of "Believe In Me Baby," by Jessie James (6684) fits well

with Rowe films "Western Go-Go" (L-2905J), "Oriental Night Life" (L-2907P) and "Ballet in Black" (L-2905X).

"Happy Time," by the Box Tops on Mala (565) goes well with "Blue Go-Go" (L-2906E).

Ruby Andrews' "Casanova" on Zodiac (Z1004) may be played to good advantage with Rowe films "Where Did It All Begin" (L2907R), "Strip Fun" (L2907F), "Girl and Sultan" (L2905C), "Voodoo" (L2907J), "Bachelor Girls" (L2096W), "Pussy Cat" (L2909X) and "Girls for Sale" (L2909L).

"Karate Boogaloo," by Jerry on Shout (S217) meshes with Rowe Films "Mermaids" (L2908E), "Belly Dancer" (L2907W), "Polka Dot Bikini" (L2905Y), "The Dating Machine" (L2909Z) and "L'il Ol' Winemaker" (L2909U).

The Stax recording of "Soul Man," by Sam and Dave (45231) is appropriate for use with Rowe films "Silhouette Dancers" (L2907V), "Fire Dance" (2907L), "Living Doll" (L2909Z).

"I Had a Dream," by Paul Revere and the Raiders on Columbia (4-44227) is compatible with Rowe films "Hoe Down" (L2908W), "Mermaids" (L2908B), "L'il Ol' Winemaker" (L2909U), "Belly Dancer" (L2907W), "Polka Dot Bikini" (L2905Y) and "Roaring Twenties" (L2908G).

Coinmen In The News

NEW YORK

Lou Walberg of Runyon Sales, New York City, reports that Stan Rayboy of Raymac Sales, Ocean-side, N. Y., along with Frank Madden of Old Reliable Music Co., Forest Hills, and Frank Demuro of Empire Music, Yonkers, dropped in to look at the Rowe PhonoVue machine, and AMI's Music Merchant. . . Ben Chicofsky is working late nights preparing for the MONY convention next month in Monticello and says that only a few reservations are left for the late comers. . .

(Continued on page 77)

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Vending News

U. S. Acts on Bingo Chips

By CHARLES BARRETT

NEW YORK — Roger Folz, president of the New York Bulk Venders Association (NYBVA), says that after three years of pressure from the Association, the U. S. Treasury Department and Secret Service has taken the first notable step of action against bingo chip manufacturers.

Folz reports that a Secret Service agent visited his plant, Folz Vending, Oceanside, N. Y., recently with Victor Cohen, president of Synthetic Plastics, New York, one of the reported bingo chip manufacturers. The NYBVA president said that the agent told him the Treasury Department and Secret Service will be calling upon some dozen bingo chip manufacturers across the country, including Synthetic

Plastics, to change their molds. These chips, according to the NYBVA, are being used as slugs in vending machines and bringing about an annual loss of some \$50,000 to New York State venders alone.

Folz, commenting on the government action, said: "It comes as a welcome move after three years of slow, tedious investigation by the government." The government declined to release the names of the manufacturers at this point. Folz indicated that most of the 10 firms were New York ones.

Folz and Don Mitchell, counsel of National Vendors Association (NVA) brought their case to the federal government nearly three years ago and no

significant steps have been taken until the one a few weeks ago. Folz said that this move brings the NYBVA and NVA closer to the government agencies, and that the four will be working closely together from now on.

The question of violation in this case, and one that has not been decided, is whether the manufacturer of a bingo chip violates a law if that chip is used by someone as a slug? Folz says that government will probably not pursue this point. Synthetic Plastics, says Cohen, packages its chips to department stores and other consumer outlets.

In similar manner, metal rings from soft drink cans are also being used as slugs in machines, according to the NVA. The NVA and the NYBVA are gathering evidence in this case which will ultimately also be presented to federal officials in Washington. The NVA purports that slugs are damaging to the morals of youngsters, who feel they can get free merchandise by using slugs.

Miss Gillette Sustains Injury

CHICAGO — Mary Gillette, manager of Music Merchants, and a long-time officer of the Illinois Coin Machine Operators Association, is recovering from a broken leg. She sustained a fracture and a chipped bone when she tripped over a cable in the parking lot of the local bank.



WILLARD H. KROUSE (center) is the first pensioner in the country's first coin machine union, Vendor's Local 410, Cleveland. Krouse retired Aug. 1 after 37 years in the industry, 21 as a jukebox mechanic with L&N Music, Inc. Flanking him are (left) Joseph R. Fontana, 25-year president of Local 410 and Anthony J. Sara, vice-president. The union is 31 years old.

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Say You Saw It in Billboard

CARTON VEND

Cigaretts Now Vended in Cartons

LONG BEACH, N. Y. — Cartonmatic Vending Corp. here has developed a vending unit activated by plastic credit tokens that dispenses cigarettes by the carton. Manufactured by K. G. Brown Manufacturing, the unit holds 650 cartons and stores another 450. It accommodates 30 selections and vends all sizes in five price ranges.

Adele Fortgang, sales manager of Cartonmatic, indicated that the machine is aimed primarily at supermarkets and high traffic stores where pilferage

has become an increasing headache. "We have been told that in most supermarkets sales of cigarettes are a losing proposition due to continual pilferage. Some owners admit losses of \$100 to \$200 a week and that one out of every eight cartons is stolen off the shelves.

"We locate our machine between the check-out counter, where the customer purchases a token, and the entrance. The tokens pass through an electronic device and cannot be forged or used in any way ex-

cept through the machine on location."

Ohio Adjustments to Cost Vendors \$125,000: Glavin

By JANE SCOTT

CLEVELAND — It will cost Ohio's cigaret machine operators roughly \$125,000 to make machine changes necessary to adjust prices for the new Ohio taxes, predicted Richard A. Glavin, president of the Ohio Automatic Cigarette Vendors Association.

The vended price of cigarettes is going from 35 cents to 40 cents in most areas because of new State taxes, effective Sept. 1.

The new taxes amount to 4 cents a pack, 2 cents excise tax (up to 7 cents from 5 cents) and 2 cents per pack State sales tax for vended cigarettes. Previously cigarettes were exempt from State sales tax.

"It will take three to four weeks before all machines are changed over and working properly," said Glavin. There are 25,000 or more cigarette vending machines in the State.

Half Hour
The changes will take at least one half-hour per machine, a total of 15,000 man hours.

The changeover means going from a two-coin (quarter and dime) operation to a three-coin (quarter-dime-nickel) operation in most cases.

"We're anticipating many more service calls," said Glavin. Nickels cause more trouble than other coins, he added.

Some operators in Southern
(Continued on page 78)

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New Venders Open Doors to Diversification

Coffee Venders

• Continued from page 72

tantly and Rock-Ola is planning a machine offering two flavors. The 15-cent cup is another looming and profit-promising factor. Other exciting factors in coffee vending include the introduction by one firm of a unit that vends hot coffee in sealed cans.

Among firms adding more coffee machines is Rock-Ola, which has reported exceptional success overseas with its compact Model 3402. Rock-Ola will show a compact single cup fresh brew with a 450-cup capacity at the NAMA show. Also planned, a compact instant coffee machine and a giant, 1,000-cup machine.

Seeburg may have a new coffee unit soon, too. Last year it introduced its Jet single cup 5-selection machine with a 400-cup capacity. Still in the line are the Top Hat, Marquee and soluble instant W6HB3 series.

Rowe, known to be planning several new products, has three coffee units in its line now, each offering capacities up to 1,000 cups.

Other Compacts

Vendo, now with five coffee machines in its line, is putting extra emphasis on compacts with a recently-introduced "Brewser" single-cup unit vending 250 "squat" or 300 tall, 7-ounce cups. Other units offer capacities of 425 and 650 cups.

(Continued on page 76)

Can Venders

• Continued from page 72

"The idea of one-way disposable bottles is good but the public is getting a better image of the can all the time.

"We're selling canned drink units at about a 50-50 rate with bottle or convertible bottle-can units," Sangstad said. "I have heard that some bottlers are concerned about long-range plans for canned drink units and we are studying our convertible units. All the visual type units are convertible to either bottles or cans."

But La Crosse Cooler Co., like many manufacturers, is increasingly canned drink conscious—they now have three models, the 4-flavor Model 136 and Model 212, a 6-flavor Model 318 and are readying a larger capacity unit for introduction this fall.

Selectivend Corp. has four canned drink models ranging from a unit with 136-can capacity and 52 cans in pre-cool to a unit with 354 cans and 90 in pre-cool. Two other automatic models handle both bottles and cans. The firm, under new ownership, is expanding its canned drink machine line.

"This canned drink field just keeps growing," said Paul Denslow, sales manager at Selectivend.

Rock-Ola

Probably no company is more confident of canned drink vending than Rock-Ola Manufacturing, which has placed strong emphasis in the direction of jukebox operators. Now with three models in its line, a deluxe, standard and modular 5-selection, 410A series, projections call for a total of nine during coming months.

Seeburg, through its Choice-Vend division, can also be expected to expand in the canned drink direction. Choice-Vend now has five models. They are Model CV374, CV299, CV280, CV224 and CV168.

Rowe, which has only indicated that it expects to introduce "several new products" this fall, could step into the canned drink picture on its own, though currently it is making the Steelmade solid state series available to its distributors.

Solid State

Among the most enthusiastic boosters of canned drink vending is Bill Armstrong, vice-president and director of sales at

(Continued on page 76)

Other Venders

• Continued from page 72

styling of existing models include:

- A new model in Vendo's milk and ice cream merchandiser line.
- A new outdoor ice cream vender from K. G. Brown Manufacturing Co., Inc., now producing a vender that dispenses cigarettes by the carton.
- A 600-cup capacity cup drink vender from Rock-Ola.
- Release for distribution of a 3-flavor ice cream sundae vender from E. J. Shurtz Manufacturing Co., Inc.
- A 4-flavor and 6-flavor cup drink vender from Victor Products Corp.
- A compact all-purpose pastry-snack unit from Le Brone Manufacturing Co., Inc.
- A new cup drop popcorn vender from Federal Machine Corp.
- U-Select-It's Model P47 pastry vender.
- Lectro-Vend's Model 150 and Model 103 snack units.
- A 5-column 175-item modular-designed snack vender from Marvend, Inc., which will shortly introduce new candy and pastry units.
- New cold drink units and a new milk vender from Westinghouse.
- A 210-package ice cream vender and a milk machine from U. S. Automatic Sales, Inc.
- New conversion cabinets for cigaret, candy and pastry venders from Allstate Vending Equipment, Inc.
- Vendo's Invitation one batch or single cup post-mix cold drink unit.
- An all-purpose package vender from E-B Metal Products Co., Inc.
- A 240-capacity record vender from Newport Manufacturing.

Wide Lines

The increasing number of products suitable for vending is reflected as well in the broadening lines from such manufacturers as Rowe, National Vendors, Seeburg, Vendo and Rock-Ola and Westinghouse.

Vendo's new models join a line that includes five candy machines, two snack venders, five post-mix cold drink units, a hot and cold unit, another unit for hot foods and one for cold foods and a dessert, ice cream and cold milk unit.

Jukebox Operator

A number of manufacturers are looking to the jukebox operator as a logical user of variety vending equipment. Among them, Automatic Products Co. with its Candyshop, Snackshop and Pastryshop trio.

Marvend, Inc., which has recently introduced its Model 1402 Chips 'N Stuff unit, is another manufacturer wooing jukebox operators. This unit vends 140 items in four columns. A 5-column, 175 item machine is being introduced shortly.

At Vendo, sales executive Bud Kice said, "The jukebox operator is no longer the only prospect for our machines. We have many active accounts among music operators."

Lectro-Vend has two units it feels are definitely suitable for the smaller operator or for minimum traffic locations as well as larger outlets. These are the Model 150 with 344 shelves and the Model 103 with 384

(Continued on page 78)

Cigaret Venders

• Continued from page 72

At least two makers, Automatic Products Co. and Rowe, have units that vend and return change. National Vendors offers units with three quick-change price settings from 5 cents to \$1.25. Vendo, as another example, offers units where five different prices can be used simultaneously and where a pack will vend at 5 cents over-pay.

Automatic Products Co., St. Paul, Minn., was one of the first companies to rush into production with a model capable of handling the longer smokes. It now has three machines and expects to introduce three new models this fall. Automatic Products' answer to how many 100-mm's was a nine-column capacity, but sales manager Art Brier said, "We could make a machine that could handle an entire stock of 100mm's."

Rowe, vigorously promoting its new Riviera 100, is quiet about what it will introduce in the way of cigaret venders at the NAMA show.

Seeburg has two models with 100mm capability. Its models 4-E7 has five columns devoted to the jumbo cigaret and the 4-E8 has 11 columns for 100-mm's. It has been said that Seeburg will show two new machines at the NAMA show.

Federal Machine Corp. has one model now with nine-column 100mm capability and will shortly introduce another model geared to all sizes.

Cigar Vending

Cigar vending may be another emerging profit item for operators if the expansion at General Cigar Co., Inc. is any indication. The New York firm now has two 10-column and two five-column machines available and other new units planned.

A spokesman at Garwood Metal, Inc., maker of General's units, said the company was also producing a 79-inch, 10-column cigar vender that

matches Vendo's line. Additions in the direction of cigaret venders are also planned.

As with the cigaret machine makers, General is using a coin accumulator that handles three prices from 25 cents to \$1 for any variance in the multiple brands now available.

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Blast, blew the wind, and the man hugged his overcoat tightly to himself. Blast, blast and blow, blow, as hard as he could, and tighter hugged the coat round the man.

"Let me try," said the Sun, and he beamed a sunshiny ray down on the man. With the sun shining warm and brightly, off came the overcoat.

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Association Activity

• *Continued from page 72*

by phoning the hotel at (316) MU 4-0561 or by contacting MOA Vice-President Harland Wingrave in Emporia at (316) DI 2-7242.

In Nebraska

NORFOLK, Neb. — Coin Operated Industries of Nebraska (COIN) President Ralph Reeves will host a meeting of the association here Sept. 16-17 in the Holiday Inn at which time a proposed trade show sponsored by COIN will be discussed. Tentative plans for the show have it scheduled for a December date in Omaha.

Heading a list of activities here will be a seminar on amusement games conducted by an engineer from one of the Chicago manufacturers, not yet named. A visit to the horse races is scheduled for Saturday at 1 p.m. A banquet at which door prizes will be awarded is also scheduled.

MOA treasurer Howard Ellis, Omaha, and MOA Vice-President Ted Nichols, Fremont, can be contacted for more information.

The Holiday Inn number in Norfolk is (402) 371-4430.

In South Dakota

PIERRE, S. D. — The Music & Vending Association of

South Dakota will hold a meeting here Sept. 30-Oct. 1 at the St. Charles Hotel. Past-President Darlow Maxwell is the host.

MOA sergeant at arms John Trucano, Deadwood, will make a special appeal for members to participate in the MOA convention in Chicago Oct. 27-29. Other business will include planning for the 1968 South Dakota Legislature.

In Arizona

PHOENIX Ariz. — MOA President James Tolisano, past-president of MOA J. Harry Snodgrass, Albuquerque, N. M., and MOA executive Vice-President Fred Granger will take part in a meeting here Oct. 1 for the purpose of organizing a new association. Stan Beasley, Garrison Sales Co. here, is handling the arrangements. His phone number is (602) 252-6121 or 252-6123.

Coffee Venders

• *Continued from page 75*

and Vendo also has a 250-cup instant machine.

Avenco, which has had 250-cup compacts and a 320 Jr. Executive model, has just introduced Model 400, a fresh brew machine with a 350-400 capacity. Also new is a Model 700 Special counterpart to its Executive 700.

Definitely in the compact coffee field is Coan Manufacturing with its U-Select-It coffee-snack center, a combination unit offering coffee and hot chocolate in a 160-cup capacity along with a snack attachment that can vend 74, 94 or 116 items.

Coffee-Mat Corp. has moved into the compact field with its Princess PSC-300 unit which has a 320-cup capacity. It also offers two models in the 600-cup range, the Imperial Deluxe and Royal Standard. Coffee-Mat also has a new 72-inch machine to fit into the National Vendors' bank line-up and is offering wood-grain finish as optional on all models.

Style Important

National Vendors' addition of coffee to its Crown Seventy Two series rounds out a line of bank units that the firm now offers with switchable panels so that machines can be re-styled on location. The coffee unit handles 700 squat cups or 1,000 tall cups.

Ditchburn Vending Machines, Inc., has had its 320-cup Minispa hot drink unit aimed at the compact field but this year is making available for U. S. distribution an even more compact unit called "Tablespa 970." Measuring 29 inches x 19 inches x 20 inches it has an 80-cup capacity.

Coffee Time of America, Inc., has previously had a 150-cup table model and a 400-cup unit but is now introducing a machine to vend hot pre-brewed coffee in 10-ounce cans. It will adapt its LeBron-made hot food vender to handle an expected 112 cans.

Rudd-Melikian, Inc., also has a compact 300-cup unit in its Model PAC320LG. The firm has a 600-cup and 880-cup machine, each of which offer coffee, chocolate and tea or soup. The compact offers coffee with either chocolate or soup.

New Equipment



Avenco-Coffee Vendors

AVENCO has recently added its Model 400 (left) as a companion to the previously introduced Executive 700 (right) and will soon be out with a Model 700 Special that will sell at approximately \$1,195. The Model 400 has a capacity of 350-400 cups and like both Executive models, is a fresh-brew machine. Avenco is also offering dual pricing (10c-15c) with a 9-ounce cup that will vend either six or eight ounces.

David J. Baker, 59, Dies

• *Continued from page 72*

died after 1960. More recently when the Massachusetts Coin Machine Association was formed he lent his support, but failing health forced him to relinquish his strenuous role.

Dave had been active in

Can Venders

• *Continued from page 75*

Steelmade, Inc. "Canned drink vending is a natural for juke-box operators because they often have exclusive locations. What makes it especially attractive is our large capacity machines which require less attention and the fact that canned soda does not spoil if it doesn't sell out right away," he said.

Steelmade has three models of canned drink units, the largest holding 17 1/2 cases. The respective capacities of ready-to-vend and pre-cooler storage are: Model 500 (420-80); Model 312 (290-22); and Model 216 (200-16). Steelmade also makes the Model 216 available in a Supreme model with vinyl wood-grain finish.

Westinghouse is adding a new 354-can vender to its line of two models at the NAMA show. Avenco has discontinued its current Model 560 and will hopefully introduce a new line of canned drink units at the NAMA show.

Victor Products will shortly introduce a new canned drink vender that will handle canned fruit juice. Also planned, according to Knud Jensen Helsing, is a large capacity convertible unit to handle either cans or bottles.

One of the newest entries in canned drink machines is Bally Manufacturing Co. The Chicago firm's manager, Dave Howell, said the unit would come "soon."

Meanwhile, other vending machine makers are studying canned drink units. Among them is Automatic Products, who also envisions adding coffee to an existing line of cigaret, candy and snack venders.

charitable pursuits for many years, triggering the Cerebral Palsy telephone marathons among operators which resulted in thousands of dollars for the worthy cause. A year ago, he outfitted the Aircraft Carrier Essex with a juke box and a supply of records when it went into Vietnam duty.

Gardener

He had also organized the move and led the assault for 10-cent play in the area. He was involved closely with Music Operators of America (MOA) and was a staunch supporter of MOA as well as taking a life membership for Melo-Tone. He was active in horseback riding and had bred several horses and was an avid gardener.

His malady struck three years ago and he finally was restricted to his home one year ago. Robbins has been actively running the business since that time and states that the present management will continue. Dave's son, Robert, is now a vice-president.

Dave had traveled extensively in Europe and South America and had established music routes in Puerto Rico. His funeral showed the respect in which he was held in the music and coin industry by the turnout of hundreds of members of coin industry firms.

Contributions and expressions of sympathy are being sent to the Cancer Fund. As well as his wife and son, Robert, he leaves two daughters, Iris Hoffenburg of Randolph; Karel Runick of Brookline; brothers, Maurice of Lynn; Sam of Meford, active in the music business; Daniel of Connecticut; four sisters, Miriam Resnick of New York; Sophie Zalon, Lillian Penn and Bella of California.

Everybody benefits when everybody gives



Cedar Point Scenes



OFFICERS of the Northwest Ohio Jukebox Operators Association dine with their wives at the organization's recent outing at Cedar Point resort, Sandusky, Ohio. From left, Mr. and Mrs. Bill Hullinger and Mr. and Mrs. Maynard Hopkins. Hullinger is secretary-treasurer and Hopkins is president of the association.



SOCIALIZING at the recent operator convention at Sandusky are several Ohio operators. Members and non-members attended—50 strong.



ROY FRANKHAUSER, Erie Vending, and his wife Marge at the recent operator gathering at Sandusky, Ohio.



OPERATOR BOB GILL and his wife are seen with Mrs. Carl Coffman at the Cedar Point party.

Granger Bears Association Gospel to Ohio Trade Group

• Continued from page 72

minimum income and insurance plans and the continuing \$8 a machine copyright battle in the U. S. Congress.

In return, he said, the local groups "must fight the local legislative battles" (probably a reference to the pending struggle between the State attorney's office and Ohio operators over the add-a-ball question), and work to improve the "tarnished industry image."

"No association is better than the people who are leading it, and you are lucky to have officers like Maynard Hopkins and Bill Hullinger," he said.

Invitation

Granger then extended an invitation to the Oct. 27-29 MOA convention in Chicago and outlined the plans for this year's meeting. In addition to the four major jukebox manufacturers, he said, French, German and Japanese firms will be represented, as well as the seven major record companies for the first time in many years.

"The companies have not been taking the operator seriously enough until lately," Granger said, "but now they are beginning to understand his importance."

He closed by saying that good relations between national and local organizations is strictly "a two-way street" and that the national group needed local support.

Secretary Bill Hullinger rose

and praised President Hopkins for the progress of the association in the last year.

Hopkins closed the meeting with an invitation to the restaurant's patio on the shores of Lake Erie for free drinks.

Hopkins also reported that Ohio machine operators are ready to go to court on the add-a-ball issue whenever the State decides to bring it up. "Our briefs are prepared and we think we have a pretty strong case," he said. The controversy hinges on whether a free ball shall be considered a matter of chance, in which case it is illegal, or a matter of skill, and, therefore, legal.

TAKING ACTION ON LOCATION—OWNED MACHS.

"What You Can Do About Location-Owned Machines," an article by coin machine legal authority S. John Insalata, is available in reprint form. The article is one of a series of "can-do" business features that have appeared in the coin machine department of Billboard in recent months. Reprint cost per copy: 10 cents. Write: Location-owned machine reprint; Billboard Magazine; 188 W. Randolph Street, Chicago 60601.

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Coinmen In The News

• Continued from page 73

Lou Levy of Dover Music, Brooklyn, became the grandfather of a girl named Judith Pearl Levy, the daughter of Lou's son Jerry and his wife Ruth. . . . Mike Mulqueen dropped into MONY Tuesday (29) to talk with Ben Chicofsky on the Journal which will be distributed at the convention to all those in attendance. . . . Mike is working on the Journal ads and is being helped by Carl Pavesi of the

Westchester Operator's Guild, and Newburg's Jack Wilson of Modern Vending. . . . Meyer Parkoff of Atlantic Sales says he is very happy with his new Seeburg Selectomatic 100, and expects it to be his biggest item during the coming year. . . . Jack Harper, Rowe president, was in last week (28) to visit the firm's Whippany, N. J. facility, and talked with newly appointed promotion manager Jim Newlander.

CHARLES BARRETT

Shortage of Adult Singles

Continued from page 72

"There is a shortage, but it's not acute," reported Rudy Pe-

trille, Eastern Music, Philadelphia.

Most pessimistic was Oscar

(Bucky) Buchman, Redisco One-Stop, Baltimore. "Yes, it's true. There is no adult product to speak of. The no-talents are taking over the music industry. The record companies are not releasing adult records simply because they're not selling."

To substitute for "adult" singles, one-stops have been recommending easy-listening teen and country singles by artists like Jim Reeves, Eddy Arnold, the Association, 5th Dimension, the Beatles, Frankie Valli and now Bobbie Gentry. The effect has been to introduce many middle-aged Americans to new groups.

Rescue

"We suggest teen product with smooth edges and mild country material," said Sipiora.

Miss Sanford said, "Country product frequently comes to the rescue in adult locations around here, that is, country of the Eddy Arnold-Jim Reeves type."

"Country music helps," said Buchman, "but the bluegrass stuff won't work in sophisticated locations."

"The only out is to sell operators artists like Eddy Arnold and the Association for their adult stops," said Levin.

"Yes," said Petrillo, "we're recommending kids' records for the adult jukebox stops."

But Cannon doesn't see such substitution as a complete solution. "Let me emphasize that the shortage of adult product is there despite the substitution of country and teen product that is going on," he said.

Midway Names J&C Corp.

SCHILLER PARK, Ill.—Midway Mfg. Co. has named J & C Corp., Auburndale, Mass., exclusive distributor for Massachusetts, Maine, New Hampshire, Rhode Island and Vermont.

Midway's marketing director and vice president, Ross B. Scheer, said that the new distributor firm, headed by industry veteran Charles Brinkmann, has hired amusement games expert John Colgen to head up the sales staff.

J & C has also been named the Wurlitzer distributor for the area.

Henry Ross and Marc Wolverton, Midway's co-owners, predicted rapid growth for the new firm. "We expect J&C to become one of our leading distributors."

"You've got to meet these people to believe it," said Scheer. "They are really go-go guys who will certainly make their presence felt on the coin machine scene."

Other Venders

Continued from page 75

shelves with an additionally available 151 shelves. The units accommodate a number of items.

Coan Manufacturing Co. has three Upright - U - Select - It vending units, the 94B, 116B and 74B, as well as its coffee-snack center. Also new in the line is a pastry vender.

Popcorn

In popcorn venders Gold Medal Products recently introduced its Model 210 cup-drop unit utilizing any 18-ounce cup and featuring all-around 360-degree product visibility. Federal Machine Corp. also has a new popcorn unit, the CD-130 cup-drop model with a 130-cup capacity using 18-ounce cups.

Although not new, an ice cream sundae vending unit made by E. J. Shurtz Manufacturing Co., Inc., Wichita, Kan., may soon be offered for national distribution. The machine, 3 feet wide, 3 feet deep and 6 feet tall, holds 204 cups of sundaes available in three flavors. Fairmont Foods is preparing the sundaes which vend for 25 cents.

E-B Metal Products Co. has just introduced a package vending unit suitable for a number of products. The package dimensions are 5½ inches x 3½ inches x 3-16 inch. The unit has a 180-item capacity with coin accepting capability for a variety of products.

Coming Events

Sept. 14-16—Michigan Tobacco & Candy Distributors & Vendors Association, yearly convention, Boyne Mountain Lodge, Boyne Mountain, Mich.

Sept. 15-17—Automatic Vendors Association of Virginia, Inc., annual convention, Mariner Motel, Virginia Beach.

Sept. 21-23—West Virginia Music & Vending Association, annual convention, Heart O' Town Motor Inn, Charleston.

Sept. 22-23—National Automatic Merchandising Association, western management meeting, Jack Tar Hotel, San Francisco.

Sept. 22-24—New Jersey Automatic Merchandising Council, annual meeting, Seaside Hotel, Atlantic City.

Sept. 30-Oct. 1—South Dakota Music & Vending Association, Pierre.

Oct. 6-9—Missouri Automatic Merchandising Association, combined fall meeting, Tan Tara Resort, Lake of the Ozarks.

Oct. 27-29—Music Operators of America, 17th annual convention and trade show, Pick Congress Hotel, Chicago.

Oct. 28-31—National Automatic Merchandising Association, 22d annual convention and trade exposition, International Amphitheater, Chicago.

Oct. 29—National Vendors Association, directors meeting, LaSalle Hotel, Chicago.

Nov. 30-Dec. 2—Music Operators of Virginia, 9th annual convention and trade show, John Marshall Hotel, Richmond.

Jan. 16-18, 1968—Amusement Trade's Association annual exhibition; Alexandra Palace, London.

Feb. 27-29, 1968—Seventh Annual Northern Amusement Equipment and Coin-Operated Exhibition, Blackpool, England.

April 26-May 5, 1968—Hanover Trade Exposition, Hanover, West Germany.

Ohio Adjustments

Continued from page 74

Ohio who have been charging 30 cents per vended cigaret pack will go to 35 cents. The 100mm length cigaret, now 40 cents per pack, is expected to stay at that price in most markets.

The total amount of taxes on a pack of cigarets sold in machines will be 17 cents. This includes 8 cents in federal taxes and 9 cents in State taxes.

Glavin is vice-president of the American Automatic Vending Corp.

The recent increase by manufacturers in the price of cigarets and rising labor costs left the individual operator no choice but to increase prices, Glavin said.

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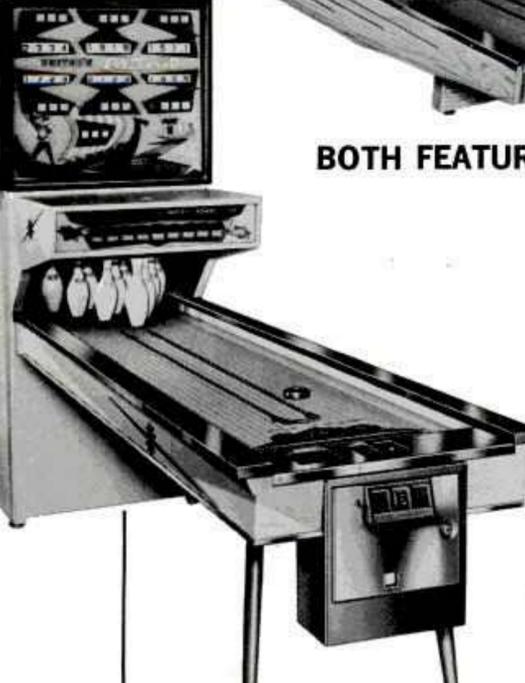
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The Bluebook

Valuation of Used & Reconditioned Coin Machines

Sept. 9, 1967

The following average valuations, based on quotations obtained from selected, franchised distributors in key markets throughout the U. S., are published only for the purpose of indicating general trends. The averages are unfit for application to any specific buyer-seller situation.

Pool Tables & Shuffleboards

All-Tech Industries

	Low	High
Gold Crest (3 1/2' x 6', 6-pocket)	100	300
Gold Crest (4 1/2' x 9', 6-pocket)	325	700
Gold Crest (3 1/2' x 7', 6-pocket)	150	395
Gold Crest (4' x 8', 6-pocket)	250	475

Fisher Mfg.

	Low	High
Empress 101A (101" x 57")	175	450
Empress 92A (92" x 52")	175	375
Empress 92C	No Avg.	
Empress 101C	No Avg.	
Empress 105C (105" x 59")	No Avg.	
Regent 92B (92" x 52")	175	375
Regent 77B (77" x 45")	95	350
Regent 91B (92" x 52")	No Avg.	
Regent 86C	No Avg.	
Regent 91C	No Avg.	
Regent 101C (101" x 57")	No Avg.	
Regent 86 (84" x 48")	125	350
Fiesta 59 (rebound pool) (57" x 41")	No Avg.	

Irving Kaye

	Low	High
Deluxe Regular Klub Pool (56" x 40")	75	250
Deluxe Jumbo Klub Pool (75" x 43")	100	250
Deluxe Eldorado Mark I (77" x 45")	125	300
Deluxe Eldorado Mark II (85" x 47")	175	350
Deluxe Eldorado Mark III (92" x 52")	185	375
Deluxe Eldorado Mark IV (105" x 57")	250	550
Deluxe Eldorado Mark V (114" x 64")	550	650
Deluxe Eldorado 66 (77" x 45")	250	525
Deluxe Satellite (77" x 45")	250	550
El Dorado Shuffle Board	No Avg.	
Ring-O-Round Pool Table (56" diameter)	No Avg.	
Junior IV (101" x 80")	No Avg.	

National Shuffleboard

	Low	High
Astrolite Shuffleboard (16'-22")	350	950
Champion Shuffleboard (16'-22")	300	1000
Star Lite Shuffleboard (13')	No Avg.	
Streamliner Shuffleboard (16'-22")	No Avg.	
Coronet I (45" x 77")	65	250
Coronet II (52" x 92")	100	425
Coronet III (59" x 105")	210	450
Coronet IV (63" x 113")	250	575
Model 100 (Select-O-Ball)	No Avg.	

United Billiards

	Low	High
Model 100 (78" x 46")	No Avg.	
Model 200 (88" x 51")	No Avg.	
Model 500 (114" x 64")	No Avg.	
Model 400 (58" x 103")	No Avg.	
Model 300 (53" x 93")	No Avg.	
Model 500 (114" x 64")	No Avg.	
1967 1/2 Progress	No Avg.	

U. S. Billiards

	Low	High
Pro 1 (78" x 45", 6-pocket)	100	295
Pro 2 (88" x 51", 6-pocket)	110	365
Pro 3 (93" x 53", 6-pocket)	145	385
Pro 4 (103" x 58", 6-pocket)	195	450
Pro 5 (114" x 64", 6-pocket)	245	595
Model 6700 Comet (6-pocket series)	No Avg.	
Model 7700 Comet (6-pocket series)	No Avg.	
Model 8200 Comet (6-pocket series)	No Avg.	
Model 9100 Comet (6-pocket series)	No Avg.	
Mustang Pro 27 (50" x 86")	No Avg.	
Club Pool (56" x 40", 73" x 43")	No Avg.	
Deluxe Rotation Bumper Model 48	No Avg.	
Deluxe Rotation Bumper Model 67	No Avg.	
Electro Pool	No Avg.	
Model 400 4/66	No Avg.	
Convertible Time Table, 10/66	No Avg.	

Valley Mfg.

	Low	High
5225/w Reg. Size	145	450
785A (78" x 45")	85	275
875A (88" x 50")	125	365
935A (93" x 53")	150	385
884 (88" x 50")	200	460
934 (93" x 53")	200	500
Bumper Pool	200	400
1785M (78" x 45")	No Avg.	
1875M (87" x 50")	No Avg.	
1935M (93" x 53")	No Avg.	
1787M (78" x 45")	No Avg.	
1877M (88" x 50")	No Avg.	
1937M (93" x 53")	No Avg.	
1017M (101" x 56")	No Avg.	

Bowlers & Shuffles

Bally

	Low	High
All-the-Way 10/64	75	250
Big 7 Shuffle, 9/62	75	260
Bowler 1965 2P, 5/65	275	475
Bowler 1966, 4/66	450	650
Del. Bally Bowler 16', 1/64	200	400
Super 8 Shuffle, 4/63	100	300

Chicago Coin

	Low	High
Belair Shuffle 12/65	395	595
Cadillac Ball Bowler, 1/64	300	625
Citation, 10/62	150	295
Corvette, 2/66	665	875
DeVille Shuffle Alley, 8/64	275	525

	Low	High
Flair, 9/66	795	995
Gold Crown, 3/62	150	325
Gold Star, 6P, 7/65	375	550
Grand Prize, 3/63	225	450
Imperial Shuffle, 11/66	500	725
Majestic Bowler, 8-64	400	600
Medalist, 5/66	500	700
Official Spare Lite, 9/63	250	450
Park Lane Shuffle, 1/67	No Avg.	
Royal Crown, 8/62	150	325
Starlite, 5-62	200	345
Spotlite Shuffle, 11/63	125	250
Strike Ball, 5-63	210	375
Super Sonic, 3/65	500	725
Top Brass, 4/65	50	175
Tournament Bowler, 12/64	400	625
Triple Gold Pin Pro, 2/61	200	
Triumph Shuffle Alley, 1/65	310	495
Vegas Bowler, 3/67	No Avg.	

Midway

	Low	High
Premier Shuffle, 5/66	250	450
Cobra Shuffle, 5/67	No Avg.	

United

	Low	High
Action, 7/62	100	225
Alamo, 4/62	150	295
Altair Shuffle, 3-67	No Avg.	
Amazon, 3/66	625	895
Astro, 6/63	200	325
Avalon, 4/62	95	215
Aztec, 9/66	No Avg.	
Bank Pool, 11/63	50	175
Blazer 6P, 6/66	450	650
Caravelle, 2/63	165	225
Cheetah, 3/65	310	525
Circus Roll-Down, 9/62	75	200
Corral 6P, 10/65	350	525
Cypress, 12/62	75	225
Embassy, 9/62	95	225
Encore, 6P Bowler, 10/66	600	745
Fury, 8/63	195	325
Futura, 12/63	250	350
Galleon, 3/65	500	695
Jill-Jill, 1/63	100	225
Kickapoo 6P, 9/65	225	400
Lancer, 10/62	100	250
Lucky, 11/62	125	300
Mambo Shuffle, 12/64	325	525

	Low	High
Matador Bowler, 14/64	350	550
Maverick, 11/65	500	700
Oasis 6P, 6/65	445	675
Orbit, 8/64	300	475
Pacer, 4/64	250	400
Polaris, 8/64	350	550
Pyramid, 6P, 6/65	375	550
Regal, 4/63	225	375
Rumpus Targette, 5/63	150	250
Sabre, 2/63	250	425
Sahara, 7/62	125	300
Shuffle Baseball, 6/62	75	200
Silver, 6/62	75	200
Skippy, 11/63	200	350
Sparky, 12/62	125	250
Tango 6P, 2/66	450	625
Tempest Shuffle, 2/64	225	400
Thunder Bowler, 6/64	295	475
Tiger Shuffle, 7/64	275	450
Topper, 2/64	225	385
Tornado Bowler, 3/64	345	525
Tropic Bowler, 9/62	125	275
Ultra, 8/63	200	345

NOTE: All quotes for national averaging are based on operative equipment, both "as-is" and "reconditioned." The value of both "as-is" and "reconditioned" equipment varies—sometimes drastically—from market to market due to strictly local conditions. Important variables include transportation costs, labor and parts costs and demand for a particular piece or type of equipment. Therefore local value will regularly deviate from the national averages published here. Such deviation should be considered the rule rather than the exception.

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Coinmen In The News

SAN FRANCISCO

Attending Wurlitzer service schools conducted by Leonard Hicks for personnel in the branch here and operators in surrounding areas: Jack Carpenter, Santa Rosa, Calif.; Bill Walters, Central Valley Music, Turlock, Calif.; Paul Relei, Clearlake, Calif.; Jerry Feffe and Ed Engberg, San Francisco Operator Service, San Francisco; Ralph Butcher and Glenn Conn, Lambert-Mape, Stockton, Calif.; John Davies, H. F. Simmons Music, Stockton, Calif.; Tex Bowen, Palo Alto, Calif.; Herb Haman and Duane Grath, Pacific Vending, Hayward, Calif.; Don Streeter, Pizante Music, Vallejo, Calif.

Dave Harden and Gene Cooper, Harden Music, Pleasant Hill, Calif.; Bob Williams, Masters Music, Chico, Calif.; Dick Burks, Ophir Amusement, Oroville, Calif.; Fred Sapp, John Peart and Jerry Peart, Reinart Music, Marysville, Calif.; William Walters, Central Valley Music, Turlock, Calif.; Mike Sullivan, Henry Meza and Warren Sindt, B. C. Music, Fresno, Calif.

Gottlieb's SING ALONG

• 4 color sequences advance hole value for super high score and special scores.

• 4 "Relay" kick-out holes provide exciting action.

• 12 rollovers and 4 targets advance color sequences.

• Bulls-eye target scores 100 points.

• Cross action rollunder scores 50 points.

• Electric auto-ball lift speeds play.

• 4 Reel scoring for greater player appeal.

• Delivered with triple chute combinations.

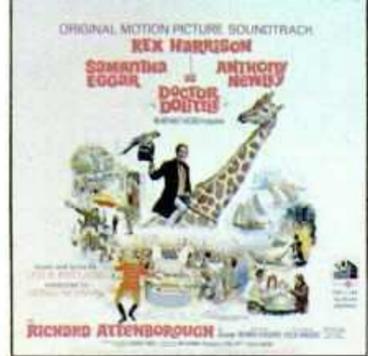
That Extra Touch of Quality and ORIGINALITY

1140 N. Kostner Ave., Chicago, Ill. 60651

Album Reviews

More Album Reviews Inside

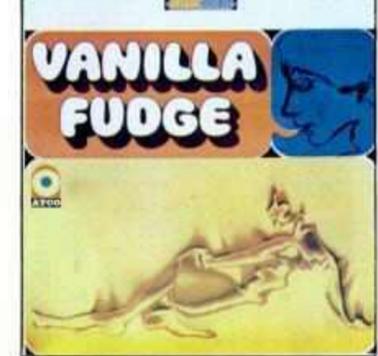
SOUNDTRACK SPOTLIGHT
DOCTOR DOLITTLE
 Soundtrack. 20th Century-Fox DTC 5101 (M); DTC 5101 (S)
 Here is a soundtrack which may shape up as one of the year's biggest. With an all out promotion campaign by ABC, coupled with the fine talents of Rex Harrison, Anthony Newley and music and lyrics by Leslie Bricusse, this track should score high on the charts. Most of the material is in story form.



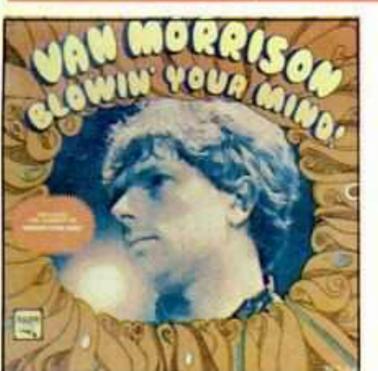
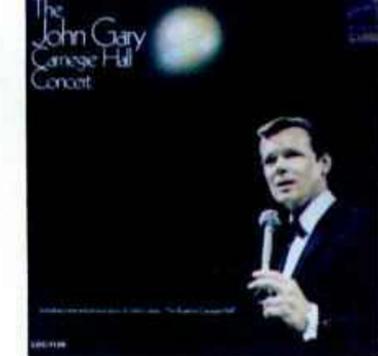
POP SPOTLIGHT
FRANK SINATRA
 Reprise R 1022 (M); RS 1022 (S)
 This one will move automatically. There's Frank and Nancy doing "Somethin' Stupid," and Frank performing such recent vintage standards as "Born Free" and "This Is My Song." His sensitive interpretation of "Drinking Again" is a standout. The only weak point is the cover art—a bland mustard color with pencil sketches of Sinatra.



POP SPOTLIGHT
VANILLA FUDGE
 Atco 33-224 (M); SD 33-224 (S)
 The Vanilla Fudge is a truly unique group and this, their debut album, displays that uniqueness with sales likely to follow. As an extended version of their hit "You Keep Me Hanging On" demonstrates their ideas at length including long instrumental passages featuring the organ. "Eleanor Rigby" is even longer with more than eight interesting minutes.



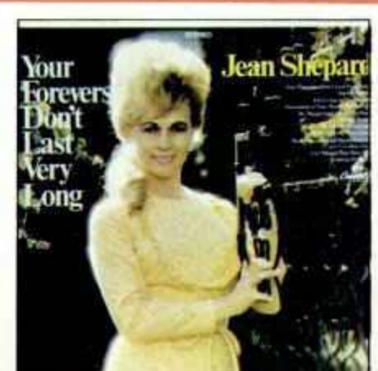
POP SPOTLIGHT
THE JOHN GARY CARNEGIE HALL CONCERT
 RCA Victor LOC-1139 (M); LSO-1139 (S)
 John Gary is at his best in this live recording from his highly successful Carnegie Hall concert earlier this year. His impressions of Frankie Laine, Vaughn Monroe, Johnnie Ray and Roger Miller hit the mark, but it's in such numbers as "The Impossible Dream" with a poem introduction and "Georgia On My Mind" that glow



POP SPOTLIGHT
BLOWIN' YOUR MIND
 Van Morrison. Bang BLB 218 (M); BLP 2189 (S)
 Ireland's answer to pop comes in the form of Van Morrison and he has come up with a well packaged LP fusing soul with blues, rock and gospel. Included in this disk are Morrison's high riding single "Brown Eyed Girl" and a near 10-minute original song titled "T. B. Sheets" a kind of Dylanesque dream number. Others are "Ro Ro Rosey" and "Midnight Special."



COUNTRY SPOTLIGHT
BRANDED MAN
 Merle Haggard and the Strangers. Capitol T 2789 (M); ST 2789 (S)
 Merle Haggard's records, both singles and albums, go on the chart faster and stay longer than almost any artist today. Here's why: Beautiful job and production on the hit single "Branded Man," title of this LP, and memorable performances on "My Hands Are Tied," "I Threw Away the Rose," and "Don't Get Married."



COUNTRY SPOTLIGHT
YOUR FOREVERS DON'T LAST VERY LONG
 Jean Shepard. Capitol T 2765 (M); ST 2765 (S)
 The thrush does a package of weepers which are in the great country tradition, including the title song, "Your Forevers (Don't Last Very Long)," "Born a Woman" and "Be Nice to Everybody." Must merchandise for dealers in the country field.

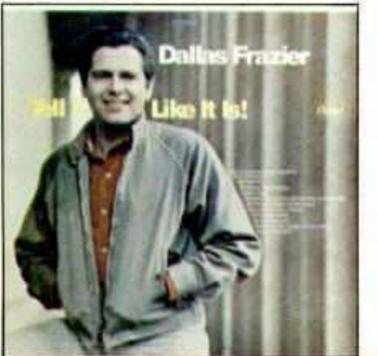


COUNTRY SPOTLIGHT
GENTLE ON MY MIND
 Glen Campbell. Capitol 2809 (M); ST 2809 (S)
 Glen Campbell is an artist with limitless appeal and limitless flexibility. His "Gentle On My Mind" did very well in the country field, but one could not call him exactly a country artist. Nor is his total effort here totally country. He has the folk tune "Catch the Wind" and a country-flavored pop song titled "Bowling Green" and an Easy Listening song, "Mary in the Morning."



COUNTRY SPOTLIGHT
THE BIG HITS
 The Statler Brothers. Columbia CL 2719 (M); CS 9519 (S)
 The boys have come up with an album with wide sales appeal. Not only do they have their own "Ruthless," "Shenandoah" and the current "You Can't Have Your Kate and Edith, Too," but blend in other top material like "There Goes My Everything," "Walking in the Sunshine" and "Release Me." All performed well as are five other recent hits.

COUNTRY SPOTLIGHT
TELL IT LIKE IT IS!
 Dallas Frazier. Capitol T 2764 (M); ST 2764 (S)
 Dallas Frazier, songwriter extraordinaire, wraps up an excellent package of his own tunes—including "Tell It Like It Is" and "Ain't Had No Lovin'"—as well as some others like "Green Green Grass of Home" and the combination gives not only country music flavor, but touches of pop and r&b. Something for everybody.



COUNTRY SPOTLIGHT
I FORGOT TO CRY
 Charlie Louvin. Capitol T 2787 (M); ST 2787 (S)
 Charlie Louvin has another chart item in this album of heartbreak songs spearheaded by the title number and two other hit singles, "On the Other Hand" and his version of Bill Anderson's "Off and On." The poignant "You're the Sad in My Song" and Louvin's "Someone's Heartache" are among the other top numbers.



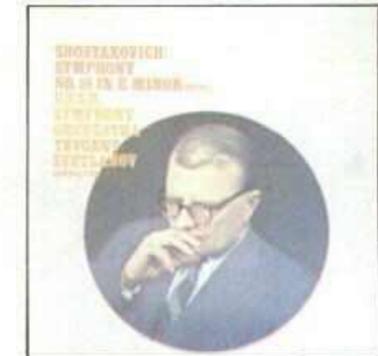
LOW PRICE CLASSICAL SPOTLIGHT
WAGNER: WESENDONCK LIEDER
 Kirsten Flagstad/Gerald Moore. Seraphim 60046 (M)
 While her overpowering operatic performances overshadowed her lieder singing, Flagstad was equally at home in that element as two Brahms lieder and four magnificent Grieg songs demonstrate. Gerald Moore is his usual excellent self.



CLASSICAL SPOTLIGHT
PROKOFIEV: IVAN THE TERRIBLE
 Various/U.S.S.R. Symphony (Stasevich). Melodiya/Angel RB 4103 (M); SRB 4103
 This first recording of Prokofiev's music to Eisenstein's "Ivan the Terrible" films as arranged into an oratorio by Abram Stasevich is a two-LP gem.



CLASSICAL SPOTLIGHT
SHOSTAKOVICH: SYMPHONY NO. 10
 U.S.S.R. Symphony Orch. (Svetlanov). Melodiya/Angel R 40025 (M); SR 40025 (S)
 The U.S.S.R. Symphony Orchestra conducted by Yevgeny Svetlanov produces a beautiful interpretation of this Shostakovich piece. The disk is one that will score well.



CLASSICAL SPOTLIGHT
BRAHMS: PIANO CONCERTO NO. 2
 Rudolf Serkin/George Szell
 Cleveland Orch. Columbia ML 6367 (M); MS 6967 (S)
 Szell and the Cleveland Orchestra and Serkin and Brahms' Concerto No. 2 provide the ingredients for a block-busting classical album.



CLASSICAL SPOTLIGHT
MAHLER: SYMPHONY NO. 9
 New Philharmonia Orch. (Klemperer). Angel B 3708 (M); SB 3708 (S)
 Mahler's towering "Ninth Symphony" receives a masterful "no nonsense" reading under the baton of one of the foremost Mahler interpreters around, Klemperer, as usual, conducts literally and, as usual, the excellent New Philharmonia responds.



CLASSICAL SPOTLIGHT
PUCCINI: MADAMA BUTTERFLY
 Scotto/Bergonzi/Rome Opera Orch. (Barbirolli). Angel CL 3702 (M); SCL 3702 (S)
 Renata Scotto teams up with Carlo Bergonzi for a splendid recording of "Madama Butterfly." With Sir John Barbirolli conducting, the trio is complete. A fine performance.



JAZZ SPOTLIGHT
HALLELUJAH TIME!
 Brother Jack McDuff. Prestige 7492 (M); PR 7492 (S)
 McDuff is currently hot in jazz circles and this recording should quickly take off. McDuff is in top form as he organizes his way through "Almost Like Being in Love," "East of the Sun" and "Undecided," among others. A swingin', groovy album from start to finish.



JAZZ SPOTLIGHT
NEW VIEW!
 The New John Handy Quintet. Columbia CL 2697 (M); CS 9497 (S)
 This LP will make Handy one of the most towering figures in today's jazz world. On this disk is, "Naima," a stirring tribute to the late John Coltrane, "Tears of Ole Miss," telling the James Meredith saga, was the number that brought the crowds to their feet at this year's Newport Jazz Festival, and it is done in fine form.