

Billboard

The International Music-Record Newsweekly

Agency Is Launched to Handle Independent Producing Deals

By MIKE GROSS

NEW YORK—Independent record producers, who have been making their own deals as well as their own disks, will now have agency representation to handle their deals. A new organization, Record Producers Consulting Corp., is being formed for the exclusive representation of independent record producers. It will operate on the same principal as a talent agency in that

it will earn its money from the percentage commission of the deals arranged with the record companies.

The new organization is being set up by Dick
(Continued on page 10)

UA to Blast Off in All-Out Build-Up

By HANK FOX

NEW YORK—United Artists Records is about to flex its \$2.5 billion Transamerica Corp. muscle in what United Artists' officials depict as one of the most massive expansion and acquisition programs this industry has seen. Transamerica, a blue chip diversified complex of insurance and finance companies, acquired 95.7 per cent of UA Corp. common stock in May.

According to UA Records President Mike Stewart, Transamerica has given UA the green light for its aggressive buildup program. In an exclusive Billboard interview, Stewart said, "Not only is it permissible for us to acquire properties, but it is a matter of policy. Transamerica is very acquisition-minded and there is no deal too big for us to turn down."

With two new budget labels being kicked off last week, Unart and its subsidiary line, True Action Adventure, the company is moving its expansion program into high gear. Plans call for an all-out drive in the following areas.

• Independent record labels. "We have already talked with a great many independent companies," said Stewart. "Some we will acquire for
(Continued on page 10)

11 Executives to Chair BB Forum's Sessions

NEW YORK—Eleven executives of both the record and the tape CARtridge industries will chair the sessions of the two-day second annual Billboard Tape Cartridge Forum Oct. 16-17 at the New York Hilton.

The chairmen are Irwin Tarr, division vice-president of marketing for RCA Victor Records; John S. Chamberlin, manager of tape products business section for General Electric; George W. Novak, manager, sales and market development of Columbia Tape Product at CBS Records; Don Hall, general manager of Ampex Stereo Tape; David Nager, sales manager of Automatic Radio Sales; Jack C. Cummings, president of Universal Tape Dex Corp; Ronald Obsgarten, president of
(Continued on page 10)

Holiday Inns' Trade Entree: Disks, Agency

By BILL WILLIAMS

MEMPHIS—Holiday Inns of America, Inc. has formed a record label and a talent agency, with three acts already under contract.

The announcement was made by Kammons Wilson, chairman of the board of Holiday Inns, who said the first release will be an album by Dolly Holiday, the voice of the corporation's nighttime radio show. The records on the Holiday Inns label will be distributed through the special products division of Holiday Inns of America.

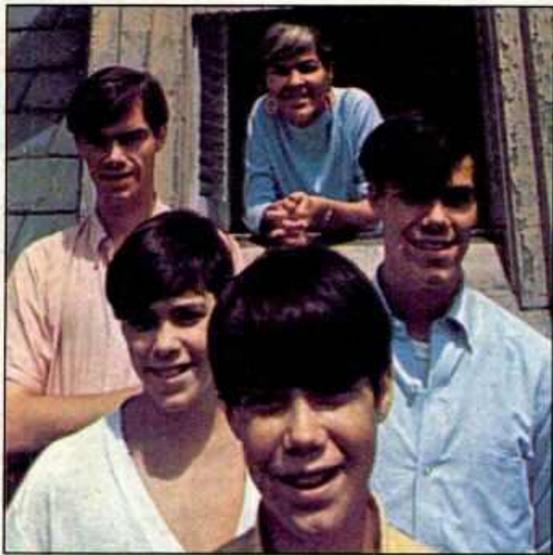
Other artists under contract include Prince Charley and His Royal Cats, who have been appearing in the Bahamas, and Maggi and the Percussions. The project will be under the supervision of Hugh Jones, vice-president of operations, who said the label would grow as more artists are added to the roster. He expects the first album to be released by late fall.

The talent department is under the direction of Billy Hill, director of entertainment, who also is co-ordinating activities with Jones in the record department. Artists on the talent roster will be booked into Holiday Inns across the nation. Several artists currently on other labels are expected to be added to the list, since it assures them bookings as well as record releases.

"While the music for the first
(Continued on page 10)



Zalman (Zally) Yanovsky, former Lovin' Spoonfull member, breaks out on his own with his first hit single, "As Long as You're Here," on Buddah Records, of course (Buddah 12). Produced by Jack Nitzsche. A Product of Koppelman-Rubin Assoc., Inc. (Advertisement)



The Cowsills, MGM Records' great new group, are on the move. Their sensational single, "The Rain, the Park and Other Things" (K-13810), is already heading for the top of the charts, and the Cowsills themselves are heading cross country on an in-person tour of 22 cities in conjunction with the release of their first album, "The Cowsills" (E/SE-4498), available now from MGM. (Advertisement)

Chord Organ Decca's New Product Line

NEW YORK — Decca Records is adding a popular priced Electric Chord Organ to its family of musical instruments. The company, which has been building an instrument line to give its distributors and dealers marketable items in addition to records, is also handling guitars, drums, bongos, tambourines and assorted instrument accessories.

According to Mike Ross, who heads Decca's home entertainment division which covers phonographs and musical instruments, the company's sales of musical instruments have been on an upward spiral since it introduced its guitar line about 18 months ago. The demand for musical instruments has grown to such an extent, Ross
(Continued on page 17)

Peer-Southern Plans C&W Push at MIDEM

By AARON STERNFIELD

NEW YORK—A major push to promote country music throughout the world will be launched by Peer-Southern at the annual MIDEM convention in Cannes, France, next year. The Peer-Southern organization, an international publishing complex, was a pioneer in the country field and still has one of the most extensive country catalogs in the business.

Plans call for Roy Horton, P-S's country music manager and board chairman of the Country Music Association, to attend, along with David H. Morris, vice-president.

Morris explained that while the P-S country catalog has already achieved considerable international exposure, the direct confrontation with record people from all over the world should boost performances and recording activity of the Peer country catalog.

Announced at Meet

The announcement was made at the Peer-Southern World Meeting here Monday through Friday (18-22). Mrs. Monique Peer-Morris presided, as managers and executives from 17 countries gathered at the P-S
(Continued on page 10)

(Advertisement)



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Col.-SG Seek Dismissal of Kirshner Suit

NEW YORK — Columbia Pictures-Screen Gems have asked for a dismissal of the \$35,000,000 breach of contract suit filed against them by Don Kirshner.

The motion, filed last week in New York Federal Court, asks for an order "striking plaintiff's pleadings and dismissing his claims with prejudice, and awarding defendants counsel fees in this action, on the ground that plaintiff destroyed relevant and material evidence (tape recordings) which he had been directed to produce."

Since his dismissal from Columbia Pictures-Screen Gems as president of the music publishing and record divisions, Kirshner has set up the Kirshner Entertainment Corp., and has made a deal with RCA Victor to manufacture and distribute a new label for which he will be creative producer.

ASCAP Gives Out 616G

NEW YORK — The American Society of Composers, Authors and Publishers is distributing \$616,300 in awards for 1967-1968 to 11,171 writer-members. The new awards are the highest of any during the eight years that the Society has been making these special grants, and bring the cumulative total to more than \$4,000,000.

Some \$296,750 is going to 1,150 writers in the pop field, which includes pop-rock, rhythm & blues, country, jazz and scores for the musical theater and film musicals. The remaining \$319,750 is being distributed to 561 composers of symphonic and concert works.

Unart Forms Subsidiary

NEW YORK—Unart Records, United Artists' economy line which bowed last week, has just formed a subsidiary, True Action Adventure Series.

According to a UA spokesman, the series will be geared to current TV and motion picture tastes of the sub-teen set. The initial six album release is ready for immediate shipping and will be shown to distributors in the local distributor presentations.

LAWYERS PICK H. ORENSTEIN

NEW YORK—Attorney Harold Orenstein, of the legal firm of Orenstein, Arrow & Lourie, has been appointed copyright division chairman of the Section of Patent, Trademark and Copyright Law of the American Bar Association. The action was taken at the Association's annual meeting in Hawaii.

Orenstein, a leading music industry attorney, has been active in the Section of Patent, Trademark and Copyright Law of the American Bar Association for a number of years.

MAMAS & PAPAS ON DISKS ONLY

NEW YORK — The Mamas and the Papas, who announced their retirement on Ed Sullivan's CBS-TV Show Sunday (24) for at least a year, will be represented on records for some time to come. ABC Records, parent company of the Dunhill label for which the group records, reports that there will be an uninterrupted schedule of single and album releases. Upcoming is a two-LP package of their hit recordings.

RCA's New Path: Backer of Film

NEW YORK — RCA Victor is stepping into the motion picture field in a pre-production financing deal with Roger H. Lewis to develop a musical film version of H. G. Wells' classic, "The Man Who Could Work Miracles." The angeling of the property will give Victor the soundtrack album as well as an interest in the property.

The score for "The Man Who Could Work Miracles" will be written by Burton Lane (music) and Bob Merrill (lyrics). The publishing rights will be shared by Chappell, representing Lane, and Valyr Music, which is Merrill's own publishing firm.

Victor's interest in the property is said to be a six-figure deal and marks a new direction for the company. "In the rapidly changing industry," said Norman Racusin, Victor's vice-president and general manager, "RCA Victor is interested in every field which relates to phonograph records. This certainly is a logical step considering the importance original soundtrack albums have to the recording industry at this time. We believe Mr. Lewis has an important property and that those he has selected to develop it combine to form a talent package of great prestige."

Morton J. Mitosky, Broadway theatrical investment counselor

DEEJAY'S DEEJAY

Martin Block Is Dead at 64 —Made Radio 'Personality'

By CLAUDE HALL

NEW YORK — The man who put "personality" into radio and symbolized a whole era in the radio and record business—Martin Block — died Tuesday (19) in an Englewood, N. J., hospital. He was 64.

As host of "Make Believe Ballroom" from 1935 to 1956, the radio show that originated from a WNEW studio here lighted by a huge crystal chandelier, Block set the pattern for

Irwin Pincus on West Coast Trip

NEW YORK — Irwin Pincus, vice-president of Gil-Pincus Music, is on the West Coast for the next two weeks to visit record companies, independent producers and film and TV producers. He'll be based at the firm's Coast office headed by Joe B. Mauldin.

Pincus will also be working on the score for the upcoming NBC-TV special, "Cricket on the Hearth," by Jules Bass and Maury Lewis.

Track Blazes New Trail for U. S. R&B in U. K.; Goal Hip Soul

NEW YORK — America's rhythm and blues product will be getting another outlet in England via the independent Track Records. Kit Lambert, who is partnered with Chris Stamp in the Track operation, has been in the U. S. the past week laying the groundwork for Track's onslaught into England's growing r&b market.

Track's scheme is to found a "third force" in England's r&b field. "We're looking for ties

with small r&b labels here," he said, "to give them a corporate identity in England and to give us the product to compete with Atlantic and Motown."

Track will make its r&b bow in England in about three weeks with the Parliaments' recording of "I Want to Testify." This disk release is the kickoff of a recently concluded deal between Track and Detroit's Solid Hit Bound combine. Labels in Solid Hit Bound are Revilot, Groovesville and Solid Hit. The Parliaments' disk is on the Revilot label and Track expects to have all of Revilot's product in the English market within a six-month period.

Lambert also plans to present Track's r&b artists in a new way. He wants to get away from the stereotype presentation of Negro acts and bring out the identity of each singer in a particular group. He'll concentrate on dress and publicity photographs to develop a different r&b image for Track's groups. "The image," he says, "will be something like hip soul."

Promotion TV

Track will also stress TV films to help promote the r&b

act in England. Lambert and Stamp will be visiting the U. S. regularly to supervise the TV films, which have become potent promotional tools for American acts overseas. Meantime, Track is continuing to roll with its pop groups.

The Who a Hit

The Who, a Decca group in the U. S., hit the market this week with "I Can See for Miles." It is reported to be one of Decca's largest advance pressings. The record was rushed into market to capitalize on the Who's appearance on the Smothers Brothers CBS-TV show Sunday (24) where they performed the song. Decca is promoting the disk with a printing of 250,000 color photos of the group which is being sent to key radio stations around the country.

And, to keep a continual flow of information from the U. S. to England concerning r&b properties, Lambert and Stamp have shifted Nancy Lewis to a New York office from London. In addition to scouting r&b acts for Track, she'll be doing publicity for Lambert and Stamp's management firm, New Action, Ltd. Miss Stamp will be headquartered in New York at 888 Eighth Avenue.

VANGUARD IN 'SPOTS' TIES

NEW YORK — Four tracks from the Vanguard album, "The In Sound From Way Out!" have been bought for radio and TV advertising use for such products as General Tire, Marlin Blades, Vicks Cough Drops and No-Cal Soda. The deals for the electronic music tracks were negotiated through Vanguard's publishing division. The album was created by Gershon Kingsley and Jean Jacques Perrey.

Coplin Expansion: Sets Up New Wing

NEW YORK — Sam Coplin Music has been set up by Sam Coplin Theatrical Enterprises, with its main functions being to publish music, lease masters, and independent record production. The wing will be managed by Bob Rayel, formerly Southwest promotional director for Mercury. He also was a disk jockey and performed with several rock 'n' roll groups.

UA to Tighten Sales Parleys On Distrib by Distrib Basis

NEW YORK — United Artists is heeding the plea of record distributors to halt the numerous sales meetings which are disrupting their business. UA will have its entire sales force present the company's fall and winter product on a distributor by distributor basis. Company representatives will begin showing product on Oct. 9. Orders will be filled immediately following each visit.

"One of the primary reasons for our decision," said UA's vice-president and director of Marketing Mike Lipton, "aside from the obvious costly and time consuming inconveniences of the regional meetings, is to present our new product to an

entire local staff, instead of to just several distributor representatives."

Lipton will head the sales contingent through New York, Newark, Chicago and Philadelphia. David Greenman, director of album sales, will cover the Cleveland, Detroit, Minneapolis and Madison, Wis., markets; Sonny Kirshen, singles sales director, will head to Baltimore, Atlanta, Charlotte and Miami, and Ron Eyre, head of UA International, will supervise the tours in Canada.

On the West Coast Norman Weiser and Charles Goldberg will cover their respective territories and David Skolnick will handle the New England States.

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Battle on Over Williams' Estate

By WAYNE GREENSHAW
and JUDITH HELMS

MONTGOMERY, Ala. — A three-way legal battle started this week in the Circuit Court of Montgomery County over the music estate of the late

Maguire Off To Brit. Meets

NEW YORK — Walt Maguire, national singles sales and a&r manager for London Records, leaves for England on Sunday (1) for 10 days of product meetings at Decca Records, Ltd., in London and with British producers whose product is released in the U. S. through the London group, including Parrot, Press and Deram.

During his British trip, Maguire will meet with Gordon Mills, manager of Tom Jones and Engelbert Humperdinck; Mike Hurst and Cat Stephens, producers of disks by Stephens and others; Phil Solomon, manager of the Bachelors; Merv Solomon, who handles Frankie McBride; Alan Price, Joe Ronconi, Jonathan King, David Bowie and producers for the Deram label. Maguire also will consult with William Townsley and Dick Rowe, British Decca executives; and Decca producers Noel Walker, Ivor Raymonde and Tony Clarke.

legendary country music singer Hank Williams.

Participants are Audrey Williams, the singer's divorced wife, and her son, Randall (Hank Jr.) as complainants against Hank Jr.'s guardian, Mrs. Irene Williams Smith (Hank Sr.'s sister), her attorney Robert Stewart of Montgomery and Acuff-Rose Music Co. of Nashville.

Williams' widow and Hank Jr. are claiming fraud on the allegation that a \$1 million property (the rights to Hank Williams unpublished songs) was sold for \$25,000.

In the trial, which began Monday (18) and ran through Wednesday (20) before a four-day continuance was called, Stewart testified that money was not his primary concern when he negotiated copyright renewals for \$25,000 in 1963.

His first interest, he said, was in the continuation of the Hank Williams music on the level to which it had been built.

Mrs. Smith, the late singer and composer's sister, testified Tuesday (19) that if it had not been for Fred Rose, the late Nashville music publisher and head of Acuff-Rose Co., "there wouldn't have been a Hank Williams."

Williams, who died in 1953 at the age of 29, wrote "Your Cheating Heart," "Cold, Cold Heart," "Jamaalaya," "Kawliga," and others. He was a "Grand Ole Opry" star in Nashville and, since his death, his songs have earned more than \$1.6 million.

The negotiating attorney, Stewart, said on the stand that he didn't consider the Williams songs "a commodity to sell" but rather thought they should be put into the hands of "the best publisher" in country music.

Of the contract, he said, "Over a long period of time it will produce more income than any other contract I could have made."

Stewart said he relied primarily on advice from the late Frank Walker, a friend of Hank Williams and head of Columbia, RCA Victor and MGM record companies at various times during his life. Walker wrote an annual letter to Hank Williams in Billboard. The letter written Jan. 1, 1953, the day of Williams' death, was entered as an exhibit by the defendants.

Hank Jr. and a number of other country music authorities will arrive in Montgomery next week for the remainder of the trial.

Executive Turntable

Columbia Records has given new assignments to Gene Weiss and Ed Mathews. Weiss will be manager of artist relations and Mathews will be manager of independent productions for Columbia and Date Records.

Dave Wynshaw, Columbia a&r director, will continue in his present position. Weiss' additional responsibilities include coordinating releases of teen-oriented artists and planning promotion for their tours. In his 14 years with Columbia, Weiss has been national promotion director, district and regional sales manager and sales manager for special markets.

Mathews had been manager of Date Records for a year. Before joining Columbia, he had been president of Mike Records, vice-president of Laurie Records and on the United Artists Records a&r staff.

★ ★ ★

Eddy Newmark has resigned as music director of Audio-Fidelity Records to set up his own independent production company. . . . Zachary Glickman, formerly with Irv Nahan, personal management and with Queens Booking, has joined Leonard Stogel & Associates as executive vice-president and associate.

★ ★ ★

Joseph Senkiewicz has been named promotion manager for Columbia Records' New York sales office. He had been promotion manager for Philips Records and Beta Distributors. He will work with promotion manager Frank Campana.

★ ★ ★

Dick Alen, former vice-president of Universal Attractions, has opened his own management firm. BEA Management, in New York. . . . Jerry Sharell has been named sales promotion manager of the independent record division of Main Line Records, Cleveland.

★ ★ ★

Benno A. Bernt has been named general manager of the Pacific Mercury division of Warwick Electronics. The division manufactures Thomas Organs and the full line of Vox ampliphonic musical instruments. Bernt, 36, was named to the post by Joe Bernaron, senior vice-president of Warwick and president of Thomas Organ Co.

★ ★ ★

Jeanne Wheaton has been promoted to executive vice-president for Invincible Records. She will handle West Coast promotions, talent and all administrative matters. Miss Wheaton has been assistant manager and personal adviser to Leon Brazelton Jones, Invincible president. She will begin organization on the West Coast in a few weeks.

★ ★ ★

Valerie Reardon joins the ABC Records publicity department as teen publication contact. She had been with Ivor Associates, where she worked with the Mamas and the Papas, and worked as a free-lance writer in London. She attended Emerson College.

★ ★ ★

Arnold Kaminer has joined Channel Marketing as executive vice-president and board member. He had been marketing director for the Fidelipac division of TelePro Industries. . . . Bill Fitz and Bobby Wardlaw have been promoted to promotion managers for Dot Records, Fitz in Dallas and Wardlaw in Nashville.

Audio Fidelity is Pushing Acts Via TV, Appearances

NEW YORK — Audio Fidelity Records is promoting television exposure and personal appearances for its album artist. London Lee, who recorded "Junkyard in the Sky" for the subsidiary label, Mr. G., appeared on the "Merv Griffith Show" Wednesday (20) and makes his first of six appearances on the "Ed Sullivan Show" Oct. 1. Lee opens at the Copacabana here the first week in October.

George Jessel, who recently cut his first Audio Fidelity album, was on the "Today" show Wednesday (20) and on the "Merv Griffith Show" two days later. He will also appear on Helen Gurley Brown's new syndicated TV show.

Dealers and distributors are being informed of these appearances, and promotional and merchandising aids are being sent.

Alan Burke, who recently recorded "My Naked Soul" for the label, appeared at Stern's department store here Thursday (21) to autograph albums. Stern's ran four advertisements in the New York Times and in New York Post to promote the event.

802 Pledges No Strike in Fight

NEW YORK — Local 802 of the American Federation of Musicians has signed an agreement with the National Labor Relations Board saying it will not urge single engagement musicians to strike or boycott hotels during a union dispute with the New York Hotelmen's Committee for Hotel Users of Music.

The NLRB had filed suit in Federal District Court to prevent the union from having its members strike orchestras of Paul Tush, Stuart Allen and others in the single engagement field. The settlement was signed prior to hearings in the case.





SMALL FACES
"ITCHYCOO PARK" c/w
"I'M ONLY DREAMING"

ZS 7-501

IMMEDIATE

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Distributed by COLUMBIA RECORDS



Distributors Bare Mono-Order Slash

By RAY BRACK

CHICAGO—A poll of distributors here last week revealed that on the average they're now ordering only 15 per cent mono. The poll was taken during last week's Chess sales meeting. A cross section of the nation's strongest independent distributors commented:

Amos Heilicher, president of Heilicher Bros., Minneapolis, said: "We're finding that our dollar and quantity sales are higher without mono. But the matter is more complex than that. We're asking dealers how many sales they're losing because they're not stocking mono. They report, 'plenty.' So we wonder if perhaps we wouldn't be selling just that much more if we were selling mono. The consumer will buy mono at a dollar less. But he'll buy stereo at the higher price if he's sure that his player will handle it."

"I'm not buying any mono at the higher price," said Dave Colson, Gold Distributors, Buffalo.

85 P.C. Stereo

Marvin M. Jacobs, general manager, Music Merchants Distributors, Detroit, reported, "We're running 85 per cent stereo in metropolitan Detroit."

"At first the big users tried to eliminate mono," observed Joe Simone, manager of the independent division, Main Line Distributors, Cleveland. "We're now running three to one stereo."

Main Line president Jim Shipley said: "It's obvious which way mono is headed. It's only a matter of time."

Bob Hausfater, president of Roberts Distributing Co., St. Louis, said, "On product like Chess' spirituals and comedy albums, we don't even need stereo. But on the Cadet label, mono is passe. We buy little

or no Cadet mono product."

"I'd like to see mono go out as soon as possible. We sell only 20 per cent mono on new releases right now," said Paul Glass, president of Allstate Distributors, Chicago. Old-timer John O'Brien, president of John O'Brien Distributors, Milwaukee, reported, "I'm selling 40 per cent mono."

A few days earlier at Chess' sales meeting in New Orleans, several distributors had commented on the mono situation. Said Henry Stone, owner of Tone Distributors, Miami, "We have a large stock of dead mono, and sales of stereo have not picked up anywhere enough to balance the drop in mono."

"Mono is dead," declared Bill Emerson of Big-State Distributing Corp., Dallas. "The dealer has quit buying."

Newly appointed Chess sales and marketing manager Bert Loob said that a poll of the company's West Coast distributors indicated that catalog sales were running "93.5 per cent stereo to 6.5 per cent mono, while new releases are running 60 per cent stereo and 40 per cent mono."

"If that's the situation on the Coast," said Herbert Cohen, president of Fenway Distributors, Pittsburgh, "it'll soon be 93 per cent stereo in the Midwest. The Coast is always ahead of us."

Music City Golf Tournament Slams Out a Whopping Card

NASHVILLE—The complete agenda for the Music City Pro-Celebrity Golf Invitation was announced by Starday's Don Pierce and Hal Neely, co-chairmen of the event.

Committee assignments were announced, as well as prizes for the participating professionals, which total more than \$15,000.

The agenda:

Thursday, Oct. 12 — Registration: Ramada Inn Practice Rounds, Bluegrass Club
Friday, Oct. 13 — Registration & Open House: Ramada Inn
5:30 — Open House, Bluegrass Club

Saturday, Oct. 14 — Play:

Bluegrass Club
5:00 — Paul Hahn Trick Shot Golf Show
8:00 — Reception, Hall of Fame
10:00 — Visit to "Grand Ole Opry"
10:00 — Party at Ramada Inn hosted by WSM

Sunday, Oct. 15 — Play:

Bluegrass Club
5:00 — Awards Ceremony
6:00 — Party and Bar-B-Q, hosted by Jack Daniels, and Kentucky Fried Chicken.

Headquarters for the event will be the new Ramada Inn. A fleet of cars and drivers will be made available.

MIDEM's Villeroy Due in U. S. on a Wooing Mission

NEW YORK — Jean-Claude de Villeroy, international manager of MIDEM, the worldwide market for records and music publishing, arrives here on Wednesday (27) in connection with maximum participation by American recording, music publishing, and other interests associated with the over-all music and record industry in MIDEM 2, which is scheduled for Jan. 21 to 27 in Cannes.

De Villeroy and Ren Grevat, American manager for MIDEM, will meet with sev-

eral potential MIDEM participants during the 10 days of De Villeroy's visit. He then will visit Australia, Japan, and New Zealand. Bernard Chevry, commissariat generale of MIDEM, said the latest U. S. companies to arrange for participation were A&M, Disneyland, Elektra, Jay Gee, Kapp, London, B. T. Puppy, and RCA Victor. Canusa Records of Montreal also will take part. Latest publishers to sign up are Acuff-Rose, Al Gallico, Burlington, and Screen Gems-Columbia.

Request Sets Growth Plans

NEW YORK—Request Records, headed by Hans Lengsfelder, has embarked on a schedule of expansion with regard to both depth of catalog and international distribution.

The label has assembled for fall release a list of 32 packages, including albums in the following ethnic and musical categories: Austrian, Spanish, Gypsy, Russian, German, Polish, Ukrainian, Yiddish, Balinese, Swiss, Roumanian, Greek, Israeli, Lithuanian, Irish, Arabian, Sicilian, Serbo-Croatian, songs of the American Indians, and other material.

Meanwhile, Lengsfelder last week left on an extended European trip, during which he will record many groups and negotiate distribution agreements in areas not yet covered by Request on a regular basis.

Steed Gets Cast Rights to 'Blake'

NEW YORK — Jeff Barry's Steed label has acquired original cast recording rights for "The Freaking Out of Stephanie Blake," which opens at the Eugene O'Neil Theater Oct. 30. The comedy with music stars Jean Arthur, who plays the drums in a rock 'n' roll sequence. Barry wrote the score.

TRO Promotion On 'Mon Amour'

NEW YORK — The Richmond Organization is launching a nationwide promotion behind "Mon Amour, Mon Amour," the title song from a new French movie. The tune, composed by Francis Lai, bows in the U. S. in a Columbia Records album by Robert Goulet titled "Hollywood Mon Amour."

Bell Rings Up Distrib Deal With New Line; Other Pacts

NEW YORK — Bell Records President Larry Uttal last week signed a deal to distribute a new label headed by Dan Penn. The writer-producer clicked with the million-selling "The Letter," by the Boxtops. The tune is No. 1 on Billboard's Hot 100 Chart for the second week in a row. The hit was on Mala Records. But Penn will produce future material for Uttal on the new label, yet to be named.

The deal comes on the heels of one of the greatest sales months in the history of Amy-Mala-Bell Records, said Uttal.

He estimated that the firm's sales were running 50 per cent ahead of last year's.

Also just signed is a label distribution deal with Steve Clark for Our Records. Buzz Cason and Buddy Russell, two Nashville writer-producers, have just signed a first-refusal contract with Uttal, giving him opportunity to hear everything first.

Stating that "our growth has been good," Uttal also said he had opened a Bell Records office in Dallas, which will be headed by Duke Hawkins. Hawkins recently had been signed to a production deal by Uttal.

In addition, Bell Records just acquired for U. S. distribution rights on of the hottest hits in England—"Excerpts From a Teenage Opera," by Keith West. The record will be released on the New Voice label here. Uttal also acquired U. S. distribution rights to "There Must Be a Way" by Frankie Vaughn, a British hit, and will release it on the Bell label here.

Just acquired here in the U. S. is a single breaking in New Orleans, Boston, and Cleveland by Senator Jones—"Sweet Thang." The record is the first produced by Bob Robin since leaving Dover Records, said Uttal, and it will be released on Bell Records.

Handelman Co. Seeks Listing On Big Board

DETROIT—Handelman Co., giant record merchandiser, has applied to be listed on the New York Stock Exchange, according to Paul Handelman, chairman of the firm. The firm's 1,532,190 shares of common stock are currently listed on the American Stock Exchange.

(Continued on page 10)

Market Quotations

As of Noon Thursday, September 21, 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	617	27	25 1/2	25 1/2	- 3/4
American Broadcasting	102	72 3/4	249	77 3/4	75 3/4	77 3/4	- 3/8
Ampex	40 3/4	22 3/4	760	38 3/8	36 1/8	37	-1 3/8
Audio Devices	30 3/8	21 5/8	105	26 3/8	25	25 3/4	-1
Automatic Radio	7 1/2	3 1/4	210	7 1/2	6 3/8	6 3/4	- 3/8
Automatic Retailer Assoc.	79 3/4	51 3/4	263	79 3/4	74 3/4	79 3/4	+3 1/2
Avnet	46 1/4	16 3/8	1894	46 1/4	42	43 3/8	+2
Cameo Parkway	47 3/8	2 1/8	692	47 3/8	38 3/8	46 1/4	+7
Canteen Corp.	28 3/8	21 1/8	362	26 3/8	25 3/4	26	- 1/4
CBS	76 3/8	59 1/8	1131	64 3/8	62 3/4	64 1/2	+1 3/4
Columbia Pic.	52 3/8	33 1/2	151	50 3/8	49 1/8	49 3/8	- 1/8
Consolidated Elec.	57 3/4	36 3/8	535	44 3/8	43 1/4	43 1/2	-1
Disney, Walt	106	75	343	104	95 1/2	100 1/2	+5 1/2
EMI	5 3/8	3 1/2	613	5 3/8	5	5	- 1/4
General Electric	115 1/2	82 1/2	877	115 1/2	111 3/8	112 3/8	+ 3/4
Gulf & Western	64 3/8	30 3/8	3533	52 3/8	49 1/4	50	-1 1/2
Handleman	41 3/8	17 1/8	911	41 3/8	34 3/8	41 1/4	+6 1/2
MCA	59 1/2	34 3/4	42	59 1/2	58 1/2	59 1/2	+1
Metromedia	63 3/4	40 3/8	215	59 3/4	57 3/4	59 1/2	- 1/2
MGM	61 3/4	32 3/4	482	61 3/4	58 3/8	61 3/4	+2 1/2
3M	93 1/2	75	576	90 1/2	88 3/4	90 3/8	+1 1/8
Motorola	134 1/2	90	659	130 3/8	119 1/2	123 1/2	-2 1/4
RCA	62 3/4	42 3/8	2190	60 3/8	57	57	-3 3/8
Seeburg	23 3/8	15	2017	23 3/8	20 3/8	22 3/8	+2 3/8
Trans Amer.	46 1/4	28 1/2	2300	46	43 1/4	46	+2 3/8
20th Century	59 1/2	32 3/8	984	55	51 3/4	53	+ 3/4
WB	28 1/2	16 3/4	71	27 3/8	26 1/2	27 1/4	+ 1/8
Wurlitzer	36	18 1/8	82	25 3/8	24 1/8	24 1/4	-1 3/4
Zenith	72 1/4	47 3/4	858	72 1/4	68 3/8	70 3/8	+1 3/4

OVER THE COUNTER*

As of Noon Thursday, September 21, 1967

	Week's High	Week's Low	Week's Close
GAC	9 1/4	7 1/4	8 3/4
ITCC	13 1/2	12 3/4	13
Jubilee Ind.	8 1/4	7 3/4	8
Lear Jet	15 1/2	15 1/4	15 3/8
Merco Ent.	15	12 1/4	15
Mills Music	31 1/2	28 1/2	31 1/2
Orrtronics	7 1/4	5 1/2	7 1/4
Pickwick Int.	14 1/2	13 3/4	13 3/4
Telepro Ind.	3 1/2	3 1/4	3 3/8
Tenna Corp.	10	9	9 1/2
National Mercantile	11 3/4	10 3/8	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.

Thought we could sit together and watch my lights go off at

TRUDE HELLER'S

49th and Broadway
Monday and Tuesday
September 25th and 26th.

THE FALLEN ANGELS

CATCH UP WITH THIS ONE

YOU KEEP RUNNING AWAY

Motown 1113

THE FOUR TOPS



MOTOWN
RECORD CORPORATION

The Sound of Young America

This One



44QD-447-AD2X copyrighted material

B.T. PUPPY Records Inc.



would like to publicly thank

THE TOKENS

for producing

FOUR HAPPENING SMASHES

in less than two years



SEE YOU IN SEPTEMBER



GO AWAY LITTLE GIRL



I GOT RHYTHM



MY MAMMY

and now their newest hit

WHY DO FOOLS FALL IN LOVE #532

already climbing on the charts

A handwritten signature in black ink that reads "Seymour Baras".

PRESIDENT

ANOTHER REASON WHY
THIS IS A GREAT YEAR FOR

JUBILEE

"LAPLAND"

45-5592

As big as 'Winchester Cathedral', for the same square reasons.



Produced by MOUSE HOUSE PRODUCTIONS



A product of Jay Gee Record Co., Inc.
A division of Jubilee Industries, Inc.
1790 Broadway, New York, N. Y. 10019

Agency Is Launched to Handle Independent Producing Deals

• Continued from page 1

Alen, personal manager, in association with music business attorneys Paul Marshall and Joe Vigoda.

The agency is now going after established disk producers as well as scouting the hinterlands for newcomers. Its aim is to service the record company with a complete package that includes the artist, the song and the producer.

According to Alen, the large companies are losing touch with the current pop market because their executives can't communicate with the "flower people." "Outside thinking is what the major record companies need today," he said, "and the independent record producer has been the answer to their problems."

The agency, he pointed out, won't insulate the producer from the record company buyer, and won't compete with the manufacturer by establishing its own record label. "Our business will be confined to arranging deals between our producers and the record manufacturer," he said.

May Set Up Pub

The agency may eventually set up music publishing firms for its clients because so many independent producers come up with original song material. This, however, does not mean that the agency won't be seeking song submissions from music publishers. "In fact," said Alen, "our agency will give publishers an additional outlet to peddle their material."

Alen feels that the new agency will also be of help to out-of-town youngsters who don't know what to do with their songs or independently made records. "We'll screen everything," he said, "and we'll even have editors to help the young producer-writer develop his product if we think it has merit." The agency will also finance the young producer while he's developing his product.

Expansion Seen

The agency will soon be enlarging its staff and plans to bring in people who can identify and emphasize with the fledgling producers. A Coast branch of the agency is also in the offing.

Meantime, Alen, a former vice-president of Universal Attractions, has opened his own man-

agement firm, BEA Management, with offices in New York at 200 West 57 Street. Initially, Alen will represent the Stax/Volt stable of recording artists, with the exception of Otis Redding and Sam and Dave, who are represented by Phil Walden Artists and Promotions. Alen will also represent Joe Tex. He will be producing shows such as the recent Otis Redding tour which played 45 one-nighters this summer.

Some of the artists under his management may eventually be turned into disk producers for representation by Record Producers Consulting Corp.

11 Executives to Chair BB Forum's Sessions

• Continued from page 1

Channel Marketing; William T. Hack, president of Audio Devices; Sol S. Zamek, president of West Coast Tape Cartridge Co.; Hal B. Cook, publisher of Billboard, and Denis C. Hyland, publisher of Merchandising Week magazine.

The list of speakers includes experts in every phase of the field . . . from manufacturers to distributors to dealers. One of the Monday sessions will dwell on the talks on the different systems and their merits. (A complete list of the speakers and topics will be found on pages 64-67.)

There will be topics to help both experienced distributors and retailers interested in increasing their profits in the field, said forum co-ordinator Colman Finkle, "as well as subjects appealing to the novice who'd like to get into the business." He stressed the fact that the New York Hilton is holding a block of rooms for registrants until Sept. 29. Anyone who registers after that time will have to take potluck on getting a room in the hotel. The forum is being conducted by both Billboard and its sister publication, Merchandising Week. Registration is \$100 and should be sent to the Tape Cartridge Forum, Room 1408, 500 Fifth Avenue, New York, N. Y. 10036.

UA to Blast Off in All-Out Build-Up

• Continued from page 1

their current product, some for their catalog or specialty product and others for their management and know-how."

- Music publishing. "We will not stop short of making ourselves one of the world's biggest music publishers, said Stewart. Murray Deutch, executive vice-president of United Artists Music Companies (UAMC), UA's publishing wing, said the operation is currently engaged in intensive negotiations on five fronts. "We will go after well-known catalogs," Deutch said, "as well as small writers' catalogs, renewals and individual copyrights. In addition, we are also bolstering our own crop of writers." UAMC has recently signed Louis Bonfa, Billy Edd Wheeler, Jeff Barry and Ellie Greenwich, Tony Michaels and Vinny Gorman, and Shadow Morton. UAMC is comprised of some 50 publishing companies world-wide.

- World-wide subsidiaries. UA will own and operate virtually all of its foreign operations. "We no longer will have licensees," Stewart said. On Jan. 1, UA will go into business for itself in England, the company to be run similarly to its American parent. The label, however, will be distributed by another company.

- Artist acquisitions. Stewart said that the company will actively seek to acquire top name talent. In an initial move, UA has captured Philips recording artists, the Spencer Davis Group. Additionally, the company has signed British Decca's the Fortunes, the Easybeats and 12 other British acts.

- Broadway. UA will launch a concerted drive to acquire and publish Broadway original cast

productions. For the 1967-1968 season, the company is involved in four new Broadway shows and one holdover from last season. "We are making a full-fledged entry on the Broadway scene in three ways, Stewart explained. First, we are developing writers capable of Broadway productions—writers such as Jeff Barry, Robert Waldman and Alfred Uhry. Then we are signing established composers such as Lionel Bart. And third, with the array of movie properties we own, producers are coming to us with ideas for Broadway adaptations."

- Classical music. UA will go classical through label and artist acquisitions. According to Stewart, the company is eyeing several European and Eastern European orchestras.

- Movie music. UA Records, a mainstay in the soundtrack business through its parent film company, is aiming at a larger share of market. Currently lined up for this season are three soundtracks each with best-seller potential—"Fiddler on the Roof," "Man of La Mancha" and "Chitty Chitty Bang Bang."

Veep, the company's r&b line, UA International and Solid State are three other UA labels which will be targets of the massive expansion. Solid State, which was conceived as a sound line, will shift emphasis to jazz, folk and easy listening music, while still retaining its quality sound image. UA will also strengthen its country music stable through artist and label acquisitions and will make stronger inroads in TV music publishing. "There are many areas in which we have wanted to go for several years," said Stewart. "But now we have the financial backing to follow through each move. We seek to be a complete record company."

and experience in the music business since 1935.

The core of the book is the era of the big bands, from 1935 to 1946; but the years before and after are also covered, including the period of decline and the outlook for the future. The Literary Guild has already chosen the book as an alternate selection for its members.

"The Big Bands" has a preface by Frank Sinatra, who was

Peer-Southern Plans C&W Push at MIDEM

• Continued from page 1

headquarters in the Brill Building.

Countries represented included the U. S., Switzerland, Chile, Italy, Argentina, Netherlands, Canada, United Kingdom, Germany, France, Colombia, Brazil, Spain, Venezuela, Mexico and Australia.

The agenda—discussed in English, French, German and Spanish—ranged from the relationship between music publishers and record companies to the current music scene in Southeast Asia.

Peer-Southern, which has published a sitar songbook in five language editions, plans to exploit further the market. Morris said that the firm is ne-

gotiating with two U. S. sitar and tabla players for additional material.

Also discussed at the meetings were such varied topics as the opening of a record factory in Panama, the demand in Japan for Argentine tangos, sheet music for stage bands written for 60 musicians, and the prospects for sitar music in Spain.

The rest of the week was taken up with auditioning of demos and inspecting the printing plant.

New developments are the expansion of Southern's Library of Recorded Music to cover the 23 countries in the P-S complex, a new form of packaging records with lead sheets and an improved method of press relations.

Martin Block Is Dead at 64—Made Radio 'Personality'

• Continued from page 3

periods between broadcasts direct from the courtroom. Within a few months, this had evolved into the "Ballroom" and the name bands of the time were showcased on Block's revolving stage 15 minutes at a time. At this point, the chandelier was as make believe as the ballroom. But the tremendous popularity of the show—heard twice daily, in the late morning and late afternoons, six days a week—led WNEW to construct a studio in ballroom form with chandelier and red velvet chair for Block. The theme of the show was recorded by Glenn Miller. Mickey Stoner and Block were credited with the lyrics that started off, "It's Make-Believe Ballroom time. . . ." Harold Green wrote the music.

Block was so influential in selling both records and product that many credited him with reviving the record business after the Depression. When he left WNEW in 1954, it was reported that he'd been responsible for sales of \$750 million in his sponsor's products. He joined ABC in 1954, remaining there six years. Since 1961, he'd been in semi-retirement, doing a big band show 11:15 to 2 p.m. Saturday and Sunday on WOR.

Involved in many aspects of the music field over the years, Block also had publishing companies; he was publisher of such tunes as "Waitin' for the Train to Come In," a big hit for

the subject of a detailed study by Simon in Billboard's special issue, "The Sinatra Report." The book's index totals 110 pages and has over 2,000 names.

The work is divided into five parts. Part I considers the entire big band scene in the great days, including the leaders, the public, the musicians, the vocalist, arrangers, radio, business aspects, etc.; Part II contains in-depth pieces on literally dozens of maestri; Part III contains studies of many arrangers, musicians, vocalists, etc. Parts IV and V bring the band study up to current times.

In all, close to 500 bands are covered, many of them at length; and the in-depth studies of the more important maestri run as long as 12,000 words (Glenn Miller, the Dorsey, Benny Goodman, et al.). Simon has laced the book with many personal anecdotes.

Peggy Lee, plus "Walkin' With My Honey," "Last Night I Said a Prayer," and "I Guess I'll Have to Dream the Rest." His BMI firm, Martin Block Music, was sold to Leeds in 1960.

Block was also the announcer on the "Chesterfield Supper Club" on NBC network that starred Perry Como; the 15-minute-a-night show started in 1944.

For the past five years, he had hosted a 15-minute weekly show for the U. S. National Guard called "Guard Session." Producer Ted LeVan said the show, aired over more than 2,200 radio stations as a public service, was recorded ahead with shows on hand to last through the end of the year. Block had just recorded special shows featuring Judy Garland, recorded backstage during her Palace Theater stint, and Ed Ames.

Handelman Firm

• Continued from page 6

For the first quarter ended July 31, 1967, the company reported sales of \$13,038,445 and earnings after taxes of \$606,343 or 40 cents a share. For the fiscal year ended April 30, 1967, Handelman reported net income of \$3,043,374 or \$1.99 per share on sales of \$56,071,597.

The Handelman board of directors recently increased the quarterly dividend to 25 cents per share from 22½ on the 1,080,858 shares of common stock entitled to receive dividends. On the basis of this increase, the cash dividend is now at the annual rate of \$1 per share.

Holiday Inns

• Continued from page 1

album has not yet been selected, it will follow the theme of the 'Nighttime Show' which has been so successful during the past year," Wilson said.

Dolly Holiday, who runs the show is actually Dotty Abbott, a 35-year-old veteran of 15 years in the broadcast industry. The radio show is sponsored on 50 stations in 42 markets by Holiday Inns.

Miss Holiday said the Holiday Inns label eventually would encompass all facets of the music industry. There are currently 860-odd Holiday Inns, and 200 more are in various stages of construction.

BOOK REVIEW

'Big Bands' Definitive Work

NEW YORK — What promises to be the definitive history of the band era will be the publication by Macmillan of "The Big Bands," authored by George Simon, veteran jazz critic, music consultant and executive director of National As-

sociation of Radio Arts and Sciences. Due in the stalls Oct. 23, the tome will total 550 pages, embellished with 300 photos. Simon has been preparing the book for three years. He states it is subjective reporting and draws upon all his knowledge

Sneak preview of a pop standard.



Listen to *More than a miracle* this week for your sneak preview of a song destined to become an international pop standard.

More than a miracle, performed by Roger Williams,

is the title song of the soon-to-be-released Carlo Ponti motion picture from MGM, starring Sophia Loren and Omar Sharif.

It's also our most exciting single of the year,

on Kapp Records.



K-843

MORE THAN A MIRACLE by Roger Williams

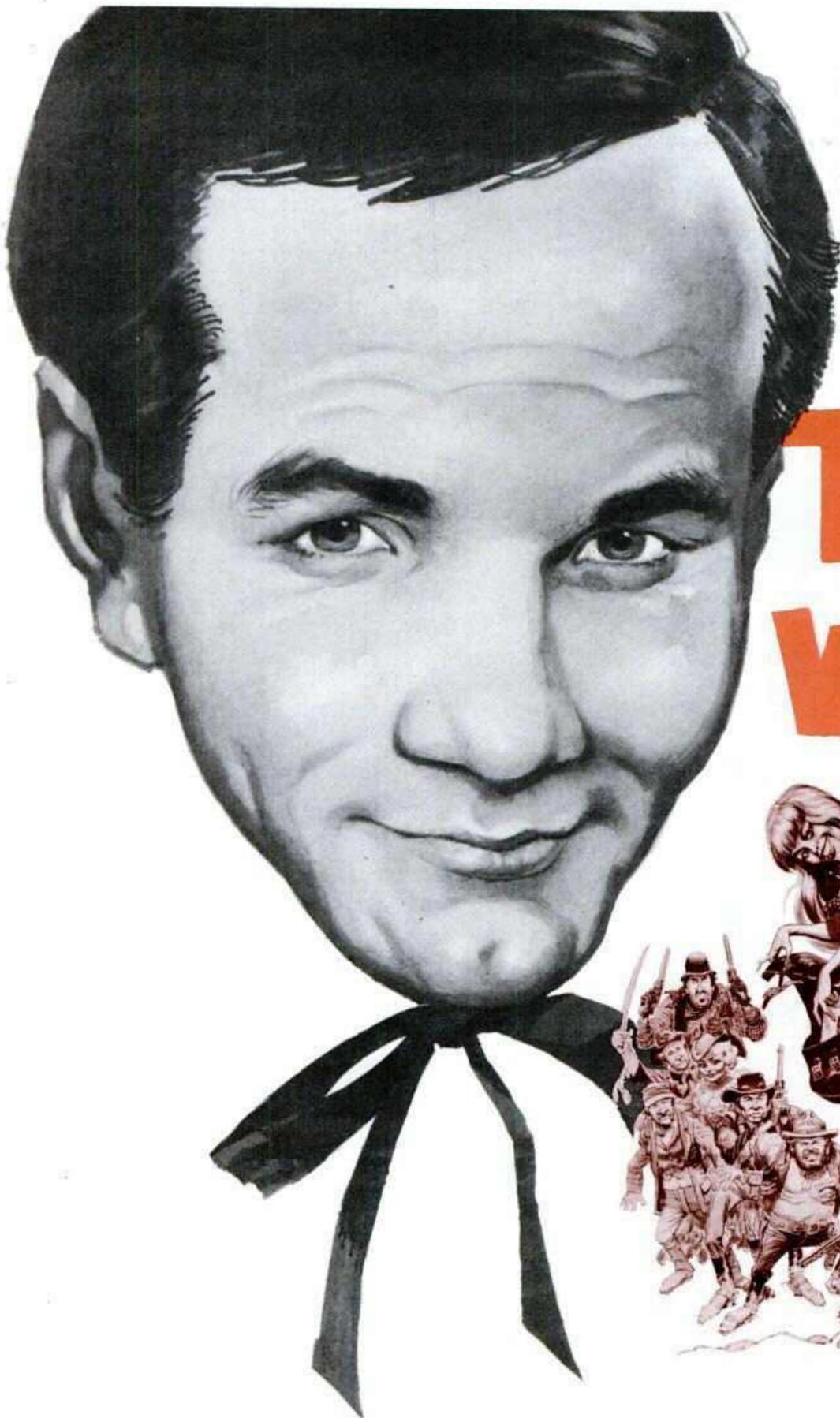


**“PATA PATA”
A SPECTACULAR
NEW SINGLE BY
MIRIAM
MAKEBA**

0606

reprise





**ROGER
MILLER**

SINGS THE TITLE SONG

**THE BALLAD
OF
WATERHOLE
#3** (CODE OF THE WEST)



IN PARAMOUNT PICTURES' HILARIOUS NEW COMEDY/WESTERN STARRING

JAMES COBURN IN

A
BLAKE EDWARDS

PRODUCTION

**WATERHOLE
#3**

 **SMASH**
RECORDS

S 2121

produced by:
JERRY KENNEDY

NOW
THE EXPLOSIVE INSTRUMENTAL VERSION
Of
**TO SIR,
WITH
LOVE**
by
**HERBIE
MANN**

Atlantic #2444

Produced by TOM DOWD

Arranged by ARIF MARDIN

Published by SCREEN GEMS-COLUMBIA MUSIC, INC., BMI



The hit song from the smash Columbia Pictures' release that is breaking box-office records everywhere! "TO SIR, WITH LOVE" starring Sidney Poitier.



SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 145—Last Week, 111

*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

STEVIE WONDER — I'M WONDERING (Prod. Henry Cosby) (Writers: Cosby-Wonder-Moy) (Jobete, BMI)—More driving, pulsating material with a wailing performance that moves and grooves all the way. Chalk up another chart topper for Wonder. Flip: "Every Time I See You I Go Wild" (Jobete, BMI) **Tamla 54157**

BUNNY SIGLER—LOVEY DOVEY/YOU'RE SO FINE (Prod. John Madara & Leon Huff) (Writers: Nuggy-Scofield Progressive/West (Higgins, BMI))—Hot on the heels of "Let the Good Times Roll," Sigler revives two other solid winners of the past and the result should prove a sure-fire smash. Loaded with discotheque appeal. Flip: "Sunny Sunday" (Double Diamond, BMI). **Parkway 6000**

LEE DORSEY—GO-GO GIRL (Writers: Allen R. Toussaint & Marshall E. Sehorn) (Marsaint, BMI)—Back in the powerful selling bag of "Working in the Coal Mine," Dorsey has a blockbuster in this smooth beat rocker headed right for the top. This one can't miss. Flip: "I Can Hear You Callin'" (Marsaint, BMI) **Amy 998**

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

THE WHO—I CAN SEE FOR MILES (Prod. Kit Lambert) (Writer: Townshend) (Devon, BMI)—Compelling off-beat number full of excitement and drive. Strong dance beat supports smooth vocal blend with top production work of Kit Lambert. Should surpass their "Happy Jack" smash. Flip: "Mary-Anne With the Shaky Hands" (Devon, BMI). **Decca 32206**

DON COVAY—NEVER HAD NO LOVE (Prod. Tommy Cogbill) (Writer: Covay) (Pronto, BMI)—This soulful blues performance could be just the one to put Covay right back in his strong "See Saw" selling bag. One of his top vocal workouts. Flip: "You've Got Me on the Critical List" (Pronto, BMI). **Atlantic 2440**

***ROGER MILLER—THE BALLAD OF WATER-HOLE No. 3** (Prod. Jerry Kennedy) (Writers: Wells-Grusin) (Famous, ASCAP)—Title tune of the forthcoming James Coburn film is a catchy novelty performed as only Miller can do it. Rhythm number should fast top his "Walkin' in the Sunshine" hit. Flip: "Rainbow Valley" (Famous, ASCAP). **Smash 2121**

TOMMY ROE—MELANCHOLY MOOD (Prod. Steve Clark) (Writer: Roe) (Low-Twi, BMI)—Intriguing blues ballad material with compelling lyric is one of Roe's strongest entries in some time. The original folk-flavored material is well written and performed by Roe. Should prove a big chart item. Flip: "Paisley Dreams" (Low-Twi, BMI). **ABC 10989**

PIECES OF EIGHT—COME BACK GIRL (Prod. Action Prod.) (Writer: Barbour) (Irving, BMI)—Their initial "Lonely Drifter" put them on the charts and this rhythm rocker has even more commercial appeal for the teen sales market. Has all the ingredients of a hot chart item. Flip: "T.N.T. (Tijuana Night Time)" (Action, BMI). **A&M 879**

CLIQUE—SPLASH 1 (Prod. Andrus) (Writers: Hall-Erickson) (Tapier, BMI)—Easy-beat rocker with interesting lyric line should fast establish the group as top sellers. Well thought out and produced. Flip: "Stay by Me" (Peddler-Flomar, BMI). **Scepter 12202**

CHART Spotlights—Predicted to reach the HOT 100 Chart

BALTIMORE & OHIO MARCHING BAND—Lapland (Just Music, BMI). **JUBILEE 5592**
CONNIE FRANCIS—Lonely Again (Four Star, BMI). **MGM 13814**
RAY CHARLES SINGERS—Take Me Along (Valyr, ASCAP). **COMMAND 4105**
CHUCK JACKSON—Shame On Me (Lois, BMI). **WAND 1166**
SMALL FACES—Itchycoo Park (Nice Songs, BMI). **IMMEDIATE 501**
BERT KAEMPFFERT & HIS ORK—You Are My Sunshine (Peer Int'l, BMI)—Love for Love (Roosevelt, BMI). **DECCA 32204**
ANDY RUSSELL—Your Love Is Everywhere (Northern, ASCAP). **CAPITOL 2009**
CAROL BURNETT—Enter Laughing (Colgems, ASCAP). **RCA VICTOR 9330**
JIM VALLEY—Go-Go Round (Witmark, ASCAP). **DUNHILL 4103**
FORTUNES—The Idol (Carlin, PRS) **UNITED ARTISTS 50211**
ROBBS—Girls, Girls (Bevlynn, BMI). **MERCURY 72730**
DON CHERRY—No Hearts and Flowers (Famous, ASCAP). **MONUMENT 1027**
THE JET STREAM—Ready to Leave (T. M., BMI). **SMASH 2113**
NINO TEMPO—Boys Town (Daddy Sam, BMI). **TOWER 369**
CREAM—Spoonful (Arc, BMI). **ATCO 6522**
SID RAMIN—Brace Yourself (SCP, ASCAP). **WARNER BROS. 7076**
TROY SHONDELL—Head Man (Moss Rose-Viva, BMI). **TRX 5003**
FRANKIE MCBRIDE—Five Little Fingers (Moss-Rose, BMI). **LONDON 114**
NOVA LOCAL—John Knight's Body (Marks, BMI). **DECCA 32194**
JEWEL AKENS—Born a Loser (Screen Gems-Columbia, BMI). **COLGEMS 1009**
STONE PENEYS—Different Drum (Screen Gems-Columbia, BMI). **CAPITOL 2004**
PETE SEEGER—Waist Deep in the Big Muddy (Melody Trails, BMI). **COLUMBIA 44273**
BETTY EVERETT—My Baby Loving My Best Friend (Colfam, BMI). **ABC 10978**
RICHARD KILEY—The Impossible Dream (Fox, ASCAP). **KAPP 856**
DIZZY GILLESPIE—N.A.T.R.A. (United Int'l, Ltd., ASCAP). **LIMELIGHT 3079**
ARTHUR PRYSOCK—Before You Break My Heart (Jewel, ASCAP). **VERVE 10544**

***GUY MITCHELL—TRAVELING SHOES** (Prod. Tommy Hill) (Writer: Walker) (Cedarwood, BMI)—Wayne Walker's catchy rhythm number serves as strong material to put Mitchell back in the record business via this Starday debut. Mitchell's in top form and has all the earmarks of a smash comeback. Flip: "Every Night Is a Lifetime" (Tarheel, BMI). **Starday 819**

JOHNNY CYMBAL — THE MARRIAGE OF CHARLOTTE BROWN (Prod. George Tobin) (Writer: Cymbal) (Pamco, BMI)—Penned and performed to perfection by "Mr. Bass Man" himself, this creative piece of material could put Cymbal right back on top once again. Disk must be heard throughout. Flip: "Breaking Your Balloon" (Catalogue, BMI). **Musicor 1272**

***GAIL WINTERS—YOU DON'T HAVE TO BE IN LOVE** (Prod. Wesley Rose) (Writer: Folger) (Acuff-Rose, BMI)—Backed by a promotional campaign, this bright and attractive newcomer has all the ingredients of an initial smash with ballad material in the Dusty Springfield vein. Strong material, well performed with top producing by Wesley Rose. Flip: "My Man" (Feist, ASCAP). **Hickory 1478**

WILLIE BOBO—EVIL WAYS (Prod. Pete Spargo & Teddy Reig) (Writer: Henry) (Gilsan, BMI)—Easy-beat chalyso rhythm backs strong blues material loaded with programming and sales appeal for both pop and r&b markets. A top dance item. Flip: "Up-Up and Away" (Rivers, BMI). **Verve 10550**

MARK BARKAN—A GREAT DAY FOR THE CLOWN (Prod. Peter Steinman) (Writer: Barkan) (Tri-Parte/Jay-Wis/Aim/Pambar, BMI)—Imaginative and creative material performed by the composer serves as a strong initial entry that could rapidly establish him on the Hot 100. Interesting idea and a good performance. Flip: "Pity the Woman" (Tri-Parte/Jay-Wis/Aim/Pambar, BMI). **December 877**

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

COUNTRY SPOTLIGHTS

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

BUCK OWENS & HIS BUCKAROOS—IT TAKES PEOPLE LIKE YOU (To Make People Like Me) (Prod. Ken Nelson) (Writer: Owens) (Blue Book, BMI)—Owens turns his now famous saying into one of his most potent pieces of ballad material and this should prove to be one of his all-time biggest hits. It's Owens at his finest. Flip: "You Left Her Lonely Too Long" (Blue Book, BMI). **Capitol 2001**

JIM ED BROWN—BOTTLE, BOTTLE (Prod. Felton Jarvis) (Writer: Kingston) (Window, BMI)—Fast follow-up to his "Pop-a-Top" smash hit, Brown has another powerful entry in this well-written ballad of lost love and booze that has the potential of a No. 1 hit. Flip: "It Doesn't Know Any Better" (Stallion, BMI). **RCA Victor 9329**

JEANNIE SEELY—I'LL LOVE YOU MORE (Prod. Fred Foster) (Writer: Cochran) (Pamper, BMI)—This beautiful piece of Hank Cochran ballad material is the strongest commercial entry by the fine stylist since her initial "Don't Touch Me," and should meet with the same sales success. Perfectly timed with Monument's Jeannie Seely Month for October. Flip: "Enough to Lie" (Pamper, BMI). **Monument 1029**

FARON YOUNG — WONDERFUL WORLD OF WOMEN (Prod. Jerry Kennedy) (Writers: Walker-Sykes) (Cedarwood, BMI)—Clever, happy rouser that should skyrocket to the top of the charts. Infectious material performed to perfection by Young. Can't miss. Flip: "All I Can Stand" (Court of Kings, BMI). **Mercury 72728**

MARION WORTH—A WOMAN NEEDS LOVE (Writer: Worth) (Moss-Rose, BMI)—An original rhythm ballad serves as potent commercial material for the fine composer-performer. Well arranged and performed, it should have no trouble climbing right up the charts. Flip: "I've Got That Sad and Lonely Feeling" (Lorna, Ltd., BMI). **Decca 32195**

CURLY PUTMAN—SET ME FREE (Prod. Buddy Killen) (Writer: Putman) (Tree, BMI)—Having met with much sales success with his version of "My Elusive Dreams," Putman could easily top the chart with this beautiful and plaintive ballad which he composed. Top Putman narration adds to its sales potential. Flip: "Hummin' a Heartache" (Tree, BMI). **ABC 10984**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

HANK LOCKLIN—The Country Hall of Fame (Yellow River, ASCAP). **RCA VICTOR 9323**
BOBBY WRIGHT—That See Me Later Look (Tree, BMI). **DECCA 32193**
AUTRY INMAN—Love Has to Die (All by Itself) (Sure-Fire, BMI). **EPIC 10232**
DARRELL GLENN—Everybody Wins Sometime (Glehi, BMI). **COLUMBIA 44291**
THE HOMESTEADERS—If You Should Come Back Today (Mayhew, BMI). **LITTLE DARLIN' 0033**
MIKE HOYER—Someone Stole My Teddy Bear (Wilderness, BMI). **UNITED ARTISTS 50209**
RITA FAYE—Nothing Else to Lose (Talmont, BMI). **CAPITOL 5998**
BILLY (CRASH) CRADDOCK—Go On Home Girl (Yonah-Seeus, BMI). **CHART 1004**
SEAN NEAL—Funny How Time Slips Away (Pamper, BMI). **RCA VICTOR 9326**
JACK RENO—Repeat After Me (Tree, BMI). **JAB 9009**
JIMMY WAKELY—Lonesome Guitar Man (Riverside, ASCAP). **SHASTA 178**
LINDA FLANAGAN—Tell Me Your Story (Richwill, BMI). **BOONE 1064**
BILL GOODWIN—I'm the Most Successful Failure (Moss-Rose, BMI). **MTA 133**
JACK WOOD—It's Not the End of Everything (Tree-Champion, BMI). **JAB 9010**
FRED BOYD—Don't Tell the Folks in Memphis (Low-Sal, BMI). **ABC 10985**

R&B SPOTLIGHTS

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

SENATOR JONES—SWEET THING (Prod. Bob Robin) (Writer: Stuckey) (Su-Ma/Stuckey, BMI)—Nat Stuckey's country hit of the past turns up as blockbuster blues item which should hit hard and fast. Performer grooves from start to finish. Flip: "Miniskirt Dance" (Int'l City/Aim, BMI). **Bell 687**

INSTITUTIONAL CHURCH OF GOD IN CHRIST CHOIR—IF YOU HOLD OUT (Prod. Richard Simpson) (Writer: Hason) (Simco-Pronto, BMI)—Here's a wild left-fielder that could prove a giant for the r&b market and spill over into the pop field. Lead singer with an Aretha Franklin feel is backed by an electrifying group that never quits. One to watch carefully. Flip: "God Is Everything to Me" (Simco-Pronto, BMI). **Atlantic 7558**

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

JOHNNY OTIS—Long Distance (Eldorado, BMI). **ELDO 153**
MUDDY WATERS—Birdnest on the Ground (Arc, BMI). **CHESS 2018**
CHAMBERS BROTHERS—Uptown (Mabry, BMI). **COLUMBIA 44296**
GEORGE HINES—Give a Little (Simco-Pronto, BMI). **ATLANTIC 7557**
LEROY TAYLOR—Nobody Can Love You (Roy Lee/BRC, BMI). **BRUNSWICK 55345**
OHIO PLAYERS—Neighbors (Tangerine-Coudda Plane, BMI). **TRC 978**
MARVA JOSIE—I'm Satisfied (Nubay, BMI). **JULMAR 254**
MILLIONAIRES—Never for Me (Bun-Bud, BMI). **PHILIPS 40477**
ELECTRONS—It Ain't No Big Thing (Chevis, BMI). **DATE 1575**

Dear Tony:

Thanks for a great performance on **FOR ONCE IN MY LIFE.**

We are looking forward to seeing you on the **JACKIE GLEASON SHOW,**

September 30, 1967

B.G. Jr.

FOR ONCE IN MY LIFE

4-4258

TONY

BENNETT

COLUMBIA RECORDS

Published by:

STEIN & VAN STOCK

(a division of Jobete Music Company, Inc.)

Detroit, Michigan



Musical Instruments

First School Guitar Plan Approved by Regents Board

By JERIANNE ROGINSKI

CHICAGO — The guitar for the first time in its history will enter the public school system officially if the Guitar and Accessories Manufacturers' Association (GAMA) approves a proposal recently submitted by Kent Sidon, director of the Guitar Workshop, L. I., New York. Sidon's proposal requests a grant from GAMA to launch a pilot program in a Long Island high school to teach introductory guitar. The New York State Board of Regents has approved a curriculum for guitar instruction in the formal music school program at the high school level.

GAMA has submitted copies of the proposal to its board members but will take no immediate action, according to Jay Kraus, president of Harmony, who is past president and a board member of GAMA. The grant will not come up for vote until the memberships' regular meeting scheduled for the week of Jan. 14.

Sidon said if he receives the grant he would be ready to start

the program before September, 1968, if approved, Kraus said.

Optional

Sidon presently operates the only school of guitar to ever receive a Charter as a nonprofit educational institution from the N. Y. State Board of Regents. In regard to the proposed pilot program, he said:

"The program is designed as a five- or six-week introductory guitar course to be run on an optional basis in public schools. Once the success of the pilot program has been demonstrated, it will be put in the New York public school syllabus."

GAMA board members have some doubts about the program, Kraus said. "We're trying to form an opinion on it. We don't know whether it's worth it or not. We're still debating its value in regard to guitar sales."

Robert Lynch of Valco Guitars, a GAMA board member, pointed to some of the advantages of Sidon's program: "Other attempts at teaching the guitar in the public schools have been made, but Sidon has gone one step further. As far as I know, he is the first to be accepted by a State public school system. I think it is basically a very sound program."

Marc Calucci, vice-president of Gibson Guitars, commented, "It (the program) would encourage a lot more guitar players which would naturally be beneficial to the guitar industry."

Rock

Sidon first outlined his goals for GAMA members at the Music Show last June. Here, he explained that his introductory course would include a complete

range of guitar methods—classical, pop, folk and flamenco. Rock and the electric guitar are not ignored. Presently, in his workshop he conducts a course in "blues, rock 'n' roll and folk rock" which provides instruction in the electric guitar, use of flat pick and finger picks. Much of the workshop's curriculum will be incorporated into the public school program, Sidon says in his outline.

In addition to the introductory course, he has outlined a complete set of goals for the guitar in the public school system. They include creation of a syllabus of instruction; establishment

(Continued on page 54)



KENT SIDON makes his pitch for support from GAMA members in launching a pilot guitar instructional program in the public schools.

Rheem Outlet Open in Seattle

SEATTLE, Wash. — Rheem Roberts has opened a new warehouse at 325 Second Avenue here. The firm also has regional warehouses in Carteret, N. J.; Hialeah, Fla.; Detroit, Dallas and Honolulu.

"We have opened this new Seattle facility in order to give our dealers in the Pacific Northwest prompt service," said national sales manager Larry Winn. He said the new warehouse will be tied into the firm's centralized national computer system for electronic record keeping.

Headquartered in Los Angeles, Rheem Roberts is a division of Rheem Manufacturing Co., which has over 80 plants throughout the world.



DON HO recently signed a Vox endorsement contract. He will be using Vox equipment exclusively for the next two years in all his appearances.

SHURE BROS., Inc. has made available this gold-plated microphone, PE566 Unisphere I, at \$150. The ball-type mike offers maximum suppression or elimination of feedback, explosive breath sounds ("pop") and wind noise. It has a special shock-mount which protects it from rough handling and floor vibrations. Dual impedance permits connection with standard, high-impedance guitar or vocal amplifiers or to commercial, low-impedance public address systems. Carrying case included in price.

Mosrite Buys Dobro Guitar

BAKERSFIELD, Calif. — Mosrite of California, Inc., has acquired the Dobro Co. and its guitar line. Mosrite is manufacturing Dobro guitars with many of the Mosrite features, reports Phil Brenner, national sales manager.

Newest Dobro model out is the D-100 Californian, a six-string, slim-line, hollow-body acoustic-electric at \$359. It has the Dobro resonator, double cutaway, the neck joins the body at the 18th fret, adjustable reinforcing rod, rosewood fretboard, two pickups with volume and tone controls, three-position toggle switch and adjustable bridge-binding on front and back.

Mosrite has just moved to new offices at 1424 P Street here, telephone (805) 327-7281.

Chord Organ Added to Decca Instrument Line

• Continued from page 1

said, that Decca's guitar line will also be marketed in Canada. The guitars will be handled by Compo Co., Ltd., Decca's subsidiary in Canada.

Decca's introductory Electric Chord Organ consists of a reed-type instrument, the most popu-

New Mixer, PA From Danelectro

NEPTUNE CITY, N. J.—The Danelectro Corp. will introduce a new six-channel mixer and a new 25-watt public address system within the month.

According to marketing manager Magnus Hendell, the new mixer will be called the "Super Mixer Six," will have six input channels, with full complement of tone and volume controls. The mixer and the new PA system will be introduced under the firm's Coral brand name. The items are now being "priced out," Hendell said.

Danelectro has been active in showing its amplified sitar during recent weeks, Hendell said. The \$295 instrument is now in distribution in 70 per cent of the U. S. and has been shown to accounts in Columbus, Ohio, and Boston during recent weeks. California, Texas and Florida showings are scheduled for this month.

New Cork Grease

CHICAGO—Targ & Dinner/Maxwell Meyers are offering a new cork grease in special lithographed containers. The containers come packaged in a colorful counter display box. Available from Targ & Dinner, Inc., 2451 North Sacramento Avenue, Chicago, Ill. 60647.

Bogen Bows Economy Amps

PARAMUS, N. J. — A solid-state line of economy public address amplifiers has been introduced by Bogen Communications. Ranging in power from 20 to 100 watts, the line is called the "Challenger CHS series." There are four models.

The company claims the new amplifiers will operate continuously at full output in temperatures ranges from 4 degrees below zero Fahrenheit to 149 degrees above zero Fahrenheit. All major components are mounted on printed circuit boards and in the 50 and 100-watt models, all-silicon semiconductors are

used. These models have two mike inputs. The 35-watt has two mike inputs and may be operated from a 12-volt battery as well as AC. The 20-watt model has one mike input. All models have two auxiliary inputs on a fader control.

All models include in the chassis a provision for a panel-mounted, pre-amplifier designed for two additional microphones. This accessory may be inserted, the company says, in less than 5 minutes. High and low-impedance microphone inputs are included in all models. And there are "memory markers" to help return the controls to previously determined levels. The user may simultaneously mix all input signals while controlling each at its own level. Mike and tuner, tape recorder or phonograph may be mixed for desired dramatic effects.



BOGEN'S new economy CHS 100 public address amplifier, all solid-state.

lar type of this instrument, and carries a suggested list price of \$39.95. As an option, four legs are available for this new Decca model at an additional suggested list of \$10. In addition to the optional legs, the model features 37 treble keys, 12 chord buttons, hand volume control, on/off switch, matching music rack and an instruction manual. It's available in a mahogany polystyrene cabinet with stamped gold fleur-de-lis. It carries a year's warranty with a warranty card included with each instrument, listing more than 400 authorized service stations throughout the country.

The instrument is now available through all the Decca sales branches.



DECCA CHORD ORGAN

Zeetar Delivery By Late October

CHICAGO—The Zeetar, an electrified sitar that plays like a guitar, will be in delivery by late October or early November, according to national representative Josef Friedman, president of Josef Friedman Musical Sales, New York.

The instrument, first shown at the Music Show here in July, will go into distribution nationally and will list at \$279.50 retail. A custom-padded bag will be available at \$39.95.

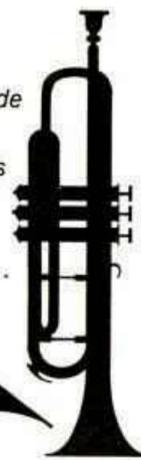
Friedman said initial distributor orders at the show were extensive and reported that one major record company has expressed interest in featuring the Zeetar on an album.

Several Artists Endorsing Valco

CHICAGO — The new Kay electronic bass line, manufactured and distributed by Valco Guitars, Inc., has been endorsed by Buddy Catlett, bassist with the Louis Armstrong band; Cleveland Eaton, bassist with the Ramsey Lewis Trio, and Art Davis, bassist in the Merv Griffin Show band.

Valco public relations executive Robert Lynch said the firm is now concentrating heavily on obtaining product endorsement contracts.

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BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

LOVE IS STRANGE . . .

Peaches & Herb, Date 1574 (Jonware, BMI)

A NATURAL WOMAN . . .

Aretha Franklin, Atlantic 2441 (Screen Gems-Columbia, BMI)

★ REGIONAL BREAKOUTS

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

PATA PATA . . .

Miriam Makeba, Reprise 0606 (Xina, ASCAP) (New York)

TWO HEADS . . .

Jefferson Airplane, RCA Victor 9297 (Jefferson Airplane, BMI) (Los Angeles)

IF THIS IS LOVE (I'd Rather Be Lonely) . . .

Precisions, Drew 1003 (In-the-Pocket/Sidrian, BMI) (Detroit)

WOULD YOU BELIEVE . . .

Tempests, Smash 2094 (Platshon, BMI) (Philadelphia)

CAN'T STOP LOVING YOU . . .

Last Word, Atco 6498 (Sherlyn, BMI) (Dallas-Fort Worth & Miami)

NEXT PLANE TO LONDON . . .

Rose Garden, Atco 6510 (Myrwood/Antlers, BMI) (Memphis)

BYE, BYE BABY . . .

Big Brother & the Holding Company, Mainstream 666 (Brent, BMI) (Seattle)

New Album Releases

□ A&M

CLAUDINE—The Look of Love; 129, SP 4129
WES MONTGOMERY—A Day in the Life; LP 2001

□ ATLANTIC

SHELLY MANNE & HIS MEN—Jazz Gunn; 1487, SD 1487

□ AUDIO FIDELITY

JOE BASILE—Acapulco With Love; AFLP 1947, AFSD 5947
DUKES OF DIXIELAND—Tailgating; AFLP 2172, AFSD 6172
THE DUKES OF DIXIELANDS On Parade; AFLP 2174, AFSD 6174

□ CAPITOL

BAVARIAN STATE OPERA ORCH. (Patane)—Intermezzo; P 8671, SP 8671
DAVE CAVANAUGH—Hits on Hits; T 2834, ST 2834
AL MARTINO—Mary in the Morning; ST 2780

□ CAPITOL IMPORTS (ENGLAND)

VARIOUS ARTISTS—The Days of Fakhr

Eddeen (Lebanese Operetta); SLPVOX 140/2

FAIRUZ at the Damascus Festival, 1966; LPVDX 145

□ CHANGES

THE JERRY HAHN QUINTET—Ara Be-In; 7001

□ COLUMBIA

RAY CONNIFF SINGERS—Hawaiian Album; CL 2747, CS 2747
DICK DAVY—Stronger Than Dirt; CL 2737, CS 9537
PERCY FAITH ORCH.—Music From Lerner & Loewe's Camelot; CL 1570, CS 8370
ROBERT GOULEY—Hollywood Mon Amour; CL 2727, CS 8527
PATACHOU—Sings; CL 2710, CS 9510
CHAD STUART & JEREMY CLYDE—Of Cabbages and Kings; CL 2671, CS 9471

□ DECCA GOLD LABEL

RUGGIERO RICCI—Ricci Plays Bach Sonata No. 1 Partita No. 1; DL 710142
VERDI: QUATTRO PEZZI SACRI—Music Aeterna Chorus & Orch. (Waldman); DL 79429
ZELENKA: MUSIC FOR THE SAXON COURT—The Clarion Concerts Orch. (Jenkins); DL 710141

□ DDG

BEETHOVEN: VIOLIN CONCERTO—Ferras/Berlin Philharmonic; 139 021
BRUCKNER: SYMPHONIE NR. 3—Sinfonie Orchester Des Bayerischen Rundfunks; 139 133
MOZART: KLAVIERSONATEN B-DUR KV 332/ANDANTE F-DUR KV 616 VARIATIONEN C-DUR 265—Christoph Eschenbach; 138949
M O Z A R T: KROENUNGSMESSE/EXSULTATE, JUBILATE/ET CARNATUS EST—Various Artists/Berlin Radio Symphony (Fricay); 136 511
SCHUMANN: STREICHQUARTETT OP. 41 NR. 1 a-moll—Droic Quartett; 139 143

□ DOT

JERRY ANTES Sings & Sings & Sings & Sings; DLP 3826, DLP 25826
THE BASKERVILLE HOUNDS FEATURING SPACE ROCK, PART 2; DLP 3823, DLP 25823
THE BEETHOVEN SOUL; DLP 3821, DLP 25821
PETE KING—Intermezzo; DLP 3810, DLP 25810
BILLY VAUGHN—Ode to Billy Joe; DLP 3828, DLP 25828
The Best of DEL SHANNON; DLP 3824, DLP 25824
ROMY SPAIN—The Soul of a Singer; DLP 3822, DLP 25822

□ ELEKTRA

TIM BUCKLEY—Goodbye and Hello; EKL 318, EKS 7318

□ FANIA

JOE BATAAN—Gypsy Woman; LP 340, SLP 340
WILLIE COLON—El Malo; LP 337, SLP 337
BOBBY VALENTIN—Bad Breath; LP 335, SLP 335

□ GORDY

MARTHA & THE VANDELLAS—Live; 925, S 925
SAN REMO GOLDEN STRINGS—Hungry for Love; 823, S 923

□ GWM

JANE SMISOR BASTIEN/JAMES BASTIEN—Smisor-Bastien A Dun-Piano Concert; GWM 100

□ IMPERIAL

JACKIE DeSHANNON—For You; LP 9352, LP 12352
SUE RANEY—New and Now!; LP 9355, LP 12355

□ KANAWHA

BILLY COX—The Dixie Songbird; 305
GRANKLIN GEORGE WITH JOHN SUMMERS—Traditional Music for Banjo, Fiddle, and Bagpipes; 307
GRANT ROGERS—Ballad Singer; 308

□ KAPP

FREDDIE HART—The Neon and the Rain; KL 1539, KS 3539
ROD MCKUEN—In a Lonely Place; KL 1538, KS 3538
This Is CARMEN McRAE; KL 1541, KS 3541

□ LIBERTY

L'ORCHESTRE DE FRANCK POURCEL—The French Touch; LP 9357, LP 12357
Presenting TONY SCOTTI; LRP 3528, LST 7528
THE SUNSHINE COMPANY—Happy Is the Sunshine Company; LP 9359, LP 12359
TROMBONES UNLIMITED—Holiday for Trombones; LRP 3527, LST 7527
BOBBY VEE—Come Back When You Grow Up; LRP 3534, LST 7534
SI ZENTNER & HIS ORCH.—Right Here! Right Now!; LRP 3531, LST 7531

□ LIMELIGHT

LES McCANN Live at Bohemian Taverns, Washington, D. C.; LM 82046, LS 86046

□ LOMA

LINDA JONES—Hypnotized; 5907, LS 5907

□ LONDON

FRANK CHACKSFIELD & HIS ORCH.—Music From Doctor Dolittle; SP 44102
LEHAR: THE LAND OF SMILES—Various Artists/Orch. of the Vienna Volksoper (Lamprecht); OM 36052, OS 26052
LONDON FESTIVAL ORCH. (Black)—Spectacular Dances for Orch.; SPC 21020

□ MAIN LINE

JIM BROWN—Jim Brown Tells It Like It Is; MLP 101

□ MERCURY

LORI BURTON—Breakout; MG 21136, SR 61136
KEITH—Out of Crank; MG 21129, SR 61129
THE ROBBIS; MG 21130, SR 61130
DICK SMOTHERS—Saturday Night at the World; MG 21134, SR 61134
BIG JIM SULLIVAN—Sitar Beat; MG 21137, SR 61137

□ MILESTONE

The Immortal Blind LEMON JEFFERSON; MLP 2004
WYNTON KELLY TRIO—Full View; MLP 1004, LSP 9004
THE MARTIAL SOLAL TRIO—Solal; MLP 1002, LSP 9002
HELEN MERRILL/VARIOUS ARTISTS—The Feeling Is Mutual; MLP 1003, MSP 9003
(Continued on page 55)

Billboard TOP 40

EASY LISTENING

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

THIS WEEK	Wk. Ago			TITLE	Artist, Label & Number	Weeks On Chart
	1	2	3			
1	1	1	1	THE WORLD WE KNEW	Frank Sinatra, Reprise 0610 (Roosevelt, BMI)	8
2	2	3	4	STOUT-HEARTED MEN	Barbra Streisand, Columbia 44225 (Harms, ASCAP)	9
3	5	5	14	IT MUST BE HIM	Vikki Carr, Liberty 55986 (ASA, ASCAP)	8
4	11	19	33	A BANDA	Herb Alpert & the Tijuana Brass, AAM 870 (Irving, BMI)	4
5	7	9	15	LITTLE OLD WINE DRINKER, ME	Dean Martin, Reprise 0608 (Moss-Rose, BMI)	6
6	8	10	18	TURN THE WORLD AROUND	Eddy Arnold, RCA Victor 9265 (Fingerlake, BMI)	7
7	9	11	20	ANYTHING GOES	Harpers Bizarre, Warner Bros. 7063 (Harms, ASCAP)	7
8	14	18	37	ODE TO BILLIE JOE	Bobbie Gentry, Capitol 5950 (Shayne, ASCAP)	5
9	3	2	3	TIMELESS LOVE	Ed Ames, RCA Victor 9255 (Gypsy Boy/T.M., BMI)	9
10	13	29	35	THE CAT IN THE WINDOW	Petula Clark, Warner Bros. 7073 (Chardon, BMI)	4
11	18	21	—	MORE THAN A MIRACLE	Roger Williams, Kapp 843 (Robbins, ASCAP)	3
12	4	4	2	MORE AND MORE	Andy Williams, Columbia 44202 (Sunbeam, BMI)	13
13	16	17	23	OUR SONG	Jack Jones, Kapp 846 (Maclean, BMI)	6
14	6	7	7	LOVER'S ROULETTE	Mel Torme, Columbia 44180 (Peer Int'l, BMI)	10
15	23	25	34	FOR ONCE IN MY LIFE	Tony Bennett, Columbia 44258 (Stein & Van Stock, ASCAP)	4
16	10	8	10	YOU ONLY LIVE TWICE	Nancy Sinatra, Reprise 0595 (Unart, BMI)	15
17	19	26	—	A STRANGE SONG	Sandpipers, AAM 861 (Metric, BMI)	3
18	26	35	—	MORE THAN THE EYE CAN SEE	Al Martino, Capitol 5989 (Saturday, BMI)	3
19	12	6	5	IN THE BACK OF MY HEART	Jerry Vale, Columbia 44185 (Feist, ASCAP)	12
20	17	13	17	YELLOW DAYS	Percy Faith, Columbia 44166 (Marks, BMI)	9
21	22	24	25	HORN DUEY	King Richard's Flugel Knights, MTA 131 (Jaywalk, SESAC)	5
22	15	15	13	THERE MUST BE A WAY	Jimmy Roselli, United Artists 50179 (Laurel, ASCAP)	13
23	27	30	30	I'M STILL NOT THROUGH MISSING YOU	Andy Russell, Capitol 5971 (Greenbar, ASCAP)	4
24	25	27	27	MOONLIGHT BRINGS MEMORIES	Ray Conniff Singers, Columbia 44192 (Tobey, ASCAP)	8
25	30	31	31	I CAN'T HELP REMEMBERING YOU	Anita Kerr Singers, Warner Bros. 7065 (Roosevelt, BMI)	4
26	35	39	40	DON'T TALK TO ME	Johnny Mathis, Columbia 44266 (Roosevelt-AMRA for GEMA, BMI)	4
27	38	—	—	BLAME IT ON ME	Jerry Vale, Columbia 44274 (Hellas, ASCAP)	2
28	28	28	—	I'LL NEVER FALL IN LOVE AGAIN	Tom Jones, Parrot 4018 (Hollis, BMI)	3
29	36	—	—	THE FROG	Sergio Mendes & Brasil '66, AAM 872 (Hodra, BMI)	2
30	33	36	—	TOGETHER	Trini Lopez, Reprise 0618 (Vogue, BMI)	3
31	—	—	—	SMALL TALK	Claudine Longet, AAM 877 (Chardon, BMI)	1
32	—	—	—	ALL THE TIME	Patti Page, Columbia 44257 (Cedarwood, BMI)	1
33	—	—	—	WHEN THE SNOW IS ON THE ROSES	Ed Ames, RCA Victor 9319 (Miller, ASCAP)	1
34	34	38	38	I HAVE LOVED ME A MAN	Morgana King, Reprise 0604 (Gil, BMI)	4
35	—	—	—	I HAD THE CRAZIEST DREAM	Astrud Gilberto, Verve 10548 (Brogman, Vocco & Conn, ASCAP)	1
36	37	37	—	DANCING IN THE STREETS	Ramsey Lewis, Cadet 5572 (Jobete, BMI)	3
37	—	—	—	I FEEL IT	Peggy Lee, Capitol 5988 (Almo, ASCAP)	1
38	39	—	—	LAST WALTZ	Engelbert Humperdinck, Parrot 40019 (Donna, ASCAP)	2
39	—	—	—	SERENATA	Joe Harrell, Columbia 44244 (Mills, ASCAP)	1
40	—	—	—	ODE TO BILLIE JOE	Ray Bryant, Cadet 5575 (Shayne, ASCAP)	1

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Club's Monday Hoots Whoop It Up as Showcase for New Talent

By ELIOT TIEGEL

LOS ANGELES—For the past six years Doug Weston's Troubadour Club has been packed on what were usually dark Mondays. He allows the unprofessional, and unusually talented unknowns to appear before an audience ranging from college students to talent managers, bookers and a&r men. About to celebrate his 10th

anniversary this month, Weston can boast that a number of successful pop groups have been spawned in the Troubadour.

Consider: the New Christy Minstrels, the Byrds, Buffalo Springfield, Barry McGuire, Tim Buckley, the Monkees, Blues Project, and the Youngbloods.

Such new groups as the Hearts and Flowers and Hedge and Donna, both signed by Capitol, were first observed at the Monday hoot. "Hedge and Donna (Hedge Capers and Donna Carson) are literally the best act to come out of the hoot on the past year," Weston says upstairs in his special viewing room with a one-way glass which allows him to observe performers and audience unseen.

From 8:30 p.m. until 2 a.m., acts are given 15-20 minute segments to work. From 10-midnight is the elite audition period, for acts which have been scheduled, without necessarily being heard. Weston monitors these groups as do a&r men and managers.

Hedge and Donna, who have yet to bow on Capitol, although an LP has been cut, are managed by Weston. It is through Weston's new affiliation with an informal information network that this duo, plus other deserving acts, receives word of mouth promotion.

The information network is a new line of communication between such spots as the

Troubadour and Art D'Luogoff's Village Gate, Howard Solomon's Cafe Au Go Go (both in New York) Enrico Banducci's hungry i (San Francisco), and George Marianthal's London House and Happy Medium (in Chicago).

The spots are currently made up of folk singers, social commentary comics plus the amplified instrument boys. Groups of young people, bearded, long-haired, with beads around their necks and guitars in their arms, line up outside the Troubadour waiting for their turn.

The public pays \$1 and may sit through the entire evening's schedule. A "hootmaster" or master of ceremonies controls the flow of artists. The current hootmaster is Larry Murray of the Hearts and Flowers, which has yet to blossom on disks. Actor Randy Boone and Mike Nesbith of the Monkees previously held the post.

Mason Williams, a writer for the Smothers Brothers, has worked both the hoot and as a star attraction. Last week, Tom Smothers along with Williams roamed the club waiting to audition an act, a mediocre blues band which followed Hedge and Donna.

Weston says he's booking essentially the same kind of act today as when he started. "I'm looking for meaningful acts, but this is not a church or a social hall. All I want are people singing what they feel."



JACK JONES is joining the RCA Victor label after nearly seven years with Kapp Records. Jones, second from left, is welcomed to label by Joseph D'Imperio, division vice-president, product and talent development, and Ernie Altschuler, far right, division vice-president and executive producer. Standing at Jones' left is Walter Prince, his business manager.

Down Under Artists Going Over With GI's: Jacobsen

LOS ANGELES — United States military installations in the Far East are taking a broader look at Australian artists, reports Kevin Jacobsen, managing director of Artist Talent Associates (ATA), a Sydney-based talent-management agency.

In the past the pattern has been for the U. S. service clubs to book only secondary Australian acts. Now, Jacobsen says, servicemen are asking for a star breed of Aussie performer.

Here during a visit to schedule promotions for Judy Stone, one of his agency's top artists, Jacobsen noted that 90 per cent of the acts being booked in the "East" are Americans, but that Australian agencies have been able to convince the military talent buyers to spend more money for top Australian vocalists.

The majority of the Australian artists still work in the various private clubs throughout the country. The State of New South Wales is the only one of

the seven which licenses slot machines at various sporting clubs and these are the places which pay the best fees for live entertainment.

Jacobsen's 12-year-old firm devises total career plans for clients. It has exclusive management pacts with 35 acts. The parent firm has spawned ATA records, for whom six acts record and a TV production company which creates commercials. The company is currently building its own recording studio.

There was once over 100 talent agencies in Australia, Jacobsen says. Now the figure is down to 36. "They've been struck off," he says, because Actors Equity can tell an artist not to work with a particular agency. Each agency must have a State license plus the approval of Equity in order to stay in business. Jacobsen says a campaign to rid the country of unsavory agents has resulted in the diminishing number of firms in Sidney.

Shankar, Indian Music Winning Double Play

NEW YORK — "I've received several complaints," said sitarist Ravi Shankar at his Philharmonic Hall concert series, Friday (15), "that while I'm in this country, I don't play the same way I do in India." And on that note, Shankar played a 65-minute long evening raga.

Shankar's three days of concerts (13-15) at the Hall here intended as a progression in Indian music appreciation. He began with relatively short and simple pieces and evolved into full scale musical compositions.

The concert series was a major triumph for Indian music in the East Coast. Not an empty seat nor an unsold ticket could be found for the 2,800 capacity hall on the three days. The Asian music form and Ravi Shankar, who has become world renowned for his music, have met with resounding success on the West Coast. Shankar, under the auspices of World Pacific Records, has formed a school for Indian music in Los Angeles; and West Coast musical instrument dealers are selling a considerable number of sitars.

East Coasters, with the exception of his last New York concert, have had to settle for Shankar on record, exclusively. This concert manifested the immense following that Shankar has garnered during the past few months.

Shankar's Friday concert met with a six-minute standing ovation, coupled with six curtain calls. Along with Shankar, Alla Rakha on tabla, an Indian two-piece drum, was excellent. Both performed the Indian classical music with the dexterity and precision that classifies them as masters of their music. They performed three ragas (mood

Mantovani in Annual Tour

NEW YORK — Mantovani began his 11th annual U. S. concert tour Monday (25) in Abingdon, Pa. His tour, which will run through early December, will wind up with the traditional Carnegie Hall concert.

Mantovani arrived from London Thursday (21) and was met at Kennedy Airport by D. H. Toller-Bond, London president; Herb Goldfarb, national sales and distribution manager; Walt Maguire, national single sales and a&r director; and Marty Warge, director of administration.

Columbia Concert Management, Mantovani's American agency, reports that most of the concerts on the tour have been sold out. London's Goldfarb said that a heavy merchandising program involving distributors and dealers in areas to be visited by Mantovani, is already in full swing. Focus of the campaign is on the "Mantovani Manhattan" LP.

Meader Registers High on Pot-Shot Meter in N. Y. Date

NEW YORK — Vaughn Meader of "First Family" fame doesn't need to rely on impersonations to make his points. At Downstairs at the Upstairs, Tuesday night (19), Meader took pot shots at President Johnson, the various Republican Presidential candidates, problems peculiar to Fun City, and various social problems.

His comments were invariably sharp, in good taste, and literate. They fell somewhere between the easy quips of Bob Hope and the bitterness of the late Lenny Bruce. A typical line was his prediction that the Republicans would nominate Nixon because, "Why back a new loser?"

Much of the material has album appeal. It's aimed at a middle-brow audience.

pieces) and a tala (rhythmic cycle) at the last of the three sets, each more beautiful and exciting than the preceding—"Jaya Tal," the tala; "Jhin Jhoti" and "Sindhi Bhairavi," both ragas.

HANK FOX

Opening the show was Joanne Morgan, a pretty girl with an intimate style and a fair voice. She records for MGM.

AARON STERNFIELD

Formed: Goal Career Builder

NEW YORK — A new management complex designed to build careers of young artists in pop music, the theater, TV and motion pictures was formed last week by Walter Hyman, Broadway producer, and Bob Levine, promotion and merchandising specialist. A third member of the firm, which will be known as Sound Direction, is Jack Edreich, who has been associated with Hyman in several show business ventures.

The first project of the new firm will be centered on Group Therapy, a five-man combo, to a five-year RCA Victor contract. The deal is said to involve a substantial guarantee, and Sound Direction has blue-printed an initial promotion budget of \$50,000 to launch Group Therapy nationally.

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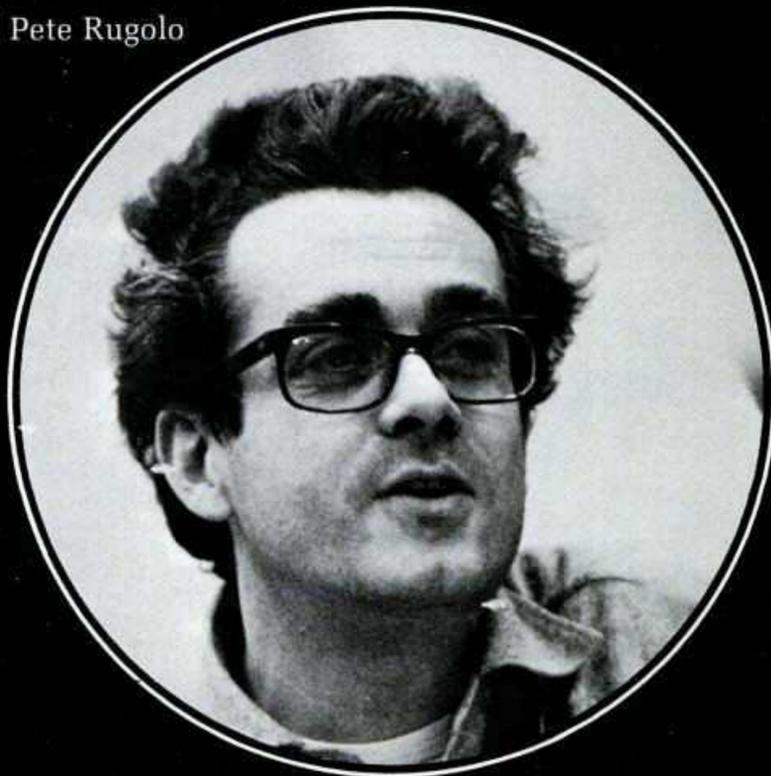
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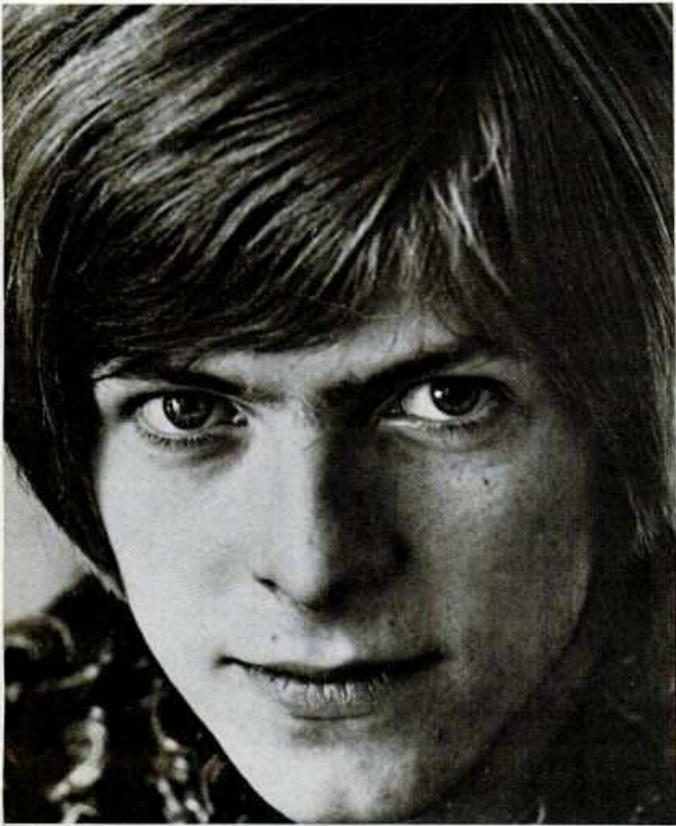


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ALAN PRICE SET "The House That Jack Built"



PARROT

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Table with columns: THIS WEEK, Wk. Ago, Wks. Ago, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes songs like 'THE LETTER', 'ODE TO BILLIE JOE', 'NEVER MY LOVE'.

Table with columns: Wk. Ago, Wks. Ago, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes songs like 'YOU KEEP RUNNING AWAY', 'IN THE HEAT OF THE NIGHT', 'COLD SWEAT'.

Table with columns: Wk. Ago, Wks. Ago, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes songs like 'TURN THE WORLD AROUND', 'IT'S GOT TO BE MELLOW', 'GET TOGETHER'.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

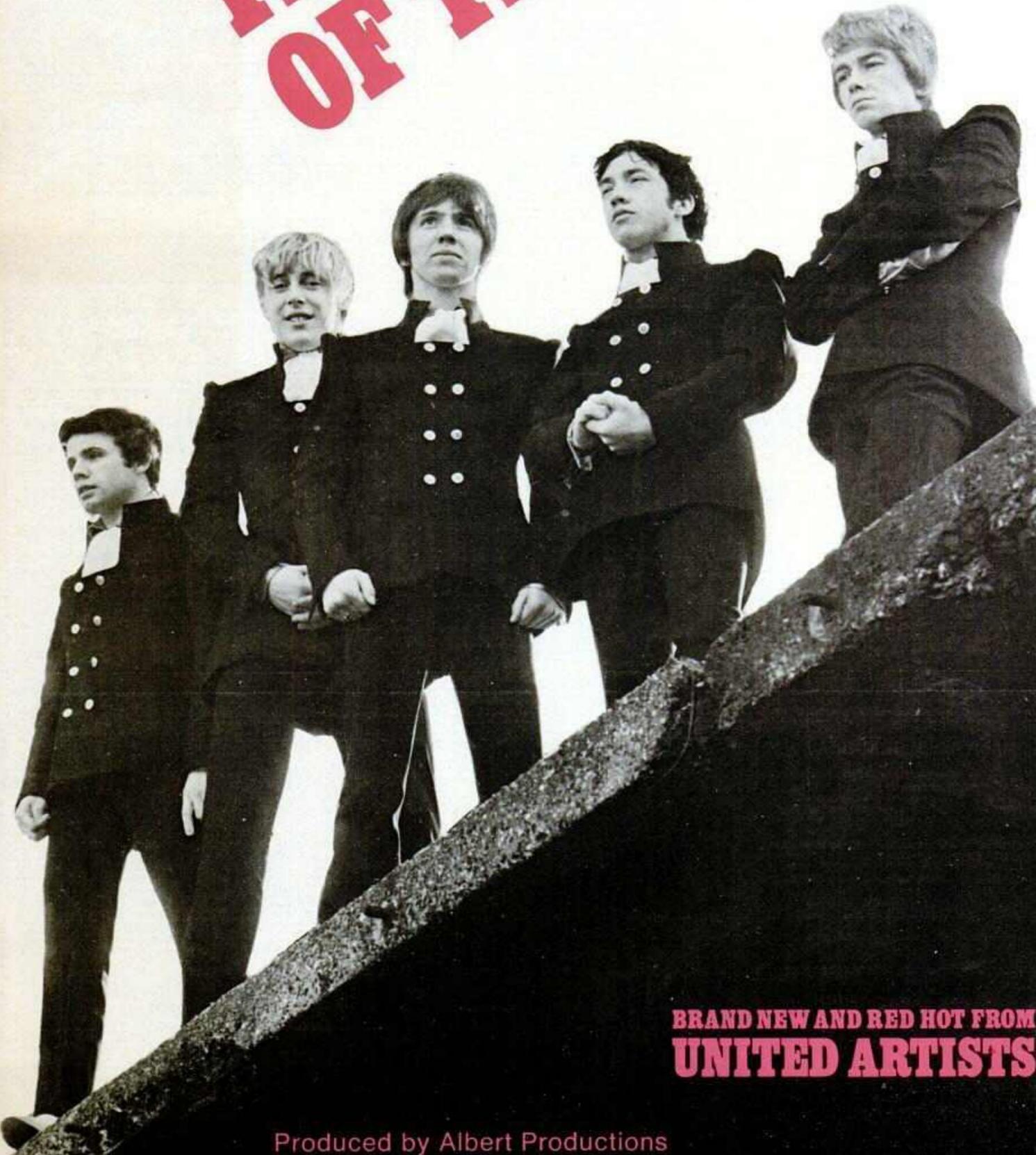
Table listing songs A-Z with publisher/licensee information.

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For Andy Williams, Rest Is Two-Month Concert Tour

LOS ANGELES — When NBC-TV asked Andy Williams to do another 26-week series of programs for this season, the singer declined with this comment:

"I want to spend more time relaxing and merely concentrate on a few 'specials.'"

This is how he will relax — on tour — for the next two months:

Oct. 6, Roberts Municipal Stadium, Evansville, Ind.; Oct. 7, Assembly Hall, University of Illinois, Champaign, Ill.; Oct. 8, Memorial Coliseum, Fort

Wayne, Ind.; Oct. 9, Hara's Sports Arena, Dayton, Ohio; Oct. 10, Cleveland Public Auditorium, Cleveland; Oct. 11, Toledo Sports Arena, Toledo; Oct. 12, Hershey Sports Arena, Hershey, Pa.; Oct. 13, The Forum, Montreal; Oct. 14, War Memorial Auditorium, Boston; Oct. 12, Hershey Sports Arena, War Memorial Auditorium, Syracuse, N. Y., and the International Popular Song Festival in Brazil from Oct. 22 to Oct. 29.

His tour continues with dates at:

Nov. 2, Sports Coliseum, Jacksonville, Fla.; Nov. 3, Miami Beach Convention, Miami; Nov. 4, Mississippi State Fair Coliseum, Jackson, Miss.; Nov. 5, University of Wichita Field House, Wichita, Kan.; Nov. 6, Tulsa Assembly Center Arena, Tulsa; Nov. 7, Lubbock Coliseum, Lubbock, Tex.; Nov. 8, University of New Mexico Arena, Albuquerque, N. M.; Nov. 9, Oklahoma City Fairgrounds Arena, Oklahoma City; Nov. 10, Arizona Veterans Memorial Coliseum, Phoenix; Nov. 11, Convention Center, Anaheim, Calif. and Nov. 12, Oakland-Alameda County Coliseum, Oakland, Calif.

Pitney Tour Has A Hot Summer

NEW YORK — Gene Pitney wound up his summer tour with a gross of over \$200,000 for 27 playing dates. At the close of the tour, Pitney, who has always played a key role in getting up the talent for his tours, said that in the future he intends to focus an increasing share of attention on the college circuit. His next U. S. tour, which will probably take place in the spring, will be the college type of presentation almost exclusively.

During the next 10 days, Pitney will be promoting his new Musicor single, "Something's Gotten Hold of My Heart." He's also set for a one-week promotional tour in England to begin Oct. 7. From England, Pitney will fly to New Zealand for a two-week tour beginning Oct. 14.

Arnold Office Sets Box Tops

ATLANTA — The Box Tops, whose hit, "The Letter," on the Mala Records label, hit the No. 1 slot on Billboard's Hot 100 last week, has been signed to a booking pact by Rick Taylor of the Arnold Agency here.

The Arnold office, headed by veteran booker Frank W. Hanshaw, is arranging an extended tour on the Box Tops, covering one-nighters, college and promotion dates and TV appearances. The group, which hails from Memphis, comprises Danny Smythe, drums; Bill Cunningham, bass guitar; Alex Chilton, lead singer; Gary Talley, lead guitar, and John Evans, organ. The lads are managed by Roy McElwain.

The Box Tops have an album coming up for release soon on the Mala label. Their current hit single was produced and arranged by Dan Penn.

Salesmen on the Arnold Agency's rock and r&b staff are Bill Hall, Hugh Rodgers and Rick Taylor.

Signings

NEW YORK — Nino Tempo, arranger - conductor - composer-producer, has been signed as a recording artist by Tower Records. Tempo and his sister, April Stevens, record as a duo for the White Whale label. Miss Stevens records solo for MGM. His first release on Tower is "Boys Town," which he wrote in collaboration with his sister. . . . Earl Wilson Jr., son of the N. Y. Dec columnist, to Mercury Records. His records will be produced by Dick Corby, who will introduce the newcomer with a single and follow up with an album. . . . Shawn Renae to Lionel Hampton's Glad Hamp label. Her first release will be "Cool Cool" coupled with "Ain't Gonna Fall In Love." She'll also record an album with Hampton's orchestra. . . . James Lyons, lead singer of the Music Explosion, signed as solo singer to Laurie Records. First single is "Little Black Egg." Laurie has also added the Casualeers, Louisiana Red and the Congregation. . . . Eileen Romey to Audio Fidelity. Her initial album, "Eileen Romey Sings," was produced by Joe Cain.

Triangle Plans Act Windfall For Chicago

CHICAGO — Triangle Theatrical Productions, specialists in pop talent concert bookings, will bring 32 acts here during its 1967-1968 fall and winter season.

President Franklin Fried, who will be booking his 10th season, said the series begins Oct. 6 with Ravi Shankar at Orchestra Hall. The series ends with Ferrante and Teicher March 22 at the Civic Opera House.

Other concerts: Beach Boys, Oct. 8, Civic Opera House; Spanky and Our Gang, Oct. 13, Orchestra Hall; Nancy Wilson and Buddy Rich, Oct. 13-14, Civic Opera House; Oct. 27, Judy Collins, Orchestra Hall; Johnny Carson and Lesley Gore, Oct. 28, Medinah Temple; Glenn Yarbrough, Nov. 3, Orchestra Hall; Charles Aznavour, Nov. 10, Orchestra Hall; Pete Seeger, Nov. 17-18, Orchestra Hall; Cannonball Adderley, Wes Montgomery, Big Joe Williams and Moms Mabley, Nov. 22-25, Civic Opera House; the Association, Nov. 23, Civic Opera House; Simon and Garfunkle, Nov. 24-25, Civic Opera House; Johnny Mathis, Nov. 24-26, Medinah Temple; Janis Ian, Dec. 29, Orchestra Hall; Chad Mitchell, Dec. 30, Orchestra Hall; Carlos Montoya, Jan. 12, Orchestra Hall; the 4 Seasons, Jan. 19-20, Civic Opera House; Tom Paxton, Feb. 9, Orchestra Hall; Buffy Sainte-Marie, Feb. 23, Orchestra Hall.

TOSHIKO SET FOR CONCERT

NEW YORK — Toshiko, jazz pianist from Japan, will showcase her talents as a composer-arranger when she conducts a 17-piece band in original compositions entitled "Images of Japan" in the second half of her concert at Town Hall Oct. 7. The first half will be divided between her solos and her work with a trio. The concert is being presented by Robert A. Messinger.

The Swinging Doors Score A Grand Slam in Cleveland

CLEVELAND — The Doors, Elektra Records group, leaned against the Musicarnival tent pole Thursday (14) and munched popcorn. Suddenly lead singer Jim Morrison — tall, casual, stovepipe-slim — walked to the stage. He wandered around like a lost poet, twirled the mike cord like a cowboy, stepped up to the microphone and burped.

And then it began. The wild singing, dancing, laughing, jumping. Morrison cupped the

Aretha Concert At Philharmonic

NEW YORK — Aretha Franklin is set for a concert at Philharmonic Hall Oct. 28. The concert will be presented by Ron Delsener.

Miss Franklin also plans to make her first visit to England during November to play a series of concerts in London, Birmingham and Manchester, among other cities. A new single by Miss Franklin ("You Make Me Feel Like) a Natural Woman," will be released this week on Atlantic Records. It marks her fourth single release since she joined the label. The other three have been million-copy sellers.

LA Stops Issuing New Club Licenses

LOS ANGELES — Los Angeles County's Welfare Commission has counted the number of nightclubs along the Sunset Strip-LaSienega Boulevard area and decided to halt issuing entertainment licenses for any new ventures.

Currently, 47 clubs are licensed to operate, which drew the comment from a County supervisor that licensing would be held up until the "mess" was cleaned up. Because of intense auto traffic, non-night club businessmen have reported a 35 per cent decline in sales in the area.

Rascals, Fudge to Perform In England

NEW YORK — The Young Rascals and the Vanilla Fudge leave for England Oct. 3 for a month-long series of concert dates. It will mark the first time that the Atlantic and Atco groups have worked the same concerts together and the first time overseas for the Vanilla Fudge.

microphone, looked like a scuffer Mick Jagger, but his voice is excellent with fine control and excitement. First there was the Elektra album cut "Soul Kitchen" — much meatier than the album — and then "Back Door Man" and later "Light My Fire."

It was hard to believe that so much original sound came from so few — organist Ray Manzarek, drummer John Densmore, guitarist Robby Krieger.

The audience was small — the tent was only one-third full — but they were Doors devotees all the way through. Columbia Records artists the Wild Life played first. Bob Friend, WHK, emceed. JANE SCOTT

Lewis & Clarke — An Expedition Worth Following

ATLANTA — Boomer Clarke and Travis Lewis, a couple of Texans, were moderately successful as Boomer and Travis a few years ago. Now, as leaders of the Lewis and Clarke Expedition on Colgems, they have strong potential.

Playing under the most adverse conditions (no audience, due to lack of promotion), they nonetheless performed in Atlanta's new Civic Center recently as though the place was jammed.

Lewis and Clarke began with a 12-minute opening number which included Red Cloud's last oration to his tribe, John D. Loudermilk's "Lament of the Cherokee Reservation Indian," and some original work by the young artists.

Performing almost to physical exhaustion, they came through strong on such tunes as "Destination Unknown," "Windy Day" and "It's My Time," another Loudermilk composition. They have their act down to perfection, replete with descriptive patter, and they squeeze everything out of a song.

The lack of audience did not dismay the youngsters. They performed as seasoned veterans. Particularly welcome was the instrumental ability of Kenneth Bloom, who plays every instrument within his reach, strings or reeds. Johnny Raines and John London make up the rest of the costumed group.

BILL WILLIAMS

Pink Floyd U. S. Tour Set

NEW YORK — The Pink Floyd, new group from England, will begin their first U. S. tour Oct. 26 in San Francisco with a one-week's engagement at the Fillmore Auditorium. Other engagements in their four-week schedule include stands in Boston, Los Angeles and New York, among other key cities.

Peter Jenner, co-manager of the group with Andrew King, is in New York for conferences with The Richmond Organization, publishers of the Pink Floyd's songs, including their current single, "See Emily Play" on the Tower label. Also, Jenner has been working with Hugh Dallas of Tower in setting up promotion plans for "The Piper at the Gates of Dawn," the group's LP soon to be released in the U. S. General Artists Corp. is handling the group's bookings.

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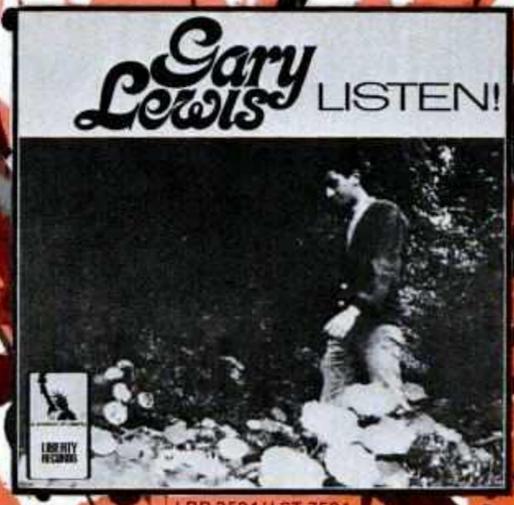
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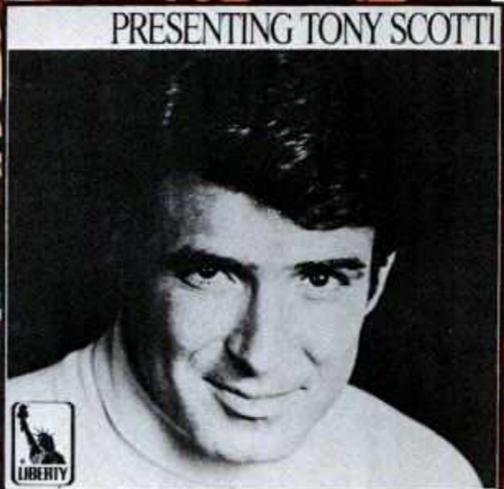
Main table containing 150 numbered entries of music titles, artists, labels, and chart positions. Includes a 'Billboard Award' icon on the left and a 'Continued on page 45' note at the bottom right.

*EDP Mono and Stereo Numbers are supplied for the benefit of record buyers employing electronic data processing for ordering and inventory control. This coding system, in successful use for over two years, is available on request from Billboard's MPC Dept., New York office.

Compiled from national retail sales by the Music Popularity Dept. of Record Market Research, Billboard.



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LRP-3528/LST-7528



LRP-3527/LST-7527



LRP-3531/LST-7531

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Radio-TV programming



DISCUSSING A COUNTRY MUSIC show slated for Nov. 12 are, from left, WIRE general manager Don N. Nelson, station consultant Bill Hudson, and Dick Blake, show promoter. Blake is bringing in the new country operation's first promotion, a show featuring Hank Snow, Merle Haggard and Waylon Jennings.

WIRE Pulling Switch & Goes Mod Country

INDIANAPOLIS — WIRE, under a new manager and program director, switches to a modern country music format around the clock on Oct. 1. The change, guided by programming consultant Bill Hudson, will be done in a blaze of promotion, including remotes from various shopping centers with performances by Dottie West. The 5,000-watt facility had been programming Easy Listening music.

Don N. Nelson, formerly general manager of WQUA, a sister station in Moline, Ill., has been brought in as general manager of the new country operation; Jim Scott, who'd been with KLPR in Oklahoma City, is the new program director. Wallie Nehrling, 20-year veteran as an air personality on the CBS affiliate, has been promoted to public relations chief of the outlet. A new deejay set-up was being arranged last week.

Along with remotes, the new operation is being heralded by billboards, TV spots, newspaper advertisements, and a special mailing to 5,000 country music fans in the area. Hudson, one of the driving forces of the Country Music Association, said the station would carry basically the same country music format as KBOX in Dallas. Hudson, head of a radio team of eight specialists, including one very successful country music program director, helped set up country music operations in

Texas, and New York, in addition to the Indiana station. Another is in the planning stage in Missouri. Working as far ahead as four to six weeks in top secrecy, Hudson handles the entire operation and oversees for several months. Part of the planning for WIRE included

(Continued on page 56)

Kalmenson Buys KONE

LOS ANGELES — Howard Kalmenson, who owns KENO, the Top 40 radio station in Las Vegas, and WAKW, Spanish language station here, has purchased KONE in Reno and will change the format.

Kalmenson, president of Lotus Theatres Corp., said he would alter KONE's programming format from "middle-of-the-road" to Top 40 and pattern it after KENO. He also plans to revise the news policy at KONE, employing UPI audio coverage to complement a news staff covering events in Northern Nevada. At 1450 kilocycles, KONE blankets Reno, Sparks, Lake Tahoe and Carson City. Bill Bayes, a consultant to several radio stations and formerly with Ziv Productions, has been appointed general manager, Mark Lane, of the KENO staff, will take over as program and news director at KONE.

BLAVAT SHOW BOWS IN L. A.

PHILADELPHIA — "The Jerry Blavat Show," which originates here at WFIL-TV, bows on KTLA-TV in Los Angeles Sunday (1). Show will be seen each Sunday at 8 p.m. First hour show will feature the Soul Survivors, Maxine Brown and the Sandpebbles. Gene Pitney is slated for the second show. Blavat is seen on all Triangle TV stations and in several other markets via syndication.

CMAA Drive For Members

LONG BEACH, Calif. — The Country Music Announcers Association, a new organization of country music deejays, has launched a membership drive. Anyone wishing to join should contact Bill Patterson at KFOX here. The national organization has three regions. . . . Paul Bragg of KSOP in Salt Lake City is president of Region I. J. Mack Allen of WTCR in Ashland, Ky., is president of Region II. Eddie Daniels of KBER in San Antonio is president of Region III. Allen is president of the national association, Bragg, vice-president; Daniels, secretary-treasurer.

'Scene' Syndicated

NEW YORK — "The Steve Paul Scene," a two-hour color special featuring such artists as Aretha Franklin, the Young Rascals, the Moby Grape and the Blues Project, will be syndicated by Wolper Television Sales. The TV special, shot in the Scene discotheque here, was shown on WNEW-TV Sept. 4. Wolper is a division of Metromedia, which owns WNEW-TV.

WCFL Is Looking to Be No. 1

CHICAGO — WCFL has dented the standing of dominant contemporary music stations in the Midwest. Ken Draper, program director, has made a

Promo Men Valuable Tools, Asserts CKLW

By CLAUDE HALL

DETROIT — Close contact with record promotion men has been a contributing factor in CKLW's spurt to the top in a July-August Hooper audience rating survey, according to program director Paul Drew. The Hot 100 format station edged out Easy Listening station WJR 20 to 19.9 in total rated time periods. WKNR, once the leading rock 'n' roll outlet, had a 13.6. WJR does best in the morning hours, losing out 25.2 to 12.3 in the noon to 6 p.m. slot Monday through Friday. WKNR also tops WJR in the afternoon period.

A "feel" of the market is necessary in order to program a radio station successfully, said Drew. This involves "going where the people go . . . not watching TV or going where you want to go."

Promotion men can be a valuable aid in learning what's CKLW on March 3. The 50,000-watt station had never before enjoyed good ratings . . . going on in a market, Drew said. CKLW sets aside two days each week so promotion men can see the music librarian, he said, "and I try to see

them when I can." Last Monday, for example, Drew took time to talk with Sammy Kaplan, an independent promotion man "who does very well and has given us some good information"; Harvey Cooper, RCA Victor Records; Cliff Goroff, Dot Records, and Russ Yerges, Columbia Records. In addition, Drew tries to take or return every telephone call from record men.

Team Effort

Drew, formerly music director of WQXI in Atlanta, took over as program director of certainly not the ratings it has now. Drew felt that the achievement was a team effort of the people at the station; though he did bring in some new deejays, he did not do the "cleaning house" that many new program directors do. Playlist varies, but centers around a group of 30 records, plus eight or nine "hitbound" selections added each week, plus a few album cuts. Last week, the station was playing one cut from Aretha Franklin's "Aretha Arrives" LP, "If I Were a Carpenter" from the new

(Continued on page 36)



WCFL DEEJAYS AND CHICAGO promotion men sit informally around a table in WCFL's VIP room while new records are played. It's also a great place to exchange information. Each promotion man receives an allotted period of time. John Wellman (background) plays the disk.



WCFL DEEJAY JIM STAGG gets the latest report on a new record from Pete Wright while Frank Scardino (rear), Decca promotion man sips a cup of coffee. Also enjoying his coffee in the foreground is WCFL deejay Ron Britain.



WCFL MUSIC DIRECTOR John Wellman jots notes on a new disk during the station's Monday morning coffee hour with promotion men. Maryan Weller, librarian, and Barney Pip, WCFL deejay, entertain a promotion man near the Coke bar.

No. 1 is wide open.

"I no longer consider WLS my strongest competition," Draper told Billboard. "I'm competing against WIND." WIND, the long-time Easy Listening giant that has a massive "Howard Miller" morning audience, has been hardening its sound in an obvious attempt to keep up with the rapidly changing times in Chicago radio.

Draper, who has brought stations to the top in Davenport, Iowa, Portland, Ore. and Cleveland during his 17 years in radio, is the changer.

At the moment WCFL is not No. 1 here if the consensus of all rating services is considered. The latest Pulse survey put the Chess brothers' WVON (r&b) No. 1 over the whole day.

Draper, however, expects WCFL to move ahead in Chicago radio early in 1967 and climb steadily.

Draper said a long playlist in music programming has provided "about 60 per cent" of the knock-out punch against WLS. He plays 60 records with a 10-disk back-up list made up in the main of standards. WLS, like many commercially successful operations, has the ironic vulnerability resulting from too many spots. Draper hit this weak point, innovating "Mimi-Spins," "Twin-Spins," "Capsule Countdowns" and other means of cramming maximum music into every hour.

"When you become successful in format radio," Draper said, "you have a lot of personalities, music and commercials to cram in. And usually the music suffers." We "twin-spin" out of a news break and have two records played before WLS, which runs a spot out of the news, has played one record. He said the station is now a solid commercial success, too.

(Continued on page 56)



**Lesley Gore's
new hit
"Brink Of Disaster"
72726
is on the verge of
making catastrophic
chart charges**

Producer: Steve Douglas

Direction: CMA

Publisher: Stone Canyon Music (BMI)

Publicity Management:

Rogers, Cowan & Brenner, Inc.



TV REVIEWS

Kraft Hall Paces New TV Season

NEW YORK — The new TV season, in review, shaped up fairly well for exposure of artists and tunes; certainly the best show of the new ones was the Kraft Music Hall. This year, the Hall is in a new format of specials and Herb Alpert and his Tijuana Brass turned in a sparkling performance, laying in some beautiful mariachi-flavored work on "Baubles, Bangles, and Beads" and the production dance number of "Music to Watch Girls By." A beautiful part of the show was when another trumpeteer, Louis Arm-

strong, joined Alpert for a couple of minutes of chatter, then several minutes of duo work on tunes like "Mack the Knife"—sort of a mixture of tequila and bourbon sounds. Robin Wilson did a good job on "What Now My Love."

The Jerry Lewis Show suffered from some tedious, unfunny writing, not only on his skits, but the patter of artists like Sonny and Cher. A highlight of the show was the tune "What Now My Love" done by Sonny and Cher and efforts by the Baja Marimba Band. The show shows promise; a spy skit featuring Lewis in the role of an author was fairly good.

Carol Burnett, a Bob Banner production, scored in her first show of the season; her skit about Shirley Temple was bad, but she redeemed herself later in a skit about a cleaning woman in a discotheque who ends up singing "Georgy Girl." Jim Nabors turned in an excellent performance, especially on his version of "You Don't Have to Say You Love Me."

CLAUDE HALL

Promo Men Prime Tools

• Continued from page 34

Four Tops album "Reach Out," and a cut from Dionne Warwick's "Windows of the World" LP.

Watches Playlist

A tight playlist doesn't necessarily mean that new product won't get played, he said. Last week, the station went on J. J. Barnes' new "Now That I Got You" on Groovesville Records and was also playing the Strawberry Alarm Clock's "Incense and Peppermints." A new record by an unknown artist will have trouble making the station's playlist, he said . . . "it's a rare thing, unless it's a smash in another market." The station watches closely radio playlists in Flint and Lansing. At night, CKLW's signal reaches 18 States, Drew said.

Drew started in radio in 1955 at WHLS in Port Huron, Mich., after attending State University in Detroit where he majored in speech and psychology. He was a deejay for four years at WGST, Atlanta, doing a nightly rock 'n' roll show for the good music station. It was about this time that Phil Yarbrough, now known as Bill Drake, talked him into joining WAKE in Atlanta, where Drake was program director. Drake went to KYA, San Francisco, and Drew went to WQXI in Atlanta for three years, serving as deejay, then program director, then music director.

George Moynihan, program manager of KPIX in San Francisco, has been appointed general manager of WBC Productions, which produces and syndicates "The Mike Douglas Show," "The Merv Griffin Show," and various videotaped specials.

KLAO in Wichita, Kan., needs a good morning man with a first ticket. Hot 100 format. Call program director Don B. Williams at 316-943-0255. . . . Bill Clark, 36, formerly with WKRC in Cincinnati is looking for deejay job with Easy Listening station. Call 513-351-1180 or write 3135 Gilbert Avenue, Cincinnati 45207.

★ ★ ★

Carl Wendelkin, program director of WMNI in Columbus, Ohio, asks that all records (two copies of each) be addressed simply to Record Librarian, WMNI, Southern Hotel, Columbus, Ohio. . . . Hooper leader is WAPE in Jacksonville, Fla. Ike Le, program director of the Hot 100 format station, reports that it pulled a morning Hooper of 21.4 and afternoon of 24.9 compared with a 2.5 and 23 for WPDQ in those periods. WJAX was third with 15.6 in the morning and 10.4 in the afternoon.

★ ★ ★

Lonnie Bell has departed KOYN, Billings, Mont., country music station, for a late afternoon drive-time slot at KSPQ, Spokane, Wash. He's joining ex-KOYN buddies Hal Thomas and Del Cody there. Bill Drilling, station manager of KOYN, reports: "We really dislike losing Lonnie . . . he's got to be the top country deejay in the Northwest. Fortunately, program director Monte Wallis just returned from six months' active duty in the Army and he'll take over the 5:30-10 a.m. slot here. . . . Lee Arnold, music director of country music station WJRZ in the New York area, is the latest deejay to become a recording artist. For Epic Records, most likely. He's due to cut the record in a week or so.

★ ★ ★

KWK in St. Louis is boasting a "brighter, more diversified music" sound, says general manager Donald E. Hamel. As part of the change, the duo deejay team of Jack and Jerry is moving from wake-up to 7-11:30 p.m. in a music and conversation type of show. Carson Rennie is coming from another St. Louis station to fill the 6-10 a.m. slot.

★ ★ ★

Tom Campbell of WONE, Dayton, has resigned as music director to devote more time to his production company—the Tom Campbell Productions. He's keeping his 7 p.m.-midnight show on the Hot 100 station. Dave Dayton is the new music director. . . . Neil E. Derrough is new manager of KCBS, San Francisco, replacing resigned Jules Dundes. Derrough had been general sales manager of WEEI, Boston. Both are talk-formated. . . . Buddy Holiday of KTHT, Houston, reports that he's now program di-

Vox Jox

By CLAUDE HALL

rector, replacing Bob Kelly, who recently went to KOY in Phoenix as operations manager. Holiday is keeping his morning show featuring Chinese weatherman Usual Lee Wong.

★ ★ ★

Daniel P. Mitchell, executive vice-president and general manager of KEZY, in Anaheim, Calif., announced the station is now on a 24-hour basis. Added to the programming is "The Red Benson Show" from midnight to 6 a.m. featuring jazz and Easy Listening records.

★ ★ ★

Alfred H. Kirchofer, president of WBEN, Buffalo, N. Y., has retired; he'd been head of the station since 1930 and head of WBEN-FM since it went on the air in 1946 and WBEN-TV since it went on the air in 1948. Mrs. Edward H. Butler, vice-president, WGAR's Bill Collins and Ted Hallaman have switched slots; Collins is now 3-6 p.m., Hallaman 12:10-3 p.m. at the Cleveland station. Weekend man now at WGAR is Bob Parkinson of WJAN-TV, Canton.

★ ★ ★

George Nicholaw is new general manager of KNX, Los Angeles; he had been director of special projects for CBS Radio division. . . . Chuck Gordon, formerly an announcer with WIBF-TV, Philadelphia, is the new program director of WCAM. Would you believe he has a law degree from Rutgers. . . . Tom Cuevas, announcer at WTOK-TV, Meridian, Miss., would like everybody to know he's now with WLOX-TV, Biloxi, Miss. . . . Bill Nesbit, emcee of WWSW's "970 Club" all-night show, is also the same voice now sending Pittsburgh train passengers on their way; his voice is used to announce train schedules in the Pennsylvania railway station.

Hugh Boice Jr., general manager of the former WJPB, Green Bay, Wis., has changed the station's call letters to WNFL, which, Boice says, stands for "no finer listening," but just coincidentally the station has been carrying the Packer football games since 1947.

Dave Robinson, afternoon drive-time deejay with KMBZ, Kansas City, Mo., believes in the selling power of his station; he just wrote and produced a series of 10-second spots scheduled for a month's run on the station. Product: His wife. Singer Kay Dennis.

★ ★ ★

Chuck Sherman has moved to WIZS, Anderson, N. C., and replacing him at WRMT, a sister station in Rocky Mount, N. C., is Tim Robinson. . . . Radio station managers and friends presented retiring ABC vice-president Bob Coe a new car at a surprise cocktail party Sept. 14. Coe, who'd been in charge of station relations at ABC-TV, is now broadcast adviser at Ohio State University in Athens, Ohio.

★ ★ ★

Latest additions to the staff of KILT, Houston, include Rick Shaw, Jim Francis and Jim Carola. . . . Mel Love has joined KFMK-FM, Houston, as a deejay to host a show aimed at teens. The station concentrates on news and sports. . . . Johnny Goyen III, son of city councilman Johnny Goyen, is being heard Sunday morning on KILT, Houston. . . . Bob Lafitte, KBAT, San Antonio, has left the station.

★ ★ ★

Michael Heyworth of Point Richmond, Calif. is the winner of the KFRC "Sound of San Francisco" song writing contest. His tune will be in the next album by the Moby Grape, who judged the contest.

(Continued on page 47)

KRLA Revamps in Bowing New Season

LOS ANGELES — KRLA has taken a page from the TV networks and bowed its own "new season." Under the promotional umbrella are a complete disk jockey realignment, the addition of a new musical director, a concert promotions chief, and an expanded news concept.

Named as music director is Sue Cox, formerly a San Francisco radio programmer, who holds the post formerly main-

tained by Dick Moreland. Moreland is now in charge of concert promotions.

The DJ revampment is the work of Reb Foster, who recently returned to the station as its program director after a short stint in personal management.

With basically the same chart-inspired music format, including request calls, KRLN's KJ lineup is now built around Dave Bull, the morning man (he was formerly in the late afternoon spot), followed by Rhett Walker, 9-noon (from KOL, Seattle), who replaces Casey Kasem (now busy with film roles but remaining on the weekend staff), followed by Johnny Hayes, noon-3 p.m.; Foster, 3-6; Bob Dayton (former deejay at WABC, New York), 6-9; Jim Wood (formerly with KGfJ, Los Angeles), 9-midnight, and Bill Slater, midnight-6 a.m.

Departing the Pasadena-based rocker are Charlie O'Donnell, Dick Biondi and Pat Moore. O'Donnell is in TV announcing. Biondi's plans are uncertain; he had come west two and a half years ago. Moore had held the night owl shift for one year, replacing Slater who had gone into the station's production department. KRLA has reduced its music programming 15 minutes on the hour to accommodate a new quarter-hour block of news on the hour.



ROBERT KNIGHT, RISING SONS recording artist, discusses his new single, "Everlasting Love," with Buzz Cason, left, co-producer of the record; Dick Buckley, WKDA Radio in Nashville, and Mike Sheppard, right, national promotion director for Monument Records, which handles the Rising Sons label.

THOROUGHLY MODERN MILLS

- LOVERS OF THE WORLD UNITE
The Vogues(MGM)
- THIS TIME LONG AGO
Guess Who(Fontana)
- I CAN'T BELIEVE THAT YOU'RE IN LOVE WITH ME
Virginia Wolves(ABC)
- SERENATA
Joe Harnell(Columbia)
- WHEN YOUR OLD WEDDING RING WAS NEW
De Angelis Singers(ABC)
Jimmy Roselli(UA LP)
- STAR DUST
Mel Carter(Liberty)
- HOW LONG
Bill Smith(Talmu)
- FRENTE A PALACIO
AL Caiola(UA LP)
- ROCK-A-BYE YOUR BABY
Judy Garland(ABC LP)
- WHEN BANANA SKINS ARE FALLING
Tony Randall(Mercury LP)
- YOU'VE GOT YOUR TROUBLES
Jamie & J. Silvia Singers(ABC LP)
Peter & Gordon(Capitol LP)
Mort Lindsey(Dot LP)

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From The Music Capitals of the World

AMSTERDAM

Rog Whittaker (Columbia), star member of the successful British team in the Knokke European Song Cup in July, is currently making a big impact in Holland with two records in the Top 10—"Mexican Whistler" and "I Were a Rich Man." This month Whittaker played a sellout concert at the De Doelen concert hall, Rotterdam, organized by International Artists of Amsterdam. . . . John Mayal and the Bluesbreakers will make a seven-day tour through Holland starting Nov. 2. The group will also be filmed for a TV show. The group's latest single for Decca, "Crusade," will be released in October. Decca sent miniature bottles of gin to disk jockeys and pop columnist to publicize "Gin House Blues" by the Amen Corner (Deram). . . . Phonogram has released an LP by Wally Tax, the lead singer with the Outsiders (Relax), who signed for Philips last year. The album is selling well in Holland and Belgium and a single from the LP, "Let's Forget What I Said" this week entered the Dutch Top 20.

The British group, Traffic, taped a show for Avro-TV on Sept. 13. . . . American singer Louis Williams won first prize at the 14th International Song Contest at Den Bosch after making a big impression with his interpretation of Schubert's "The Erl King." . . . The Dutch group De Heikrekels (Telstar) received a second gold disk for topping 100,000 sales with "Jui Bent Voor Mij Alleen." . . . Dureco has released a second Video LP of Raymond Guiot's "Handel With Care" on the Omega label. . . . Lou Rawls will do a TV show next month for local Dutch TV and Bovema will release a new Rawls album "Too Much" to coincide with the date. . . . Bovema has acquired distribution rights in Holland for the Barclay, Erato, Saba and Blue Note labels. Special introductory albums, window displays, leaflets and press material have been sent to dealers and the trade press. . . . The Small Faces, Jeff Beck and Keith West appeared in the Dutch TV show "Moef Ga Ga" together with the Dutch group the Cats. . . . Capitol's Bob Klein had talks with Bovema's Roel Kruijze about the promotion of new Capitol recordings on the Dutch market.

Donovan (Epic), whose "There Is a Mountain" has entered the Top 40, starred in the international Boutique Gala in Amsterdam. . . . Artone is undertaking special promotion for the first United Artists release by the Fortunes, "The Idol," which is making a heavy sales impact in Holland and Belgium. . . . CHS Holland put out special material to remind dealers of its Stravinsky repertoire to tie in with the first Igor Stravinsky program, with Pierre Boulez and Robert Craft on NCRV-TV held on Sept. 6. . . . Ariola artists Rudolf Schock, Robert Stolz and Margit Schramm gave concerts in Amsterdam, the Hague Rotterdam and Antwerp (Belgium). . . . Negram Delta sent "flower power" folders to press and radio men to promote the Elektra group, the Doors, whose "Light My Fire" entered the Dutch Top 20. Negram is negotiating to bring the group to Holland and TV appearances.

BEN HAGEMAN

ANTWERP

Ariola artists Margit Schramm, Rudolf Schock and Robert Stolz attended a reception in the Hotel Century, Antwerp, Sept. 15 to inaugurate the distribution of Ariola, Eurodisc and Baccarola product in Belgium by Disques Barclay.

BARCELONA

EMI has appointed Philip N. Brodie as managing director of the Compania del Gramofono-Odeon S.A.E. Brodie was formerly in Ar-

gentina and now takes over the post left vacant when George C. Alexander was transferred from Barcelona to head up the EMI Organization in Milan. Ren Maget has been appointed chief executive of the Compania del Gramofono Odeon and Luis Sagi Vela takes over as the company's representative in Madrid.

The company has just begun work on the construction of a new record factory on the outskirts of Barcelona, near the airport. The factory is expected to be in production within 18 months. . . . An award for the best record of original Catalan songs was made to Juan Manuel Serrat during the Gan Premi del Disc Caala Festival at Llet de Mar on the Costa Brava. A prize for the best recording of a song translated into the Catalan language went to Nuria Feliu.

Dionne Warwick (Scepter-Vergara) scored at the Cap Sal Hotel on the Costa Brava when she appeared in a special gala night show. To coincide with her appearances at the hotel and on Spanish TV, Vergara released the single recording of "Alfie" b-w "Go With Love." . . . "Vuelvo a Menorca," by J. Garcia and Rosario Vilanova, won first prize in the Menorca Song Festival. Second prize went to "Quisiera Alcanzarte Menorca," by A. Claramunt and Jose Sola. . . . Italian singers Niki Orletta Berti, Gianni Pettenati and Little Tony will represent their country in the Ninth Mediterranean Song Festival here.

WERNER H. SCHEURING

BERLIN

Current Hansa Production best sellers are Manuela's "Monsieur Dupont" (Telefunken), Drafti Deutscher's "Old, Old Germany" (Decca), and Nini Rosso's "La Campanella" (Hansa). Manuela's disk has passed the 100,000 sales mark, reports Hansa's Hans Blume. . . . "My World of Songs," the LP by Elisa Gabbai (Hansa), is becoming a big international success. . . . Hansa chief Peter Meisel reports great success with the Trousdale catalog, with Scott McKenzie's "San Francisco" currently the top seller in Germany. . . . Udo Jurgens (Ariola) began his German tour here Monday (18) after recording a new album, "Udo Jurgens was ich Dir sagen will." . . . Adamo (Electrola) begins his German tour in Berlin on Dec. 3. Meanwhile Montana Verlag reports brk sales of sheet music of Adamo songs. . . . Al Martino (Electrola) scored a big success with his Berlin TV appearance and dealers sold out of his singles. . . . James Brown (Polydor) gave a one-hour show in the Sport-Palace.

BRUSSELS

CBS Artone is doing extensive promotion here on the new Fortunes record, "The Idol," which is making a big impact. . . . Ardmore & Beechwood has acquired world right of the works of Eric Vlon, who has recorded his first single for HMV, featuring "Ballade a Josiane" b.w. "Une Poigree de Neige." The disk is getting big radio exposure. . . . The first Antwerp Jazz Festival, Sept. 1-2, featured American jazzmen Nathan Davis, Jon Eardley, Jimmy Woode, Al Jones and Ben Webster, plus the Fats Sadi Quartet, the Gunther Hampel group and the Pim Jacobs Trio with Rita Reys. . . . Ardmore & Beechwood has acquired Belgian rights to "Ma Petite Chanson," by Marc Aryan, "Pars" and "Jericho," by Dick Rivers and "La Mer est Paresseuse," by Patricia. MIKE HENNESSEY

CARACAS

Marco Antonio Muniz and Armando Manzanero, both RCA artists, flew from Mexico City Saturday (23) to do a benefit for the earthquake's victims. . . . Semi-retired Cuban singer Emilita Dago

returned from Chile to cut an LP for Discomoda. Emilita will probably stay for a few months reinforcing the singing staff of Orchestra Los Melodicos. Folksinger Angel C. Loyola (Discomoda) has a new album out.

Records are considered so important as eye-catching items for consumers that Sears, Roebuck stores recently promoted a special three-day sales offer where LP's were sold at two-thirds their regular price (which is \$3.11). . . . Favedica will soon release an album by Bill Cosby (Warner Bros.), hero of TV series "I Spy." . . . Channel 4 has signed La Lupe (Tico) and Carlos Almenar Otero (Polydor) for appearances at the end of this month. . . . Stanley Steinhaus, international division manager of Favedica, is preparing a special album that will include Pet Clark's "The Cat in the Window" and "Don't Sleep in the Subway" coupled with her biggest hits.

Venezuelian singer Cherry Navarro (Polydor) set his course for Europe once again. Siemens will distribute his LP recorded in Italy containing such songs as "Alelu," "Ole" and "Post-War." . . . Venezuelan TV personality Alfredo Ledezma, who has had his own weekly musical show on Channel 2 for the past year and a half, will settle in New York, where he has been offered a space in Channel 47. . . . Richie Ray's music is still coming in strong in all radio stations. The same can be said about Mexican composer-singer Armando Manzanero, whose smashing songs have established him as the best composer to appear in the Latin scene since Palito Ortega.

Puerto Rican impresario Alfred D. Herger is in town to sign Argentine's new singing sensation, Yaco Monti, and negotiate a contract with a local distributor for his label "Hit Parade" (which he owns with Paquito Cordero). Herger announced here that two of his artists Lucisita and Chucho Avelanet will represent Puerto Rico in the First Festival of the Latin Song in the World that will take place April 3-7 in Buenos Aires, Argentina. At the same time, Jesus Guevara, his local representative, announced that two of their artists, the female quartet known as the Caribelles and baladist Papo Roman will soon arrive for personal appearances. . . . El Palacio de la Musica has acquired distribution of Golden Records (filial label of Amibell-Mala). Golden will come out as Dorado. First releases will include an LP by Cuban singer Carmen Della Dipini backed by Leroy Homes, whose arrangements for Tito Rodriguez and Chucho Avelanet established his name in the Latin American scene.

ELEAZAR LOPEZ

CHICAGO

Mel Torme talked about how he wrote "Stranger in Town" on the WTTW program, "Chicago Festival" last week. . . . John Sommers is producer. . . . The New Colony Six were welcomed in at Mercury last week, and the firm has resigned the Robbs. . . . One of Chicago's Southside teen-age gangs, the Blackstone Rangers, had 30 members at Universal Recording Corp. studios last week doing a dozen sides for an album to be released on Atlantic. . . . Tom Dowd, Atlantic's chief engineer, handled the session. . . . The Hudson Bay Co. has cut its first side since joining Dunwich Productions. . . . Spanky and Our Gang stopped by Universal to do a series of radio spots for Country Club Malt Liquor. The spots will hit early in 1968. . . . Smash's Gary and the Hornets will do their next session in Nashville under Jerry Kennedy. . . . John Callaway, new program director at WBBM, has a news background. There's likely to be even less music out of that talk shop. . . . Chicago's American reporter Jeff Lyon (son of Trib columnist Herb) sat in with Tommy James and the Shondells at Cheetah to "experience" a story he's preparing for the paper's weekend magazine. . . . Manager Buddy Fox reports that 15,000 turned out over the weekend to hear Baby Huey and TJ&TS. . . . William (Sandy) Johnson has established his own production company and reports he's signed a production deal with Mercury involving artist Renaldo Domino. . . . Manny Paul has been appointed vice-president of

Fred A. Niles Communications Centers, Inc. . . . The B. G. Ramblers have been building a following at the Pussycat on Rush Street. . . . We're getting a lot of gripes about a young record company here and its young chief executive. These complaints are coming in from several sources, and one lawsuit has been filed to date. . . . The Cryan' Shames, who sold 75,000 of "It Could Be We're In Love" in Chicago, were warmly received at the Cheetah by hometown fans Sept. 17. . . . Neil Diamond was at the Cheetah Sept. 15-16. . . . Carmen McRae opens at Mister Kelly's Oct. 2. . . . WLS' Clark Weber has received a special award from TV Radio Mirror for "outstanding programming." . . . The Serendipity Singers taped some TV spots for Schoenling Beer at the WGN studios last week. . . . The Chess Producing Corp. distributor road show passed through town this past weekend. . . . The Kingsmen will be at Northwestern University Oct. 20. . . . Calvin Carter was at Universal a few days ago to cut the Players for Liberty. Release on Imperial is likely. . . . Bill Sheppard, who has a hit with the Esquires, was at Universal last week to cut Shirley Wahls, former lead singer with the Argos. . . . Herb Lance, former Atlanta disk jockey, has been named to a promotional post with Chess. . . . Some of the distributor executives at the Chess meeting in New Orleans were Howard Allison, Southern Record Distributors, Nashville; Phil Goldberg, Bertos Sales Corp., Charlotte; J. D. Copley, Victor Dolezal, Pat Quinn and Gerald Bates, United Distributors, Houston; Ed Walker, Al Fontz, Bob Spendlove, Gene Burley and Len Samuel, Delta Record Distributors, New Orleans; Ewell Roussel, Delta Record Distributors, Memphis and Dave Benjamin, Tone Distributors, Miami. . . . Carl Davis, who handled another session for Jackie Wilson and Brunswick at Universal on Sept. 15-18, also has initial singles in the can for Marvin Smith and Billy Butler. . . . Vocalists Pat Hollis and Howard Beder have been entertaining in the Penthouse at Playboy.

RAY BRACK

DUBLIN

We 4, one of the country's most highly rated folk units, is back in town after a season in cabarets in Killarney. In the next few weeks they'll be doing promotion work to tie in with a campaign on their second HMV single, "Pretty Flowers," launched by EMI (Ireland) Ltd.'s Anthea Joseph. Song was recorded in London and penned by Jean Lincon and singer Kenny Lynch, whose "Movin' Away" (HMV) is getting good reaction. . . . It's possible that Beach Boy Bruce Johnston will produce a disk for Ballymena's Freshmen, who were on the American group's bill in Ireland earlier this year. . . . King Records, who recently set up an Irish office, are expected to co-sponsor two radio Eireann shows a week with Musical Gazette, a Longford-based monthly that started two years ago.

Local entrepreneur Tom Costello changes name of his Pye-distributed Checker label to Target shortly. While Checker, although successful, never had a logo of its own, Target will. . . . A song on Johnny McEvoy's best-selling LP, "The Shores of Amerikay," has been covered by the Broadriders (Pye) and Dermot Hegarty (King). . . . Tom Dunphy, who was the first showband singer to issue a single, will make a country and western album for King. The Royal Showband singer is currently promoting his first single on the label, "Look Into My Teardrops." KEN STEWART

HAMBURG

After recording two albums of international folk songs, Belina (Polydor) and Siegfried Behrend (DGG) will be touring West Germany, Switzerland and Austria from November to May. . . . Survey here reveals that 73 per cent of German teen-agers buy records. . . . The Monkees (RCA) are starring in a TV film, "The Monkees and the Princess." . . . Philips released the album "Barbara Sings Barbara." . . . Composer Les Reed, lyricist Barry Mason and Bert Corri of Francis, Day, London,

visited the Hamburg office of Francis, Day and discussed with Klaus Teubig plans to bring Englebert Humperdinck (Decca) to Germany. Humperdinck will do a Radio Luxembourg show in Essen on Oct. 7.

Arranger-composer Claus Ogermann visited Hamburg for talks with DGG director Heinz Voigt. . . . Electrola concert artists Dietrich Fischer-Dieskau, the Hungarian Quartet, Bruno Leonardo Gelber and Nathan Milstein will tour Germany. . . . Roy Black (Polydor) is to be awarded the Radio Luxembourg Golden Lion for 1967. Mireille Mathieu (Barclay) and Adamo (Electrola) will each receive the Silver Lion and Englebert Humperdinck the Bronze Lion. . . . SABA-Schallplatten of Villingen is to tie up with the magazine Das Kunstwerk to produce a special jazz album.

WOLFGANG SPAHR

HELSINKI

Music Fazer has released a new album of the works of Sibelius on the Rytmi label. On the same label the company has released an LP of the hits of Eino Gron. . . . Annikki Tahti, the former Scandia artist who collected two golden records, has returned to the record scene with a new release, "Tule Hiljaa," on the CBS label. . . . Gene Pitney (CBS) has scored his first hit in Finland with the Italian song "Nessuno Mi Puo Giudicare." A Finnish version of this song, "Erehdyin Kerran," by Seppo Hanski (Decca) is also making good progress. . . . The Finnish beat group the First (CBS) has recorded a Finnish version of the Italian song "Cuore Matto" under the title, "Meni Hermot." . . . Martti Koskimo (Polydor) has recorded his Swedish hit "Malaika." . . . Former Olympic gold medalist Tapio Rautavaara, now one of Philips' top artists, has followed up "Vangin Laulu," which is currently in the top five, with "Saimaan Kanavalla." . . . Eli Tabur has recorded a selection of Estonian folk songs for Philips. . . . Martti Innanen (Safir), who topped the hit parade for several months with "Elsa," has recorded "A Night in Turenki" as the follow-up.

Sandie Shaw (Pye), recently in the Finnish Top 10 with "Puppet on a String," will make a concert appearance in Helsinki on Oct. 14 in aid of UNICEF. The show will also feature Marlon Brando and many top Finnish stars and will be televised by the Finnish TV network. . . . Robin (Philips) has recorded a Finnish cover version of the Beatles' song "When I'm 64" —"Kaupungin harmain mies." Other current versions of recent British hits include "Ha Ha Said the Clown" ("Oh Sanoi Han Pa") by Fredi (Philips) and "A Whiter Shade of Pale" ("Merisairaat kasvot") by the Topmost (Columbia). . . . The Swedish hit "I'm Coming Out" has been recorded for Scandia by Ringa ja Kaksoiset under the title "Kun Lahden Pois." . . . New singing discovery here is four-year-old Katri who writes her own songs and has made several TV appearances.

The Finnish contribution for the Second International Festival of Traditional Music in Dublin at the end of this month will be "The Better Waltz of Konsta." . . . Swedish singer Zarah Leander visited Finland to give concerts at the Linnanmaki amusement park. . . . Top selling singles in Finland are "Itatuullen Viesti," by Aika-Miehiet (Finlandia); "Erehdyin Kerran" (Nessuno mi puo Giudicare), by Seppo Hanski (Decca); "Elsa," by Martti Innanen (Safir); "A Whiter Shade of Pale," by the Procul Harum (Deram); "Vangin Laulu," by Tapio Rautavaara (Philips), and "All You Need Is Love," by the Beatles (Parlophone).

The Hollies played a sellout concert in Helsinki. . . . Organizers of the first Savonlinna Opera Festival, which featured among other works "Fidelio," with the Finnish tenor Kim Borg, reported a financial loss. . . . Accordion star John Molinari visited Helsinki for TV appearances. . . . Katri Helena (Top Voice, PSO) who represented Finland at MIDEM in Cannes and was awarded a golden disk for the sale of "Puhelinlangat laulaa" is back on the Finnish charts with "Katupokien Laulu." (Continued on page 61)

PERSONALITY PROFILE

WAAT's Murray: Switch Clicks

TRENTON, N. J.—A country music fan, Leonard Murray disliked switching WAAT back to a pop music format. He'd been brought to the station to set it up as a country music operation. That was in March 1966. In April 1967, he gave up country music as a bad scene and switched the 5,000-watt

daytime station to a Hot 100 format.

Successfully. The station has zoomed up in ratings.

But the country music world should take careful note of the reasons why WAAT switched from country music—one of the few who failed to make a go of it.

Country music artists were unco-operative. They failed to appear for live shows. They refused curtain calls even for a standing ovation. Though country artists were appearing at the Frontier Room, few even telephoned the radio station. They never invited radio station personnel to their affairs. "They couldn't even remember our names," said Murray. "Most were very insulting, with the exception of a few like Sonny James and Warner Mack. Some artists refused to pose for publicity pictures or sign autographs for fans. When George Jones and Red Foley didn't show up for a performance, I was booed for the first time in my life by the audience."

Record companies wouldn't send us any records . . . they wouldn't even answer the station's mail.

Response to country music in the area on radio was weak. The station was last in Pulse.

Murray came to WAAT from WEZE, the Ernie Tannen station in Chester, Pa., which programs country music. Previous to that, he'd been an assistant sales manager at a Philadelphia radio electric service.

Before that, he'd been in charge of music and production at WIBT in Philadelphia and was responsible for being the first pop station to play Johnny Horton's "Battle of New Orleans." Horton flew into Philadelphia to thank him.

Then and now, Murray never hesitated to play a country record he believed in. These, while at WIBG, included "Soldier's Joy," Webb Pierce's "I Ain't Never," Hank Snow's "Lost in Miller's Cave," "Waterloo" by Stonewall Jackson, and "Ten Thousand Drums" by Carl Smith.

After college, Murray attended Midwestern Broadcast School in Chicago. He started his radio career at KDRO in Sedalia, Mo., in 1958. "I was there about 10 months and, during that time, got to know Tod Storz. I was never ashamed to ask questions and I guess Storz liked that. When there was an opening at WIBG for a production man, I got the job and took over music and production and helped tighten the format. The station had been No. 1, but it was soon No. 1 around the clock."



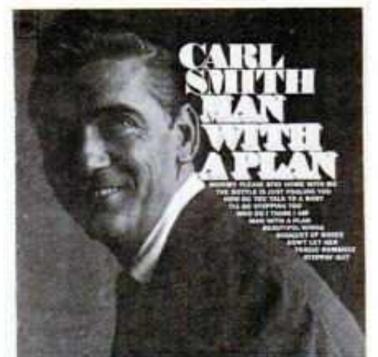
LYNN ANDERSON, WHO has just joined the Lawrence Welk TV show as a regular performer, visits with Bill Williams, one of the personalities of KBBQ in Burbank, Calif., which just recently switched to a country music format. The KBBQ staff honored Miss Anderson at a luncheon.

Evans Bows TV Show on KPAZ

PHOENIX — Tony Evans, a veteran rock 'n' roll deejay, bowed a new late night show on KPAZ-TV, a UHF channel here. Evans said the show is patterned after the NBC "Tonight" show, but aimed toward the 15-35 age group. "I will be featuring a lot of film and videotape of performances of recording artists and need all I can get hold of," he said. Evans also produces the show.

WOPA-FM Moves

CHICAGO — WOPA-FM, 100,000-watt station here, has expanded an experimental program in psychedelic albums to three hours Sunday nights. Show was two hours. Host is John M. (Scorpio), merchandise manager of the Record department of Polk Bros., a leading Chicago and Melrose Park retail appliance outlet. Al Michel is manager of WOPA-FM.



One of America's leading Country and Western recording stars has added another single to his long list of top tunes. "Deep Water" (Columbia 44233) by Carl Smith should enjoy rapid popularity.

Its poignant melody presented in Carl's sensitive style is an memorable experience. Carl Smith has come a long way from Maynardville, Tennessee, and the guitar he chooses to accompany him is a Gibson—first choice of professional musicians.

(Advertisement)

when answering ads . . .

Say You Saw It in Billboard

SEPTEMBER, 30, 1967, BILLBOARD

Yesteryear's Hits

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

POP SINGLES—5 Years Ago September 29, 1962

1. Sherry—Four Seasons (Vee Jay)
2. Ramblin' Rose—Nat King Cole (Capitol)
3. Green Onions—Booker T. & the M. G.'s (Stax)
4. Monster Mash—Bobby (Boris) Pickett and the Crypt Kickers (Garpax)
5. Sheila—Tommy Roe (ABC-Paramount)
6. Let's Dance—Chris Montez (Monogram)
7. Alley Cat—Bent Fabric (Atco)
8. Patches—Dickie Lee (Smash)
9. You Belong to Me—Duprees (Coed)
10. Teen Age Idol—Rick Nelson (Imperial)

POP SINGLES—10 Years Ago September 30, 1957

1. Honeycomb—Jimmie Rodgers
2. Tammy—Debbie Reynolds (Coral)
3. That'll Be the Day—Crickets (Brunswick)
4. Diana—Paul Anka (ABC-Paramount)
5. Whole Lotta Shakin' Goin' On—Jerry Lee Lewis (Sun)
6. Chances Are—Johnny Mathis (Columbia)
7. Mr. Lee—Bobbettes (Atlantic)
8. Teddy Bear/Loving You—Elvis Presley (RCA Victor)
9. Rainbow—Russ Hamilton (Kapp)
10. Happy, Happy Birthday, Baby—Tune Weavers (Checker)

R&B SINGLES—5 Years Ago September 29, 1962

1. Green Onions—Booker T. & the M. G.'s (Stax)
2. You Beat Me to the Punch—Mary Wells (Motown)
3. Sherry—Four Seasons (Vee Jay)
4. Do You Love Me—Contours (Gordy)
5. Lie to Me—Brook Benton (Mercury)
6. Loco-Motion—Little Eva (Dimension)
7. Sheila—Tommy Roe (ABC-Paramount)
8. Ramblin' Rose—Nat King Cole (Capitol)
9. Bring It on Home to Me—Sam Cooke (RCA Victor)
10. Twist and Shout—Isley Brothers (Wand)

POP LP'S—5 Years Ago September 29, 1962

1. West Side Story—Soundtrack (Columbia)
2. Modern Sounds in Country & Western Music—Ray Charles (ABC-Paramount)
3. Peter, Paul & Mary—(Warner Bros.)
4. The Music Man—Soundtrack (Warner Bros.)
5. The Stripper & Other Fun Songs for the Family—David Rose & Ork (MGM)
6. Roses Are Red—Bobby Vinton (Epic)
7. Ray Charles Greatest Hits—(ABC-Paramount)
8. Pot Luck—Elvis Presley (RCA Victor)
9. Something Special—Kingston Trio (Capitol)
10. Hatari!—Henry Mancini (RCA Victor)

Jazz Beat

By ELIOT TIEGEL

Two years ago the John Handy Quintet rocked the Monterey Jazz Festival, and Columbia's John Hammond signed the group. Their subsequent albums have been good national sellers principally because the manufacturer has the machinery to turn artistry into profits.

That this is not always the case was poignantly made clear a few weeks ago when a package from the tiny Berkeley, Calif., blues booster, Arhoolie Records, brought fourth two new LP releases: "The Jerry Hahn Quintet" and "Big Mama Thornton and the Chicago Blues Band."

Guitarist Hahn and violinist Mike White (formerly known as Michael) were with Handy when he made his prestigious debut at Monterey. To a great degree, Handy's success was predicated on the interplay and unison work of White's blazing violin and Hahn's sizzling guitar. Now these two, augmented by tenor saxophonist Noel Jekes, bassist Ron McClure and drummer Jack DeJohnette (both of whom are associated with Charles Lloyd) have teamed for the debut of the Jerry Hahn Quintet on Arhoolie's new "contemporary music" subsidiary, Changes Records.

The LP is extremely adventurous repertoire-wise and maintains a high caliber of performance artistry. But it will probably never attain the success of the John Handy packages because Arhoolie lacks the distribution, sales and promotional strength which keep major labels major forces in whatever fields of music they choose to concentrate.

The new Hahn LP is a prime example of how jazz and the outside spirits—or influence—are fusing. Of the five cuts, two are Indian inspired, with Hahn skillfully creating a sitar sound, eerie but beautiful, which should catch the attention of jazz disk jockeys. "Ara-Be-In" is a sitarish ensemble piece; "Ragahantar" is a haunting

(Continued on page 47)



MIKE RIVERS, air personality with CKLW, chats with Diana Ross of Motown Records during a three-week presentation of the Hot 100 format station spotlighting records by hometown Detroit artists—namely Motown Records artists. Special jingle by Johnny Mann introduced each Motown record, and the station gave away copies of an album featuring 16 Motown hits.

HOT!
HOT!
HOT!

NINA SIMONE

NINA SIMONE

NINA SIMONE

[YOU'LL]

GO TO HELL'

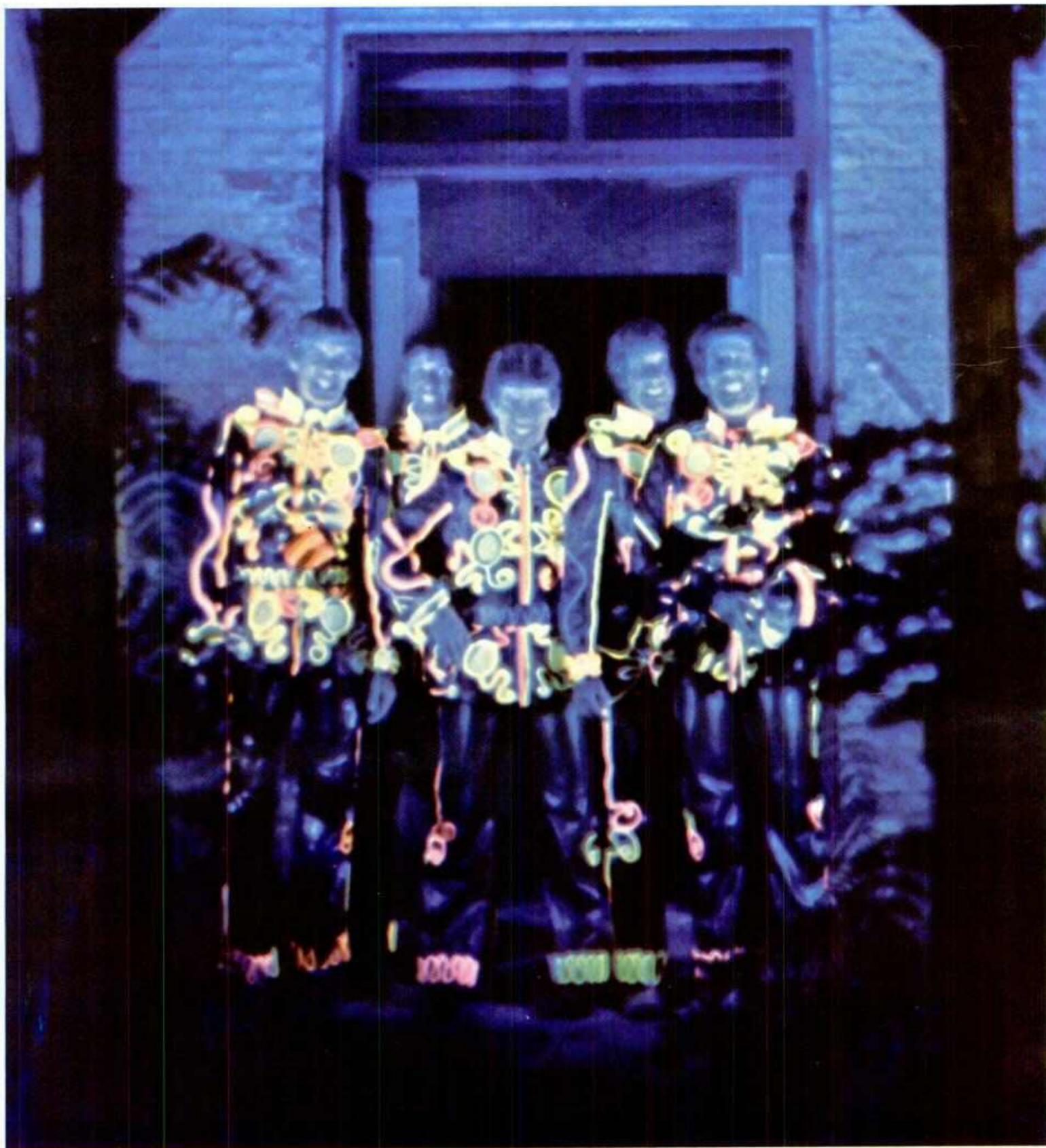
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Blues Magoos**

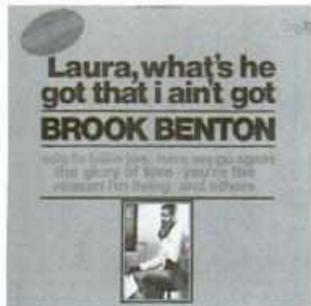
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Produced by Bob Wyld & Art Polhemus For
Longhair Productions



Album Reviews

Continued From Back Cover



POP SPOTLIGHT
LAURA (What's He Got That I Ain't Got)
 Brook Benton. Reprise 6268 (M); RS 6268 (S)

With one of the successful single versions of "Laura, What's He Got That I Ain't Got" leading off, Benton's first Reprise LP has a series of unique interpretations including a combination of "I Left My Heart in San Francisco" and "San Francisco (Be Sure to Wear Some Flowers in Your Hair)." Other gems are "The Glory of Love," "Ode to Billy Joe" and "This Is Worth Fighting For."



POP SPOTLIGHT
HP V. LOVECRAFT
 Philips PHM 200-252 (M); PHS 200-252 (S)

This new young group is in today's bag with an imaginative group of numbers that could capaput them to the fore. Variety is one of the keynotes. "The White Ship," the longest cut, is straightforward, yet relentless. "Country Boy & Bleeker Street" and "The Drifter" are other top selections in close to folk rock.



CLASSICAL SPOTLIGHT
MOZART: IL RE PASTORE
 Various Artists. Orchestra of Naples (Vaughan). RCA Victor Red Seal LSC 7049 (S)

This first stereo pressing of Mozart's pastoral opera exudes charm and style under the masterful direction of Denis Vaughan. The five principals, an all-star quintet, all are admirable: sopranos Lucia Popp, Reri Grist and Ariene Saunders, and tenors Luigi Alva and Nicola Monti.



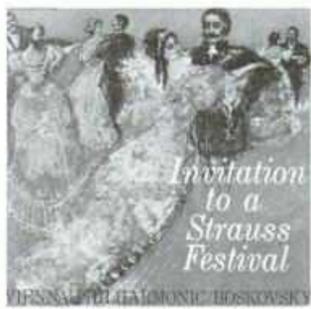
CLASSICAL SPOTLIGHT
BRUCKNER: SYMPHONIE NO. 3
 Sinfonie Orchester Des Bayerischen Rundfunks (Jochum). DGG 139133 (S)

Eugen Jochum continues his magnificent Bruckner symphonic cycle with another outstanding performance as he conducts his Bavarian Radio Orchestra in the "Symphony No. 3." The contrast-filled work is given an effective dramatic reading, especially in the finale.



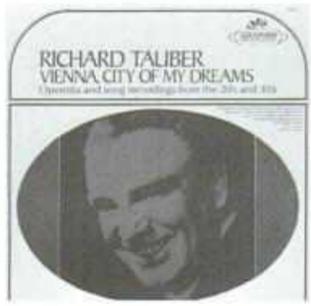
CLASSICAL SPOTLIGHT
BEETHOVEN: VIOLIN CONCERTO
 Ferras / Berlin Philharmonic. DGG 139021 (S)

Herbert von Karajan conducts brilliantly, and Christian Ferras plays with rare sensitivity. This ranks among the better recordings of Beethoven's "Violin Concerto," and it captures the elegance of the work.



CLASSICAL SPOTLIGHT
INVITATION TO A STRAUSS FESTIVAL (3 LP's)
 Vienna Philharmonic (Boskovsky). London CSA 2307 (S)

Willi Boskovsky, as fine a Strauss conductor as there is anywhere today, is presented with the superb Vienna Philharmonic in a collection of top pieces by the Strauss family. The material, which is culled from other recordings, naturally centers on Johann Strauss Jr., but his father and brothers are amply represented. Among the bon bons is Eduard Strauss' "Bahn Frei Polka."



LOW PRICE CLASSICAL SPOTLIGHT
VIENNA, CITY OF MY DREAMS
 Richard Tauber. Seraphim 60051 (M)

Tauber's robust readings of recordings such as his famous "Yours Is My Heart Alone" and "Vienna, City of My Dreams" make for fine listening in this album of songs of the 1920's and '30's. A good buy at any price, but a bargain at budget prices.



LOW PRICE CLASSICAL SPOTLIGHT
SUBOTNICK: SILVER APPLES OF THE MOON
 Electronic Music Synthesizer. Nonesuch H-71174 (S)

This premiere pressing was composed by Subotnick specifically for this recording rather than concert performance under a commission from Nonesuch and it looks like the money was spent wisely. The two-part work (one for each side) is rich at times and spare at others, but never without interest.

NEW ACTION ALBUMS

★ NATIONAL BREAKOUTS

DIANA ROSS & THE SUPREMES GREATEST HITS . . .

Motown M 2-663 (M); MS 2-663 (S)
 (678-00663-3; 678-00663-5)

FOUR TOPS GREATEST HITS . . .

Motown M 662 (M); MS 662 (S)
 (678-00662-3; 678-00662-5)

★ 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.

A COLLECTION OF SIXTEEN ORIGINAL BIG HITS, VOL. 7 . . .

Various Artists, Motown M 661 (M); MS 661 (S)
 (678-00661-3; 678-00661-5)

MARTHA & THE VANDELLAS . . .

Gordy G 925 (M); GS 925 (S) (520-00925-3; 520-00925-5)

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

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

JR. WALKER & THE ALL STARS "LIVE" . . .

Soul S 705 (M); SS 705 (S) (721-00705-3; 721-00705-5)

MARVIN GAYE & TAMMI TERRELL UNITED . . .

Tamla T 277 (M); TS 277 (S) (855-00277-3; 855-00277-5)

BLAZE . . .

Herman's Hermits, MGM E 4478 (M); SE 4478 (S)
 (660-04478-3; 660-04478-5)

THE WORLD WE KNEW . . .

Bert Kaempfert, Decca DL 4925 (M); DL 74925 (S)
 (400-04925-3; 400-74925-5)

TURN THE WORLD AROUND . . .

Eddy Arnold, RCA Victor LPM 3869 (M); LSP 3869 (S)
 (775-03869-3; 775-03869-5)

COME BACK WHEN YOU GROW UP . . .

Bobby Vee, Liberty LRP 3534 (M); LST 7534 (S)
 (630-03534-3; 630-07534-5)

EVERYBODY NEEDS LOVE . . .

Gladys Knight & the Pips, Soul S 706 (M); SS 706 (S)
 (721-00726-3; 721-00706-5)

HAPPIEST MILLIONAIRE . . .

Soundtrack, Buena Vista DV 5001 (M); STER 5001 (S)
 (905-05001-3; 905-05001-5)

GONE WITH THE WIND . . .

Soundtrack, MGM IE-10 (M); SIE-10 (S)
 (660-00010-3; 660-00010-5)

XOCHIMILCO . . .

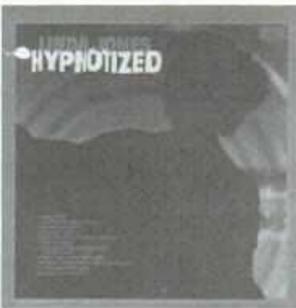
Peter Nero, RCA Victor LPM 3814 (M); LSP 3814 (S)
 (775-03814-3; 775-03814-5)

RESPECT . . .

Jimmy Smith, Verve V 8705 (M); V6-8705 (S)
 (895-08705-3; 895-68705-5)

H. P. LOVECRAFT . . .

Philips PHM 200-252 (M); 600-252 (S)
 (740-20252-3; 740-60252-5)



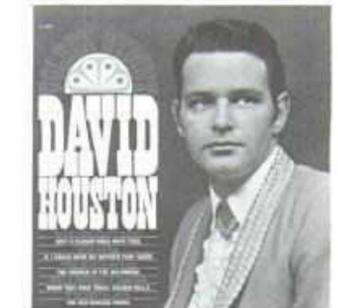
R&B SPOTLIGHT
HYPNOTIZED
 Linda Jones. Loma 5907 (M); LS 5907 (S)

This one should make strong pop inroads in addition to its obvious r&b appeal. Miss Jones has a trained voice, a mighty range and an abundance of soul. It all adds up to a powerful album, with a particularly effective title song—her hit—and a heart-wrenching "Give My Love a Try."



JAZZ SPOTLIGHT
LES McCANN LIVE AT BOHEMIAN CAVERNS—WASHINGTON, D. C.
 Limelight LM 82046 (M); LS 86046 (S)

Whether he rocks the piano with "The Shout," or plays a cool "Autumn Leaves," Les McCann is right at home. This "live" recording captures all the atmosphere and excitement of McCann's first-rate jazz. He scores on each number including his own "Colonel Rykkes's Southern Fried Chicken." Other numbers are "Goin' Out of My Head," "Nobody Else But Me" and "Back Home in Indiana."



RELIGIOUS SPOTLIGHT
GOLDEN HYMNS
 David Houston. Epic LN 24320 (M); BN 26320 (S)

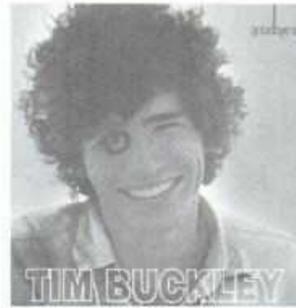
Houston hasn't missed yet, and this fine, inspirational grouping of hymns should also sell well. Houston delivers his readings with conviction. Hymns included in this standard collection are "What a Friend We Have in Jesus," "Just a Closer Walk With Thee," "In the Sweet Bye and Bye" and "The Old Rugged Cross," among others.

(Continued on page 45)



R&B SPOTLIGHT
LIVE!
 Jr. Walker and the All Stars. Soul SM 705 (M); SS 705 (S)

When there's a "Live!" designation on an LP, you can be sure that there's a lot of the group's most familiar and top work. It holds true here as Jr. Walker and his All Stars romp through the likes of "Road Runner," "Shotgun," "How Sweet It Is" and "Shake and the Fingerpop." They have the kind of vigor and vitality that pop spinners can go for too.



FOLK SPOTLIGHT
GOODBYE AND HELLO
 Tim Buckley. Elektra EKL 318 (M); EKS 7318 (S)

The 10 songs, all written by Buckley, deal with the writer's introspective view of himself and society. Much of it is moving. It's not in the traditional folk bag, and it has suggestions of Dylan. Cover art is arresting, and the gatefold packaging attractive.

SEE ALBUM REVIEWS ON BACK COVER

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.

Album Reviews

Continued from page 40



SPECIAL MERIT PICKS

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

SOUNDTRACK SPECIAL MERIT

YOUNG GIRLS OF ROCHEFORT

Original Soundtrack. Philips PCC 2-626 (S)

If the movie makes any sort of impact on the American public, this score could become one of the year's biggest. Superb, lively music—both vocal and instrumental—by Michel Legrand, composer of the "Umbrella of Cherbourg," make this a delightfully beautiful soundtrack operetta. The fact that it is sung in French only serves to enhance the music.

POP SPECIAL MERIT

OF CABBAGES AND KINGS

Chad Stuart and Jeremy Clyde. Columbia CL 2671 (M); CS 9471 (S)

Chad and Jeremy drift closer to folk in this album, which ranges from biting satire in "Rest in Peace" to "Family Way." Side 2 is entitled "The Progress Suite" and consists of five "movements," three of which are instrumental with instruments ranging from harpsichord to sitar. The "Progress" leads to destruction. This is one example of the duo's changing style.

POP SPECIAL MERIT

THE ORIGINAL SPINNERS

The Spinners. Motown 639 (M); S 639 (S)

Motown has come up with another good recording group in this quintet, who have toured with the Supremes and Marvin Gaye. The popular Motown beat is here, but with mellow blended voices. The 12 cuts all are top-notch, while the softer voice quality may extend the Spinners' appeal beyond the rock market. Leading numbers include "Truly Yours," "That's What Girls Are Made For," and "Sweet Thing."

POP SPECIAL MERIT

"DR. DOLITTLE"

Sammy Davis Jr. Reprise R 6264 (M); RS 6264 (S)

Another in the series of recordings of the "Doctor Dolittle" score has the versatile Sammy Davis Jr. do justice to all the songs. His interpretations of such numbers as "Talk to the Animals," "Beautiful Things," and "I Think I Like You" should do it.

POP SPECIAL MERIT

SATURDAY NIGHT AT THE WORLD

Dick Smothers. Mercury MG 21134 (M); SR 61134 (S)

The Smothers Brothers' top-rated CBS-TV show help Dick Smothers' solo album pick up good sales. Another point in its favor is his likeable ballad style. It is smooth and sincere and quite winning. The title song, "Smile," "I Know Why" and "What Now My Love" are some of the winning sides.

POP SPECIAL MERIT

NEW AND NOW!

Sue Raney. Imperial LP 9355 (M); LP 12355 (S)

Miss Raney has herself a groovy album here which makes for very pleasant listening. And with the proper exposure, she could start sparking attention. Miss Raney has a polished, easygoing, but very much alive delivery. Her rendition of "Groovin'" a gem and the other 10 numbers also sparkle.

POP SPECIAL MERIT

BREAKOUT

Lori Burton. Mercury MG 21136 (M); SR 61136 (S)

Lori Burton is a triple threat: writer, producer and artist. As an artist, she belts soul with the best, but also can sing tenderly as in her single "The Hurt Won't Go Away." All 10 cuts were written by Miss Burton and her co-producer Pam Sawyer. "There Is No Way to Stop Lovin' You" is a good driver, while "Only Your Love" is a belted ballad.

LOW PRICE COUNTRY SPECIAL MERIT

MY EARLY COUNTRY FAVORITES

Hank Snow. RCA Camden CAL 2160 (M); CAS 2160 (S)

Fans of Hank Snow, and collectors of country disks, will find this one fascinating. It is very early Hank Snow and clearly shows the influence of the late Jimmie Rodgers, whom Hank idolized. Tunes include "Sunny Side of the Mountain" and "Bluer Than Blue."

CLASSICAL SPECIAL MERIT

MOZART: KROENUNGSMESSE/EXSULTATE, JUBILATE/ET CARNATUS EST

Stader / Various Artists / Lamoureux Orch., Markevitch/Berlin Radio Symphony, Fricsay. DGG 136 511 (S)

Soprano Maria Stader's fine voice glows in the "Exsultate, Jubilate" and "Et Carnatus est," but the "Mass No. 14, KV 317" is an ensemble effort as she is joined by such top artists as alto Oralia Dominguez, tenor Ernst Haefliger and Michel Roux for a superb performance under Igor Markevitch's leadership. Ferenc Fricsay capably conducts the Berlin Radio Symphony in the other two pieces.

CLASSICAL SPECIAL MERIT

VERDI: QUATTRO PEZZI SACRI

Music Aeterna Chorus and Orch., Waldman. Decca DL 79429 (S)

This latest excellent pressing by the Musica Aeterna Chorus and Orchestra under Frederic Waldman's expert direction offers a moving treatment of Verdi's "Four Sacred Pieces." Choruses ring out in this fine collection.

JAZZ SPECIAL MERIT

DONE IT AGAIN

Johnny Lytle. Pacific Jazz PJ 10125 (M); ST 20125 (S)

Johnny Lytle's vibe work has gained solid favor among jazz buffs, and it should find followers in the pop field. Lytle's combo plays an easy listening, non-frantic jazz, respecting the melody line, yet offering enough originality to give it its own distinctive stamp.

FOLK SPECIAL MERIT

... AND THE TESTIMONY'S STILL COMING IN

Mike Kellin. Verve Forecast FT 3028 (M); FTS 3028 (S)

Mike Kellin has a wry wit and a sharp point of view when he tackles the pertinent topics of the day. He may be joking in songs like "No Subsidation Blues" but he really gets to the heart of the matter. A lot of the others, especially "Nervous Nellie," may be controversial but all are convincing.



FOUR-STAR ALBUMS

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

POPULAR

ACAPULCO WITH LOVE
Joe Basile. Audio Fidelity AFLP 1947 (M); AFSD 5947 (S)

GYPSY WOMAN
Joe Bataan. Fania LP 340 (M); SLP 340 (S)

HITS ON HITS
Dave Cavanaugh. Capitol T 2834 (M); ST 2834 (S)

FOR YOU
Jackie DeShannon. Imperial LP 9352 (M); LP 12352 (S)

TOP LP's • Continued from page 32

- 151 143 ERIC BURDON & THE ANIMALS, VOL. II... 17
MGM E 4454 (M); SE 4454 (S) (640-04454-3; 640-04454-5)
- 152 156 THE SANDPIPERS... 19
AAM LP 125 (M); SP 4125 (S) (108-00125-3; 108-04125-5)
- 153 153 SUPREMES A' GO GO... 54
Motown MLP 649 (M); SLP 649 (S) (678-00649-3; 678-00649-5)
- 154 155 COWBOYS & COLORED PEOPLE... 6
Fila Wilson, Atlantic 8149 (M); SD 8149 (S) (180-08149-3; 180-08149-5)
- 155 154 BETWEEN THE BUTTONS... 33
Killing Strees, London LL 3493 (M); PS 493 (S) (640-03493-3; 640-00493-5)
- 156 159 A MAN AND HIS SOUL... 28
Ray Charles, ABC ABC 390 X (M); ABCS 390 X (S) (105-00390-3; 105-00390-5)
- 157 152 CASINO ROYALE... 21
Soundtrack, Calsgms COMO 3005 (M); C050 3005 (S) (343-05005-3; 343-05005-5)
- 158 160 CABARET... 39
Original Cast, Columbia KOL 6440 (M); K05 3040 (S) (350-06440-3; 350-03040-5)
- 159 157 GOT LIVE IF YOU WANT IT... 42
Killing Strees, London LL 3493 (M); PS 493 (S) (640-03493-3; 640-00493-5)
- 160 167 TIME ALONE WILL TELL... 3
Jerry Vale, Columbia CL 2684 (M); CS 9484 (S) (350-02684-3; 350-09484-5)
- 161 163 WEST MEETS EAST... 7
Yehudi Menuhin/Ravi Shankar, Angel 36418 (M); S 36418 (S) (123-36418-3; 123-36418-5)
- 162 144 ROGER... 21
Roger Williams, Kapp RL 1512 (M); KS 3312 (S) (165-01512-3; 165-03312-5)
- 163 166 TRINI LOPEZ—NOW!... 5
Reprise R 6255 (M); RS 6255 (S) (780-06255-3; 780-06255-5)
- 164 108 LITTLE GAMES... 8
Yardbirds, Epic LM 24312 (M); BN 26312 (S) (645-24312-3; 645-26312-5)
- *165 — HELLS ANGELS ON WHEELS... 1
Soundtrack, Smash MOS 37994 (M); SRS 67994 (S) (813-27994-3; 813-67994-5)
- 166 162 THE LIVE KINKS... 4
Reprise R 6260 (M); RS 6260 (S) (780-06260-3; 780-06260-5)
- 167 151 FRESH CREAM... 21
Cream, Atco 33-206 (M); SD 33-206 (S) (173-33206-3; 173-33206-5)
- 168 169 HONEY AND WINE... 3
Glen Yarbrough, RCA Victor LPM 3840 (M); LSP 3840 (S) (773-03840-3; 773-03840-5)
- 169 165 DYNAMIC DUO... 20
Jimmy Smith/Wes Montgomery, Verve V 8678 (M); V6-8678 (S) (350-08678-3; 350-08678-5)
- *170 — IN THE HEAT OF THE NIGHT... 1
Soundtrack, United Artists, UAL 4160 (M); UAS 5160 (S) (873-04160-3; 873-05160-5)
- 171 185 SOUNDS OF SILENCE... 46
Simon & Garfunkel, Columbia CL 2449 (M); CS 9249 (S) (350-02449-3; 350-09249-5)
- 172 172 COLONIZATION... 5
New Colony Six, Senter ST 3001 (M); ST 3001 (S) (810-03001-3; 810-03001-5)
- *173 199 THE WINDS OF CHANGE... 2
Eric Burdon & The Animals, MGM E 4484 (M); SE 4484 (S) (640-04484-3; 640-04484-5)
- 174 175 JUDY GARLAND AT HOME AT THE PALACE (Opening Night)... 3
ABC ABC 630 (M); ABCS 630 (S) (105-00630-3; 105-00630-5)
- 175 171 LOVE-IN... 7
Charles Lloyd Quartet, Atlantic 1481 (M); SD 1481 (S) (180-01481-3; 180-01481-5)

- 176 176 CHANGES... 42
Johnny Rivers, Imperial LP 9334 (M); LP 12334 (S) (1570-09334-3; 1570-12334-5)
- 177 188 THE BEST OF BILLY VAUGHN... 2
Dot DLP 3811 (M); DLP 3811 (S) (430-03811-3; 430-03811-5)
- 178 178 STRANGERS IN THE NIGHT... 67
Frank Sinatra, Reprise F 1017 (M); FS 1017 (S) (780-01017-3; 780-01017-5)
- *179 197 RIGHTEOUS BROTHERS GREATEST HITS... 3
Verve V 5020 (M); V6-5020 (S) (893-05020-3; 893-05020-5)
- 180 170 PAINT IT BLACK... 6
Soulful Strings, Cedar LP 776 (M); LPS 776 (S) (345-00776-3; 345-00776-5)
- 181 177 DANNY BOY... 17
Ray Price, Columbia CL 2677 (M); CS 9477 (S) (350-02677-3; 350-09477-5)
- 182 183 IN CASE YOU'RE IN LOVE... 28
Sonny & Cher, Atco 33-203 (M); SD 33-203 (S) (173-33203-3; 173-33203-5)
- 183 181 AND THEN... ALONG COMES THE ASSOCIATION... 59
Valiant VLM 3002 (M); VLS 3002 (S) (897-03002-3; 897-03002-5)
- 184 184 RALLY 'ROUND THE FLAGG... 2
Fannie Flagg, RCA Victor LPM 3856 (M); LSP 3856 (S) (773-03856-3; 773-03856-5)
- 185 186 BY REQUEST... 20
Jim Nabors, Columbia CL 2445 (M); CS 9445 (S) (350-02445-3; 350-09445-5)
- 186 193 FISTFULL OF DOLLARS... 8
Soundtrack, RCA Victor LOC 1135 (M); LSD 1135 (S) (773-01135-3; 773-01135-5)
- 187 — SANDY POSEY... 1
MGM E 4480 (M); SE 4480 (S) (640-04480-3; 640-04480-5)
- 188 180 MELLOW YELLOW... 4
Dell Brown & The Organ-Loos, Cedar LP 788 (M); LPS 788 (S) (345-00788-3; 345-00788-5)
- 189 192 JOHNNY'S GREATEST HITS... 448
Johnny Mathis, Columbia CL 1135 (M); CS 9434 (S) (350-01135-3; 350-08434-5)
- 190 191 MAME... 66
Original Cast, Columbia KOL 6440 (M); K05 3040 (S) (350-06440-3; 350-03040-5)
- 191 133 BIG SWING FACE... 12
Buddy Rich, Pacific Jazz PJ 10117 (M); ST 20117 (S) (770-10117-3; 770-20117-5)
- 192 198 PROJECTIONS... 25
Blues Project, Verve Folkways FT 3008 (M); FTS 3008 (S) (893-03008-3; 893-03008-5)
- 193 195 THE ZODIAC COSMIC SOUNDS... 9
Farley/Garson/Beaver, Elektra EKL 4009 (M); EKS 74009 (S) (453-04009-3; 453-74009-5)
- 194 173 ALL THE TIME... 11
Jack Greene, Decca DL 4904 (M); DL 74904 (S) (400-04904-3; 400-74904-5)
- 195 190 HAPPY JACK... 19
The Who, Decca DL 4892 (M); DL 74892 (S) (400-04892-3; 400-74892-5)
- 196 — MAKE IT HAPPEN... 1
Smokey Robinson & The Miracles, Tamla T 276 (M); TS 276 (S) (855-00276-3; 855-00276-5)
- 197 — SMILEY SMILE... 1
Beach Boys, Brother T 9001 (M); T 9001 (S) (300-09001-3; 300-09001-5)
- 198 — YOUR TENDER LOVING CARE... 1
Buck Owens & His Buckaroos, Capitol T 2740 (M); ST 2740 (S) (300-02740-3; 300-02740-5)
- 199 — TRIANGLE... 1
Bau Bunnell, Warner Bros. W 1493 (M); WS 1493 (S) (923-01493-3; 923-01493-5)
- 200 — MARVIN GAYE'S GREATEST HITS, VOL. 2... 1
Tamla T 278 (M); TS 278 (S) (855-00278-3; 855-00278-5)

*Indicates Star Performer

MUSIC FROM LERNER AND LOEWE'S CAMELOT
Percy Faith Orchestra. Columbia CL 1570 (M); CS 8370 (S)

SUNPOWER
The Markets. World Pacific WP 1870 (M); WPS 21870 (S)

IN A LONELY PLACE
Rod McKuen. Kapp KL 1538 (M); KS 3538 (S)

THIS IS CARMEN McRAE
Kapp KL 1541 (M); KS 3541 (S)

GONE WITH THE WIND
Music from the Motion Picture—Max Steiner. RCA Victor LPM 3859 (M); LSP 3859(e) (S)

THE ROBBS
Mercury MG 21130 (M); SR 61130 (S)

HUNGRY FOR LOVE
The San Remo Golden Strings. Gordy 923 (M); S 923 (S)

PRESENTING TONY SCOTTI
Tony Scotti. Liberty LRP 3528 (M); LST 7528 (S)

HOLIDAY FOR TROMBONES
Trombones Unlimited. Liberty LRP 3527 (M); LST 7527 (S)

STARS OF THE ZIEGFELD FOLLIES
Various Artists. Veritas VM 107 (M)

COUNTRY

THE NEON AND THE RAIN
Freddie Hart. Kapp KL 1539 (M); KS 3539 (S)

THE LEGENDARY J. E. MAINER AND HIS MOUNTAINEERS
OLD TIME MOUNTAIN MUSIC
Rural Rhythm PRJE 185

CLASSICAL

BARTOK: PIANO CONCERTO No. 3
RAVEL: PIANO CONCERTO IN G MAJOR
Julius Katchen/London Symphony (Kertesz). London zcm 9487 (M); CS 6487 (S)

ELGAP: CELLO CONCERTO IN E MINOR
BLOCH: SCHELOMO
Pierre Fournier/Berlin Philharmonic (Wallenstein). DGG 139128 (S)

HAYDN: MASS IN D MINOR
Sitch-Randall/Casel/Equiluz Vienna State Opera Orch. & Chorus (Swarowsky). Nonesuch 71173 (M); H 71173 (S)

LISZT/WAGNER: PRELUDES
Vienna Philharmonic (Mehta). London CM 9529 (M); CS 6529 (S)

RICCI PLAYS BACH SONATA No. 1 PARTITA No. 1
Ruggiero Ricci. Decca Gold Label DL 710142 (S)

LOW PRICE CLASSICAL

BARTOK: MUSIC FOR PIANO
Noel Lee. Nonesuch H 71175 (S)

JAZZ

MIDNIGHT TO DAWN
Bill Davis. RCA Victor LPM 3799 (M); LSP 3799 (S)

TAILGATING
Dukes of Dixieland. Audio Fidelity AFLP 2172 (M); AFSD 6172 (S)

ARA BE-IN
The Jerry Hahn Quintet. Changes 7001 (S)

THE TOTAL J. J. JOHNSON
J. J. Johnson. RCA Victor LPM 3833 (M); LSP 3833 (S)

ACTION ACTION ACTION
Jackie McLean. Blue Note 4218 (M)

SUNDAY AFTERNOON AT THE TRIDENT
Verve V 5027 (M); V6-5027 (S)

SPOKEN WORD

JAMES BALDWIN READING FROM GIOVANNI'S ROOM AND ANOTHER COUNTRY
CMS CMS 517 (M)

JIM BROWN TELLS IT LIKE IT IS
Main Line MLP 101 (M)

HOWARD FAST READS HOWARD FAST
CMS CMS 518 (M)

WILLIAM MELVIN KELLEY READS HIS OWN WORKS
William Melvin Kelley. CMS CMS 525 (M)

ODDMENTS INKLINGS OMENS MOMENTS.
Alastair Reid. CMS CMS 522 (M)

BEHIND THE LINES NORTH VIETNAM AND THE UNITED STATES
Harrison E. Salisbury. CMS 104 (M)

WILLIAM STYRON READING FROM LIE DOWN IN DARKNESS/ JOHN KNOWLES READING FROM A SEPARATE PEACE
CMS CMS 521 (M)

PETER USTINOV READS HIS OWN WORKS
CMS CMS 524 (M)

COMEDY

STRONGER THAN DIRT
Dick Davy. Columbia CL 2737 (M); CS 9537 (S)

THE DISTINGUISHED DELEGATE
Philips PHM 200-254 (M); PHS 600-254 (S)

SOUND EFFECTS

STEAM IN THE 60's Vol. 1
Mobile Fidelity MF 18 (S)

LATIN

EL MALO
Willie Colon. Fania LP 337 (M); SLP 337 (S)

INTERNATIONAL

BOOGALOO (NASHVILLE STYLE)
Palito Ortega. RCA Victor International FPM 196 (M); FSP 196 (S)

Fight them all

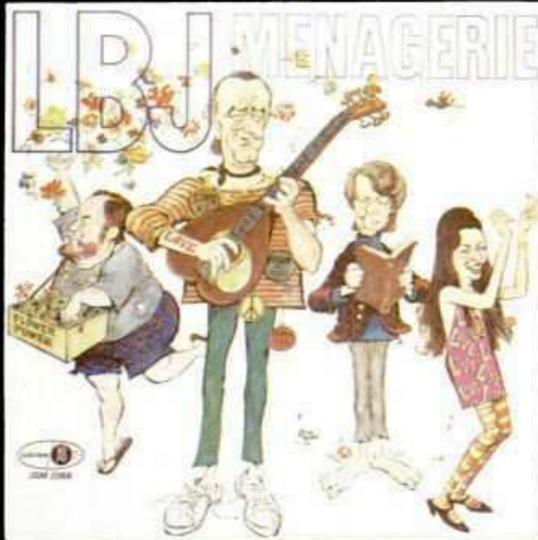
Heart Attack
Stroke
High Blood Pressure
Rheumatic Fever



Give Heart Fund

THE LAUGH'S ON US!

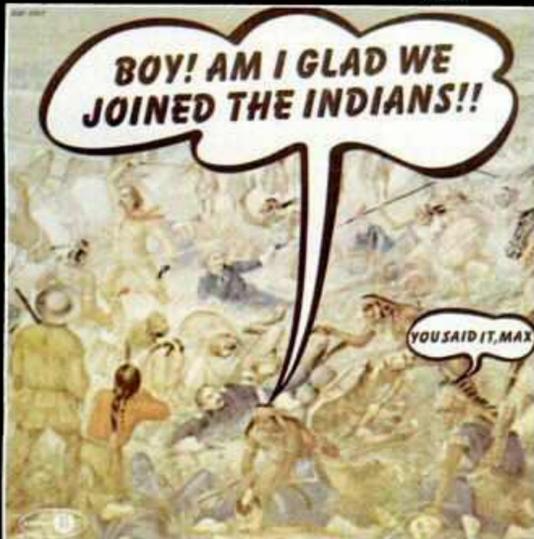
BECAUSE WE'VE JUST RELEASED THE
5 FUNNIEST ALBUMS OF 1967



JGM 2068 A playful "Poke in the Ribs" at the President, Vice President, First Lady and other members of the government.



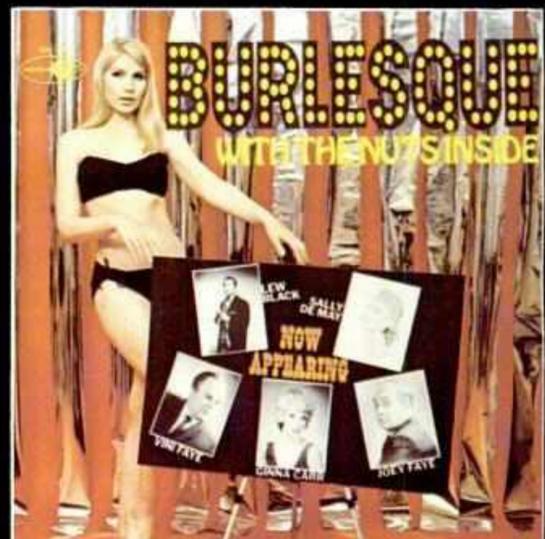
GROSS 106 Definitely adult comedy. Definitely a hot sales item.



JGM 2067 A delightful spoof of historic people and places, done in dialect. One of the highlights of the album is the hilarious David and Goliath skit.



JGM 2066 Dick Waldens' world is filled with sensational stand-up comedians who deliver "side splitters" for every taste.



JGM 2065 Some of the great burlesque comedy bits of all time and some you haven't heard. A nostalgic belly laugh.

We want to give you a chance to hear what we mean, so, we're making . . .

A ONE TIME ONLY, ONE TO A CUSTOMER OFFER!

The attached coupon entitles you to any one or all five of these hilarious albums at \$1.25 per selection. This is a one time, get acquainted, offer and expires Tuesday, October 31, 1967.

So take advantage of this introductory offer and, have a laugh on us! Don't send us money, just the coupon, your local distributor will handle delivery.

A special E/P sampler has been prepared, for airplay, which includes selections from all albums with the exception of GROSS 106. Available upon request from Jay Gee Record Co., Inc.

Don't forget the rest of the fabulous Jubilee comedy catalog available from your local Jubilee Distributor.

A product of Jay Gee Record Co., Inc.
A division of Jubilee Industries, Inc.
1790 Broadway, New York, N. Y. 10019

NAME _____	<input type="checkbox"/> JGM 2068
ADDRESS _____	<input type="checkbox"/> GROSS 106
CITY _____ STATE _____	<input type="checkbox"/> JGM 2067
ZIP CODE _____	<input type="checkbox"/> JGM 2066
(Please check one)	<input type="checkbox"/> JGM 2065
Dealer _____ Radio Anncr. _____	
Send all coupons to: Jubilee Records Dept. C, 1790 Broadway, N. Y., N. Y. 10019	
This offer void wherever Law Prohibits	



BEST SELLING JAZZ LP's

Billboard Award	This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1		CALIFORNIA DREAMING Wes Montgomery, Verve V 8672 (M); V6-8672 (S)	30
2	2		DYNAMIC DUO Jimmy Smith & Wes Montgomery, Verve V 8678 (M); V6-8678 (S)	20
3	3		BIG SWING FACE Buddy Rich, Pacific Jazz PJ 10117 (M); ST 20117 (S)	13
4	4		LOVE-IN Charles Lloyd, Atlantic 1481 (M); SD 1481 (S)	8
5	6		THAT'S LOU Lou Rawls, Capitol T 2756 (M); ST 2756 (S)	5
6	7		SERGIO MENDES & BRASIL '66 A&M LP 116 (M); SP 4116 (S)	15
7	5		SWEET RAIN Stan Getz, Verve V 8693 (M); V6-8693 (S)	8
8	8		LOU RAWLS LIVE Capitol T 2459 (M); ST 2459 (S)	30
9	10		EQUINOX Sergio Mendes & Brasil '66, A&M LP 122 (M); SP 4122 (S)	21
10	9		BEAT GOES ON Herbie Mann, Atlantic 1483 (M); SD 1483 (S)	8
11	12		THAT'S MY KICK Erroll Garner, MGM E 4463 (M); SE 4463 (S)	6
12	14		THE MOVIE ALBUM Ramsey Lewis, Cadet LP 782 (M); LPS 782 (S)	12
13	13		MELLOW YELLOW Odell Brown & the Organ-izers, Cadet LP 788 (M); LPS 788 (S)	4
14	16		BRAVO BRUBECK Dave Brubeck, Columbia CL 2695 (M); CS 9495 (S)	2
15	15		BILL EVANS AT TOWN HALL, VOL. I Verve V 8683 (M); V6-8683 (S)	7
16	—		FRANCIS ALBERT SINATRA/ANTONIO CARLOS JOBIM ... 1 Reprise R 1021 (M); RS 1021 (S)	1
17	—		I'M MOVING ON Jimmy Smith, Blue Note BLP 4255 (M); BLP 84255 (S)	1
18	18		MIXED BAG Richie Havens, Verve Forecast FT 3006 (M); FTS 3006 (S)	3
19	19		KENNEDY DREAM Oliver Nelson Orch., Impulse A 9144 (M); AS 9144 (S)	4
20	20		LOU RAWLS SOULIN' Capitol T 2566 (M); ST 2566 (S)	30

Vox Jox

• Continued from page 36

New program director at WSRA, 1,000-watt operation at Milton, Fla., is **Ron Alderman**. **Joe Green** is the new music director. The station beams 10 hours daily of Easy Listening and country music mixed, plus another nine hours daily of rock 'n' roll. Green says the station needs records badly. Box No. 645. Zip 32570. . . . **Sue Allison**, who is currently holding down programming chores at WHN in New York, has a new record coming out on Pussy Cat Records—"You Know Me Much Too Well" bw "If You're Afraid to Tell Her I Will." Label is headed by **Charlie Wiggs**, deejay at WCMS, Norfolk, Va. . . . **Robert E. Lee** has joined KHOW, Denver, from WJBK, Detroit. He replaces **Bill Ballance**, who has returned to Los Angeles. . . . The "Assembly Line" show hosted by **Floyd Ryel** on WHHH in Warren, Ohio, has marked its fifth anniversary. The show, sponsored by General Motors' Packard Electric Division, featured wake-up music.

★ ★ ★
Robert (Buzz) Long has been appointed operations manager of Hot 100-formatted **KLUE** and **KLUE-FM** stereo in Longview, Tex. Prior to joining **KLUE**, Long worked for **WEAM**, Washington, and **WYRE**, Baltimore. . . . **Danny McGill**, music director of **WDOE**, Dunkirk, N. Y., requests Hot 100 and Easy Listening singles. "Ours is a well-rounded station musically, something for everyone's taste. We are 45 miles south of Buffalo and the most powerful station in the area."

★ ★ ★
Dave Shayer, with **WDVR-FM** in Philadelphia, has been named program director of **KBMS-FM** in Pasadena, Calif. Congratulations, Dave. . . . **KNCB** at P. O. Box 1072, Vivian, La., is increasing power to 5,000 watts. **Bob Stone**, assistant manager of the daytime station, requests all kinds of records, says station expects to serve a quarter of a million people. . . . **Guy Nelson**, formerly with **KPCN** in Dallas, has joined **KBOX**, same city, and is holding down the noon-5:30 p.m. segment. Welcomes phone and in-person interviews with country artists. Phone is (214) D18-1350.

★ ★ ★
Jerry Kiefer is the new program director of **WOGO** in New Smyrna Beach, Fla. He was formerly with **WBZI**, Dayton, Ohio. **Jack Daniels**, formerly with **WMFJ** in Daytona Beach, Fla., is now music director. "Like everybody else in the business, we need records. . . . mainly uptempo Easy Listening and the smoother rock material." Send to P.O. Box 276. . . . **Fred Rugg**, vice-president, CBS radio division, has resigned. . . . **Rosa B. Evans**, general manager of **WOKY** in Milwaukee, has been appointed vice-president for administration of **Bartell Broadcasters**; new general manager of **WOKY** is **Richard D. Casper**, formerly with **NBC Radio Network**.

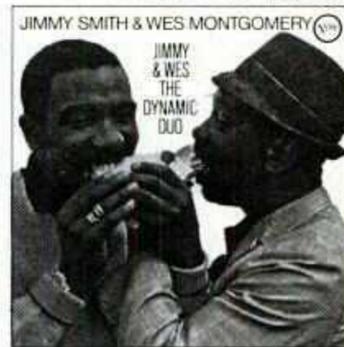
★ ★ ★
Buddy Carr has been named operations manager of **WGRT**, Chicago. . . . **Ron Block** has joined **KDWB**, Minneapolis, as morning personality. He'd been at **WRNC**, Raleigh, N. C., the past four years. . . . New program director of **WPRO-FM** in Providence, R. I., is **Don Yankee**. At the station in 1961, Yankee has been music director lately of **WRTH**, St. Louis. . . . **Pam Bell**, 16-year-old high school student, is now spinning rock 'n' roll four hours daily Monday through Sunday on **WEFG-FM**, stereo station in Winchester, Va. She's only girl deejay in the area. Wants to hear from artists, either records or tapes. Box 828.

★ ★ ★
Erwin Frankel, host of an international music show on more than one FM station in New York, has been named host of the new "Stereo '67" program bowing on **WRFM-FM**. He has been host of "Music From Around the World" nightly 7:05-8 and will now follow that 8:10-11 p.m. with blend of

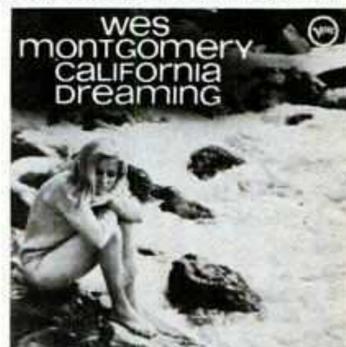
(Continued on page 48)



MGM Records and Verve Records are divisions of Metro-Goldwyn-Mayer Inc.



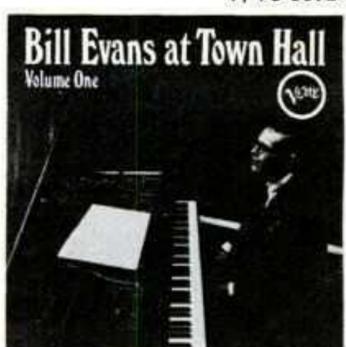
V/V6-8678*



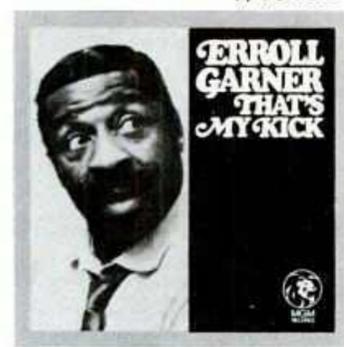
V/V6-8672*



V/V6-8693*



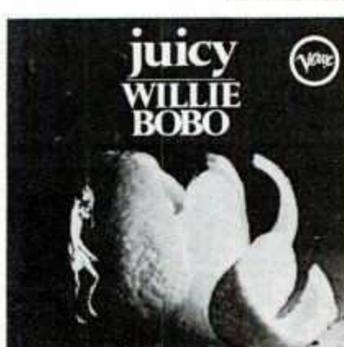
V/V6-8683



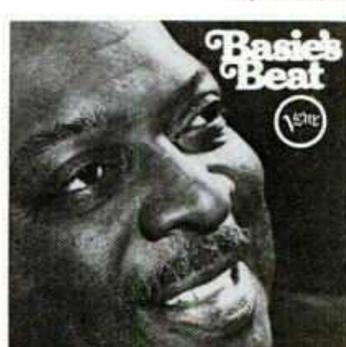
E/SE-4463*



V/V6-8689



V/V6-8685*



V/V6-8687*

ALL THAT JAZZ ON THE CHARTS IS ON MGM/VERVE!

*Also Available On Ampex Tape

Jazz Beat

• Continued from page 38

Hahn solo. The final cut, "Dippin' Snuff" is a psychedelic/Beatles flavored treat, the most avant-garde interpretation in the LP. White's shattering bowing effects in the background are reminiscent of San Francisco pop/hippie long-haired groups, with the inclusion of voices bellowing like farm animals—a definite first for a jazz composition.

Because Hahn and White have garnered some of the notoriety surrounding the Handy aggregation, we know there are buffs who are appreciative and familiar with their styles, hence this newest album, if it were on a stronger company, would stand a greater chance of longevity, exposure and success.

Arhoolie, for example, is just one of a score of tiny jazz labels spread throughout the country, which sell through mail order or word of mouth and very little promotion. The number of dixieland companies still active in the U. S. is a shocking revelation, albeit you would never know of their existence by reading the music journals.

For some editorial reason, the Hahn Quintet's cover is commercially in tune with the psychedelic '60's: large lettering and stimulating use of colors. The "Mama Thornton" package, on the other hand, is designed in a purely artistic vein, with nary a thought for its commercial sales application. The front cover is a stark black and white photo of the vocalist in a dramatic moment. The photo by Jim Marshall is worth framing, but realistically, the cover lacks title information. Zap, there go any San Francisco racks who may have chosen to add her to their bins. The back liner is filled with reprints of San Francisco jazz critics extolling the artist as a major blues voice.

Musically, the package, her second for Arhoolie, falls short of recreating the excitement this hugh Alabama vocalist achieves in person. Her backing is by a number of protean blues performers including pianist Otis Spann and harmonica man James Cotton, with Clar Creek on guitar and Francis Clay on drums. But it doesn't help.

Miss Thornton's surging, rural blues style, with tastes of a gospel church and the wail of a soulful fieldhand, are authentic but anemic when captured in the studio. Arhoolie owner Chris Strachwitz goes to the trouble of apologizing for the entire performance. "The engineer at this studio had no idea how to record a blues band. Attempts to fire him were made," Strachwitz writes on the jacket. If he was displeased with the performance, why one wonders, did he release the LP? Perhaps the answer lies in the economics of recording the LP in the first place and promises to the performers to get the package out.

At al fresco settings, self-taught Mama is an explosive gas; an authentic link to this nation's sociological past. Contrast Mama's future on disks with that of Linda Jones, an excellent blues shouter on Loma, a well distributed r&b label. Arhoolie—and Jerry Hahn and Big Mama—need help.

**HOT!
HOT!
HOT!**

**NINA
SIMONE**

**NINA
SIMONE**

**NINA
SIMONE**

**'[YOU'LL
GO
TO
HELL']**

**RCA
47/9268**

Vox Jox

• Continued from page 47

Easy Listening records, standards, and show music. . . . The fantastic **Dusty Rhodes** has returned to WSAI in Cincinnati as a sales executive; he'd been a morning personality for CKLW in Detroit the past year and before that had been a top-rated deejay at WSAI.

★ ★ ★

Early Williams, formerly at WSEN in Syracuse, N. Y., has joined KCKN, Kansas City, in the all-night slot. He has a hot-line and invites artists to call him for on-the-air interviews at (913) AT 1-1313. . . . **Bob Badger**, station manager, and his air staff of WMID in Atlantic City, N. J., will appear in a United Artists movie. **Alan Funt** is producer of the film, which centers on a nudist camp. Deejays were sent out separately to interview camp members. After about 10 minutes of frustration (customers kept protesting the deejays were indecently dressed) Funt stepped out saying "Smile, you're on Candid Camera." **Dick Sargeant**, formerly of WBAZ, Kingston, N. Y., is midday deejay on the Merv Griffin station.

★ ★ ★

Carson Rennie, 10-year radio veteran, has joined KWK, St. Louis, in the 6-10 a.m. slot. . . . Teen Life magazine is running its annual "Most Handsome DJ Contest." Deadline Oct. 7. Send glossy photo and biography to magazine at 260 Park Avenue South, New York, N. Y. 10010. . . . **Jerry Brooke**, WIXY 1 to 4 p.m. man in Cleveland, switched to 6 to 10 a.m. slot, WSAI, Cincinnati. . . . **Pete Jerome**, new WHK in Cleveland midnight-to-6 a.m. man, replacing **Rick Shaw**, now at WEEX, Easton, Pa. . . . WIXY is expanding its Cleveland offices, will move the dj's in from their transmitter location 10 miles away in Seven Hills. . . . **Jack Hicks**, 27, WKYC-TV weekend weatherman, is new host of "Panorama," half-hour variety show on the Cleveland station, replacing **Jay Lawrence**. Time has been switched from Sunday to 1:30 p.m. Saturdays.

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TOP SELLING R & B SINGLES

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
Billboard Award	5	FUNKY BROADWAY Wilson Pickett, Atlantic 2430 (Routine/Drive-In, BMI)	8	26	48	YOU KEEP RUNNING AWAY Four Tops, Motown 1113 (Jobete, BMI)	2
2	2	BABY I LOVE YOU Aretha Franklin, Atlantic 2427 (Pronto, BMI)	10	27	27	WINDOWS OF THE WORLD Dionne Warwick, Scepter 12196 (Jac/Blue Seas, ASCAP)	5
3	6	(Your Love Keeps Lifting Me) HIGHER & HIGHER Jackie Wilson, Brunswick 55336 (Jalynne/BRC, BMI)	6	28	33	EXPRESSWAY TO YOUR HEART Soul Survivors, Crimson 1010 (Double Diamond/Downstairs, BMI)	4
4	1	COLD SWEAT James Brown & the Famous Flames, King 6110 (Dynatone, BMI)	11	29	—	IF THIS IS LOVE (I'd Rather Be Lonely) Precisions, Drew 1003 (In-The Pocket/Sidrian, BMI)	1
5	3	YOU'RE MY EVERYTHING Temptations, Gordy 7063 (Jobete, BMI)	8	30	35	IN THE HEAT OF THE NIGHT Ray Charles, ABC 10970 (United Artists, ASCAP)	4
6	12	GET ON UP Esquires, Bunky 7750 (Hi-Mi, BMI)	5	31	—	TO SHARE YOUR LOVE Fantastic Four, Ric Tic 130 (Don, BMI)	1
7	4	REFLECTIONS Diana Ross & the Supremes, Motown 1111 (Jobete, BMI)	7	32	—	TAKE A LOOK Aretha Franklin, Columbia 44270 (Eden, BMI)	1
8	8	KNOCK ON WOOD Otis & Carla, Stax 228 (East, BMI)	5	33	—	NINE POUND STEEL Joe Simon, Sound Stage 7 2589 (Press, BMI)	1
9	9	CASANOVA (Your Playing Days Are Over) Ruby Andrews, Zodiac 1004 (RicWil/Colfam, BMI)	6	34	16	THAT DID IT Bobby Bland, Duke 421 (Don, BMI)	1
10	10	GROOVIN' Booker T. & the M.G.'s, Stax 224 (Slascar, BMI)	7	35	38	IT'S GOT TO BE MELLOW Leon Haywood, Decca 32164 (Jim-Edd, BMI)	5
11	11	FORGET IT Sandpebbles, Calla 134 (Unbelievable, BMI)	9	36	47	BABY, I'M LONELY Intruders, Gamble 209 (Razorsharp, BMI)	3
12	7	EVERYBODY NEEDS LOVE Gladys Knight & the Pips, Soul 35034 (Jobete, BMI)	12	37	42	THE LETTER Box Tops, Mala 565 (Barton, BMI)	4
13	17	SOUL MAN Sam & Dave, Stax 231 (East/Pronto, BMI)	3	38	—	SHOUT BAMALAMA Mickey Murray, SSS 715 (Macon, BMI)	1
14	45	MEMPHIS SOUL STEW King Curtis, Atco 6511 (Pronto/Kilynn, BMI)	3	39	14	SWEETEST THING THIS SIDE OF HEAVEN Chris Bartley, Vando 101 (Blackwood, BMI)	11
15	39	ODE TO BILLIE JOE Bobbie Gentry, Capitol 5950 (Shayne, ASCAP)	3	40	13	COME ON SOCK IT TO ME Syl Johnson, Twilight 100 (Carforn, BMI)	12
16	40	DIRTY MAN Laura Lee, Chess 2013 (Chevis, BMI)	3	41	41	JUST ONCE IN A LIFETIME Brenda & the Tabulations, Dionn 503 (Bee Cool, BMI)	2
17	26	KARATE BOO-GA-LOO Jerry O., Shout 217 (Boogaloo/Love Lane, BMI)	3	42	43	BELIEVE IN ME BABY Jesse James, 20th Century-Fox 6684 (Je-Ma/Chevis, BMI)	4
18	23	APPLES, PEACHES, PUMPKIN PIE Jay & the Techniques, Smash 2086 (Akbestal/Act Three, BMI)	4	43	37	TURN ON YOUR LOVELIGHT Oscar Toney Jr., Bell 681 (Don, BMI)	5
19	21	GIMMIE LITTLE SIGN Brenton Wood, Double Shot 116 (Big Shot, ASCAP)	8	44	49	I'M A FOOL FOR YOU James Carr, Goldwax 328 (Rise/Aim, BMI)	2
20	36	LOVE BUG, LEAVE MY HEART ALONE Martha Reeves & the Vandellas, Gordy 7062 (Jobete, BMI)	3	45	—	ODE TO BILLIE JOE Kingspins, Atco 6516 (Shayne, ASCAP)	1
21	25	LITTLE OLE MAN (Uptight—Everything's Alright) Bill Cosby, Warner Bros. 7072 (Jobete, BMI)	4	46	46	THERE GOES THE LOVER Gene Chandler, Brunswick 55339 (Jalynne/BRC, BMI)	2
22	24	(I Wanna) TESTIFY Parliaments, Revilot 207 (Groovesville, BMI)	14	47	—	I CAN'T STAY AWAY FROM YOU Impressions, ABC 10964 (Chi-Sound, BMI)	1
23	15	I WAS MADE TO LOVE HER Stevie Wonder, Tamla 54151 (Jobete, BMI)	15	48	—	FALL IN LOVE WITH ME Betty Swann, Money 129 (Money, BMI)	1
24	31	A WOMAN'S HANDS Joe Tex, Dial 4061 (Tree, BMI)	7	49	—	HEART BE STILL Lorraine Ellison, Loma 2074 (Ragmar/Web IV, BMI)	1
25	—	YOUR PRECIOUS LOVE Marvin Gaye & Tammi Terrell, Tamla 54156 (Jobete, BMI)	1	50	50	DIFFERENT STROKES Syl Johnson, Twilight 103 (Zachron/Edgewater, BMI)	2

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
Billboard Award	1	ARETHA ARRIVES Aretha Franklin, Atlantic 8150 (M); SD 8150 (S)	6	15	—	FOUR TOPS GREATEST HITS Four Tops, Motown M 662 (M); MS 662 (S)	1
2	2	WITH A LOT O' SOUL Temptations, Gordy M 922 (M); S 922 (S)	8	16	17	BILL COSBY SINGS/SILVER THROAT Warner Bros. W 1709 (M); WS 1709 (S)	4
3	3	REACH OUT Four Tops, Motown M 660 (M); S 660 (S)	8	17	13	THE TEMPTATIONS GREATEST HITS Gordy 919 (M); S 919 (S)	42
4	4	I NEVER LOVED A MAN THE WAY I LOVE YOU Aretha Franklin, Atlantic 8139 (M); SD 8139 (S)	26	18	—	I WAS MADE TO LOVE HER Stevie Wonder, Tamla T 279 (M); TS 279 (S)	1
5	15	COLD SWEAT, PARTS 1 & 2 James Brown & His Famous Flames, King 1020 (M); S 1020 (S)	3	19	19	REVENGE Bill Cosby, Warner Bros. W 1691 (M); WS 1691 (S)	17
6	6	SUPER HITS Various Artists, Atlantic 501 (M); SD 501 (S)	7	20	—	MARVIN GAYE GREATEST HITS, Vol. 2 Tamla T 278 (M); TS 278 (S)	1
7	7	GROOVIN' Young Rascals, Atlantic 8148 (M); SD 8148 (S)	7	21	22	HERE WHERE THERE IS LOVE Dionne Warwick, Scepter SRM 555 (M); SPS 555 (S)	38
8	14	LUSH LIFE Nancy Wilson, Capitol T 2757 (M); ST 2757 (S)	3	22	23	LISTEN Ray Charles, ABC ABC 595 (M); ABCS 595 (S)	12
9	—	DIANA ROSS AND THE SUPREMES GREATEST HITS Motown M 2-663 (M); MS 2-663 (S)	1	23	9	SOUND OF WILSON PICKETT Atlantic 8145 (M); SD 8145 (S)	8
10	10	HIP-HUG-HER Booker T. & the M.G.'s, Stax 717 (M); S 717 (S)	15	24	28	COWBOYS AND COLORED PEOPLE Flip Wilson, Atlantic 8149 (M); SD 8149 (S)	2
11	11	WINDOWS OF THE WORLD Dionne Warwick, Scepter SRM 563 (M); SPS 563 (S)	3	25	—	MAKE IT HAPPEN Smokey Robinson and the Miracles, Tamla T 276 (M); TS 276 (S)	1
12	12	FOR YOUR LOVE Peaches & Herb, Date TEM 3005 (M); TES 4005 (S)	4	26	26	UP, UP AND AWAY 5th Dimension, Soul City SCM 91000 (M); SCS 92000 (S)	10
13	5	THAT'S LOU Lou Rawls, Capitol T 2756 (M); ST 2756 (S)	6	27	27	THE FABULOUS IMPRESSIONS ABC ABC 606 (M); ABCS 606 (S)	12
14	16	MELLOW YELLOW Odell Brown & the Organ-izers, Cadet LP 788 (M); LPS 788 (S)	9	28	30	BILL COSBY IS A VERY FUNNY FELLOW, RIGHT? Warner Bros. W 1618 (M); (No Stereo)	10
				29	29	SUPREMES SING RODGERS & HART Motown MLP 659 (M); SLP 659 (S)	15
				30	8	OTIS REDDING LIVE IN EUROPE Volt 416 (M); S 416 (S)	8

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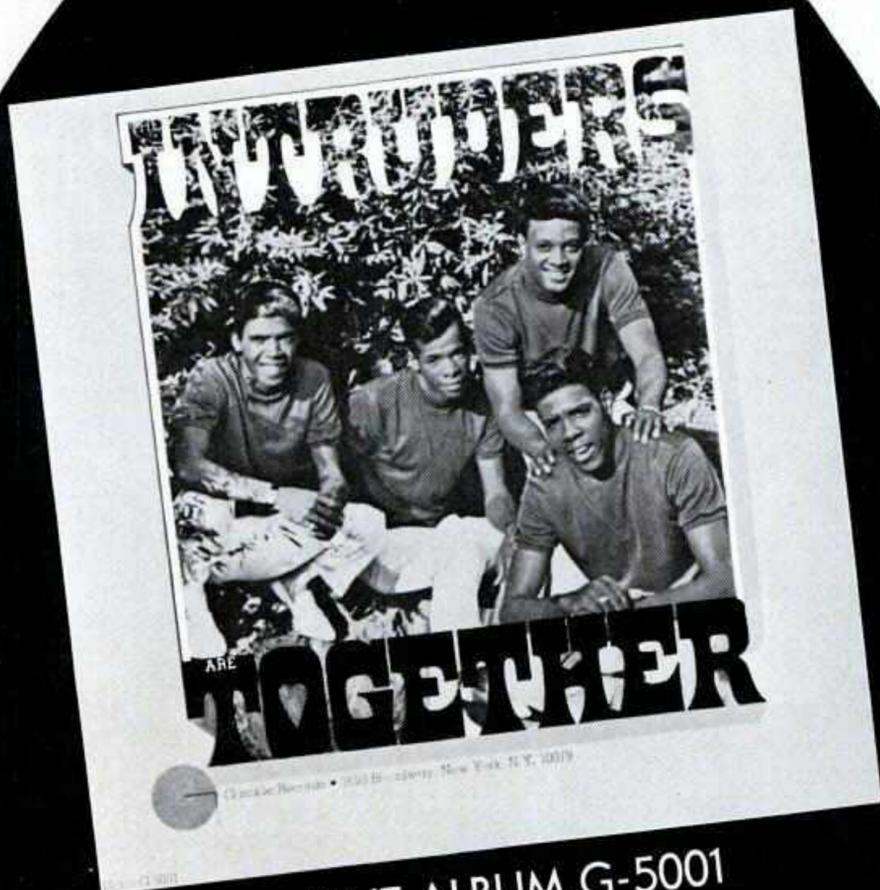
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Country Music

RCA's Soelberg Charges Industry With 'Lethargy'

By BILL WILLIAMS

SAN FRANCISCO — Paul Soelberg, RCA Victor buyer in the Record-Tape Division of Calectron, has sharply criticized the country music industry for its "lethargy" and other ills.

In an "open letter" to the industry, Soelberg said country music needs to "dig below the surface" to find out why it lacks complete acceptance around the nation.

Charging that the country music industry does not really know its marketplace, he said it must be presented believably, just as the product itself must be believable.

"The city is where country music must be sold," Soelberg said. "Mr. City-Dweller doesn't consider himself to be a disk jockey's 'compadre' or a female vocalist a 'gully jumper,'" Soelberg said. "He is more inclined to buy a record album because of the contents and more inclined to reject one that bears a ridiculous cover illustration."

The West Coast buyer hits harder at the stay-puts. "You want to go on doing your stuff the same way you've been doing it for 42 years; you're just not interested in looking at your new environment." He said the same record can be played on every radio station in the country, but it's what surrounds that record is so vitally important. "A nonsensical and phoney environment for that record will carry over onto the record itself and make it sound just as phoney. . . . This is one reason why country music broadcasters should feel a tremendous obligation to avoid such presentation."

Cites Example

Soelberg cites the example of the station owner who, trying to get off the bottom of the rating heap, tries a country format. "He probably doesn't like country music himself and will probably never listen to his own radio station. He is probably concerned only with the results of his monthly profit and loss statement and with keeping overhead to a bare minimum."

The result, Soelberg says, is the disk jockey who raves about the "possum" dinner he will have that night, or someone who sounds like the program director's son, barely intelligent enough to find his way to and from work. Also, he said, there "could be the reject from Top-40 radio who attempts to combine country music with so-called 'modern radio.'" The result is listener confusion because of breakneck pacing and hip phraseology.

Soelberg said too many so-called country disk jockeys are not country oriented and haven't the slightest idea of what record to play, to say nothing of the elementary historical knowledge of the field.

He is sharply critical of the "Lonesome Tom" or "Hayseed Mac" type, who plays great museum pieces "that never should have been recorded in the first place."

Many disk jockeys with the proper background and intelligence, he said, are stymied by management policies. What

we're getting, he said is a "medicine show" radio.

Soelberg suggests that such stations take a lesson from good middle-of-the-road operations which have installed good record libraries and procured strong air personalities who are familiar with and devoted to country music. "They've broken with the traditions that you have to be 'western' or 'folksy' to be in country radio," he said, "but at the same time the listener knows that the main streams of influence come from Nashville—not Hollywood or New York."

Critical of Artists

The Calectron buyer also is critical of artists who merely go through the motions while performing. He said they owe the audience something more than just getting up, singing a song, grinning, and walking off stage.

Country music has suffered

on TV, he said, because of the "low-grade frivolity surrounding the music, the result of program plans formulated by production personnel convinced that for the success of country music, it needs the barnyard context.

"Some day someone will wake up and quietly conceive of a country music TV program built around the music and devoid of all the phoney trappings," he said.

Soelberg also took to task those who feel it necessary to dress in cowboy trappings or country rub dress.

The country music industry, he said, is lethargic, and really isn't selling itself in areas where it needs to be sold. "Ignorance of country music product runs the rampart from executive suite to warehouse," he said. "The level of interest must be

(Continued on page 53)



EPIC RECORDS EXECUTIVES turn out en masse for the recent opening of Epic artist Tammy Wynette in the Nashville club, now in the Taft Hotel in New York. From left, Lee Arnold, music director and deejay of WJZZ who emcees events at the club; Len Levy, Epic vice-president of sales and distribution; Miss Wynette, Robert Cameron, Epic artist; Dave Kapralik, Epic vice-president, a&r, and Fred Frank, Epic national promotion manager.

CMA Plans a Giant Sales Show for N. Y.

NASHVILLE—The Country Music Association is planning the biggest country music sales presentation ever in New York, Oct. 9, according to Carl Brenner, chairman of the presentation.

Brenner, head of WBMD, Baltimore, said the luncheon in the main ballroom of the Waldorf-Astoria will feature "The Wonderful World of Country Music," a fast-moving, impact-selling presentation. The presentation will be staged for the International Radio and TV Society, which is saluting country music.

Country music stations in the New York area will co-present the show with CMA. Gene Nash, record and movie director, is writing and handling the production. The talent includes recording artists Ray Price, LeRoy Van Dyke, Jeane Seely, Tex Ritter, the Stonemans, the Auctioneers and a group of modern country dancers.

A Tennessee Walking Horse will be given as the top door prize. There also will be sev-

eral other prizes of top quality guitars. All visitors will receive a country album donated by the various labels, and each will receive a Billboard publication outlining the growth of country music. Several officials of CMA are expected to attend.

VOKES FORMS BOOKING UNIT

NEW KENSINGTON, Pa.—Howard Vokes has formed the Vokes Booking Agency, supplementing his music, record and promotion company. "The demand for country music singers and bands has been great," Vokes said. He added that constant calls seeking talent for package shows prompted the move into this phase of the business. He said he would keep "a lot of country bands and singers busy." Activities in the early stages are expected to be confined to Pennsylvania.

Stover Elected President Of Folk Musicians' Assn.

WARREN, Conn. — Palmer Stover, Lock Haven, Pa., has been elected president of the American Folk Musicians Association for 1968.

Stover, who heads a group, the Trail Blazers, was elected at the 11th annual convention of the American Folk Musicians Association held here and at West Hartford.

Robert Irvin, Tyrone, Pa., was named first vice-president. Other officers included Joe Gother, Pine Grove Mills, Pa.; Jack Stradley, Jersey Shore, Pa.; Mrs. Shirley Stradley, Jersey Shore, Pa., and Slim Waldstrom, Torrington, Conn.

Members of the executive board are Eldon Robichaud, Bud Lovell, George Reimensnyder, Rudy Deane, Merle Dubea and Kenneth Butler.

The convention attracted 150 association members. Bands taking part were Jimmie Lee and the Oak Valley Rangers, North Mountain Ramblers, the Silver Stars, the Tumbleweed Troubadours, Indian Joe, Goldie Smith and the Black Mountain Boys, Pop Stover and the Trail Blazers, the Allegheny Hilltoppers, the Buckhorn Ramblers, June and Jean and Curly Rider, John Kreisler and John Weldon.

Stonemans Shift Bookers, Taping Site of TV Show

NASHVILLE — The Stonemans, family recording artists for MGM, are changing talent booking agents and the originating point of their syndicated TV show.

Effective Nov. 1, the Stonemans will be booked by the Moeller Talent Agency, making them available in a wide variety of package combinations from the Moeller stable. Additionally, their TV show will be produced and taped by WSM-TV, and shown in the Nashville market starting Oct. 14 on that station rather than on WSIX-TV, which has handled the telecast in recent years.

Previously booked by Jack D. Johnson, the parting is amicable. Johnson made the announcement with Bob Bean, co-manager for the group. This will enable Johnson to devote

more time to the career of CA Victor artist Charley Pride, whom he also manages.

Irving Waugh, vice-president and general manager of WSM-TV, said the request to move to a new location was made by Gene Goforth, producer of Jet-Star TV productions, which handles distribution for the syndication. Bayron Binkley of WSM-TV, who had worked with the Stonemans in earlier TV productions, will be the director. The WSM color version of "Those Stonemans" will include new sets and new costumes, but will follow essentially the same program format as in the past. However, the guest line-up will be supplemented from the Moeller Agency, and co-ordinated by Goforth and Bean. It currently is viewed in 30 markets, some of them twice weekly.

Nashville Scene

By BILL WILLIAMS

Norma Jean, RCA Victor recording star, and Harold (Jody) Taylor were married Sunday night (24) at the home of Wanda Jackson in Oklahoma City. Taylor, a furniture dealer, also is well known as "Jody" in the team of June 'n' Jody. Norma now will continue her bookings as a single, but not as part of the Porter Wagoner package. The bookings are handled by the Moeller Agency. . . . On the subject of Porter Wagoner, Louisiana Gov. John McKeithen put in a phone call to Lucky Moeller requesting a special performance by Wagoner at a Gospel gathering on the State house lawn in Baton Rouge Sunday (1), with such acts as Red Foley and Jimmy Davis. Porter had problems with a schedule, but this was worked out when the Governor agreed to provide him a motorcycle escort from Baton Rouge to New Orleans so the RCA Victor performer could make a scheduled 3 p.m. show in the latter city.

The WPLO Western Gentleman in Atlanta produced a special "Christmas Card" tape for the men in Vietnam. The tape will be mailed under the auspices of the Atlanta chapter of the American Women in Radio & Television. . . . Retired Maj. Cecil Whaley has joined the staff of Bill Hudson & Associates as public relations vice-president. The Mississippi native chose to make his home in Nashville because he feels it offers the greatest growth potential of any city in the nation. . . . Bill Hudson has signed a contract with Good-

way, Inc., in Philadelphia to represent that company in both public relations and marketing activities within the Country Music Industry. . . . Two neighboring East Tennessee counties, Knox and Union, joined hands to applaud a native son, Columbia's Carl Smith. Knoxville had a Carl Smith Day, while the small town of Maynardville also honored him. . . . WKDA in Nashville honored Tree's Buddy Killen with a "day."

Atlanta's new Civic Center was appropriately dedicated by some of the finest country music entertainers anywhere. This included the Blue Boys, Del Wood, Archie (Continued on page 53)

Acuff-Rose Division Named Consultant

NASHVILLE — Indicating further inroads of country music into the nightclub scene, Acuff-Rose Artists Corp. has been named talent consultant for the new Stage House in Minneapolis.

Howdy Forrester will co-ordinate all of the booking. Talent scheduled for the new club includes: Claude King, Oct. 11-16; Bobby Bare, 25-29; Billy Grammer, Nov. 1-5; Stu Phillips, 8-12; Bill Carlisle, 15-19; the Stonemans, 22-26; Bobby Lewis, Dec. 13-17, and Jim Ed Brown, 6-10.

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BILLY WALKER



Monument Record Corp. NASHVILLE/HOLLYWOOD

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
3	1	LAURA (What's He Got That I Ain't Got) 10 Leon Ashley, Ashley 2003 (Gallico, BMI)	10	38	39	JACKSON AIN'T A VERY BIG TOWN 7 Norma Jean, RCA Victor 9258 (Acclaim, BMI)	7
2	1	MY ELUSIVE DREAMS 12 David Houston & Tammy Wynette, Epic 10194 (Tree, BMI)	12	39	40	PARTY PICKIN' 4 George Jones & Melba Montgomery, Musicor 1238 (Glad/Zanetis, BMI)	4
3	5	TURN THE WORLD AROUND 6 Eddy Arnold, RCA Victor 9265 (Fingerlake, BMI)	6	40	41	GRASS WON'T GROW ON A BUSY STREET 4 Kenny Price, Boone 1063 (Pamper, BMI)	4
4	2	YOUR TENDER LOVING CARE 12 Buck Owens, Capitol 5942 (Blue Book, BMI)	12	41	42	GENTLE ON MY MIND 10 Glenn Campbell, Capitol 5939 (Glaser, BMI)	10
5	6	WHAT DOES IT TAKE (To Keep a Man Like You Satisfied) 11 Skeeter Davis, RCA Victor 9242 (Glaser, BMI)	11	42	48	GARDENIAS IN HER HAIR 3 Marty Robbins, Columbia 44271 (Hill & Range/Mariposa, BMI)	3
6	7	I'M STILL NOT OVER YOU 11 Ray Price, Columbia 44195 (Pamper, BMI)	11	43	47	ADORABLE WOMEN 5 Nat Stuckey, Paula 276 (Stuckey/Su-Ma, BMI)	5
7	10	A WOMAN IN LOVE 8 Bonnie Guitar, Dot 17029 (Lin-Cal/Ring-a-Ding, BMI)	8	44	45	TINY TEARS 5 Liz Anderson, RCA Victor 9271 (Greenback, BMI)	5
8	4	BRANDED MAN 13 Merle Haggard, Capitol 5931 (Blue Book, BMI)	13	45	62	BALLAD OF THUNDER ROAD 2 Jim & Jesse, Epic 10213 (MCA, ASCAP)	2
9	9	'CAUSE I HAVE YOU 12 Wynn Stewart, Capitol 5937 (Central Songs, BMI)	12	46	49	NOBODY'S CHILD 6 Hank Williams Jr., MGM 13782 (Milene, ASCAP)	6
10	13	I DON'T WANNA PLAY HOUSE 6 Tammy Wynette, Epic 10211 (Gallico, BMI)	6	47	50	ODE TO BILLIE JOE 4 Margie Singleton, Ashley 2011 (Shayne, ASCAP)	4
11	8	BREAK MY MIND 14 George Hamilton IV, RCA Victor 9239 (Windward Side, BMI)	14	48	38	CINCINNATI, OHIO 15 Connie Smith, RCA Victor 9214 (Moss-Rose, BMI)	15
12	15	PHANTOM 309 10 Red Sovine, Starday 811 (Starday, BMI)	10	49	57	WHAT KIND OF A GIRL (Do You Think I m?) 2 Loretta Lynn, Decca 32184 (Sure-Fire, BMI)	2
13	11	NO ONE'S GONNA HURT YOU ANYMORE 14 Bill Anderson, Decca 32146 (Painted Desert, BMI)	14	50	53	HOW FAST THE TRUCKS CAN GO 2 Claude Gray, Decca 32180 (Vanjo, BMI)	2
14	14	YOU PUSHED ME TOO FAR 12 Ferlin Husky, Capitol 5938 (Tree, BMI)	12	51	61	I TAUGHT HER EVERYTHING SHE KNOWS 2 Billy Walker, Monument 1024 (Piedmont, ASCAP)	2
15	18	FOOL, FOOL, FOOL 9 Webb Pierce, Decca 32167 (Sure-Fire, BMI)	9	52	54	BIG WHEEL CANNONBALL 5 Dick Todd & Appalachian Wildcats, Peer-Southern 373 (Southern, ASCAP)	5
16	19	JULIE 12 Porter Wagoner, RCA Victor 9243 (Wilderness, BMI)	12	53	55	MY LOVE FOR YOU 9 Ernie Ashworth, Hickory 1466 (Acuff-Rose, BMI)	9
17	12	HOW LONG WILL IT TAKE 15 Warner Mack, Decca 32142 (Page Boy, SESAC)	15	54	58	BIG DUMMY 2 Tommy Collins, Columbia 44260 (Seashell, BMI)	2
18	21	CHOKIN' KIND 7 Waylon Jennings, RCA Victor 9259 (Wilderness, BMI)	7	55	60	GOODY GOODY GUMDROPS 4 Wilburn Brothers, Decca 32169 (Sure-Fire, BMI)	4
19	22	YOU CAN'T HAVE YOUR KATE AND EDITH TOO 5 Stattler Brothers, Columbia 44245 (Tree, BMI)	5	56	56	LAURA (What's He Got That I Ain't Got) 6 Claude King, Columbia 44237 (Gallico, BMI)	6
20	25	CALIFORNIA UPTIGHT BAND 10 Lester Flatt & Earl Scruggs, Columbia 44194 (Newkeys, BMI)	10	57	26	POP A TOP 20 Jim Edward Brown, RCA Victor 9192 (Stuckey, BMI)	20
21	23	LIKE A FOOL 6 Dottie West, RCA Victor 9267 (East Star, BMI)	6	58	72	IT'S THE LITTLE THINGS 2 Sonny James, Capitol 5987 (Marson, BMI)	2
22	20	GOODBYE WHEELING 12 Mel Tillis, Kapp 837 (Cedarwood, BMI)	12	59	65	HERE WE GO AGAIN 4 Virgil Warner & Suzi Jane Hokom, LHI 17018 (Dirk, BMI)	4
23	34	ODE TO BILLIE JOE 4 Bobbie Gentry, Capitol 5950 (Shayne, ASCAP)	4	60	64	LEARNIN' A NEW WAY OF LIFE 2 Hank Snow, RCA Victor 9300 (East Star, BMI)	2
24	24	THE STORM 14 Jim Reeves, RCA Victor 9238 (Tuckahoe, BMI)	14	61	68	SHE'S LOOKING GOOD 3 Stan Hitchcock, Epic 10182 (Tree, BMI)	3
25	16	LONG LEGGED GUITAR PICKIN' MAN 15 Johnny Cash & June Carter, Columbia 44158 (Perkins, SESAC)	15	62	46	I FORGOT TO CRY 9 Charlie Louvin, Capitol 5948 (Hill & Range, BMI)	9
26	29	ALL MY LOVE 6 Don Gibson, RCA Victor 9266 (Acuff-Rose, BMI)	6	63	75	MABEL (You Have Been a Friend to Me) 2 Billy Grammer, Rice 5025 (Newkeys, BMI)	2
27	28	THROUGH THE EYES OF LOVE 11 Tompall & Glaser Brothers, MGM 13754 (Jack, BMI)	11	64	71	YOU LOVE ME TOO LITTLE 2 Lorene Mann, RCA Victor 9288 (Novachaminjo, BMI)	2
28	33	DEEP WATER 6 Carl Smith, Columbia 44233 (Milene, ASCAP)	6	65	70	YOU'VE BEEN SO GOOD TO ME 4 Van Trevor, Date 1565 (Summerhouse/Harmony Hill, ASCAP)	4
29	31	TOO MUCH OF YOU 8 Lynn Anderson, Chart 1475 (Peach, SESAC)	8	66	51	MY HEART GETS ALL THE BREAKS 7 Wanda Jackson, Capitol 5960 (Tree, BMI)	7
30	30	I WASHED MY FACE IN THE MORNING DEW 9 Tom T. Hall, Mercury 72700 (Newkeys, BMI)	9	67	67	LOVE OF THE COMMON PEOPLE 4 Waylon Jennings, RCA Victor 9259 (Wilderness, BMI)	4
31	27	TRUCKER'S PRAYER 12 Dave Dudley, Mercury 72697 (Central Songs, BMI)	12	68	69	THE WHEELS FELL OFF THE WAGON 3 Johnny Dollar, Date 1566 (Mayhew, BMI)	3
32	27	DOES MY RING HURT YOUR FINGER 5 Country Charlie Pride, RCA Victor 9281 (Jando, ASCAP)	5	69	—	WHAT LOCKS THE DOOR 1 Jack Greene, Decca 32190 (Acclaim, BMI)	1
33	36	TEAR TIME 6 Wilma Burgess, Decca 32178 (Forrest Hills, BMI)	6	70	—	I DON'T SEE HOW I CAN MAKE IT 1 Jean Shepard, Capitol 5983 (Champion, BMI)	1
34	35	QUEEN OF HONKY TONK STREET 8 Kitty Wells, Decca 32163 (Wells, BMI)	8	71	73	I WANNA GO BUMMIN' AROUND 2 Sonny Curtis, Viva 617 (Viva, BMI)	2
35	52	YOU MEAN THE WORLD TO ME 2 David Houston, Epic 10224 (Gallico, BMI)	2	72	74	DALLAS 2 Vern Stovall, Longhorn 81 (Saran/Deepcross, BMI)	2
36	43	THE CAVE 5 Johnny Paycheck, Little Darlin' 0032 (Mayhew/Window, BMI)	5	73	—	TOO FAR GONE 1 Lucille Starr, Epic 10205 (Gallico, BMI)	1
37	17	I'LL NEVER FIND ANOTHER YOU 17 Sonny James, Capitol 5914 (Chappell, ASCAP)	17	74	—	FAIR WEATHER LOVE 8 Arlene Harden, Columbia 44133 (Cedarwood, BMI)	8
				75	—	A WORKING MAN'S PRAYER 1 Tex Ritter, Capitol 5966 (Window, BMI)	1

Nashville Scene

• Continued from page 50

Campbell, Don Gibson, Mac Cur-tic, the Western Gentlemen, and some local Atlanta artists. The Blue Boys, who were superb, also played a surprise visit to the Play-room, the overflowing nightclub

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of Buddy and Anette McMahon. George Jones was the starred performer there, drawing standing-room-only crowds. Del Wood was approached for the opening of two new Atlanta clubs this fall. . . . A Country Music Spectacular is set for KTUF Radio, Phoenix, Friday (29), starring Country Charley Pride, George Jones, Willie Nelson and Faron Young. . . . Gene Norell makes his move to Las Vegas, Nov. 1 to direct the new branch office of the Key Talent Agency there. . . . Claude King's version of "Laura" is outselling his standard, "Wolverton Mountain." He opens at the Nashville Club in New York City, Oct. 3-7. . . . Brite Star Records & Promotions has opened a new office at Holland, Mich., with Bill Laakson as manager.

Mark Records, a new label featuring country, opens at P.O. Box 1424, Hollywood. . . . The United Artists party and show during the "Grand Ole Opry" birthday celebration will be at the Municipal Auditorium, and not the Ramada Inn as previously reported. The time is the same, Oct. 19. . . . Grandpa Jones, the Willis Brothers and the Osborne Brothers made personal appearances at Buckley's Record Shop (16). Again, huge crowds gathered. . . . David Houston appeared on the "Tonight" show on NBC (22), his second network appearance this year. . . . Skeeter Davis made a showing on the Mike Douglas show. . . . Early Williams has joined the KCKN staff at Kansas City to host the all night country show. . . . Sonny James, on a syndicated TV appearance, invited disc jockeys every where to attend the "Opry" birthday and CMA festivities in Nashville, Oct. 19-21. . . . Duane Dee's

"Before the Next Teardrop Falls," on Capitol, was written by Ben Peters and Vivian Keith, and is a much talked about item on music row. . . . Nat Stuckey and the Sweet Thangs, in new uniforms, begin a week stint at the Golden Nuggett in Las Vegas, Sept. 28. Cheryl Pool, also from the Paula stable, will give the customers some thing extra to look at as well as to hear. . . . The largest crowd in the history of the Sweet Corn Festival at Millersport, Ohio, saw Jean Shepard, the Second Fiddles and Tommy Cash, according to Dick Harlow. The crowd was estimated in excess of 35,000.

Carl and Pearl Butler will spend the first 15 days of October in Europe. The Willis Brothers also will be on a European schedule. . . . America's news editors will be entertained Wednesday (4) in Nashville at the 21st National Conference of Editorial Writers. Chet Atkins, Boots Randolph and Floyd Cramer have been selected to perform for the opening of the four-day event, which is being held in the South for the first time. Host for the occasion is Lloyd Armor of the Nashville Tennessean. . . . A full set of drums was used on the "Grand Ole Opry" for the first time in history when Jerry Reed performed last week. Jerry's drummer, Willie Akerman, was allowed to use the entire set during his guest performance there. Reed also has been invited to join Jimmy Dean in Reno, and the fine guitarist was called to RCA Victor studios to assist Elvis Presley in learning "Guitar Man," Reed's song which Presley put in an album. . . . Miss Buffy Saint Marie, who wrote Bobby Bare's current release "Piney Wood Hills" is a Cree Indian who channels all of her royalties to that reservation in Canada for the benefit of her own people. . . . The Four Guys, Sincere artists, have been booked for a concert in Toronto, Ohio, that is sold out weeks in advance.

Country TV Pilot Sold; Heading for 104 Markets

NASHVILLE — A country music TV pilot costing \$20,000 was cut this week at WSIX-TV, here, and the show already has been sold to a sponsor. It is expected that eventual distribution will bring it into 104 markets, beginning early in November.

The show, "Country Music Holiday," included Monument's Billy Walker, Decca's Marion Worth, Epic's Stan Hitchcock, Starday's Duke of Paducah, Capitol's Merle Haggard and Bonnie Owens, Sincere's Four Guys, Starday's Kirby Grant

(Sky King), and Tommy Jones, the Markleys, and the Honeybees, a dancing group from West Virginia.

The emcee is Grant Turner, long-time announcer on the "Grand Ole Opry" and a regular staff member of WSM Radio. The show is put together by Ken-Tenn Enterprises, in cooperation with Sur-Mar Productions, under the direction of Wally Fowler. The hour-long, color videotape will be shown weekly. Plans already have been formulated for additional taping sessions.

Charges Industry With 'Lethargy'

• Continued from page 50

built up in the salesman as well as the dealer . . . and so much is dependent upon a promotion staff that knows its way around country music and its market."

He concludes: "The CMA is in no position to tell radio stations how to program country music—it can make many good suggestions available to interested broadcasters, though. The CMA can't tell a performer to get on stage and give the customers the entertainment they're paying for—but it does support

These "Grand Ole Opry" artists may be booked into a chain of hotels across the country.

a new Code of Ethics. The CMA can't grab an advertising executive and force him to create a big campaign built around country music or to sponsor a country music TV program—but it can and does stage immensely effective presentations designed to explain the country music movement to members of the advertising profession and other areas of the entertainment industry. The CMA can't knock on the door of every American Home and tell the history of country music to its occupants—but it can build a Hall of Fame and museum dedicated to help tell the story to people who want to know."

The rest, he said, is up to the industry itself.

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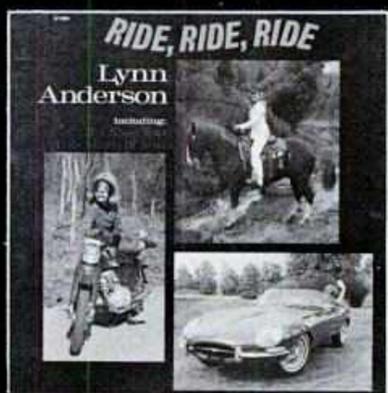
59-1005

LYNN ANDERSON

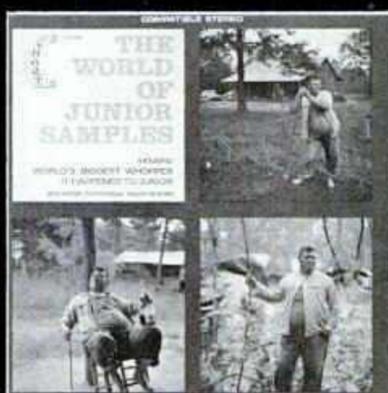
TOO MUCH OF YOU

1475

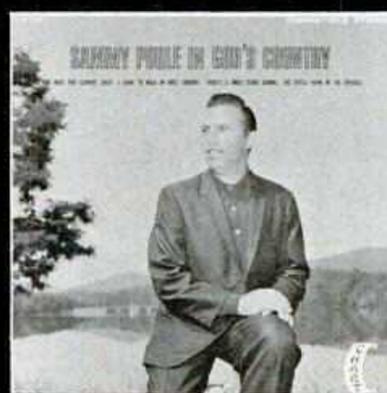
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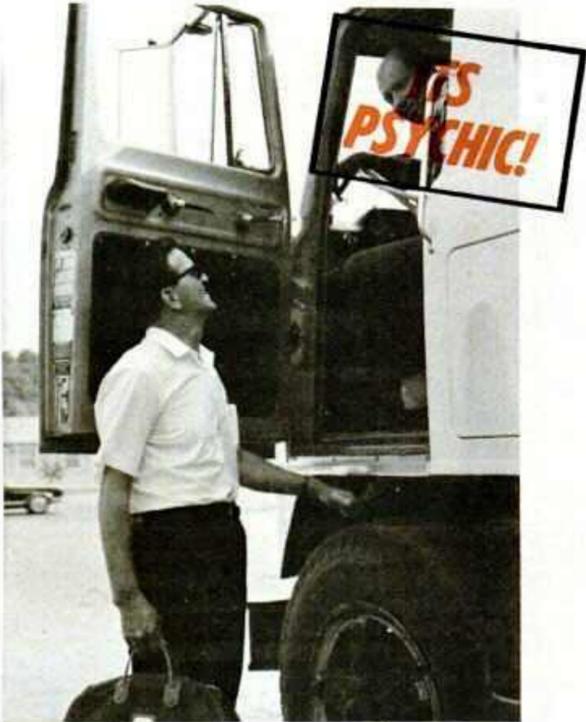
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Billboard SPECIAL SURVEY For Week Ending 9/30/67

HOT COUNTRY ALBUMS

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	JOHNNY CASH'S GREATEST HITS, VOL. 1 Columbia CL 2678 (M); CS 9478 (S)	11
2	2	SINGIN' AGAIN Ernest Tubb & Loretta Lynn, Decca DL 4872 (M); DL 74872 (S)	11
3	4	YOUR TENDER LOVING CARE Buck Owens & His Buckaroos, Capitol T 2760 (M); ST 2760 (S)	5
4	3	IT'S SUCH A PRETTY WORLD TODAY Wynn Stewart, Capitol T 2737 (M); ST 2737 (S)	15
5	5	ALL THE TIME Jack Greene, Decca DL 4904 (M); DL 74904 (S)	14
6	6	ANOTHER STORY Ernest Tubb, Decca DL 4867 (M); DL 74867 (S)	12
7	23	TONIGHT CARMEN Marty Robbins, Columbia CL 2725 (M); CS 9525 (S)	5
8	21	ODE TO BILLIE JOE Bobbie Gentry, Capitol T 2830 (M); ST 2830 (S)	3
9	13	I'LL NEVER FIND ANOTHER YOU Sonny James, Capitol T 2788 (M); ST 2788 (S)	5
10	10	JUKEBOX CHARLIE Johnny Paycheck, Little Darlin' LD 4006 (M); SLD 8006 (S)	8
11	15	CARRYIN' ON WITH JOHNNY CASH & JUNE CARTER Columbia CL 2728 (M); CS 9528 (S)	5
12	7	THERE GOES MY EVERYTHING Jack Greene, Decca DL 4845 (M); DL 74845 (S)	37
13	14	BLUE SIDE OF LONESOME Jim Reeves, RCA Victor LPM 3793 (M); LSP 3793 (S)	16
14	18	MY ELUSIVE DREAMS David Houston & Tammy Wynette, Epic LN 24325 (M); BN 26325 (S)	5
15	9	BEST OF EDDY ARNOLD RCA Victor LPM 3565 (M); LSP 3565 (S)	23
16	16	HITS BY GEORGE George Jones, Muscor MM 2128 (M); MS 3128 (S)	8
17	34	TURN THE WORLD AROUND Eddy Arnold, RCA Victor LPM 3869 (M); LSP 3869 (S)	3
18	19	LOVE OF THE COMMON PEOPLE Waylon Jennings, RCA Victor LPM 3825 (M); LSP 3825 (S)	6
19	25	I'M A LONESOME FUGITIVE Merle Haggard, Capitol T 2702 (M); ST 2702 (S)	10
20	17	DIESEL ON MY TAIL Jim & Jesse, Epic LN 24314 (M); BN 26314 (S)	12
21	24	MR. MEL Mel Tillis, Kapp KL 1535 (M); KS 3535 (S)	7
22	30	ALL MY LOVE Don Gibson, RCA Victor LPM 3843 (M); LSP 3843 (S)	6
23	22	BUCK OWENS AND HIS BUCKAROOS IN JAPAN Capitol T 2715 (M); ST 2715 (S)	19
24	—	BRANDED MAN Merle Haggard & the Strangers, Capitol T 2789 (M); ST 2789 (S)	1
25	31	TOGETHER AGAIN Kitty Wells & Red Foley, Decca DL 4906 (M); DL 74906 (S)	7
26	12	APARTMENT NO. 9 Bobby Austin, Capitol T 2773 (M); ST 2773 (S)	10
27	28	DANNY BOY Ray Price, Columbia CL 2677 (M); CS 9477 (S)	19
28	8	COLD HARD FACTS OF LIFE Porter Wagoner, RCA Victor LPM 3797 (M); LSP 3797 (S)	17
29	29	WALKIN' IN THE SUNSHINE Roger Miller, Smash MGS 27093 (S); SRS 67093 (S)	15
30	11	COOL COUNTRY Wilburn Brothers, Decca DL 4871 (M); DL 74871 (S)	13
31	32	ALL MY TOMORROWS Nat Stuckey, Paula LP 2196 (M); LPS 2196 (S)	12
32	33	JACKSON AIN'T A VERY BIG TOWN Norma Jean, RCA Victor, LPM 3836 (M); LSP 3836 (S)	4
33	35	GOIN' TO CAL'S PLACE Cal Smith, Kapp KL 1537 (M); KS 3537 (S)	4
34	40	CARL SMITH SPECIAL (Country Gentleman Sings His Favorites) Columbia CL 2687 (M); CS 9487 (S)	2
35	38	FOLKSY George Hamilton IV, RCA Victor LPM 3854 (M); LSP 3854 (S)	4
36	36	CONNIE SMITH SINGS BILL ANDERSON RCA Victor LPM 3768 (M); LSP 3768 (S)	15
37	26	I CAN DO NOTHING ALONE Bill Anderson, Decca DL 4886 (M); DL 74886 (S)	12
38	37	LET'S GET TOGETHER George Jones & Melba Montgomery, Muscor MM 2127 (M); MS 3127 (S)	5
39	41	JUST BEYOND THE MOON Tex Ritter, Capitol T 2786 (M); ST 2786 (S)	4
40	39	LONELY AGAIN Eddy Arnold, RCA Victor LPM 3753 (M); LSP 3753 (S)	30
41	20	THANKS, HANK! Jeannie Seely, Monument MLP 8073 (M); SLP 18073 (S)	12
42	43	SIX OF ONE, HALF A DOZEN OF THE OTHER Del Reeves, United Artists UAL 6595 (M); UAS 6595 (S)	3
43	—	YOUR FOREVERS DON'T LAST VERY LONG Jean Shepard, Capitol T 2765 (M); ST 2765 (S)	1
44	45	WINE, WOMEN AND SONG Ben Colder, MGM E 4482 (M); SE 4482 (S)	2
45	—	DAVE DUDLEY COUNTRY Mercury MG 21133 (M); SR 61133 (S)	1

First School Guitar Plan

• Continued from page 17

of accredited in-service courses for teachers of music and for teachers in the fields of English, history and foreign languages (stressing different areas of folk music); introducing guitar instruction into teacher-training programs on the kindergarten, nursery school and early grade level; introducing it into geriatric programs, and establishment of guitar pedagogy programs at universities.

Sidon said that the pilot program is being constructed so that it can be easily adapted to any public school system in the country. "Once the New York schools begin using guitar courses, other States may want to follow," he said.

The school of arts in Winston-Salem, N. C., offered guitar instruction as part of its regular music program when it opened two years ago. To his knowledge, this is the only other school in the country to do so, Sidon said.

Vienna Ork for B'klyn College

NEW YORK — The Vienna Philharmonic opens the Brooklyn College concert series on Saturday (7) with Wolfgang Sawallisch conducting. Other orchestras listed during the nine-concert series will be the Detroit Symphony under Sixten Ehrling, the Helsinki Philharmonic under Jorma Panula, and the University of Michigan Symphony Band under William D. Revelli.

The Piccolo Teatro Musicale and the Virtuosi di Roma will team with a program of Italian opera-buffa. Soloists during the series include pianists Gary Graffman and Evolyne Crochet, violinist Nathan Milstein, cellist Arto Noras, and bass-baritone Cesare Siepi.

Watts on Tour With L. A. Philharmonic

NEW YORK — Pianist Andre Watts, Columbia Masterworks artist, will complete a seven-week world tour with Zubin Mehta and the Los Angeles Philharmonic, who record for London, on Nov. 4. The tour includes 28 performances in 21 cities. Countries being visited are Belgium, Luxembourg, Rumania, Greece, Italy, France, Austria, Germany, Yugoslavia, Turkey, Iran, Cyprus and India. The tour is being sponsored by the U. S. State Department. Watts is performing MacDowell's "Concerto No. 2," Brahms' "Concerto No. 2," and Liszt's "Concerto No. 1."

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New Album Releases

• Continued from page 20

JAMES MOODY ORCH.—Moody & the Brass Figures; MLP 1005, MSP 9005
The Immortal JELLY ROLL MORTON; MLP 2003
VARIOUS ARTISTS—Ramblin' On My Mind; MLP 3002

MOBILE FIDELITY

Steam in the 60's, Vol. 1; MF 18
 Steam in the 60's, Vol. 2; MF 19

MOTOWN

THE FOUR TOPS—Greatest Hits; 662, S 662
THE SPINNERS—The Original Spinners; 639, S 639
VARIOUS ARTISTS—The Motown Sound, Vol. 7; 661, S 661

MURBO

AMBROSIAN SINGERS—A Choral Tapestry; MLP 6007, SLP 6007

NONESUCH

CAPELLA ANTIQUA MUNICH (Ruhland)—Voices of the Middle Ages; H 71171

BARTOK: MUSIC FOR PIANO—Noel Lee; H 71175

HAYDN: MASS IN D MINOR—Various Artists/Vienna State Opera Orch. & Chorus (Swarowsky); 71173, H 71173

SUBOTNICK: SILVER APPLES OF THE MOON—Electronic Music Synthesizer; H 71174

PACIFIC JAZZ

JOHNNY LYTLE—Done It Again; PJ 10125, ST 20125

PARROT

VARIOUS ARTISTS—Greatest Hits From England; PA 61010, PAS 71010

PHILIPS

LEON BIBB—The New Composers; PHM 200 249, PHS 600 249

The Distinguished Delegate; PHM 200 254, PHS 600 254

H. P. LOVECRAFT; PHM 200 252, PHS 600 252

MYSTIC MOODS ORCH.—Mexican Trip; PHM 200 250, PHS 600 250

ORIGINAL SOUNDTRACK—The Young Girls of Rochefort; PCC 2 626

THORINSHIELD; PHM 200 251, PHS 600 251

CARL SMITH TV SERIES FOR U. S. & OVERSEAS

NASHVILLE—The Carl Smith syndicated TV series, heretofore available only in Canada, now will be made available in the United States and overseas.

Warner Bros.-Seven Arts will handle the distribution of the color videotaping series. Smith already has taped 30 segments of his "Country Music Hall" for the season ahead, his fourth on Canadian TV with the same sponsors.

The syndication was debuted in this country with CBS affiliates WANE-TV, Fort Wayne, Ind., and WHEN-TV, Syracuse, N. Y., and other markets picking up during September include Peoria and Rockford, Ill.; Evansville, Ind.; Saginaw, Mich., and NBC outlets in Lancaster, Pa. and Indianapolis. Sponsors for the syndicated show will include Sears, Roebuck, International Harvester and Lipton Tea.

PHILIPS WORLD SERIES

BACH: SUITES FOR UNACCOMPANIED CELLO—Maurice Gendron; PHC 3-010

FRANCK: GRANDE PIECE SYMPHONIQUE/FANTASIE IN A PASTORALE—Marcel Dupre; PHC 9077

MAHLER: DAS LIED VON DER ERDE—Hoefliger/Merriman/Concertgebouw Orch. (Van Beinum); PHC 2-011

MARCELLO: LA CETRA—I Musici; PHC 9085

MOZART: DON GIOVANNI—London/Various Artists/Vienna Symphony (Moralt); PHC 2-009

SCHUBERT: SONATA IN B FLAT—Clara Haskil; PHC 9076

SHOSTAKOVICH: SYMPHONY NO. 5—Minneapolis Symphony (Skrowawski); PHC 9081

STAMITZ/MOLTER/POKORNY: THE VIRTUOSO CLARINET—Jacques Lancelot; PHC 9078

PROJECT 3

PETER MATZ Brings 'Em Back; PR 5007, PR 5007 SD

RCA RED SEAL

VERDI: LA TRAVIATA—Caballe/Bergonzi/Milnes/RCA Italiana Orch. (Prete); LM 6180, LSC 6180

RCA VICTOR INTERNATIONAL

FRANCO PAGANI—The Heart of Italy; FPM 114, FSP 114

REPRISE

BROOK BENTON—Laura, What's He Got That I Ain't Got; 6268, RS 6268

SAMMY DAVIS, JR.—Doctor Dolittle; 6264, RS 6264

RURAL RHYTHM

The Legendary J. E. MAINER & HIS MOUNTAINEERS—Old Time Mountain Music; PRJE 185

SERAPHIM

RICHARD TAUBER—Vienna, City of My Dreams; 60051

SMASH

JAY & THE TECHNIQUES—Apples, Peaches, Pumpkin Pie; MGS 27095, SRS 67095

SOUL

GLADYS KNIGHT & THE PIPS—Everybody Needs Love; 706, S 706

JR. WALKER & THE ALL STARS—Live!; 705, S 705

SPHERE SOUND

ELMORE JAMES—I Need You; LP 7008

S&R

MERRILL STATON & HIS SINGERS—The Jolly Pied Piper; 820

STOP

THE CALHOUN TWINS—Country Jet Set; LP 10001

TAMLA

MARVIN GAYE—Greatest Hits Vol. 2—278, S 278

MARVIN GAYE & TAMMI TERRELL—United; 277, S 277

SMOKEY ROBINSON & THE MIRACLES—Make It Happen; 276, S 276

STEVIE WONDER—I Was Made to Love Her; 279, S 279

TIVELL

MONTY LEVITT Goes Continental; TV 11

TURNABOUT

LISZT: OPERATIC & DRAMATIC FANTASIES—Louis Kentner, piano; TV 341635

CARISSIMI: BALTHAZAR AMERIO: THE STORY OF ADAM & EVE—Various Artists/Chor der Kirchenmusikschule (Ewerhart); TV 341725

UNITED ARTISTS

VICENTICO VALDES—Sorpresas; UAL 3598, UAS 6598

VANGUARD EVERYMAN

THE BABY SITTERS—Folk Songs for Babies, Small Children, Parents, and Baby Sitters; SRV 3002, SRV 73002

ALFRED DELLER—Western Wind & Other English Folk Songs and Ballads; SRV 3005, SRV 73005

CISCO HOUSTON—The Legendary Cisco Houston/I Ain't Got No Home; SRV 3006, SRV 73006

ODETTA At Carnegie Hall; SRV 3003, SRV 73003

MARTHA SCHLAMME—Raisins & Almonds & Other Jewish Folk Songs; SRV 3004, SRV 73004

THE WEAVERS' Songbag; SRV 3001, SRV 73001

VAULT

SAM FLETCHER—The Look of Love The Sound of Soul; LP 116, SLP 116

VERITAS

RUDOLPH GANZ Recital; VM 105

LEOPOLD GODOWSKY Recital; VM 103

JOSEF HOFMANN—The Legendary Casimer Hall Recital; VM 101

The Art of WANDA LANDOWSKA; VM 104

The Keyboard Artistry of SERGEI RACHMANINOFF; VM 102

VARIOUS ARTISTS—Stars of the Ziegfeld Follies; VM 107

WAGNER: DER FLIEGENDE HOLLENDER—Friedrich Schorr/Various Artists; VM 106

VERVE

MALACHI—Holy Music; V 5024, V6-5024
 Sunday Afternoon At The Trident; V 5027, V6-5027

WESTMINSTER

BACH: 3 SONATAS FOR CELLO & PIANO—Bernard Greenhouse/Anthony Makas; XWN 19126, WST 17126

LISZT: HUNGARIAN PORTRAITS NOS. 1-7—Edith Farnadi, piano; XWN 19127, WST 17127

VARIOUS COMPOSERS—Symphonies of the 18th Century—Vienna Radio Orch. (Otvos); XWN 19128, WST 17128

STRADELLA: TRIOS IN D MINOR—Trio Di Bolzano; XWN 19129, WST 17129

STICH-RANDALL Sing's Italian Arias; XWN 19130, WST 17130

VARIOUS COMPOSERS—Vienna Radio Orch. (Eger); XWN 19131, WST 17131

MOZART: PIANO CONCERTO IN E FLAT (K 271)—Vienna Radio Orch. (Priestman); XWN 19132, WST 17132

MOZART: STRING QUARTETS NO. 14 IN G MAJOR (K 387)/NO. 15 IN D MINOR (K 421)—Allegri String Quartet; XWN 19133, WST 17133

VIERNE: CARILLON DE WESTMINSTER—Maurice Durufle; Marie-Madeleine Durufle-Chevalier at the organs of the Soissons Cathedral & the Saint-Etienne-Du-Mont Church, France; XWN 19134, WSN 17134

NORMAN TREIGLE IN ITALIAN, FRENCH AND GERMAN ARIAS FROM OPERA—Vienna Radio Orch. (Jalas); XWN 19135, WST 17135

VARGA: PRELUDE & FOUR CAPRICES—Ruben Varga, violin; XWN 19136, WST 17136

WESTMINSTER COLLECTORS SERIES

LISZT: HUNGARIAN RHAPSODIES NOS. 1-8—Edith Farnadi, piano; W 9344

LISZT: HUNGARIAN RHAPSODIES NOS. 9-15—Edith Farnadi, piano; W 9345

LISZT: HUNGARIAN RHAPSODIES NOS. 16-19—Edith Farnadi, piano; W 9346

BUSONI: FANTASIA CONTRAPPUNTISTICA—Egon Petri, piano; W 9347

BACH/BUSONI: FOUR TRANSCRIPTIONS—Egon Petri, piano; W 9348

DUPRE: LE CHEMIN DE LA CROIX—Marcel Dupre at the Cavaille-Coll Organ of Saint-Sulpice, Paris; W 9349

BRAMMS: DOUBLE CONCERTO IN A MINOR FOR VIOLIN, CELLO & ORCH.—Fournier/Janigro/Vienna State Opera Orch. (Scherchen); W 9712

WESTMINSTER MULTIPLES

RUDEL CONDUCTS BIZET/STRAUSS/SUPPE—Vienna State Opera Orch. (Rudel); WM 1027 (3 LPs)

WORLD PACIFIC

THE MARKETTS—Sunpower; WP 1870, WPS 21870

Yesteryear's Country Hits

COUNTRY SINGLES—5 Years Ago September 29, 1962

1. Devil Woman—Marty Robbins (Columbia)
2. Wolverton Mountain—Claude King (Columbia)
3. I'm Gonna Change Everything—Jim Reeves (RCA Victor)
4. I've Been Everywhere—Hank Snow (RCA Victor)
5. Mama Sang a Song—Bill Anderson (Decca)
6. A Little Heartache—Eddy Arnold (RCA Victor)
7. Call Me Mr. In-Between—Burl Ives (Decca)
8. Everybody But Me—Ernest Ashworth (Hickory)
9. Willie the Weeper—Billy Walker (Columbia)
10. After Loving You—Eddy Arnold (RCA Victor)

COUNTRY SINGLES—10 Years Ago September 30, 1957

1. Fraulein—Bobby Helms (Decca)
2. Whole Lotta Shakin' Goin' On—Jerry Lee Lewis (Sun)
3. My Shoes Keep Walkin Back to You—Ray Price (Columbia)
4. Bye Bye Love—Everly Brothers (Cadence)
5. Geisha Girl—Hank Locklin (RCA Victor)
6. Teddy Bear—Elvis Presley (RCA Victor)
7. Home of the Blues—Johnny Cash (Sun)
8. Four Walls—Jim Reeves (RCA Victor)
9. Tangled Mind/My Arms Are a House—Hank Snow (RCA Victor)
10. I'll Always Be Your Fraulein—Kitty Wells (Decca)

Picked by many celestial radio stations and interplanetary trade papers to fly high on the cosmic country charts—just watch it go



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WCFL Is Looking to Be No. 1

• Continued from page 34

Draper said that what he's been doing musically at WCFL has changed music exposure patterns throughout the market. "We've changed it completely. We've opened the market up. Before, promotion men couldn't get a record played. We came and made other people eager to go with new material. We're

constantly breaking records now. But WLS hasn't broken a record in three months."

Draper added: "Promotion men can't break a record in this market today without WCFL."

He also observed that before the new WCFL, Chicago was a vast talent wasteland. "The Buckingham, New Colony Six, Shadows of Knight and other local groups were unheard of

until we came on the scene," he said. "They were talented enough to make it nationally but were not getting the exposure."

When Draper came to WCFL the station had everything from Chicago White Sox broadcaster Bob Elson (noted for his long silences) to jazz deejay Sid McCoy. Both are gone, along with all the other personalities who

were carrying the station along at 12th place in the market below WMBI, the Moody Bible Institute station. In April of 1964, WLS had 34 per cent of the night-time teen audience. WCFL had 3 per cent. Today WLS has 16 per cent of that same audience and WCFL has 15 per cent.

According to June-July, 1967 Hooper, WCFL is No. 1 in the market from noon to 6 p.m. and No. 3 from 7 a.m. to 6 p.m. For the same two-month period, Hooper shows WCFL with

a 50 per cent increase in share of the Monday through Friday afternoon audience since the same months in 1966, while WLS has lost a third of its audience during the same time period during the year. Compared to July-August of 1965, WCFL has increased its afternoon audience 76 per cent while WLS has lost 40 per cent of the same audience.

The latest Pulse report shows WCFL third in the total market behind WVON and WIND. The latest Hooper has WCFL first. A rating graph over the past two years shows WCFL gradually rising from very low to join a bunch of contenders and WLS sliding gradually from very high to join the same bunch.

Regardless of which operation jumps out of the pack, the new competitive spirit in Chicago radio is doing nothing but good for music exposure.

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October 19-20-21

A G E N D A

Registration

Minnie Pearl's Luncheon & Show

Fender Country Music Show

United Artists' Party & Show

WSM BREAKFAST

OPRY SPECTACULAR

WSM-CMA Sales-Programming Workshop

Dot Records Luncheon

Decca Records Party & Show

WSM FRIDAY NIGHT OPRY

RCA Victor Breakfast & Show

Columbia Records Luncheon & Show

Capitol Records Party & Show

WSM GRAND OLE OPRY

Pamper Music Dance

Columbia Coffee Clatch

Pre-register to make sure you are among those taking part.

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MUNICIPAL AUDITORIUM

Classical Notes

Composer/pianist Benjamin Britten and tenor Peter Pears will give song recitals at Hunter College on Sept. 20 and 22. . . . While Richard Lewis was recording Mozart's "The Impresario" for RCA Victor in London, his wife gave birth to a son. The tenor's 13th U. S. season will include three Town Hall concerts, an appearance with the Philadelphia Orchestra at Philharmonic Hall, a 10-week tour with the Bach Area Group and appearances with orchestras in San Francisco, St. Louis, Cincinnati, Houston, Toronto and Indianapolis.

Wichita Season

WICHITA, Kan.—The Wichita Symphony begins its 24th season on Sunday (1) at Wichita High School East with James Robertson conducting. Artists during the season will include soprano Teresa Stratas, tenor James McCracken, mezzo-soprano Sandra Warfield, violinists Itzhak Perlman and Nancy Border, and pianist Gina Bachauer. The season will contain seven concert pairs.

WIRE Switch

• Continued from page 34

trips by Nelson and Scott to Nashville to become fully acquainted with the country music scene.

WGEE, a 5,000-watt day-timer, has been the market's major country outlet. WIRE had been playing some country music; it was rated fourth in ability to influence album sales of pop music in a summer 1966 Billboard Radio Response Rating survey.

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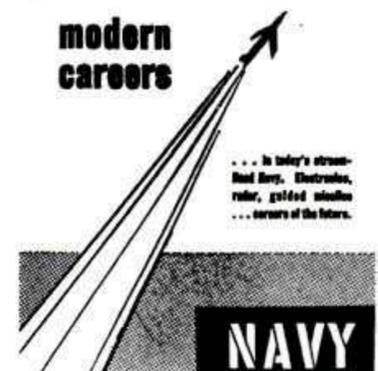
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Melodiya/Angel 'Spades' Out

LOS ANGELES—The first stereo package of Tchaikovsky's "Pique Dame (Queen of Spades)" will be released on Melodiya/Angel next week. A three-record set slated on Seraphim is Lortzing's "Zar und Zimmerman," the first low price pressing of the opera.

Five multiple sets are planned on Angel. Three-LP boxes are orchestral showpieces of Tchaikovsky, Mousorgsky-Ravel, Respighi, Liszt, Weber, Berlioz and Sibelius by Herbert von Karajan and the Philharmonia Orchestra; Tchaikovsky's three best known symphonies by Otto Klemperer and the Philharmonia; and Nathan Milstein in violin concertos of Beethoven, Brahms and Tchaikovsky with Erich Leinsdorf, Anatol Fistoulari and William Steinberg conducting.

Moore Tribute

Sopranos Victoria de los Angeles and Elisabeth Schwarzkopf, and baritone Dietrich Fischer-Dieskau are the soloists in a special two-disk set paying tribute to piano accompanist Gerald Moore, who is retiring. The performances were taped at a recent London farewell concert for Moore. The other two-record set features Miss de los Angeles, Nicolai Gedda and Ernest Blanc in Berlioz's "L'Enfance du Christ" with Andre Cluytens conducting the Rene Duclos Chorus and the Paris Conservatoire Orchestra.

Yehudi Menuhin plays violin and viola in Bartok concertos with Antal Dorati conducting the New Philharmonia Orchestra. Pianist Alexis Weissenberg appears in two recital albums, one of Liszt the other of Bach.

Sopranos Anneliese Rothenberger and Lisa

Della Casa sing duets from Richard Strauss' "Der Rosenkavalier" with Rudolf Neuhaus and the Dresden State Orchestra. Completing the Angel release is Christmas music by the Roger Wagner Chorale.

The "Pique Dame," recorded at the Bolshoi Theater, features Valentina Levko, Tamara Milashkina, Irina Arkhipova, Zurab Andzhaparidze, Mikhail Kiselev and Yuri Mazurok. Boris Khaikin conducts the Bolshoi Theater's chorus and orchestra in the four-record set. In other Melodiya/Angel titles violinist David Oistrakh is featured in Sibelius with the Moscow Radio Symphony under Gennady Rozhdestvensky, and Yevgeny Svetlanov conducts the USSR Symphony in Rachmaninoff and Scriabin.

'Zar' Soloists

Soloists in "Zar und Zimmerman" are Hermann Prey, Erika Koeth, Annilies Burmeister, Gedda, Peter Schreier and Gottlob Frick, Robert Heger conducts the Leipzig Radio Chorus and Dresden State Orchestra. Also on Seraphim, pianist Claudio Arrau performs Brahms with the Philharmonia under Carlo Maria Giulini, while duo-pianist Vronsky and Babin play a program of Rachmaninoff, Bizet and Lutoslawski. Rounding out the Seraphim list is Carl Schuricht conducting the Vienna Philharmonic in Bruckner.

Listed on Capitol Classics are Sir John Barbirolli and the Halle Orchestra in Sibelius, and Bary Bose conducting the Guildford Cathedral Choir and the Pro Arte Orchestra and English Christmas music of Vaughan Williams and Hely-Hutchinson.

Masterworks Titles Have Several Firsts

NEW YORK—The first recording of a Nielsen concerto and first stereo pressing of two Kodaly works are included in next month's Columbia Masterworks release. A CBS title includes a first recording of a Beethoven cantata.

The Nielsen "first" is the "Concert for Flute and Orchestra" performed by Julius Baker and the New York Philharmonic under Leonard Bernstein. The second side has the "Clarinet Concerto" with Stanley Drucker as soloist.

A Kodaly album with Eugene Ormandy and the Philadelphia Orchestra includes the first stereo versions of the "Concerto for Orchestra" and "Dances of Marosszek." Officially listed for October is the de luxe 14-LP box of the nine Mahler symphonies with Bernstein conducting. The set, listing for \$100, includes a bonus disk containing word portraits of the composer.

Mozart also conducts the Philharmonic in a pairing of two late Mozart symphonies, while the Juilliard String Quartet has a coupling of two Ives quartets. George Szell and the Cleveland Orchestra play five Rossini Overtures, including "The Voyage to Rheims."

The Philadelphia Brass Ensemble plays a program of Christmas Carols. Ormandy and the Philadelphia also have an album of popular waltzes.

The Beethoven cantata on CBS, "Cantata on the Death of Emperor Joseph II," features soprano Martina Arroyo, bass Justino Diaz and the Camarata Singers with Thomas Schippers conducting the New York Philharmonic. The piece is paired with "Ah, Perfido" with Regine Crespin as soloist. The other CBS title has Seiji Ozawa conducting the Toronto Symphony in Berlioz.

The low price Odyssey includes two "Legendary Performances" albums in mono only, including selections from Wagner's "Tristan und Isolde" with tenor Lauritz Melchior and soprano Helen Traubel. The other mono LP has the two Mozart piano quintets with Szell as pianist with the Budapest String Quartet.

Bernard Krainis is soloist with his consort and ensemble in the first low price collection of recorder music. The album contains music by Vivaldi, Bull, Tosenmuller, Telemann, Frescobaldi, Biber, Gibbons, Miller and Dorough. Max Goberman conducts the New York Sinfonietta in the first low price waxing of Vivaldi's three concertos for viola d'amore. The album also contains Vivaldi's two mandolin concertos. Rounding out the Odyssey release is a collection of Spanish folk songs with the Madrigal Chorus of Barcelona.

RECORD PREVIEW

Veritas' Virtuoso Pianists

NEW YORK — The six classical records that form the bulk of the initial Veritas Records release are gems for consumers interested in the past artistry of great names, especially pianists. Five of the disks offered are from the International Piano Library, and what a quintet they are, with legendary figures like Wanda Landowska, Sergei Rachmaninoff, Leopold Godowsky, Josef Hofmann and Rudolph Ganz. Miss Landowska is heard in previously unreleased material on her beloved harpsichord. The sixth disk also is memorable, as it features the fine interpretation of Friedrich Schorr in scenes from Wagner's "Der Fliegende Hollaender" ("The Flying Dutchman"). Surprisingly, the Ganz and Godowsky pressings are the only current catalog listings for these magnificent performers. Godow-

sky, especially, was an acknowledged master, and this collection of pieces by Chopin, Liszt, and the artist himself is good testimony to this. His two compositions are examples of virtuosity.

Virtuosity is the keynote for Hofmann in this first public recording of The Legendary Casimir Hall Recital of April 7, 1938. Major novelties in an otherwise familiar program of Chopin and Schubert are Stojowski's "Oriental, Op. 10, No. 2" and three compositions by the artist. Re-mastering has removed most of the distortion caused by a hidden mike being too close to the stage, but, even with minor defects, the effect of Hofmann's artistry is almost overpowering, especially in the familiar Chopin "Minute Waltz."

The Rachmaninoff LP displays masterful technique and sensitivity from start to finish.

It contains one of the truly legendary performances, as Rachmaninoff plays Liszt's well-known "Hungarian Rhapsody No. 2" with the artist's difficult cadenza. But there also is Mozart's "Theme and Variations From Sonata No. 11, K. 331," and five Rachmaninoff compositions, including the "Prelude in C Sharp Minor, Op. 3, No. 2." Completing the pressing are selections of Chopin and Scarlatti-Tausi.

Ganz, perhaps better known as a conductor, also is impressive, especially in Haydn's "Concerto in D," in which he both plays and conducts. Part of the appeal of this disk and two others is hearing the artist speak on his musical background and approach. This section "Rudolph Ganz Talks" precedes a top reading of MacDowell's "Sonata No. 2 in G Minor, Op. 50 (Eroica)." The album also has selections of Rameau, Hon-

(Continued on page 58)

Philadelphia Chamber to Make Disk Debut on RCA

NEW YORK—The Chamber Symphony of Philadelphia makes its recording debut next month with RCA Victor's issue of Brahms' "Serenade in D." Anshel Brusilow conducts. Also slated by Victor Red Seal is highlights from Handel's "Messiah" with the Robert Shaw Chorale. The complete oratorio was released last year.

Artur Schnabel continues his Chopin re-recordings with a two-record package of the "Nocturnes." Schnabel previously waxed the pieces in mono Jean Martinon conducts the Chicago Symphony in selections of Bizet, Lalo and Massenet.

The official release of Verdi's "La Traviata" with Montserrat Caballe, Carlo Bergonzi and the disk debut of Sherrill Milnes also is listed. The three-record set was rush released in New

York earlier this month to coincide with Miss Caballe's opening night performance in the opera at the Metropolitan Opera on Monday (18). A Boston Pops show music album, with Arthur Fiedler conducting, rounds out the Red Seal release.

The Victrola release includes first pressings of Telemann's "Suite in D for Viola" and "Suite in A Minor for Recorder" with Rolf Reinhardt conducting the Collegium Aureum. Henry Dzyg conducts the Tolzer Boys Choir, the Cologne Radio Symphony Orchestra and Chorus in Penderecki's "Passion According to St. Luke."

Tenor Fritz Wunderlich is heard in an operatic recital sung in German. Two mono-only titles have Arturo Toscanini and the NBC Symphony in Rossini and Mussorgsky-Ravel and Ravel.

CONNOISSEUR TO BOW NEW STEREO LINE

KEARNY, N. J.—Connoisseur Records is preparing a new stereo line, Recital Hall, with an initial fall release of six three-record boxed sets listing at \$9.95 each. Included will be packages by violinist David Oistrakh, pianist Sviatov Richter, cellist Mstislav Rostropovich and the Soviet Army Chorus. Another package features pianists Emil Gilels, Vladimir Ashkenazy and Richter, while the sixth has 20th century ballet music. Each box will have a different decorator color, according to Henry Rosenberg, Connoisseur general manager, with an embossed rectangle on the cover featuring a wood cut.

DGG INKS HENZE TO A BIG WAXING DEAL

HAMBURG—Deutsche Grammophon (DGG) has signed a contract with composer Hans Werner Henze which will produce the greatest number of classical recordings of any German composer except Carl Orff.

Grammophon has recorded Henze's five symphonies. In 1968, it will produce a complete recording of his "Der junge Lord" (The Young Lord).

DGG's contract with Henze provides for the recording of "representative excerpts" of his composition output. A Grammophon spokesman said an even dozen Henze recordings would be released over the next few years, the details to be announced later.

Aside from recording "The Young Lord," Grammophon, at the end of this year, will record three Henze cantatas, with the Berlin Philharmonic under Henze. Soprano Edda Moser will be soloist.

Projected for 1968 are recordings of Henze's works in Dresden, ("Musen Siziliens," three moralities, with the Saxony State Orchestra under Henze); in Munich (Ode an den Westwind" with Siegfried Palm, Cello, and a violin concerto with Wolfgang Schneiderhan and the Bavarian Radio Symphony under Henze), and in Zurich ("Double Concerto for Oboe and Harp" with the Holligers and "Sonata e Fantasia per Archi").

DGG also will soon release its recording of Orff's "Oedipus der Tyrann."

4 Opera Recordings Open Teldec Autumn Sales Push

HAMBURG — Telefunken Decca (Teldec) is opening its autumn program in Germany with heavy sales promotion for four new opera recordings, two of which appear in the Teldec catalog for the first time.

The first recordings are of Benjamin Britten's "A Midsummer Night's Dream" and Vincenzo Bellini's "Beatrice di Tenda." The remaining two releases are new recordings of Puccini's "Tosca" and Mascagni "Cavalleria Rusticana."

Benjamin Britten directs the London Symphony in the recording of his opera in 3 acts. The 3-LP album features Al-

fred Deller, Elizabeth Harwood, John Shirley - Quirk, Helen Watts, Peter Pears, and Heather Harper.

"Beatrice di Tenda," in two acts, is the 10th of Bellini's 11 operas. Richard Bonynghe directs the London Symphony with Joan Sutherland, Cornelius Ophthof, Josephine Veasey, Luciano Pavarotti, and Joseph Ward.

The three-LP Tosca recording is with Birgit Nilsson, Franco Corelli and Dietrich Fischer-Dieskau. Lorin Maazel conducts the choir and orchestra of the Accademia di Santa Cecilia Rom, with Giorgio Kirschner as choir leader.

BEST SELLING CLASSICAL LP's

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1		WEST MEETS EAST Yehudi Menuhin/Ravi Shankar, Angel 36418 (M); S 36418 (S)	12
2	2	MAHLER: SYMPHONY NO. 8 (2-12" LP's) Various Artists/London Symphony (Bernstein), Columbia M2L 351 (M); M2S 751 (S)	34
3	3	ART OF DENNIS BRAIN Seraphim IC 60040 (M); (No Stereo)	19
4	10	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	15
5	4	MAHLER: DAS LIED VON DER ERDE James King/Dietrich Fischer-Dieskau/Vienna Philharmonic Orch. (Bernstein), London OM 36005 (M); OS 26005 (S)	30
6	6	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	78
7	7	ORFF: CARMINA BURANA New Philharmonic Orch. (DeBurgos), Angel 36333 (M); S 36333 (S)	58
8	5	ARTURO TOSCANINI CONDUCTING BEETHOVEN SYMPHONIES, NO. 1, 4 & 6 (3-12" LP's) BBC Symphony Orch. (Toscanini), Seraphim IC 6015 (M); (No Stereo)	15
9	12	HOROWITZ IN CONCERT (2-12" LP's) Vladimir Horowitz, Columbia M2L 357 (M); M2S 757 (S)	22
10	9	HOLST: THE PLANETS New Philharmonic Orch. & Chorus (Boult), Angel 36420 (M); S 36420 (S)	58
11	11	A TOSCANINI TREASURY OF HISTORIC BROADCASTS (5-12" LP's) NBC Symphony (Toscanini), RCA Victor LM 6711 (M); (No Stereo)	24
12	15	PUCCINI: LA BOHEME (2-12" LP's) Various Artists/RCA Victor LM 2252 (M); LSC 2252 (S)	51
13	13	RAVEL: BOLERO/RHAPSODIE/LA VALSE New York Philharmonic (Bernstein), Columbia ML 5293 (M); CS 6011	45
14	8	GERSHWIN: RHAPSODY IN BLUE New York Philharmonic (Bernstein), Columbia ML 5413 (M); MS 6091 (S)	58
15	31	PUCCINI: LA RONDINE (2-12" LP's) Moffo/Barironi/RCA Italiano Orch. & Chorus (Molinari-Pradelli), RCA Victor LM 7048 (M); LSC 7048 (S)	3
16	14	BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's) Berlin Philharmonic (Von Karajan), DGG (No Mono); SKL 101/108 (S)	20
17	38	PUCCINI: TOSCA (2-12" LP's) Nilsson/Corelli/Fischer-Dieskau/Various Artists (Maazel), London A 4267 (M); OSA 1267 (S)	2
18	28	BEETHOVEN: THE NINTH SYMPHONY Mormon Tabernacle Choir/Philadelphia Orch. (Ormandy), Columbia ML 6416 (M); MS 7016 (S)	4
19	19	WAGNER: DIE WALKUERE (5-12" LP's) Crespin/Vickers/Various Artists/Berlin Philharmoniker (Von Karajan), DGG 39 229/233 (M); 139 229/233 (S)	20
20	20	HISTORIC ORGANS OF EUROPE—SWITZERLAND E. Power Biggs, Columbia ML 6255 (M); MS 6855 (S)	5

Billboard Award

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
21	22	ORMANDY-PHILADELPHIA ORCH.'S GREATEST HITS Philadelphia Orch. (Ormandy), Columbia ML 6334 (M); MS 6934 (S)	20
22	21	NIELSEN: SYMPHONY NO. 1 Philadelphia Orch. (Ormandy), Columbia ML 6404 (M); MS 7004 (S)	12
23	23	LEONTYNE PRICE—PRIMA DONNA RCA Victor LM 2896 (M); LSC 2896 (S)	51
24	18	RACHMANINOFF: CONCERTO NO. 2 Van Cliburn/Chicago Symphony Orch. (Reiner), RCA Victor LM 2601 (M); LSC 2601 (S)	28
25	17	RACHMANINOFF: SYMPHONY NO. 1 Philadelphia Orch. (Ormandy), Columbia ML 6386 (M); MS 6986 (S)	9
26	25	OLD TIMERS' NIGHT AT THE POPS Boston Pops (Fiedler), RCA Victor LM 2944 (M); LSC 2944 (S)	9
27	16	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	60
28	26	RODGERS: VICTORY AT SEA, VOL. 1 RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2335 (M); LSC 2335 (S)	44
29	29	BERNSTEIN CONDUCTS BARTOK Gold & Frizdale/New York Philharmonic (Bernstein), Columbia ML 6356 (M); MS 6956 (S)	5
30	24	THE WORLD OF CHARLES IVES Philadelphia Orch. (Ormandy)/American Symphony (Stokowski)/New York Philharmonic (Bernstein), Columbia ML 6415 (M); MS 7015 (S)	14
31	30	ART OF GERALD MOORE Various Artists, Seraphim 60044 (M); (No Stereo)	4
32	36	BEETHOVEN: SYMPHONY NO. 5/HOW A GREAT SYMPHONY WAS WRITTEN New York Philharmonic (Bernstein), Columbia ML 5868 (M); MS 6468 (S)	49
33	34	DVORAK: SYMPHONY NO. 9 (New World) New York Philharmonic (Bernstein), Columbia ML 6389 (M); MS 6393 (S)	17
34	27	RACHMANINOFF: CONCERTO NO. 2 IN C FOR PIANO Graffman/New York Philharmonic (Bernstein), Columbia ML 6034 (M); MS 6634 (S)	3
35	35	STRAVINSKY: SYMPHONY IN E FLAT, OP. 1 Columbia Symphony (Stravinsky), Columbia ML 5868 (M); MS 6989 (S)	9
36	37	MOZART: CONCERTOS 8 & 9 Vladimir Ashkinazy/London Symphony (Kertesz), London CM 9501 (M); CS 6501 (S)	5
37	33	STOCKHAUSEN: MOMENTE Various Artists/Radio Cologne Symphony (Stockhausen), Nonesuch H 1157 (M); H 71157 (S)	4
38	32	SHOSTAKOVICH: EXECUTION OF STEPAN RAZIN/ SYMPHONY NO. 9 Moscow Philharmonic (Kondrashin), Melodiya/Angel R 40000 (M); SR 40000 (S)	31
39	39	MOZART PIANO CONCERTO NO. 5/SYMPHONY NO. 36 Bernstein/Vienna Philharmonic (Bernstein), London CM 9499 (M); CS 6499 (S)	2
40	40	STRAVINSKY: L'HISTOIRE DU SOLDAT/PROKOFIEV: QUINTET FOR STRINGS & WINDS Chamber Ensemble (Rozhdestvensky), Melodiya/Angel R 40005 (M); SR 40005 (S)	2

NEW ACTION LP's

PUCCINI: MADAME BUTTERFLY (3-12" LP's)—Scotto/Bergonzi/Rome Opera House Orch. & Chorus, Angel (No Mono); SCL 3702 (S)

DVORAK: NEW WORLD SYMPHONY—New Philharmonic Orch. (Dorati), London (No Mono); SPC 21025 (S)

IVES: HOLIDAYS SYMPHONY—Dallas Symphony (Johanos), Turnabout (No Mono); TV 34146S (S)

LEONTYNE PRICE—PRIMA DONNA, VOL. 2—RCA Victor LM 2968 (M); LSC 2968 (S)

Opera Bows on Baccarola

GUETERSLOH, West Germany — Ariola-Eurodisc is introducing a new series of excerpts from famous operas, in the German language, on its Baccarola label.

It is the first time that top-product opera has been offered on the Baccarola label. The series, called "Baccarola-Auslese," sells for \$2.45.

There are eight titles in the series, which is recorded with artists like Fritz Wunderlich, Melitta Muszely, Sonja Schoener, Horst Wilhelm and Sandor Konya.

Boheme" with Wunderlich, Mascagni's "Cavalleria Rusticana" (Wunderlich), Mozart's Marriage of Figaro" (Muszely), Weber's "Der Freischuetz" (Schoener), Leoncavallo's "Pagliacci" (Konya), Lortzing's "Zar und Zimmerman" (Schoener), Verdi's "La Traviata" (Stina Britta Melander), and Puccini's "Madame Butterfly" (Wunderlich).

The eight opera LP's, recorded in Duplo-Sound, have specially designed jackets for popular sales appeal. Aside from the new Baccarola-Auslese series, Ariola-Eurodisc is promoting a series of four operetta

Haug Dies at 67

LAUSANNE, Switzerland—Hans Haug, composer and conductor, died at Lausanne Hospital Sept. 15. He was 67. Haug, director of L'Orchestre de la Suisse Romande from 1935 to 1938, was best known for his concerto and operatic compositions.

LP's which it produced in West Berlin under producer Fritz Ganss and conductor Robert Stolz.

The operetta titles are "Die Czardasfuerstin," "Graefin Mariz," "Zarewitsch," and "Zigeunerliebe." The four LP's feature Rudolph Schock and Margit Schramm.

PREMIERE FOR RODRIGO WORK

SAN ANTONIO —Rodrigo's "Concerto for Four Guitars and Orchestra" will receive its world premiere here on Nov. 18. It will then be recorded by Mercury Records with the premiere artists, the guitar-playing Romero Family, and the San Antonio Symphony under Victor Alessandro, musical director. The album's release next year will be the orchestra's first catalog listing.

Piano Recitals In London Set

NEW YORK — Two piano recitals are being issued next week in a 10-title London Stereo Treasury release. Wilhelm Kempf plays the first of three Chopin albums, while Julius Katchen performs Beethoven's "Diabelli Variations." Ernest Ansermet and L'Orchestre de la Suisse Romande are heard in Beethoven and Stravinsky albums.

The Paris Conservatoire Orchestra is on four albums in the low price stereo-only series as Jean Martinon conducts Berlioz, Albert Wolff conducts Massenet, Peter Maag conducts Rossini, and Sir Adrian Boult conducts Tchaikovsky.

Hans Knappertsbusch and the Vienna Philharmonic are heard in Brahms and Karl Muenchinger and the Stuttgart Chamber Orchestra play Mozart and Schubert to complete the release.

Classical Notes

Bruno Amaducci debuts at the Metropolitan Opera conducting Verdi's "Falstaff" on Thursday (5). In the same performance, mezzo-soprano Fedora Barbieri returns to the company for her first Met Dame Quickly. Soprano Jeannette Pilon, who debuts at Juliette on Oct. 10, sings Violetta in "La Traviata" on Oct. 13. Baritone Sherrill Milnes sings his first Met Don Carlo in "La Forza Del Destino" on Monday (9). . . . An all-Wagner program opens the Boston Symphony's 87th season on Friday (29) and Saturday (30). Soloists in the first act of "Die Walkuere" will be soprano Claire Waton, tenor James Thomas and bass Kenneth Smith. Erich Leinsdorf, beginning his sixth season as music director, will conduct.

Record Preview

• Continued from page 57

egger, Scriabin and Liszt, one of the most varied programs of the group.

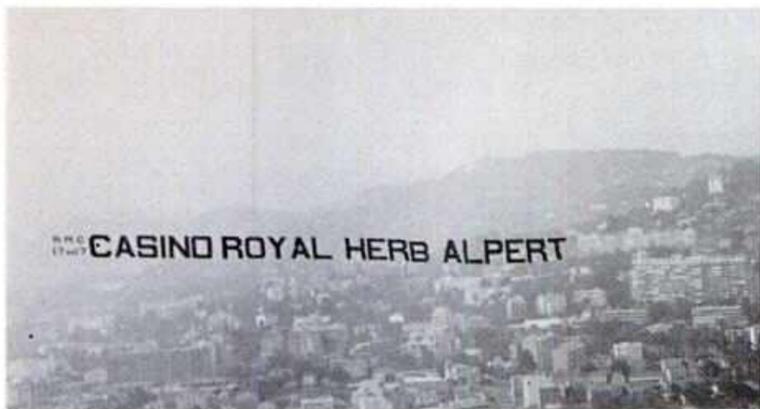
Landowska Disk

But for charm, how can anyone top the Landowska disk with its lengthy discussion by the foremost harpsichordist of this century. And the other side, mainly with catalog firsts, in which the artist is at her best in music by Praetorius, Martin Peerson, Telemann, D'Anglebert Francois Couperin and Landowska herself. For admirers of harpsichord art, this album is a must.

In addition to comments by Schorr and his fine interpretation, the sixth title also offers only bass-baritone Otto Helgers, and only current listings for soprano Melanie Kurt and tenor Ernst Kraus. The second act duet between Schorr and Miss Kurt is a high spot.

An interesting feature of the liner notes of these mono-only recordings is the reference to other pressings, deleted and available, of many of these artists. The label, which plans to specialize in historic recordings of great artists, is off to an auspicious start.

FRED KIRBY



CASINO ROYAL HERB ALPERT

ONE OF THE KEYS of the success of Pathe-Marconi's summer promotion campaign on the Cote d'Azur was the daily flight by a private plane towing a streamer advertising the Hit of the Day to be played on Radio Monte Carlo.

Prague Jazz Fest Lines Up U.S. Stars

By LUBOMIR DORUZKA

PRAGUE—The quartets of Roland Kirk and the Charles Lloyd and the international big band of Kenny Clarke and Francy Boland—featuring such top U. S. jazz stars as Benny Bailey, Idries Suliman, Nat Peck, Johnny Griffin, Jimmy Woode—will be the main attractions at the 4th International Jazz Festival to be held here from Oct. 18-22.

Each of the five concerts will feature a big band—the Clarke-Boland orchestra, the Max Greger orchestra from Munich, which includes the American tenor player Don Menza who won first prize at the Montreux Festival in June, the Vadim Ludvikovski orchestra of Moscow radio and TV, and the two Czech jazz orchestras of Gustav Brom and Karel Krautgartner.

A group called the Belgian All Stars will feature two American jazzmen—trumpeter Jon Eardley and drummer Al Jones—and singer Mark Murphy will appear with his own trio.

A combination of jazz and electronic music will be presented by pianist John Eaton on his specially constructed electronic instrument, the SynKet.

The Festival program includes performances by jazz groups from Bulgaria, Denmark, West Germany, Poland and Czechoslovakia plus a full concert of Russian jazz. Britain will be represented by Georgie Fame.

There will be competition for the best jazz compositions in two categories—big band and small combo. Entries for this contest from the United States are already double those of last year.

Interest in this year's festival confirms its position as the leading event of its kind in Eastern Europe.

Phonogram Posts 15% Sales Increase in Holland

AMSTERDAM — Phonogram president Jack Haslinghuis told the company's annual sales meeting in Amsterdam that turnover for the whole of the Dutch record industry in the first half of 1967 was 6 per cent up on that for the same period last year.

Sales for Phonogram, however, which held 35 per cent

of the Dutch market, were 15 per cent up.

Haslinghuis predicted that in 1968, the total annual Dutch turnover would pass the 100 million guilder mark (\$27.5 million). (Last year's turnover was 84 million guilders and is expected to be about 90 million guilders for 1967).

Phonogram's president stressed the importance of developing faster selling techniques and of improving existing points of sale. He pointed out that 80 per cent of Dutch record sales were accounted for by 300 record dealers, out of a total retail force of 1,200. This clearly showed how much scope there was for improvement in selling methods.

Hans Tecker, head of Phonogram's classical Decca-Brunswick repertoire, reported satisfactory sales in Holland of the Rossini operas project by British Decca. He also announced a new "Highlights" series of albums with selections from "La Cenerentola," "L'Italiana in Algieri" and "The Barber of Seville" with Dora Carral, Teresa Berganza and other Italian opera stars. A special promotion campaign was bringing these albums to the attention of Dutch dealers.

U. K. JUNE DISK SALES SOAR

LONDON—Record sales in the U. K. for June improved by 36 per cent compared with the same month in 1966. The total value was \$6,162,900. Home sales climbed by 31 per cent, and exports, representing 16 per cent of the total rocketed by 65 per cent. Home sales for the 1967 second quarter are up 16 per cent, and exports rose by 24 per cent, giving a total rise for the quarter of nearly 18 per cent more than 1966. Production in June also increased by 41 per cent, but the number of EP's and singles produced continued to sag. The June pressing figure was 6,299,000.

E. Europe 'Captures' Bonn

By OMER ANDERSON

BONN — Eastern European artists have become top-of-the-chart in West Germany as German labels translate economic and political developments into disk sales.

All German labels are giving intensive promotion to their Eastern Europe artists. For, example, Philips is finding a huge market among this country's 250,000 Greek "guest workers" for the recordings of the Greek artist Leo Leandros.

Leandros' recordings not only have a huge sale among Greek workers in this country, but also on the German market generally. Such Leandros' recordings as "Komm," "Mister Talliman," "Mustafa" and "Rag Doll" have sold in the hundreds of thousands.

Leandros has now become a producer as well as recording artist for Philips.

There are some 200,000 Yugoslav workers in West Germany, and this fact together with the Bonn government's policy of improving relations with Marshall Tito have created a lively market for Yugoslav artists.

Four Yugoslavs

There are currently no fewer than four best-selling Yugoslav artists recording for German labels. Philips is giving big promotion to Lado, whose repertoire encompasses more than 400 Lieder, chansons, and pop hits from all over the world.

Lado sings and speaks English, German, Italian and Russian (as well as his native Yugoslav). He has become a popular German TV artist and also appears on Eurovision (the Europe-wide TV lineup). This means that his Philips recordings command a wide market outside Germany.

German CBS is giving heavy promotion to its Yugoslav chanson singer Dunja Rajter. As is the case with Lado, the CBS artist is polyglot, operating in six languages and disposing of a global repertoire of chansons.

The main characteristic of Eastern European

artists who are now building big careers is West Germany is their linguistic as well as vocal gifts.

For example, Telefunken-Decca (Teldec) is promoting the Yugoslav singer Vice Vukov as a "Top Yugoslav star who sings German." The 31-year-old Vukov studied philosophy in Zagreb as soloist in a student choir. He represented Yugoslavia twice in the Grand Prix Eurovision competition, and this year began recording in German, as well as in other languages, for Telefunken.

Electrola is beginning heavy promotion for Yugoslav artists and product under the agreement between Electrola's parent EMI and Jugoton, the Yugoslav record company. An early beneficiary of this pact is Stanko Selak.

Electrola is blowing the promotional horn for Selak's trumpet release "Monte Rosa." He is a former trumpet soloist with the Zagreb Philharmonic.

Czechoslovakia is regarded by German record companies as a promising field for sales expansion following the signing of a big new trade pact between Bonn and Prague. This pact will remove trade and cultural barriers between the two countries.

Suprahon, the Czech State disk company, is co-operating with West German labels and is actively seeking a market in this country for its product. There is lively interest on the part of West German companies in signing Czech singers.

Polydor is giving all-stops-out promotion to Karel Gott, a young Czech singer now on the Polydor artist roster, as "the Czech Frank Sinatra."

And Philips is giving big promotion to the Czech actress Hana Hegerova, star of the Prague Semafor-Theater and a noted chanson singer. Philips has just released her first LP in German—"Ich, Hana Hegerova." The artist sings chansons from East and West—in six languages (French, German, Russian, Slovak, Yiddish).

ALL BY SOLIS: CBS MEXICO

NEW YORK—CBS Mexico has categorically denied the accusation by Miguel Aceves Mejias, Mexican singer, to the effect that some of the material in CBS releases of Javier Solis was not recorded by Solis. Solis died recently. Aceves was his chief competitor. Harvey L. Schein, vice-president of CBS International, said all CBS records attributed to Solis were recorded by Solis.

Puerto Rican Dealer in Big Mono \$ Cut

By ANTONIO CORTERAS

Puerto Rico's record dealers, wholesalers and rack operators are worried over the full-page advertising in local daily El Mundo, by discounter K-Mart bringing monaural LP prices to all-time lows of \$1.89 and \$1.49 retail for top selling albums. . . . Included in the advertisement, with illustrations of covers, are items such as: Colgems (The Monkees); CBS Columbia (Johnny Mathis); MGM (Connie Francis & Sam the Sham); A&M (Herb Alpert); Dunhill (Mamas & Papas) followed by Latin-flavor labels such as: Alegre, Musicor, Tico and favorites like: Tito Rodriguez, Ricardo Ray, Celia Cruz, Pete Rodriguez, Joe Cuba and Los Hispanos.

This sale, scheduled for 10

MIDEM: Interest 'Intense' In Prague and Warsaw

PARIS — MIDEM international sales manager Jean-Claude de Villeroy returned to Paris Friday (15) after a swing through Czechoslovakia, Poland and East Germany and reported intense interest in MIDEM '68 on the part of the music industries in Prague and Warsaw.

In Prague, De Villeroy met with the directors of Artia-Supraphon and gave a press conference to representatives of 27 different journals.

Supraphon's directors indicated interest in staging a gala and a classical concert during

MIDEM '68 and discussed the possibility of filming the MIDEM trophy-award gala for subsequent transmission on Intertvision.

In Warsaw, De Villeroy met the deputy minister of culture, the directors general of Polish radio and TV and representatives of the Polish artists' agency, Pagart, who are also to consider staging a special Polish gala and a classical concert during the run of MIDEM.

De Villeroy, reported, however, that the response from the disk industry in East Germany was unenthusiastic.

On Sept. 16 De Villeroy left Paris for five days of business meetings in Italy. From Monday-Wednesday (25) to (27) he will visit Cracas and the United States and next month will visit Canada, Australia and Japan.

Cap.'s Klein Makes A Paris Stopover

PARIS — Bob Klein of Capitol's international department was in Paris from Sept. 6-10 during his European tour for talks with Pathe-Marconi executives. Klein's visit coincided with the French release of the big Stateside hit "Ode to Billie Joe" by Bobbie Gentry and with the Anthony Quinn single "I Love You, You Love Me" topping 60,000 sales in France.

During his stay Klein discussed the promotion program for Lou Rawls who makes his first appearance in France when he arrives Saturday (30) for four days of TV and radio appearances and interviews.

Ariola-Eurodisc Meetings Launch Fall and Winter Sales Programs

GUETERSLOH, West Germany—Ariola - Eurodisc is introducing one of its largest fall and winter sales programs ever at a series of meetings with important German record whole salers, retailers, and foreign partner firms.

One of the new offerings is the album "Ewige junge Operette — Rendezvous der Stars" ("Eternally Young Operetta—Rendezvous of the Stars").

This luxury album, which is

being offered at the special price of \$9.75, has three LP's with excerpts from the 37 most popular operetta titles. The album is bound in synthetic leather with gold-inscribed titles, and has color photos on the cover of the principal artists—Rudolf Schok, Margit Schramm, Renta Holm, Peter Alexander, Fritz Wunderlich, Erika Koeth, Ingeborg Hallstein, Johannes Heesters, and Robert Stolz.

Other artists represented in

the album are Kurt Boehme, Benno Kusche, Willi Hoffmann, Melitta Muszeli, Monika Dahlberg, Ferry Gruber and Fritz Ollendorf.

The Ariola-Eurodisc program has five additional main offerings. There are two Tchaikovsky albums. One has two LP's of the 1966 Tchaikovsky competition in Moscow. The album has the special price of \$5.

Ariola said that the Tchaikovsky competition album is designed as sales promotion. The second Tchaikovsky album has three LP's with Symphonies No. 4, 5, and 6, performed by the State Symphony Orchestra of the U.S.S.R. under Yevgenie Svetlanov.

This album is getting special sales promotion keyed to the tour of West Germany from Nov. 12 to 23 of the U.S.S.R. State Symphony. It will be the orchestra's first tour of this country, and co-conductor with Svetlanov will be Dimitri Shostakovich's son, Maxim, who will conduct his father's Fifth Symphony.

Ariola's autumn list contains still a third Russian LP, "Die schoensten russischen Volkslieder," a collection of beloved Russian folk songs. The two Tchaikovsky albums, plus the folk song LP, are being used by Ariola in a vigorous and imaginative sales promotion campaign for its entire Melodia-Eurodisc catalog.

The 3-LP Tchaikovsky album is priced at \$7.50, and the folk song LP at \$2.50. Ariola is seeking to develop mass sales for these three special offerings which can be exploited as a market for the general catalog of Melodia, the Soviet state disk company, to which Ariola has distribution rights.

Other offerings on Ariola's new program are the complete recording "Der Freischuetz," the Carl Maria von Weber work, and the album "Immortal Johann Strauss," with the complete recording of the Strauss operettas "Zigeunerbaron," "Fledermaus," and "Wiener Blut."

The Carl Maria von Weber work is recorded by Rudolf Schock, Claire Watson, Lotte Schaedle, Gottlob Frick, and Kurt Boehme. The special price is \$9.75 and the regular price, after December 31, \$15.75.

The three Strauss operettas are with Schock, Margit Schramm, Renta Holm, Eberhard Waechter, Ferry Gruber and Walter Berry. Robert Stolz is conductor.

Ariola-Eurodisc is making unparalleled use of the special-offer device this season to focus mass attention on the Melodia catalog and its own concentration of top operetta talent. Ariola has prepared special window displays for record shops, and has scheduled heavy advertising in trade publications.

Ariola introduced the Melodia catalog in West Germany last year.

London Golden Rep

MONTREAL—London Records of Canada Ltd. has been appointed exclusive Canadian distributor of the Golden Records line of children's records, effective Sept. 18. The line was formerly handled in Canada by Arc Sound Ltd.



MILLER INTERNATIONAL was the only representative of the German record industry to have a stand at the German Radio and TV Exhibition in Berlin. Left to right are, P.R. Manager Bert Varel, President Dave Miller and German Manager Harold A. Kirsten. The Miller stand strongly featured the company's low-price labels, Europa and Somerset.

Deutsche Vogue, Abnak Sign Distribution on Contract

COLOGNE — Deutsche Vogue has signed an exclusive contract with the American label Abnak. The German label will distribute Abnak recordings by such artists as the Five Americans, John and Robin, the In-Crowd, Bobbie Patterson and the Mustangs.

Deutsche Vogue said that its autumn program will give big play to Petula Clark. Scheduled for release are the latest Petula Clark LP "These Are My Songs" and her new single, "The Cat in the Window."

Other titles on Deutsche Vogue's autumn program are LP's with Andy Fisher in "Max Nix," the latest David Garrick LP "Don't Go Out Into the Rain," a Geno Washington LP "Hipsters, Flipsters, Finger-Popping Daddies," and a

Sounds Orchestra LP "Sounds Latin."

Also on Tape is the first LP from "The Creation" with the title "We are Paintermen," along with two new LP's from the Kinks.

Deutsche Vogue announced it has added to its roster of artists Casey Jones and the Governors, whose first recording, due in October, will be "Mervy Guy."

Deutsche Vogue is a big beneficiary of the Franco-German cultural campaign, which is credited with having boosted handsomely sales of Vogue's French repertoire on the German market, notably the two Michel Polnaref releases "Ta Ta Ta" and "Ame Caline"; Francoise Hardy's "Voila," and "Kilimandjaro" with Pascal Danel.

Record Production Rises 23.7 P. C. in Australia

SYDNEY — A boom in records in Australia is revealed in figures released by the Commonwealth Statistician in Canberra.

His figures show that production of every type of phonograph record rose during the 1966-1967 financial year. He says over-all record production for the year was 23.7 per cent and:

- Stereo records produced rose from 2,267,000 in 1965-1966 to 3,139,000 last year—an increase of 38.5 per cent.
- The output of 12-inch LP

records rose from 5,105,000 to 6,679,000—up 32 per cent.

• Seven-inch EP records of 45, 33 $\frac{1}{3}$ and 16 $\frac{2}{3}$ r.p.m. showed an increase of 41.4 per cent—from 1,484,000 to 2,099,000.

• Single play 78 and 45 r.p.m. records showed a rise of from 4,296,000 to 4,635,000 or slightly more than 8 per cent.

Production was not the only indicator of the sound boom. Import figures show that the 1966-1967 imports and records and sound tapes rose from a value of \$2.9 million in 1965-1966 to \$4.3 million in 1966-1967.

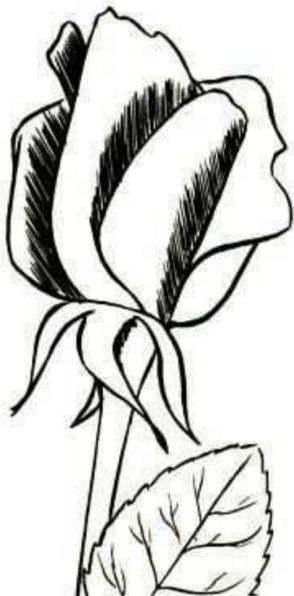


LUIS VILLAR, vice-president of Mareco, Inc., CBS International's Philippine affiliate, was in New York recently visiting CBS label headquarters. Shown, from left to right, are Frank Calamita, director of promotion and publicity for CBS International; Mr. and Mrs. Villar; Arnold Berry, director of finance and planning for CBS International, and Louis Witkoff, New York agent for Mareco.

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national

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ROME,
Oct. 3-5, 1967



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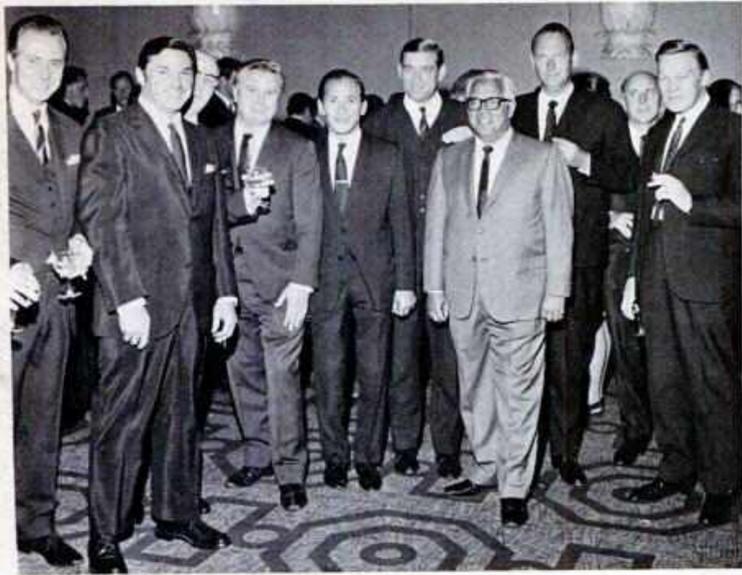
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WARNER-REPRISE AND PYE RECORDS hosts a joint reception at the Europa Hotel for overseas licensees. Line-up here is left to right, Egmont Luftner of Ariola, Austria; Mike Maitland, Warner-Reprise president; Leslie Cocks, Pye general manager; Louis Benjamin, Pye managing director; Hans Kellerman of Negram, Holland; Irvin Chezar, Pye's U. S. representative; Robert Oeges of Negram, Holland; Jack Gill, Associated TeleVision financial controller, and Helge Johnson of Philips-Sonora, Sweden.

From The Music Capitals of the World

• Continued from page 37

... Laila Kinnunen (Scandia) represented Finland at the Sopot Festival, Poland. ... Finnish TV expects to start color transmissions in 1972. **KARI HELOPALTIO**

MADRID

RCA has released a record by Valen whom it recently signed. ... L. E. Aute is currently recording the songs for his first LP which will be released by RCA. ... Records of CEM artists Pasquale, Ellas and Los Zuecos are being released this month in Argentina. ... Emmanuel (RCA) has recorded "Ama" by L. E. Aute and "Personas, Animales y Plantas" (Persons, Animals and Plants) by Manolo Diaz for his new single. ... First recordings of the new Spanish label Sintonia will appear on the market this month and will also be distributed in several South American countries. ... Manolo Diaz (Sonoplay) is recording a new LP of original songs. ... Latest LP of the Spanish pop group Los Relampagos on Zafiro-Novola includes a number of classical Spanish themes and will be released in several European and South American countries.

CEM artists will have their recordings released in Puerto Rico through Wilton Records and will promote the records through appearances on the top local TV shows. ... Juan & Junior (Novola) were in London for a CBS reception given to mark the release of their first record in the U. K., "The Chase" (La Caza), which was No. 1 in the Spanish charts for several weeks. Record was produced by Mike Smith. The song, published in Spain by Zafiro, is subpublished in the U. K. by Francis, Day & Hunter. ... Spanish singer Massiel (Novola) recorded 10 songs in Spanish and English at the CBS studios, London. **RAFAEL REVERT MARTINEZ**

MILAN

A first option agreement has been reached between Durium and Tony Hall Enterprises for distribution in Italy of the British independent company's production. First release by Durium will be the Desmond Dekker record "007" which is currently in the British Top 30. ... Rifi president Giampiero Rosi, managing director Giovanbattista Ansoldi and international manager Giuseppe Velona will leave early in October for a business trip which will take in New York, Los Angeles, Ciudad

del Mexico, Caracas, Rio de Janeiro and Buenos Aires. Rifi leaders plan a general survey, and contact with U. S. and South American licensees. They will also seek participation of Atlantic, Monument and B. T. Puppy-Josie-Jubilee artists in the 1968 San Remo Festival, Feb. 1 to 3. ... Romano Di Bari, formerly with RCA-Italiana, has joined the Ariston group as general manager of the record division. The Ariston group comprises several publishing firms and a pressing plant. ... Johnny Porta has been appointed CGD promotion manager for foreign labels—a newly created post. Porta has been four years with CGD which distributes AF, A&M, Derby, Festival (France), Musicor, Project 3, Reprise, Riviera (France), Scepter, Sugarmusic and Warner. This appointment is the first of several to be made as a result of the enlargement of CGD staff. ... Orietta Berti (Phonogram-Polydor) has renewed her contract with this company for three more years.

Leading Italian record dealers and the press have been invited to attend the audio-visual presentation of the new Warner-Reprise album production to be held here by CGD. The meeting will follow the pattern of the Warner-Reprise meet held recently in London and will be followed by a seminar for CGD salesmen. ... Stevie Wonder (Tamla/Motown), whose records are distributed here by RCA-Italiana, is due in Rome Oct. 27-28 for TV filming and recording in Italian. RCA-Italiana international labels manager, Giampiero Ricci will be in Detroit early next month to prepare Wonder's Italian recording session. ... Cher and Julie London (Liberty), whose disks are distributed here by Bell-disc Italiana, are due here for TV dates on Nov. 11 and Dec. 12 respectively. ... Adamo will be in Milan Oct. 10 and 11 to promote his Italian version of his French hit "Notre Roman" ("Il Nostro Romanzo") on TV.

The soundtrack of the movie "Lo Straniero" ("The Foreigner"), presented recently at the Venice Film Festival, will be released on disk by Parade. ... Organist E. Power Biggs visits Italy in October to record the music of Pater Gabrielli in Venice. ... Mimi (Rifi) left Italy for a month's tour of the Americas. ... Gino Washington (Pye), whose disks are distributed here by RCA-Italiana, is due in Rome Oct. 13 for an appearance at the Titan club where he will also record a live album.

The FP4 catalog has been assigned to Famous of Buenos Aires for exploitation in the Argentine, Chile and Uruguay, and to Ver-

Philips Premieres Premiums

By MIKE CLARE

LONDON — The first premium offer on records in the U. K. was launched this month by Philips with a new series of "Moods Orchestral" LP's. The company seeks to open up new markets for disks with premium incentives. The series is aimed at middle-of-the-road and background music audiences.

Consumers who buy any one of 18 LP's in the series will get a "Gold Disk" label which, on its own, or with others, can be used to purchase one of six selected products at a reduced rate.

A three-piece kitchen set normally selling for \$10 can be bought for \$6.37 with one Gold Disk. An electric sewing machine retailing at \$91 is being offered for \$59.27 and six Gold Disks.

Record dealers can also join in the scheme. They get one Gold Disk with each set of "Moods Orchestral" LP's bought.

A major promotion drive, including national and specialist press advertising, point-of-sale material, consumer leaflets and a special sampler LP, will support the campaign.

A national newspaper advertisement on Oct. 6 contains

names and addresses of 100 dealers who have paid \$28 each for the space on the advertisement. The 18 albums in the series feature the orchestras of Peter Knight, Ken Thorne, Ivor Raymonde, Johnny Gregory, Dennis Wilson, Reg Tilsley, Johnny Arthey and Les Reed. The idea of the "Moods Orchestral" series started this summer with the names and addresses of 100 dealers who have paid \$28 each for the space on the advertisement.

... Rocky Roberts (Durium) was a runaway winner of the Festivalbar with "Stasera Mi Butto," which has now achieved 600,000 sales. Al Bano (EMI-Italiana) was first in the debutant category with "Nel Sole," No. 1 in the Italian charts with 400,000 sales. The Festivalbar was a summer contest among a series of records in 30,000 jukeboxes. ... "Ho Paura Di Perdeti," from the film "I Killed Rasputin," has been recorded by Domenico Modugno for Curci. ... Ornella Vanoni (Ariston) has recorded two songs in English for her second Decca single which will be released in the UK. Titles are "The Garden of Eden" (Il Mio Posto Qal E) and "Can I" (Amai). ... Jean-Pierre Bolieu, international a&r manager, and Jean de Rosier, sales manager of London Records of Canada, were in Milan for talks with Durium international manager Elisabel Mintangian. **GERMANO RUSCITTO**

MUNICH

Mamie Van Doren, Tony Martin and Cyd Charisse were guests at Frankfurt's Terrace Officers' Club and toured EM and NCO clubs. Also making a similar tour were Billy Daniels and the New Christy Minstrels. ... Munich's Domicile jazz club has reopened and has scheduled appearances by Benny Bailey, Mal Waldron, Don Menza, Stuff Smith, Albert Mangelsdorff, Klaus Doldinger, Dusko Goykovic, Roland Kovac, Carmell Jones, Leo Wright, Jiggs Wiggams and Pony Poindexter. ... The Israeli duo Esther and Abi Ofarim (Philips) made four German TV appearances in one week in the Record Gala Evening, live, and in filmed spots on Quiz in Berlin, the Gilbert Beaud Show and the Chris Howland Show. ... Country and Western star Rusty Draper played here to packed houses. ... The Bob Patterson Singers, a gospel and blues group from Harlem's Apollo Theater, appear here from Nov. 22 to Dec. 17. ... Gerhard Mendelson produced an LP of Harald Juhnke singing songs by Charlie Niessen and Joachim Fuchsberger for Telefunken. **JIMMY JUNGERMANN**

NASHVILLE

United Artists' Serendipity Singers will be appearing at the University of Tennessee, Martin Branch, Wednesday (27) in concert. ... Philips Records' the Four Seasons are set for a Johnson City,

names and addresses of 100 dealers who have paid \$28 each for the space on the advertisement.

The 18 albums in the series feature the orchestras of Peter Knight, Ken Thorne, Ivor Raymonde, Johnny Gregory, Dennis Wilson, Reg Tilsley, Johnny Arthey and Les Reed. The idea of the "Moods Orchestral" series started this summer with the

Berlin Fest Sets Serious Program

BERLIN — Guest performances of the National Symphony Orchestra of Washington, the Los Angeles Philharmonic, the BBC Orchestra, and the Prague Symphony have been arranged for the Berlin Festival Weeks from Sept. 24 to Oct. 11.

The BBC Orchestra, London, under Colin Davis, will perform the German premiere Saturday (30) of Roberto Gerhard's Concerto for Orchestra, and, under Pierre Boulez, will present a program Oct. 1 including the German premiere of Wolkonisky's "The Lament of Shchazi."

The Washington National Symphony, also on Oct. 1, will perform Aaron Copland's Appalachian Spring, Ginastera's Piano Concerto, and Eshpai's Second Symphony. Howard Mitchell will conduct the National Symphony.

The Los Angeles Philharmonic, under Zubin Mehta, will perform Liszt's Piano Concerto No. 1, Es-major, with Andre Watts as soloist.

The Prague Symphony under Vaclav Smetacek will perform Oct. 8-9, together with the Prague Philharmonic Choir. The program will feature works by Janacek, with Libusa Domaninska, Vera Soukupova, Villem Pribyl and Karel Berman as soloists.

Tenn., concert Oct. 20. ... MGM's the Cowbills were in Nashville for a party as part of a promotional tour. The affair was hosted by Jim Vienaneau, who has just produced two strong singles: Sandy Psey's "Are You Never Coming Home?" and "Break My Mind," by Bobby Wood.

NEW YORK

The Cream, Atco group from England, is making its first appearance in New York at the Cafe A-Go-Go. ... Phil Ochs, now recording for A&M, has a concert at Carnegie Hall Sunday (1). ... Bobby Darin, Atlantic singer, headlines at the Westbury (L. I.) Music Fair, Nov. 13-19. ... Epic Records' Enzo Stuarti starring in "South Pacific" through Oct. 15 at the Houston Music Theater. ... The Cake, new Decca group, set for a "Hollywood Palace" show on ABC-TV Nov. 17. ... Earl Wilson Jr., newly signed to Mercury, set for the Hotel Syracuse, Syracuse, N. Y., Oct. 31-Nov. 4. ... Eric Burdon, of the Animals, wed Angela King in London recently. ... Alan Walden, of Phil Walden Artists and Promotions Agency signed Ruby Andrews, the Precisions and the Sweet.

Bob Schwartz, head of Windmill Productions, planning a recording session with Jill Haworth, currently appearing in the Broadway musical "Cabaret." ... Bobby Scott to arrange his third album for Les and Larry Elgart on Columbia. ... Chuck Wayne and his Trio currently at Chuck's Composite. ... RCA Victor's Ed Ames will appear as guest soloist with the Indianapolis Symphony

issue of the first series of car cassettes featuring music designed primarily for car drivers requiring well-known standards.

The whole thing was so successful that the same music is now being issued on LP's, says Philips.

Each sleeve in the series features a picture of a vintage car photographed at the Montagu Motor Museum, Beaulieu, and has a removable wrapper detailing the Gold Disk plan.

The special sampler LP, "Time on My Hands," which sells for \$1.75, has 12 tracks, each track taken from a different LP in the series. The cover features a montage of the "Moods Orchestral" sleeves.

No Gold Disk is given with the sampler LP, but it carries a wrap-around leaflet detailing the plan.

Consumers have until May 31 next year to redeem their gold disks.

The other products being offered at reduced prices are: an executive case for \$30 with three Gold Disks (full price—\$42), lady's watch for \$16.80 and two Gold Disks (full price—\$27.30) and a six-piece cutlery set for \$7 plus one Gold Disk (full price—\$11.76).

at the Orchestra's first pop concert Oct. 7. ... The Children of Paradise, new group on the Columbia label, planning a tour through Canada and the Midwest. The group, whose first release is "What Am I Doing Here," is managed by Herbert Wise of Music Sales Corp., and is booked through GAC. ... Gamble Rogers leaving the Serendipity Singers to go out as a single. David Wilkes is now with Rogers' as personal manager. ... Robert Ganshaw has joined John Springer's publicity office. ... Mitch Ryder on a tour of the college circuit for the next six weeks. ... Laurie Records' field man Dick Vanderbilt on a promotion trip through New York, Ohio, Michigan and Pennsylvania. ... United Artists' Serendipity Singers set for Live Stock Exposition, Little Rock, Oct. 3-8. ... Philips Records' the Four Seasons set for Memorial Hall, Dayton, Ohio, Oct. 14.

Peter Nero on a tour of schools in the Midwest. ... "Brasiliero," tune written by Billy Ver Planck and Carlo Menotti and recorded by Marlene Ver Planck on Mounted Records, is now being used as a theme for the "Tonight Show" originating in Chicago. ... Capitol's Lou Rawls set to appear on six TV shows over the next six months. He's due on "Kraft" in October, Bob Hope in November, Dean Martin in December, Red Skelton in January, "Hollywood Palace" in February, and Ed Sullivan in March. ... Buddy Robbins handling the score for "You're a Good Man," Charlie **(Continued on page 62)**

PROFITS DIP AT DECCA, LTD.

LONDON — Profits made by the British Decca group for the year ended March 31 dipped to \$7,731,000 compared with the 1966 total of \$7,851,000. But actual pre-tax profits were higher at \$13,353,000 as opposed to \$12,969,000 in 1966, an apparent discrepancy probably explained by the interim imposition of the Selective Employment Tax. Decca turnover for the year was \$120 million including \$35,700,000 in exports.

CBS France Lists Sales Hike of 30%

PARIS — Jacques Souplet, president of CBS (France), reported a 30 per cent sales increase for 1967, compared with 1966, at the company's annual congress in Paris.

Souplet said that in view of the fact that record sales in France were showing a downward trend, the increase could be regarded as highly satisfactory.

Its achievement was due not only to the strength of the CBS repertoire, but also to the success attained by the classical series "Grands Interpretes" and by the singles series Gemini.

CBS (France) had, in fact, initiated the move toward singles in France and despite the initial reticence of some record dealers, CBS had released the majority of its international pop material in single form.

The results had been astonishingly good and had contributed considerably toward the general turnover increase of 30 per cent.

'Pale' Goes Over 300,000 in Italy

MILAN — Decca Dischi Italia reports that sales of the Procol Harum's Deram recording of "A Whiter Shade of Pale" have now passed the 300,000 mark in Italy.

Additional sales of the song have been accounted for by the numerous cover versions on the market, in particular the record by "I Dik Dik" (Ricordi) which this week reached No. 10 in the charts.

Other recordings of the song include those by Fausto Leali (Rifi), recently No. 1 here with "A Chi," Wess Johnson (Durium), Dave Anthony's Moods (Joker - Saar), Thomas Milian (CBS - Italiana), Proc Harson (EMI-Italiana), Sylvia Desayles (Odeon), Raymond Lefevre (Festival) and Procro Magnum (Polydor).

Sandro Pieralli, promotion manager of the Italian sub-publisher, Edizioni Aromando, reports an impressive turnover in sheet music sales, and high income from public performances is anticipated.

From The Music Capitals of the World

• Continued from page 61

Brown," written by Clark Gessner and published by Jeremy Music.

The First Edition, new Reprise group, signed to Ken Kragen and Ken Fritz for personal management. . . . Terry Knight signed to write the score for the 20th Century-Fox movie "The Incident." . . . Dan Wright of Ann Wright Representatives is now handling RCA Victor's Rufus Lumley. . . . Liberty's the Pair Extraordinaire set for the Chateau in Denver Oct. 4-14. . . . Sid Bernstein and Henri Goldgran sponsoring Charles Aznavour's Carnegie Hall concerts Oct. 14-15. . . . MGM's the Leather Boy on a cross-country tour to promote his new single, "Soulin'." . . . Snuff Garrett will produce the Doodletown Piper's next LP for Epic. . . . Marty Robbins (Columbia), Molly Bee (MGM) and the Canadian Sweethearts (Epic) are being represented exclusively for TV by Stan Pat Enterprises. . . . Peter Leeds, who manages Every Mother's Son, has contracted Ilami, a branch of Screen Gems, to operate a fan club for his group. . . . Stan Catron's Bronwin Enterprises and Almitra Productions will produce the disk debut of the Free Design for Project 3.

MIKE GROSS

OSLO

For the first time Tom Lehrer has permitted his songs to be translated into a foreign language. Norwegian author August Mauritzen did the translation; songs are sung by Solvi Wang and Ola B. Johannessen on the Nor-Disc album "12 Selected Tom Lehrer songs rebrutalized into Norwegian." Lehrer paid a visit to Oslo to tie in with the release of the album on a number of personal appearances. . . . British group Traffic made their stage debut in Oslo and Arne Bendiksen A/S issued the Island single "Hole in My Shoe." . . . The 41-year-old song "Ramona" won a ballot for the best melody of all time organized by the Norwegian Red Cross in aid of Middle East refugees. Swedish singer Gunnar Wiklund's Norwegian version of the song sold 10,000 copies in the first week. . . . A/S Nor-Disc has reduced the price of Command albums from 37 krone (\$5.30) to 32 krone (\$4.50). . . . Norsk Phonogram A/S and A/S Nor-Disc are starting a drive to boost sales of musicassettes with the slogan "Simply fantastic — fantastically simple." A catalog listing 200 titles is being distributed to all retailers and a press advertising campaign is under way. . . . RCA Victor Records' "Pop a Top" by Jim Edward Brown entered the charts after

good exposure in a teen-age radio program featuring the 10 most popular disk.

Local group 1-2-6 (RCA) is making a big impact here with "Graveyard Paradise." . . . Nor-Disc released a jazz album "Me and My Piano" by Einar Iversen. . . . Norsk Phonogram is promoting c&w singles by Carl Smith, Marty Robbins and Claude King on the CBS label by sending out review copies with a toy revolver. . . . The MGM soundtrack album from the film "Dr. Zhivago" went into the LP charts a few days after the film was premiered in Oslo. . . . The "Sound of Music" album (RCA) qualified for a gold disk with 50,000 sales. . . . Sven-Ingvars, the Swedish group now on the Svensk-American label, will receive three Norwegian silver disks for 25,000 sales. . . . Nancy and Frank Sinatra's "Somethin' Stupid" (Reprise) has also qualified for a silver disk. . . . Daimi, who with Dirch Passer recorded a duet for a combined Metronome-Philips release which has topped the Danish charts for weeks, "Hvem har du kysset i din gadedoer" ("Who Did You Kiss on Your Doorsteps?"), is starring in a series of Norwegian version of "Somethin' Stupid" (Noe saa dumt!) on Triola, has a similar picture on the sleeve to the original Reprise version, except that it is Bendiksen and Miss Sparboe rubbing noses instead of Nancy and Frank Sinatra. Flip side is a local version of the French film hit "Un Homme et Une Femme" (En mann og en kvinne).

ESPEN ERIKSEN

PARIS

The voice of Mireille Mathieu (Barclay) will be added to the soundtrack of the French version of "Casino Royale" when it is released here in December. Miss Mathieu will sing Gerard Sire's French version of "The Look of Love" ("Les Yeux de l'Amour") and will also record the song for Barclay. From the same film Nino Ferrer (Riviera) will record his own French version of "Bond Street, and the Casino Royale theme will be recorded by Guy Marchand (Riviera), who has written a French lyric, and instrumentally by Franck Pourcel (Pathe-Marconi). Songs from the film are subpublished in France, Belgium and Switzerland by Editions Barclay. . . . Europe No. 1 radio station saluted the 80th birthday of Maurice Chevalier (CBS) will a full day of tributes from 80 artists who also sang Chevalier hits. French television revived four Chevalier movies during the birthday week and the star was the subject of three special TV programs. On Nov. 5, Chevalier will appear in a special color TV show directed by Jean-Christophe Averty, "C'est La Vie."

Philips star Juliette Greco will begin a tour of France on Oct. 10 and will subsequently tour Germany (January) and Canada (February). In March Miss Greco will give a recital at the Lincoln Center, New York. . . . Top Spanish singer Raphael (Hispanovox), whose records are released here by Pathe-Marconi, stars in a Europe No. 1 Musicorama show at the Olympia, Oct. 3. . . . Argentine singing star Paolita Ortega visited Paris to meet new Decca-RCA-Vega president Andre Jeanneret. . . . Philips has released a special super stereo demonstration album featuring a selection of recordings by the Swingle Singers, the Claude Bolling Sextet, the New Westminster Orchestra, the Paul Mauriat Orchestra and the Orchestra of the Concerts Lamoureux conducted by Roberto Benzi. . . . Italian singer Al Bano will visit Paris in early October to promote his Italian success "Nel Sole," released here by Pathe-Marconi. . . . An immediate package of record artists, the Small Faces, Chris Farlowe, P. P. Arnold

and the Twice as Much, is due in Paris on Oct. 10 for two days of promotion on TV and radio.

Pathe-Marconi released the new Procol Harum single "Homburg Hat." . . . Gene Vincent (London) is currently making a four-week tour of France and Switzerland.

The RCA annual congress will be held in Paris on Oct. 2 and will be attended by Peter Baumberger of RCA Geneva and delegates from RCA Belgium and Inelco, Holland. . . . Pathe-Marconi has issued a new series of stereo recordings, "Studio 2 Stereo" featuring albums by Franck Pourcel, Norrie Paramor, George Martin, Ralph Dollimore, Harry Mortimer and others. The albums retail at 26 francs 90 centimes (\$5.38). . . . Gilbert Becaud (Pathe-Marconi) left Paris to play three weeks at the Waldorf Astoria, New York. On his return he will begin rehearsals for his four-week season at the Olympia Theater. . . . Enrico Macias has recorded a French version of the Israeli song by Naomi Shemer, "Jerusalem" for Pathe-Marconi. . . . Philips has released the first single by the new Spencer Davis group, "Time Seller," in the Parade series. . . . Tamla/Motown singer Stevie Wonder, whose single "I Was Made to Love Her" is released on Pathe-Marconi, will star in a Europe No. 1 Musicorama at the Olympia Theater, Oct. 16. . . . Pathe-Marconi is staging a special reception for accordionist Yvette Horner on Oct. 5 to mark the sale of her 10 millionth disk. . . . Decca sales director Claude Gagniere reports that sales of "A Whiter Shade of Pale" by the Procol Harum (Deram) have topped 700,000.

Pathe-Marconi has released an album of Russian songs by Les Soeurs Poliakov. . . . The Animals and the Small Faces will appear in a Europe No. 1 Musicorama concert at the Olympia on Nov. 20. . . . Pathe-Marconi reports 125,000 sales of the Richard Anthony EP "Aranjuez Mon Amour." . . . Top selling Egyptian singer Oum Kalsoum, released here by Pathe-Marconi, makes her debut in France Oct. 2 and 4 with two concerts at the Olympia Theater. . . . Decca has released a fifth "Play Bach" album by the Jacques Loussier Trio. . . . Pathe-Marconi artists George Chelon, Anne Vanderlove and Les Haricots Rouges star in a variety season, "Le Triomphe des Jeunes" at the Bobino Theater from Oct. 25 to Nov. 13. . . . Barthe Lambertini of Francis Day flies to New York for a week of business meetings on Oct. 9.

MIKE HENNESSEY

SINGAPORE

R&b artist Russ Arno, Reprise, was in Singapore for five nights at the Hotel Singapura, after doing 65 shows in three weeks in Vietnam, entertaining American troops. His show here was by arrangement with Frank Sinatra Enterprises and Cosdel (Singapore), Ltd., local agent for Warner Bros. and Reprise Records. . . . Arno, who is on a Far East trip sponsored by Frank Sinatra Enterprises, has already visited and performed in Japan, Okinawa, Korea, Hong Kong, and Vietnam, and then back to the States. He has performed in more than 200 shows. While in Japan, he recorded a new album for Reprise entitled "Russ Arno in Vietnam With the Troops."

WALLY CHAN

STOCKHOLM

"En song en gong for lungen" by Jan Malmso (CBS) entered its 25th week on the Swedish charts. Malmso is currently scoring with his latest release "En saan underbar dag som idag." . . . Due to visit Sweden for concert appearances are the Move, the John Mayall Bluesbreakers and Edmundo Ros. Negotiations are also in progress to bring the Jefferson Airplane here. . . . Else-Beth (Philips) is to record a Swedish version of the Anita Harris CBS success "Just Loving You" (Laer mej nogonting om kaerleken). Thore Ehrling is the sub-publisher and the Swedish lyric was written

Canada Posts Healthy Gains

TORONTO—Dominion Bureau of Statistics figures covering the first six months of 1967 show the record industry in Canada in a healthy position, with dollar sales (distributors to dealers) up to 12.5 per cent over the same period last year for a total of \$15,728,961 at distributor's net selling price. All areas of the country show increases of varying strength. Production and sales to distributors in units are both up 11.8 per cent.

A breakdown on unit sales shows singles up 7 per cent at the halfway point in the year, with an increase of 15 per cent in monaural albums and 17 per cent in stereo LP's. The figures give little support to the move to phase out mono in the Canadian market, with the mono market expanding at 15 per cent and distributors buying slightly more than twice as many mono as stereo LP's. It will be a couple of months yet before official figures are available to reflect the effect of mono-stereo price equalization on the mono-stereo sales ratio.

3-City Premiere For Adamo Film

PARIS — Salvatore Adamo, (Pathe-Marconi), the Sicilian-born, Belgian-raised, French-based singer, is having his first film premiered in Palermo, Brussels, on Sept. 27, will open in Paris on Oct. 11 and in Palermo in mid-October. Called "Les Arnaud," the film features Adamo in his first starring role, playing opposite celebrated French actor Bourvil.

Adamo has recorded two songs from the film for his next EP, "Des Ma Muse!" and "Vivre," and these will be backed by "Une Larme aux Nuages" and "Le Neon."

Adamo goes to London next month to record in English and on Oct. 23 will begin a 20-day tour of France. In November he plays several dates in Africa, and in December will tour Germany, Austria and Portugal. Tours lined up for 1968 include Japan and South America and, in May, Adamo will visit Canada and the U. S.

by B. G. Edling. Ehrling has also secured sub-publishing rights for "I Can't Help It," a Johnny Tillotson song which will be launched in Sweden by Anita Berggren on Karusell under the title "Er det Mitt Fel?" . . . Towa Carson has recorded "Alla Slavar" on the RCA Victor label.

"After All," the theme from the Swedish film "Livet er Stenkul" (Life is Very Funny) recorded on Fontana by the Fabulous Four, has been sold in most European countries, reports Sture Borjedahl, head of Sonora. Sonora has secured local versions of a series of foreign songs, including Vikki Carr's Liberty hit "It Must Be Him" which is being recorded in Swedish by Oesten Warnebring on Karusell, and the Italian song "All," originally recorded by Nino Oliviero, which is to be recorded by Marianne Koch (Columbia) as "Du er Allt." . . . "Jackson" by Nancy Sinatra and Lee Hazlewood is in the Top 20 of Sweden and Denmark and the Top 10 in Norway. United Artists' Stig Anderson is having a Swedish lyric written for local versions. Anderson recently visited Copenhagen to promote his repertory in Denmark.



Our First year was devoted to build up our Italian line and to launch our artists:

Christy, Fausto Cigliano, Nico Fidenco, Mike Liddel e gli Atomi, Louisele, Donatella Moratti, Don Powel, Janet Smith.

Our second year will be devoted to the intensive and extensive promotion of non-Italian artists. Our promotional budget has been defined and foresees—among other penetrative means—participation in:

- a) San Remo Festival
- b) Cantagiro (Singing-tour-of-Italy)
- c) Festival of oRses
- d) movie soundtrack recordings.

Will you submit to us your catalog and be part of this operation?

PARADE — Viale Bruno Buozzi 3 — ROME

General Manager : Vincenzo Micocci.
Cable : Parade, Rome. T. 805.109

ARGENTINA

(Courtesy Escalera a la Fama)
*Denotes local origin

This Week	Last Week	Title	Artist
1	4	TRISAGIO DE SOLTERO	*Napoleon Puppy (CBS)—Los Wawanco (Odeon)
2	1	QUE PASARA	*Palito Ortega (RCA)—Fermata
3	3	ES LA LLUVIA QUE CAE	Los Iracundos (RCA); Rokes (RCA)—Relay
4	6	PROPIEDAD PRIVADA	Rosamel Araya (Disc Jockey)
5	9	SUMMERTIME	Billy Stewart (Microfon)
6	5	VAMOS A LA CAMA	*Las Ardillitas (CBS); Areta-Baratas-Rebollo-Moro (Quinto); *Victrolita (Vik)
7	7	SILENCE IS GOLDEN	Tremeloes (CBS); Four Seasons (Philips)
8	2	MI AMOR MI AMIGO	*Barbara & Dick (Vik); Marie Laforet (Music Hall); *Casto 6 (Disc Jockey)—Odeon
9	10	CELOSO	Los Panchos (CBS); Jose Feliciano (RCA); Olga Guillot (Music Hall)—Edami
10	—	ALELUYA NO. 1	L. E. Aute (RCA); *Los Nuevos Mac Ke Mac's (Microfon)—Relay

AUSTRALIA

(Courtesy Modern Melbourne)

This Week	Last Week	Title	Artist
1	2	THEME FROM THE MONKEES (EP)	Monkees (RCA)—Tu-Con
2	1	SAN FRANCISCO	Scott McKenzie (CBS)—Associated
3	—	I WANNA BE FREE	Monkees (RCA)—Tu-Con
4	4	UP, UP AND AWAY	5th Dimension (Liberty)—Belinda
5	6	DON'T SLEEP IN THE SUBWAY	Petula Clark (Astor)—Leeds
6	3	A WHITER SHADE OF PALE	Procol Harum (Deram)—Essex
7	7	THEME FOR A NEW LOVE	Davy Jones (Astor)—Tu-Con
8	10	CHAPEL IN THE MOONLIGHT	Dean Martin (Reprise)—Albert
9	9	THE DAY I MET MARIE	Cliff Richard (Columbia)—Col. Cont.
10	5	ALL YOU NEED IS LOVE	Beatles (Parlophone)—Northern

BRITAIN

(Courtesy Record Retailer)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LAST WALTZ	*Engelbert Humperdinck (Decca)—Donna (Peter Sullivan)
2	4	EXCERPTS FROM A "TEENAGE OPERA"	Keith West (Parlophone)—Robbins (Mark P. Wirtz)
3	6	ITCHYCOO PARK	*Small Faces (Immediate)—Avakak/Immediate (B. Marriott/R. Lane)
4	5	LET'S GO TO SAN FRANCISCO	Flowerpot Men (Deram)—Carter-Lewis (Carter-Lewis)
5	2	I'LL NEVER FALL IN LOVE AGAIN	*Tom Jones (Decca)—Tyler (Peter Sullivan)
6	3	SAN FRANCISCO	Scott McKenzie (CBS)—Dick James (Lou Adler/John Phillips)
7	13	REFLECTIONS	Dianna Ross & the Supremes (Tamlam)—Jobete/Carlin (Holland/Dozier)
8	20	FLOWERS IN THE RAIN	*Move (Real-Zonophone)—Essex (Denny Cordell)
9	10	WE LOVE YOU DANDELION	*Rolling Stones (Decca)—Variety (Andrew Oldham)
10	23	HOLE IN MY SHOE	Traffic (Island)—Island (Wilson)
11	7	EVEN THE BAD TIMES ARE GOOD	*Tremeloes (CBS)—Skidmore (Mike Smith)
12	8	HEROES AND VILLAINS	Beach Boys (Capitol)—Immediate (Beach Boys)
13	16	THERE MUST BE A WAY	Frankie Vaughan (Columbia)—Chappell
14	9	JUST LOVING YOU	Anita Harris (CBS)—Chappell (Mike Margolis)
15	14	DAY I MET MARIE	*Cliff Richard (Columbia)—Shadows (Norrie Paramor)
16	11	I WAS MADE TO LOVE HER	Stevie Wonder (Tamlam)—Jobete
17	12	THE HOUSE THAT JACK BUILT	*Alan Price Set (Decca)—Alan Price (Alan Price)
18	22	BLACK VELVET BAND	Dubliners (Major Minor)—Scott Solomon (Tommy Scott)
19	19	BURNING OF THE MIDNIGHT LAMP	Jimi Hendrix Experience (Track)—Schroeder-Stamp-Lambert
20	18	YOU KEEP ME HANGING ON	Vanilla Fudge (Atlantic)—Carlin
21	15	ALL YOU NEED IS LOVE	*Beatles (Parlophone)—Northern (George Martin)
22	17	PLEASANT VALLEY SUNDAY	Monkees (RCA Victor)—Screen Gems (Douglas F. Hatfield)

23	25	GIN HOUSE	Amen Corner (Deram)—Carlin (Noel Walker)
24	25	THE LETTER	Box Tops (Stateside)—Barton (Dan Penn)
25	31	FIVE LITTLE FINGERS	Frankie McBride (Emerald)—Moss-Rose (Tommy Scott)
26	32	GOOD TIMES	Epic Burdon and Animals (MGM)—Schroeder Slamina (Tom Wilson)
27	21	CREEQUE ALLEY	Mamas and the Papas (RCA Victor)—Dick James (Lou Adler)
28	47	ODE TO BILLIE JOE	Bobby Gentry (Capitol)—ASCAP (Kelly Gordon/Bobby Paris)
29	24	THERE GOES MY EVERYTHING	Engelbert Humperdinck (Decca)
30	41	FROM THE UNDERWORLD	*Herd (Fontana)—Warlord (Steve Rowland)
31	—	MASSACHUSETTS	Bee Gees (Polydor); Abigail (Ossie Byrne/Robert Stigwood)
32	28	IT MUST BE HIM	Vikki Carr (Liberty)—Screen Gems (D. Farthing Hatfield)
33	35	TRAMP	Otis Redding-Carla Thomas (Stax)—Sparta (Jim Stewart)
34	33	THE WORLD WE KNEW	Frank Sinatra (Reprise)—Copyright Control (Jimmy Bowen)
35	29	UP, UP AND AWAY	Johnny Mann Singers (Liberty)—Carlin (Jack Tracy)
36	40	YOU'RE MY EVERYTHING	Temptations (Tamlam)—Jobete Carlin (Norman Whitfield)
37	27	YOU ONLY LIVE TWICE/JACKSON	Nancy Sinatra (Reprise)—United Artists
38	26	DEATH OF A CLOWN	*Dave Davis (Pye)—Carlin (Ray Davies)
39	37	RELEASE ME	*Engelbert Humperdinck (Decca)—Burlington (Charles Blackwell)
40	50	TRAIN TO SKAVILLE	*Ethiopian (Rio)
41	36	SOUL FINGER	Bar Keys (Stax)—Tee Pee
42	49	THINKIN' AIN'T FOR ME	*Paul Jones (HMV)—Two Four (John Burgess)
43	43	TRY MY WORLD	*Georgie Fame (CBS)—Ivor (Denny Cordell)
44	34	007	Desmond Dekker (Pyramid)—Island (Leslie Kong)
45	30	A BAD NIGHT	*Cat Stevens (Deram)—Cat (Mike Hurst)
46	39	SOMEWHERE MY LOVE	Mike Sames Singers (HMV/POP)—Robbins (Walter Ridley)
47	38	SHE'D RATHER BE WITH ME	Turtles (London)—Robbins (Joe Vissert)
48	42	THINGS GET BETTER	Eddie Floyd (Stax)—Carlin (Jim Stewart)
49	—	THE LETTER	Mindbenders (Fontana)—Feldman (Graham Gouldman)
50	—	WHEN WILL THE GOOD APPLES FALL	Seekers (Columbia)—United Artists (Tom Springfield)

CZECHOSLOVAKIA

(Courtesy Melodie)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	LITTLE MAN	*Helena Vondrackova (Supraphon)—Cottilion
2	3	REQUIEM	*Eva Pilarova (Supraphon)—Supraphon
3	1	ON TOP OF OLD SMOKEY	*Valdemar Matuska (Supraphon)—P.D.
4	4	WINCHESTER CATHEDRAL	*Vaclav Neckar (Supraphon)—Meteor
5	5	LITTLE GIRL	*Pavel Novak (Supraphon)—Glissando
6	—	NECH TU LASKU SPAT	*Marta Kubisova-Valdemar Matuska (Supraphon)—Panton
7	10	BYLO LETO	Lilka Rocaikova (Supraphon)—Supraphon
8	—	SKLIPEK	*Yvonne Prenosilova (Supraphon)—Panton
9	—	SUGAR TOWN	Helena Bleharova (Supraphon)—Criterion
10	—	ZELVA	*Olympic (Supraphon)—Supraphon

DENMARK

(Courtesy Danmarks Radio)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	HVEM HAR DU KYSET I DIN GADEDOER	*Daimi & Dirch Passer (Metronome/Philips)—Multitone
2	3	LAD MIG BLIVE NOGET	*Povl Dissing (Sonet)—Mork
3	2	SAN FRANCISCO	Scott McKenzie (CBS)—Sweden Music
4	6	WE LOVE YOU	Rolling Stones (Decca)
5	5	MAYBE IT'S BECAUSE I'M A LONDONER	David Jones (Pye)—Francis, Day of Scandinavia
6	6	ALL YOU NEED IS LOVE	Beatles (Parlophone)—Multitone
7	10	STOP BEFORE YOU BREAK MY HEART	*Lollipop (Polydor)—Own copyright

8	7	LA MAISON OU J'AI GRANDI	Francoise Hardy (Vogue)
9	—	I'LL NEVER FALL IN LOVE AGAIN	Tom Jones (Decca)
10	—	PLEASANT VALLEY SUNDAY	Monkees (RCA Victor)—Screen Gems

EIRE

(Courtesy New Spotlight, Dublin)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	BLACK VELVET BAND	*Johnny Kelly (Pye)—Segway
2	2	SAN FRANCISCO	Scott McKenzie (CBS)—Dick James
3	3	TAR AND CEMENT	*Joe Dolan (Pye)—Robbins
4	4	FIVE LITTLE FINGERS	Frankie McBride (Emerald)—Moss-Rose
5	6	I'LL NEVER FALL IN LOVE AGAIN	Tom Jones (Decca)—Tyler
6	7	DEATH OF A CLOWN	Dave Davies (Pye)—Carlin
7	—	EVEN THE BAD TIMES ARE GOOD	Tremeloes (CBS)—Skidmore
8	9	THREE STEPS TO THE PHONE	Larry Cunningham (King)—Tee Pee
9	5	ALL YOU NEED IS LOVE	Beatles (Parlophone)—Northern Songs
10	10	FUNNY MAN	*Johnny McEvoy (Pye)—Tee Pee

GERMANY

(Courtesy Der Musikmarkt)

This Week	Last Week	Title	Artist
1	1	ALL YOU NEED IS LOVE	Beatles (Odeon)
2	2	SAN FRANCISCO	Scott McKenzie (CBS)
3	3	MEINE LIEBE ZU DIR	Roy Black (Polydor)
4	5	A WHITER SHADE OF PALE	Procol Harum (Deram)
5	9	DEATH OF A CLOWN	Dave Davies (Deutsche Vogue)
6	4	VERBOTENE TRAUME	Peter Alexander (Ariola)
7	7	PUPPET ON A STRING	Sandie Shaw (Deutsche Vogue)
8	8	JACKSON	Nancy Sinatra & Lee Hazlewood (Reprise)
9	6	OKAY!	Dave Dee, Dozy, Beaky, Mick & Tich (Star-Club)
10	—	UNA FESTA SUI PRATI	Adriano Celentano (Ariola-Clan)

HOLLAND

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SAN FRANCISCO	Scott McKenzie (CBS)—Bospel
2	2	WE LOVE YOU/DANDELION	Rolling Stones (Decca)—Essex Holland/Basart
3	—	EVEN THE BAD TIMES ARE GOOD	Tremeloes (CBS)—Bospel
4	3	DEATH OF A CLOWN	Dave Davis (Pye)—Belinda
5	4	I TAKE IT BACK	Sandy Posey (MGM)
6	6	I'LL NEVER FALL IN LOVE AGAIN	Tom Jones (Decca)—Essex Holland-Basart
7	—	TIME SELLER	Spencer Davis Group (Fontana)—Essex Holland Basart
8	5	ALL YOU NEED IS LOVE	Beatles (Parlophone)—Leeds/Basart
9	—	SOUND OF THE SCREAMING DAY	*Golden Earrings (Polydor)—Impala/Basart
10	—	ITCHYCOO PARK	Small Faces (Immediate)

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 WHITER SHADE OF PALE	Procol Harum (Deram)
5	5	A CHI	*Fausto Leali (Ri Fi) (Ricordi)—Curci
6	7	NON C'E' PIU' NIENTE DA FARE	*Bobby Solo (Ricordi)—Orsa Maggiore-Fono Film Ricordi
7	6	LA ROSA NERA	*Gigliola Cinquetti (CGD)—Aromando
8	8	LA MIA SERENATA	*Jimmy Fontana (RCA)—RCA
9	10	DIO E' MORTO	*Nomadi (Columbia)—VdP
10	11	STASERA MI BUTTO	Ricky Roberts (Durium)—Curci
11	9	NON C'E' NIENTE DI NUOVO	*Camaleonti (CBS)
12	14	ALL YOU NEED IS LOVE	Beatles (Parlophone)
13	12	29 SETTEMBRE	*Equipe 84 (Ricordi)—R. R. Ricordi-Tank
14	13	CANNELLA	Antoine (Vogue)
15	15	LA PELLE NERA	Nino Ferrer (Riviera)

JAPAN

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	MAKKANA TAIYO	*Misora Hibari & Blue Comets (Columbia)—JASRAC
2	2	KOYUBI NO OMOIDE	*Ito Yukari (King)—JASRAC
3	3	SHIRITAKU NAINO (I REALLY DON'T WANT TO KNOW)	*Sugawara Yohichi (Polydor)—Aberback Tokyo
4	5	BLUE FOUNTAIN	*J. Yoshikawa & Blue Comets (Columbia)—Watanabe
5	7	SUKISA SUKISA SUKISA (I LOVE YOU)	*Carna Beats (Philips)—Shinko
6	—	KIRI NO KANATANI	*Mayuzumi Jun (Capitol)—Ishihara
7	9	SEASIDE BOUND	*Tigers (Polydor)—Watanabe
8	4	ITOSHI NO MAX	*Araki Ichiro (Victor)—JASRAC
9	8	HANKY PANKY	Tommy James & the Shondells (Roulette)—Aberback Tokyo
10	10	KOI	*Fuse Akira (King)—JASRAC

MALAYSIA

(Courtesy Radio Malaysia)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	LET'S PRETEND	Lulu (Columbia)
2	1	A WHITER SHADE OF PALE	Procol Harum (Deram)
3	—	I'LL NEVER FALL IN LOVE AGAIN	Tom Jones (Decca)
4	6	A WOMAN'S WORLD	*Naomi and the Boys (Philips)
5	4	ALMOST PERSUADED	Crispian St. Peters (Decca)
6	3	CARRIE ANNE	Hollies (Parlophone)
7	8	A BAD NIGHT	Cat Stevens (Deram)
8	—	A LITTLE HELP FROM MY FRIENDS	Beatles (Parlophone)
9	5	SILENCE IS GOLDEN	Tremeloes (CBS)
10	7	I'LL COME RUNNIN'	Cliff Richard (Columbia)

NEW ZEALAND

(Courtesy New Zealand Broadcasting)

This Week	Last Week	Title	Artist
1	1	THANKS TO YOU	Mr. Lee Grant (HMV)
2	3	TABATHA TWITCHIT	Dave Clark Five (Columbia)
3	—	SAN FRANCISCO	Scott McKenzie (CBS)
4	2	ALL YOU NEED IS LOVE	Beatles (Parlophone)
5	—	AIRPLANE SONG	Royal Guardsmen (Stateside)
6	7	WINDY	Association (Warner Bros.)
7	10	PLEASANT VALLEY SUNDAY	Monkees (Colgems)
8	6	A WHITER SHADE OF PALE	Procol Harum (Deram)
9	4	I GOT RHYTHM	Happenings (B. T. Puppy)
10	8	DON'T SLEEP IN THE SUBWAY	Petula Clark (Pye)

PHILIPPINES

(Courtesy "El Gran Musical")
*Denotes local origin

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

POLAND

(Courtesy Scout Radio)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	ALL YOU NEED IS LOVE	Beatles (Parlophone)
2	3	DZIWNY JEST TEN SWIAT	*Niemen (Polskie Nagrania)
3	2	GROOVIN'	Young Rascals (Atlantic)
4	6	PAPER SUN	Traffic (Island)
5	5	OKAY!	Dave Dee, Beaky, Mick and Tich (Fontana)
6	4	SWIAT BEZ CIEBIE	*Wojtek Gassowski (—)
7	7	NIGHT OF THE LONG GRASS	Troggs (Page One)
8	8	A WHITER SHADE OF PALE	Procol Harum (Deram)
9	9	SEVEN ROOMS OF GLOOM	Four Tops (Tamlam)—Motown
10	10	SAN FRANCISCO	Scott McKenzie (CBS)

PUERTO RICO

(Courtesy of IE-VE Gula and Radio WUNO)

This Week	Last Week	Title	Artist
1	1	CUANDO TU NO ESTAS	Raphael (United Artists)
2	2	COMO NACE EL AMOR	Al Zepky (United Artists)
3	3	NO VUELVAS	Raphael (United Artists)
4	8	CELOSO	(Jealous Heart)—Marco A. Muniz (RCA Victor)
5	5	OH, THAT'S NICE	Pete Rodriguez Orch. (Alegre)
6	4	LO DE BOOGALOO	Joe Quijano Orch. (Cesta)
7			

ATTENTION!

Anyone interested in learning at firsthand about the tape cartridge field. Here is the greatest concentration of speakers ever brought together to discuss the experience-to-date, the opportunities, the challenges in the burgeoning tape cartridge business.

- Where is the tape cartridge business heading in sales and profits?
- How have the successful merchants met the problems in this fast-breaking field?
- What must be done by every element in the business if the predicted potential is to be achieved?

ATTENDANCE WILL INCLUDE:

DEALERS—Auto accessory, record, appliance, car, department store

DISTRIBUTORS—Record, one-stop, rack, auto accessory

MANUFACTURERS—Tape equipment, appliances, record, tape cartridge, tape, automobiles

SERVICES—Music publishers, financial institutions

REGISTER NOW!!

PROGRAM

THE 2ND NATIONAL TAPE CARTRIDGE FORUM

Sponsored by Billboard and Merchandising Week • New York Hilton Hotel, New York City, October 16-17, 1967

MONDAY, 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?
(Speaker to be Announced)
- Talk B The Experience to Date and Future Plans of the Automobile Manufacturer
Oscar T. Kusisto, Vice-President and General Manager
Motorola, Inc.
Franklin Park, Illinois
- Talk C The Development of Product and Promotional Programs for the Home Market
Jack Wayman, Staff Vice-President
Electronic Industries Association
Washington, D.C.

1:30 P.M. - 5:30 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?
Lee Zhito, Editor-in-Chief
Billboard Magazine
New York, New York
- Talk B Analyzing the Type and Amount of Equipment Sold and Their Outlets
Martin Miller, Editor
Merchandising Week
New York, New York
- Talk C The Potential in the European Market and Progress to Date
Graeme Andrews, Editor
Record Retailer
London, W.I., England

SESSION 3 HOW CAN A RETAILER PROFITABLY GET INTO THE TAPE CARTRIDGE BUSINESS?

- Talk A The Experience of a Record Retailer
Russ Solomon, President
Tower Records
Sacramento, California
- Talk B The Experience of an Appliance Retailer
Harold Wittler, President
H & H Service & Sales
New Castle, Indiana
- Talk C The Experience of an Auto Accessory Retailer
Murray Klein, Executive Administrator
AID Inc.
Woodside, L.I., New York
- Talk D The Experience of a Tape Cartridge Stereo Retailer
Chandler V. Hottel, President
Auto Fidelity, Inc.
Washington, D.C.

SESSION 4 SOME DISTRIBUTOR APPROACHES TO INCREASE SALES

- Talk A How the Distributor Can Diversify His Retail Outlets to Increase Sales
(Speaker to be Announced)
- Talk B Developing an Organized Stocking Plan for Retailers to Maximize Product Turnover
James LeVitus, President
Car Tapes, Inc.
Chicago, Illinois
- Talk C Pinpointing Your Sales Effort Through Creating a Customized Catalogue vs. a Standard One
Irwin Jennis, President
J & J Corporation
Newark, New Jersey

SESSION 5 SALES OPPORTUNITIES IN THE BROADENING APPLICATIONS OF TAPE CARTRIDGES AND EQUIPMENT

- Talk A Its Use in Company Training Programs
Thomas F. Hatcher, Director of Experimentation and Innovation
The Equitable Life Assurance Society of the U.S.
New York, New York

- Talk B Its Use in Adult Language Instruction
Robert E. Livesey, President
Cortina-Institute for Language Study
New York, New York
- Talk C Its Use in Keeping Doctors Informed of Medical Advances
Claron L. Oakley, Vice-President and Editor
Audio Digest Foundation
Los Angeles, California

SESSION 6 CHARACTERISTICS AND DIFFERENCES AMONG MAJOR TAPE CARTRIDGE SYSTEMS—AN ENGINEERING EVALUATION FOR THE LAYMAN

- Talk A The Four Track System
Ralph E. Cousino, Director of Engineering
Orrtronics, Inc.
Toledo, Ohio
- Talk B The Eight Track System
Martin Ehrlich, Manager of Engineering
Lear Jet Industries, Inc.
Detroit, Michigan
- Talk C The Playtape System
Frank Stanton, President
Playtape, Incorporated
New York, New York
- Talk D The Cassette System
Edward R. Hanson, Technical Commercial Manager
North American Philips Company
New York, New York

TUESDAY, OCTOBER 17

8:30 A.M. - 12:30 P.M.

CONCURRENT SESSIONS

Each registrant will select three of the following five 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
Earl Muntz, President
Muntz Stereo Pak
Van Nuys, California
- Talk B Selling to the Boat Market
Herb Levin, Executive Vice-President
Stereo City, Inc.
Chicago, Illinois

SESSION 8 GETTING GREATER MILEAGE IN SELLING AND DISPLAYING PRODUCT

- Talk A Training Retail and Distributor Salesmen to Sell Cartridges and Equipment More Effectively
Richard D. Hershey, Sales Training Supervisor-Electronics
Philco-Ford Corporation
Philadelphia, Pennsylvania

- Talk B Controlling Pilferage in the Retail Store and Its Impact on Product Merchandising
J. A. Sasch Rubinstein, Sales Manager
Calectron Tape Division
Daly City, California

SESSION 9 MANAGERIAL CONSIDERATIONS IN LEGAL AND ENGINEERING ASPECTS OF TAPE CARTRIDGES

- Talk A The Critical Need to Know Music Copyright Dangers as Tape Use Expands
Albert Berman, Controller
Harry Fox, Agent and Trustee
New York, New York
- Talk B The Status in the Development of Standards and Compatibility for Equipment and Cartridges
(Speaker to be Announced)

SESSION 10 RUNNING AN INSTALLATION CENTER FOR AUTO EQUIPMENT WITH A RETAIL OPERATION

- Talk A Selecting a City Location and Key Factors in Minimizing Costs of Operation
(Speaker to be Announced)
- Talk B Selecting a Suburban Location and Key Factors in Minimizing Costs of Operation
Marvin Talmatch, President
Stereomatic of Long Island
Floral Park, L.I., New York

SESSION 11 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
Larry Finley, President
International Tape Cartridge Corporation
New York, New York
- Talk B Developing Consumer Interest Through Door to Door Selling
Gerald C. Katcher, Secretary-Treasurer
Tape-Rac, Inc., and Universal Stereo Studios, Ltd.
Freeport, L.I., New York

1:30 P.M. - 4:00 P.M.

SESSION 12 WHERE DO WE GO FROM HERE?

The final session will deal with some of the critical questions facing companies in the tape cartridge field in the months ahead. The registrants will be pre-assigned to round tables seating ten people per table. Everyone will be given an outline of questions. The men will select three of the questions. Under the guidance of a table leader, the men will exchange ideas, experiences, suggestions on ways to solve the questions. Here is a unique opportunity to learn from other executives the new practices that have been successful, to orient every person's thinking to the opportunities and pitfalls ahead, and to stimulate each registrant to seek ways to make his participation in the tape cartridge field a more profitable one.

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 _____

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 automotive field other _____

We are now in the tape cartridge field Yes No

REGISTRATION FEE: \$100.00 per person

Fee includes attendance at all sessions, work materials, and luncheon on Monday and Tuesday. IT DOES NOT INCLUDE HOTEL ACCOMMODATIONS. Payment Must Accompany Order.

Please Make Check Payable to:
Tape Cartridge Forum
—and mail to 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

ADVERTISEMENT
**TAPE
CARTRIDGE
TIPS**

by *Larry Finley*

This year's BILLBOARD Tape Cartridge Seminar, to be held at the Statler Hilton Hotel, October 16th and 17th, has indications of becoming the most important factor yet in the stereo tape cartridge industry.

With the tremendous interest created in the automotive and home entertainment fields, this Seminar is a "must" for manufacturers, distributors and dealers who want to cash in on the fastest growing business since the advent of colored television.

With reports of greatly increasing sales of both equipment and cartridges, this Seminar will expose many innovations in marketing as well as offer an opportunity to those who want to become affiliated with this new and rapidly expanding industry.

We had lunch with Coleman Finkel of James O. Rice & Associates who is handling the BILLBOARD Tape Cartridge Seminar. We were amazed to hear some of the big names in the industry who will be attending.

As a service to those who will be at the Seminar, ITCC is extending an invitation to all registrants to use the ITCC offices as headquarters during the Seminar. A confidential secretarial service at the ITCC offices at 663 Fifth Avenue, will be arranged and two wide-area phones will be available so that registrants can call their home or office—without charge.

In addition, a special representative from one of New York's leading theatre ticket brokers, Newman's Ticket Agency, will be on hand throughout the Seminar to arrange for tickets at regular brokers' prices. ITCC has blocked out tickets to the biggest Broadway hits to be available for you.

Visit the ITCC executive offices to relax and enjoy refreshments and warm hospitality in addition to the theatre ticket service which we offer registrants. We will do our best to acquaint you with International Tape Cartridge Corporation and a business which we believe will be "plus profits" for you.

Capitol Meeting Accents Gear

LOS ANGELES — Capitol Records' three-day special products sales meeting in Cleveland winds up Monday (25) after talks stressing new tape cartridge equipment for car and home.

Roger Brown, national sales manager of special products, and a contingent of eight have joined the Capitol-UTX "Operation Fast - Forward" mission, launched Sept. 10 in Cleveland.

The Capitol-UTX expedition, designed to provide dealers with technological information needed to keep equipment in working condition, will continue through October.

Special products personnel who have joined Brown in Cleveland are: Paul Adams, John Davidson, Tom Malia, Bob Sheehy, Mike Holzman, Sheldon Ascher and Bill Wade.

Infonics Makes Tape Duplicator

LOS ANGELES — The development of a 4-track reel-to-reel stereo tape duplicator has been announced by Peter H. Stanton, president of Infonics, Inc., a tape equipment manufacturer.

The unit, which sells for \$2,395, accommodates both the master tape and three blank tapes on the same spindles and operates at 30 i.p.s.

Company claims the duplicator produces up to three 1,200-foot tapes every eight minutes in a single pass. For volume duplication, the master model produces 150 tapes per day, and the addition of a \$1,995 slave increases duplicating capacity to 350 tapes per day.

Tape CARtridge

Retailers Crack Down on Phony Cartridge Returns

By HANK FOX

DALLAS — The number of defective tape cartridges plaguing retailers represents only a fraction of the returns they are now receiving. As dealers become more sophisticated in cartridge sales, some are staying one step ahead of customer tricks to obtain free cartridges.

"Most manufacturers have maintained lenient exchange policies," said Columbia Records' regional manager Norman Ziegler, "because they believed the cartridge had not been fully perfected. And customers who get tired of listening to a specific cartridge are taking advantage of this policy to the dealers' detriment."

Ziegler cited two retail operations who have drastically reduced their return ratio by clamping down on customer claims—Space Age Stereo in Wichita, Kan., and Stan's Shreve City Record Shop in Shreveport, La.

75% Cutdown

Charles Sherry, owner of

Space Age Stereo, was able to cut out 75 per cent of all cartridge returns in the first two weeks with the institution of a new exchange policy. "Before we revised our policy," said Sherry, "one of every two dozen cartridges were brought back. At first we blamed the manufacturer," he continued, "but then we found that customers were snapping the tape or pulling it out, claiming it binned or snapped in the player." Sherry said the teen-agers were the higher offenders.

"Our new policy is to exchange the cartridge for an identical one. And if we see that the cartridge has some wear and tear, we will resplice the tape." Previously, Sherry, as most dealers, would give the customer any other tape the customer desired in order to maintain good public relations.

"We've found that we have increased our volume substantially since this move," he continued. "The only way for a dealer to make a profit is to

clamp down on the swindlers. A customer knows if the cartridge is bad after the first day he has it." Now, Sherry reports that less than 12 of the 3,000-4,000 cartridges he sells per month are defective.

At Stan's Shreve City Shop, customers are asked to sign a warranty at the time of purchase. The warranty reads: "Stan's warrants that this tape cartridge is free from defects in material or workmanship. It will be replaced if so defective if returned to the dealer with this warranty within 30 days" (Continued on page 70)

Audio Devices Issues Booklet

NEW YORK — Audio Devices has issued a 12-page booklet for consumers entitled "The Tape Cartridge: how it began and what it's all about." The colorful booklet traces the growth of the industry and emphasizes its convenience factors.

It covers two forms of the continuous loop configuration (4 and 8-track) and the cassette system. The booklet is available in quantity without cost from the company, at 235 East 42 Street, New York, N. Y. 10017.

French Decca-RCA-Vega in Cassette, Cartridge Fields

PARIS — Andre Jeanneret, president of the French Decca-RCA-Vega group, announced this week immediate plans for the group to enter the musicassette and cartridge market.

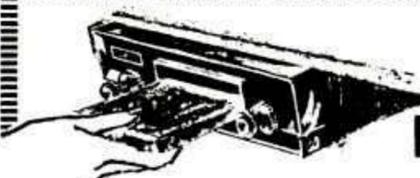
Jeanneret has set up a special tape department in the group's Paris headquarters and the artistic directors of the group are currently selecting material for the first releases.

The group's decision to enter the musicassette field now

means that every major French record company is using the Philips system.

First musicassette releases from the group will include albums by Narcisso Yepes, Los Machucambos, and the Jacques Loussier Trio (Play Bach) on Decca, Sylvie Vartan and Noel Deschamps on RCA and a selection of accordionists on Vega.

The group will also market 8 and 4-track cartridges which, initially, will be imported. Eventually the group will establish a duplicating plant in France for the production of 8 and 4-track cartridges (Billboard, Aug. 5).



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- ABC**
- 10A-592 JUDY GARLAND AT HOME AT THE PALACE OPENING NIGHT (620)
- 66A-259 FLAMENCO FEVER—Sabicás (587)
- ARHOOLIE**
- 29A-155 FRED McDOWELL—Vol. 2 (1027)
- ART**
- 66A-261 LUCHO AZCARRAGA—GOLDEN ANNIVERSARY OF THE PANAMA CANAL (2009-S)
- 68A-190 CALYPSO—Various Artists (5-S)
- CAPITOL**
- 4CL-2702 I'M A LONESOME FUGITIVE—Merle Haggard & the Strangers (2702)
- 4CL-2705 WHAT AM I GONNA DO NOW?—Ferlin Husky (2705)
- 4CL-2737 IT'S SUCH A PRETTY WORLD TODAY—Wynn Stewart (2737)
- 4CL-2746 THE BEST OF THE SEEKERS (2746)
- 4CL-2760 YOUR TENDER LOVING CARE—Buck Owens and His Buckaroos (2760)
- 4CL-2775 THE MAGNIFICENT MEN "LIVE!" (2775)
- 4CL-2777 LOMBARDO COUNTRY—Guy Lombardo & His Royal Canadians (2777)
- 4CL-2788 I'LL NEVER FIND ANOTHER YOU—Sonny James (2788)
- COMMAND**
- 12A-261 A SPECIAL SOMETHING—Ray Charles Singers (914)
- 14A-690 HOLLYWOOD BASIE'S WAY—Count Basie (912)
- 14A-691 ENOCH LIGHT COMMAND PERFORMANCES, VOL. 2 (915)
- 14A-693 GUITAR U. S. A.—Tony Mottola (908)
- 14A-694 SWINGING & SINGING—Doc Severinsen and "Friends" (909)
- 14A-695 BRASS IMPACT—The Brass Choir conducted by Warren Kime (910)
- CONTEMPORARY**
- 10A-587 MAKE THE MAN LOVE ME—Joy Bryan (7604)
- 26A-466 PRESENTING RED MITCHELL (7638)
- 26A-520 WAY OUT WEST—Sonny Rollins (7530)
- 26A-536 ART PEPPER MEETS THE RHYTHM SECTION (7018)
- 26A-537 THE POOL WINNERS—Barney Kessel, Shelly Manne & Ray Brown (7010)
- 26A-539 THE ARRIVAL OF VICTOR FELDMAN (7549)
- DELMARK**
- 26A-523 BOUNCING WITH BUD—Bud Powell (9406)
- 28A-177 OH! BY JINGO—Clancy Hayes with the Salty Dogs (9210)

- 29A-144 HOODOO MAN BLUES—Junior Wells' Chicago Blues Band (9612)
- 29A-145 BROKE AND HUNGRY, RAGGED AND DIRTY, TOO—Sleepy John Estes (9608)
- DOT**
- 10Y-586 GOLDEN HITS—15 HITS OF JIMMIE RODGERS (25815)
- 10Y-588 GOLDEN HITS—15 HITS OF PAT BOONE (25814)
- 18Y-189 "OUR LEADER!"—Harry James (25801)
- 24Y-180 SOMEWHERE MY LOVE—Frankie Carle (25802)
- 46Y-157 BAREFOOT IN THE PARK—Music From the Score by Neal Hefti (25803)
- 66Y-264 SOMETHIN' STUPID—Billy Vaughn Presents Friends From Rio (25800)
- DUNHILL**
- 14A-688 PSYCHEDELIC PERCUSSION—Hal Blaine (50019)
- ELEKTRA**
- 56Y-220 MISS JUDY HENSKE (7231)
- 56Y-221 TOM RUSH (7288)
- 56Y-222 PATHS OF VICTORY—Hamilton Camp (7278)
- 56Y-223 BACK PORCH BLUEGRASS—The Dillard's (7232)
- 56Y-228 THE BLUES PROJECT—Various Artists (7264)
- 60Y-138 SONGS OF RUSSIA OLD AND NEW—Theodore Bikel (7185)
- 60Y-139 HORA—The Oranim Zabar Israeli Troupe (7194)
- 60Y-140 BALALAIKA—Sasha Polinoff (7194)
- FERMATA**
- 68A-187 CARNAVAL FERMATA 67—Recorded "Live" in Brazil (162)
- GOOD TIME JAZZ**
- 25A-142 THE FIVE PENNIES—The Famous Castle Jazz Band (10037)
- 25A-143 FIREHOUSE FIVE PLUS TWO CRASHES A PARTY! (10038)
- 56A-233 SAN FRANCISCO BAY BLUES—Jesse Fuller (10051)
- HI-FI**
- 14B-697 ARTHUR LYMAN AT THE PORT OF LOS ANGELES (1036)
- IMPULSE!**
- 26A-467 THE DEFINITIVE JAZZ SCENE, VOL. 3—Various Artists (9101)
- 26A-470 MAN FROM TWO WORLDS—Chico Hamilton (59)
- 26A-471 SHIRLEY SCOTT PLAYS THE BIG BANDS (9119)
- 26A-472 PROFILES—Gary McFarland (9112)
- 26A-473 A FLAT, G FLAT AND C—Yusef Lateef (9117)
- 26A-474 THE FURTHER ADVENTURES OF EL CHICO—Chico Hamilton (9114)
- 26A-475 THE HAPPY HORNS OF CLARK TERRY (64)
- 26A-477 OLIVER NELSON PLAYS MICHELLE (9113)

- 26A-515 EAST BROADWAY RUN DOWN—Sonny Rollins (9121)
- KING**
- 21Y-536 THINK!—James Brown and the Famous Flames (683)
- 21Y-540 PURE DYNAMITE—James Brown (883)
- 21Y-541 JAMES BROWN AND HIS FAMOUS FLAMES TOUR THE U. S. A. (804)
- 21Y-561 COLD SWEAT—James Brown and His Famous Flames (1020)
- LOMA**
- 4LA-5907 HYPNOTIZED—Linda Jones (5907)
- MERCURY**
- MC4-61118 NOW IS A LONELY TIME—Roy Drusky (61118)
- MC4-61122 IT'S A MAN'S WORLD—Sarah Vaughan (61122)
- MC4-61124 SPANKY AND OUR GANG (61124)
- MC4-61125 WITH LOVE—Horst Jankowski (61125)
- MC4-61133 DAVE DUDLEY COUNTRY (61133)
- MONITOR**
- 60A-134 SONGS OF ISRAEL—Rakhel (364)
- 90C-204 MADRIGALS & MOTETS—Budapest Madrigal Ensemble (2054)
- NONESUCH**
- 60C-147 FOLKSONGS OF EASTERN EUROPE—The Pennywhistlers (2007)
- SUE**
- 21A-509 ONLY THOSE IN LOVE—Baby Washington (1042)
- 26A-530 I'VE GOT A WOMAN—Jimmy McGriff (1012)
- REPRISE**
- 4RA-6264 SAMMY DAVIS, JR., SINGS THE COMPLETE "DR. DOLITTLE" (6264)
- 4RA-6268 LAURA (WHAT'S HE GOT THAT I AIN'T GOT?)—Brook Benton (6268)
- RGE**
- 14A-685 BIGGEST SAN REMO 1967 HITS—Tullio Gallo, Angel Poncho Gatti (6182)
- VAULT**
- 10B-593 THE LOOK OF LOVE—THE SOUND OF SOUL—Sam Fletcher (116)
- 21B-559 NOW!—The Chambers Bros. (115)
- WYNCOTE**
- 14C-675 MUSIC TO WATCH GIRLS BY—The Brass Breed (9191)
- 14C-676 THAT'S LIFE—International Pop Orchestra (9185)
- 70C-105 GALLANT MEN—The Cheltenham Orchestra and Chorus (9186)
- MINI-PAKS**
- 4RK-0620 NANCY SINATRA—Lightning's Girl—Reprise
- 4SK-208 STRAWBERRY ALARM CLOCK—Incense and Peppermint—Uni.

CHART PRODUCT!

FROM THE BILLBOARD LP CHARTS (WEEK ENDING SEPTEMBER 23)

- 1 SGT. PEPPER'S LONELY HEARTS CLUB BAND—The Beatles—Capitol—4CL-2653
- 2 THE DOORS—Elektra—21A-445
- 5 GROOVIN'—The Young Rascals—Atlantic—21Y-557
- 7 ARETHA ARRIVES—Aretha Franklin—Atlantic—21Y-553
- 9 ODE TO BILLIE JOE—Bobby Gentry—Capitol—4CL-2830
- 12 ARE YOU EXPERIENCED—Jimi Hendrix Experience—Reprise—4RA-6261
- 15 I NEVER LOVED A MAN THE WAY I LOVE YOU—Aretha Franklin—Atlantic—21Y-495
- 16 THE SUPER-HITS—Various Artists—Atlantic—21Y-548
- 20 PETER, PAUL & MARY ALBUM 1700—Warner Bros.—4WA-1700
- 21 REVENGE—Bill Cosby—Warner Bros.—4WA-1691
- 22 INSIGHT OUT—The Association—Warner Bros.—4WA-1696
- 23 THE BEST OF SONNY & CHER—Atco—21Y-545
- 25 BILL COSBY SINGS/SILVER THROAT—Warner Bros.—4WA-1709
- 27 THE BEE GEE'S FIRST—Atco—21Y-556
- 32 OTIS REDDING LIVE IN EUROPE—Volt—21Y-546
- 33 VANILLA FUDGE—Atco—21Y-560
- 35 WELCOME TO MY WORLD—Dean Martin—Reprise—4RA-6250
- 36 THESE ARE MY SONGS—Petula Clark—Warner Bros.—4WA-1698
- 37 HIP HUG-HER—Booker T. & the MG's—Stax—21Y-524
- 42 THAT'S LOU—Lou Rawls—Capitol—4CL-2756
- 50 THE BEST OF THE BEACH BOYS, VOL. 2—Capitol—4CL-2706
- 51 MAMAS AND THE PAPAS DELIVER—Dunhill—21A-457
- 52 LUSH LIFE—Nancy Wilson—Capitol—4CL-2757
- 54 THE SOUND OF WILSON PICKETT—Atlantic—21Y-558
- 56 COUNTRY, MY WAY—Nancy Sinatra—Reprise—4RA-6251
- 58 BILL COSBY IS A VERY FUNNY FELLOW, RIGHT?—Warner Bros.—4WA-1518
- 61 COLLECTIONS—The Young Rascals—Atlantic—21Y-481
- 63 WONDERFULNESS—Bill Cosby—Warner Bros.—4WA-1634
- 66 SPRING!—The Lettermen—Capitol—4CL-2711
- 67 FRANK SINATRA—Reprise—4FA-1022
- 69 THE SEA—Anita Kerr/Rod McKuen/San Sebastian Strings—Warner Bros.—4WA-1670
- 70 FRANKIE VALLI SOLO—Philips—PC4-600-247
- 71 COLD SWEAT, PARTS 1 & 2—James Brown & the Famous Flames—King—21Y-561
- 75 LET'S LIVE FOR TODAY—Grass Roots—Dunhill—21A-533
- 81 WHY IS THERE AIR?—Bill Cosby—Warner Bros.—4WA-1606
- 87 FUTURE—The Seeds—Crescendo—21A-532
- 88 RHAPSODIES FOR YOUNG LOVERS, VOL. 2—Midnight String Quartet—Viva—14Y-681
- 89 DADDY'S LITTLE GIRL—Al Martino—Capitol—4CL-2733
- 90 TOO MUCH—Lou Rawls—Capitol—4CL-2713
- 91 SPANKY & OUR GANG—Mercury—MC4-61124
- 92 HAPPINESS IS DEAN MARTIN—Reprise—4RA-6242
- 93 THE MAGNIFICENT MEN "LIVE!"—Capitol—4CL-2775
- 95 IF YOU CAN BELIEVE YOUR EYES AND EARS—The Mamas & the Papas—Dunhill—21A-270
- 96 LEONARD NIMOY PRESENTS MR. SPOCK'S MUSIC FROM OUTER SPACE—Dot—14Y-680
- 102 THE BEST OF THE SEEKERS—Capitol—4CL-2746
- 103 THE BEST OF THE BEACH BOYS, VOL. 1—Capitol—4CL-2545
- 104 I STARTED OUT AS A CHILD—Bill Cosby—Warner Bros.—4WA-1567
- 106 FRANCIS ALBERT SINATRA/ANTONIO CARLOS JOBIM—Reprise—4FA-1021
- 109 LISTEN—Ray Charles—ABC—10A-580
- 110 THAT'S LIFE—Frank Sinatra—Reprise—4FA-1020
- 112 THE GRATEFUL DEAD—Warner Bros.—4WA-1689
- 113 JAMES BROWN LIVE AT THE GARDEN—King—21Y-513
- 114 I'LL TAKE CARE OF YOUR CARES—Frankie Laine—ABC—10A-561
- 120 LOU RAWLS LIVE—Capitol—4CL-2459
- 123 NEW GOLD HITS—4 Seasons—Philips—PC4-600-243
- 124 RHAPSODIES FOR YOUNG LOVERS—Midnight String Quartet—Viva—14Y-630
- 127 SECOND GOLD VAULT OF HITS—4 Seasons—Philips—PC4-600-221
- 130 HAPPY TOGETHER—The Turtles—White Whale—21A-459
- 131 BOOTS WITH STRINGS—Boots Randolph—Monument—14A-549
- 135 GOOD TIMES—Sonny & Cher—Atco—21Y-496
- 137 REVOLVER—The Beatles—Capitol—4CL-2576
- 138 THE KINKS GREATEST HITS—Reprise—4RA-6217
- 139 YOUNG RASCALS—Atlantic—21Y-339
- 140 OUTSIDERS . . . HAPPENING "LIVE!"—Capitol—4CL-2745
- 145 STAX/VOLT REVIEW LIVE IN LONDON, VOL. 1—Various Artists—Stax—21Y-555
- 146 KING & QUEEN—Otis Redding & Carla Thomas—Stax—21Y-552
- 147 TINY BUBBLES—Don Ho—Reprise—4RA-6232
- 149 THE MAMAS AND THE PAPAS—Dunhill—21A-408



M-30 Car Stereo \$39.95



AR-500 Home Record-Playback Unit \$199.95



HW-12 Home 4-Track & 8-Track Playback Unit \$119.95

7715 DENSMORE AVE., VAN NUYS, CALIF. 91406 (213) 989-5000

Conveyor Belt Pushes Muntz Car Installation Sales Up 50%

LOS ANGELES — A conveyor belt system for moving an auto through the car player installation points is credited with helping achieve a 50 per cent increase in sales at the Muntz Stereo-Pak tape center in Van Nuys.

The company can now install one car every 16 minutes, it claims by stationing two men at each of the speaker cutting, wiring, and grilling positions. Hanging the unit, usually done by one person takes the longest time: four minutes.

Last December during the height of the Christmas vacation the store installed 104 four-track players in one day, according to Earl Muntz. Now, with the conveyor belt system, a capacity of 150-175 cars per day is envisioned.

Previously, the store was open seven days. It is now closed on Sundays. "Basically our business is referrals," comments Jim Muntz, the general manager.

Another amendment has been made to the store: the 13 audi-

tion booths on the floor have been eliminated, with 12 players situated right in the main sales counter providing the equipment for auditioning. Tapes are handled by the tape bar girls in mini-skirts who can keep feeding the machine. Since the customer no longer handles the tape, and does not have to walk across the room to the audition booth, pilferage is eliminated.

Most music is purchased while a car is being installed. The space now gained by the elimination of the listening booths is used by display cases for models in the Muntz line and to sell trade in models. A Lear 8-track can sell for \$10, a Motorola 8-track for \$20 and a Borg Warner 8-track for a similar price. "We don't guarantee this equipment," said Earl Muntz. "We won't install it either. Anything we put in a car we guarantee."

From his office, Jim Muntz observes the sales, installation, service and stock rooms via closed circuit television. An hourly report chart above his desk reports how many units have been installed and the quantity of tapes sold.

Phony Returns

• Continued from page 68

from the date of purchase. This warranty is in lieu of all other guarantees, express, implied, and statutory. Exchanges will be made for the same cartridge number. No substitutions allowed."

CLEAR SAILING FOR NORELCO

NEWPORT, R. I. — The word is out. Among the "black boxes" containing elaborate electronic gear on America's Cup challenger Dame Pattie is a Norelco cassette recorder. It's used to tape technical reports after each race, and the cassettes are mailed to Australia for immediate analysis.

NEW . . . compact and portable CARRYING CASE

FOR TAPE CARTRIDGES

HOLDS NINE 4 OR 8 TRACK TAPE CARTRIDGES. Handsomely designed, made to last and enjoy.



OTHER FEATURES

Charcoal with off-white top. Made of high-impact styrene with a polypropylene roll-back top. Ask about special custom-styled cases.



Write today for detailed distributor information

AVSCO, Inc.

Highway 69 and Corum Road, Excelsior Springs, Missouri 64024
A.C. 816; TH 7-6050 — ME 7-2114

Any cartridge is only as good as the tape it contains. Audiopaks contain Audiotape.



Audiopak
TAPE CARTRIDGE

Audio Devices, Inc., 235 E. 41st St., N.Y. 10017

CLASSIFIED MART

BUSINESS OPPORTUNITIES

RECORDING STUDIO IN HOLLYWOOD, Calif. grossing middle six figures. Highly profitable. Sales price approximately one year's gross. Management would stay if desired. Write: P. O. Box 1976, Beverly Hills, Calif. oc14

DISTRIBUTING SERVICES

ATTENTION, RECORD OUTLETS: We have the largest selection of 45 rpm oldies and goodies at 25¢ each, also major label LP listings at promotional prices. Send for free listings. All orders welcome. Apex Rendezvous, Inc., 390 Kings Highway, Brooklyn, N. Y. tfn

NEW CURRENT POP SINGLES TO ALL record outlets, one free every 12. Price 57¢ each. Any quantity; inquiries invited. Bellnash Distributing Co., Elmhurst Blvd. & Watres, Scranton, Pa. oc14

EMPLOYMENT SECTION

HELP WANTED

ACCOUNTANTS—RECORD INDUSTRY Expanding international record company seeks two accountants, with a degree or related experience in the record industry to handle publisher or artist royalty accounting. Position involves direct contact with publishers and artists. Executive advancement opportunities. Please send resume of education, experience and salary required to an Equal Opportunity Employer.

BOX 727
165 W. 46th St., New York, N. Y. 10036

EXPERIENCED MAN WANTED, AGE 25-38. Able to read Schematics. All late equipment jukeboxes, shuffle alleys, etc. Raney Music, 528 N. Carver, Greensburg, Ind. oc7

INDEPENDENT RECORD LABEL, Located in New York City, needs Man to supervise shipments, control inventory, assist in record production. Experience in record industry preferred. Write background and salary required. Box 727, Billboard, 165 W. 46th St., New York, N. Y. 10036.

AT LIBERTY

PROFESSIONAL LECTURER, SPEAKER. Doctor of Divinity. Cultural, metaphysical, social, etc. Will travel. Box 112, Brownsville, Brooklyn, N. Y. oc28

PROMOTIONAL SERVICES

National Record Promotion

(You Record It—We'll Plug It)
Music Makers Promotion Network
★ New York City ★
20 Years' Dependable Service
Brite Star, Cleveland, Ohio
Covering All Major Cities, Nashville, Chicago, Hollywood, Etc.
★ DISTRIBUTION ARRANGED
★ MAJOR RECORD LABEL CONTACTS
★ NATIONAL RADIO & T.V. COVERAGE
★ BOOKING AGENT CONTACTS
★ MAGAZINE-NEWSPAPER PUBLICITY
★ RECORD PRESSING

General Office:
209 Stahlman Bldg., Nashville, Tenn.
Mailing Address:
14881 Overlook Dr., Newbury, Ohio
Send All Records for Review to:
Brite-Star, 14881 Overlook,
Newbury, Ohio
CALL: Cleveland (216) JO 4-2211

NATIONAL RECORD PROMOTION & PUBLICITY CONSULTATION

All questions answered about Recording, Distribution, Printing, Shipping, Music Publishing, etc.

PRESSING
No job too small

DISTRIBUTION ARRANGED



MORTY WAX PROMOTIONS
1650 Broadway
N.Y., N.Y. 10019
CI 7-2159

WE PRODUCE YOUR SONGS WITH our singers. Record promotion in New York City, New Jersey, Connecticut area. Information and sample record write: R. J. Productions, Box 170, New York, N. Y. 10024. se30

USED EQUIPMENT

BAND BUS—GMC DIESEL, MECHANICALLY perfect, seats 12, sleeps 8, carpeted; permanent TV, closets, new tires; \$8,500. Call A.C. (301) ST 9-1522. oc7

MISCELLANEOUS

NASHVILLE, TENN.'S

most convenient motel. Close to recording studios and business; courtesy car service; 24-hour telephone; 100% air conditioned; heated; swimming pool.

Tel.: (615) 255-4163

ANCHOR MOTEL

1921 West End Ave., U. S. 70W de16

NEW RECORD AND PUBLISHING CO. needs masters for releases and songs for our artists. Carolyn Music Productions, 102 Tyson Bldg., Montgomery, Alabama. se30

35,000 PROFESSIONAL COMEDY LINES! 40 Books, plus Current Comedy, the topical gag service. Catalog free. Sample selection, \$5. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. 11510. tfn

RECORD SERVICES

EARL CURRY AND JIM THEUS, Country artists, seeking recording contracts. Have demos and masters, all new material. Write: Jim-Bar Talents, Inc., 414 W. 14th St., Tifton, Ga. se30

MASTERS WANTED: HOLLYWOOD record company needs hit records. Reward and guaranteed exposure offered. Take 6 Inc., 6565 Sunset Blvd., Suite 420, Hollywood, Calif. de9

RECORD COMPANIES WITH GOOD lines. We can offer action, distribution and promotion in New York State. Jody Record Distributors, 1697 Broadway, Room 1407, Tel. (201) 581-0474. se30

WANTED: RECORD COMPANIES WITH good lines. We can offer action, distribution and promotion in New York State. Jody Record Distributors, 1697 Broadway, Room 1407, Tel. (201) 581-0474. se30

WANTED TO BUY

CLOSEOUTS IN RECORDS, ALL speeds, new or used. Fast reply. Friends Wholesale Co. Surplus closeouts, etc. 3659 S.R. 14, Rootstown, Ohio 44272. se30

INTERNATIONAL EXCHANGE

ENGLAND

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.

FOR SALE: ONE OF THE LARGEST discotheques in Europe. 2 dance floors, 4 bars, capacity for 1,500, situated in a central tourist area on the Costa Brava, Spain. Constitutes a sound investment with a very high seasonal turnover. For further details write to Box No. 61, Billboard, 7 Welbeck, London W.1, England. tfn

ROLLING STONES' NEW SINGLE, "Dandelion," out end of August, \$1.75 airmailed. Stones' all-new cuts album, expected September, \$6 airmailed. 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

UNITED STATES

RECORDING ARTISTS WITH MASTER. We will produce, press, promote and distribute internationally your records. Fee \$250 and 5¢ commission on each sold. Or place your masters material with major record company, fee \$100. (Fee in advance only.) Thunder Record Co., P. O. Box 271, Jenkintown, Pa. 19046.

AGENTS & DISTRIBUTORS

POSTER DISTRIBUTORS WANTED—The big teen craze is to posters, and we have them all, including Jefferson Airplane, Beatles (Sgt. Pepper), Doors and 35 more. These posters are all new, not previously released. Send for free samples of these big profit-making items. Take-6, Inc. Dept. B, 6565 Sunset Blvd., Hollywood, Calif. oc7

CLASSIFIED ADVERTISING RATES

REGULAR CLASSIFIED AD: 25¢ a word. Minimum: \$5. First line set all caps. DISPLAY CLASSIFIED AD: 1 inch, \$20. Each additional inch in same ad, \$15. Box rule around all ads.

FREQUENCY DISCOUNTS: 3 consecutive insertions, noncancellable, nonchangeable, 5% discount; 6 insertions, 10%; 13 or more consecutive insertions, 15%.

CLOSING DATE: 5 p.m. Tuesday, 11 days prior to date of issue.

BOX NUMBER: 50¢ service charge per insertion, payable in advance; also allow 10 additional words (at 25¢ per word) for box number and address.

INTERNATIONAL EXCHANGE ADVERTISING RATES

International Exchange is open to all advertisers of foreign countries or American advertisers whose service or sales message is specifically directed toward an international market.

REGULAR CLASSIFIED AD: \$1 per line. Minimum: 4 lines per insertion.

DISPLAY CLASSIFIED AD: \$14 per inch. Minimum: 1 inch. Same frequency discounts as above apply.

PAYMENT MUST ACCOMPANY ALL ORDERS

SEND ORDERS & PAYMENTS TO: John O'Neill, International Exchange Advertising Director, Billboard, 188 W. Randolph St., Chicago, Ill. 60601, or Andre de Vekey, European Director, 7, Welbeck St., London W. 1, England.

Classified Advertising Department

BILLBOARD MAGAZINE
188 West Randolph Street
Chicago, Illinois 60601

Please run the classified ad copy shown below (or enclosed separately) in _____ issue(s):

PLEASE TYPE OR PRINT YOUR AD COPY IN THE ABOVE SPACE. FULL PAYMENT MUST ACCOMPANY YOUR CLASSIFIED AD ORDER.

NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP CODE _____

AUTHORIZED BY _____ AMOUNT ENCLOSED _____

Type of classified ad desired—check one
 REGULAR CLASSIFIED DISPLAY CLASSIFIED
HEADING DESIRED: _____

Audio Retailing

Seattle Store Succeeds With Service and Specialization

By PAUL ZAKARAS

SEATTLE—Standard Records and Hi-Fi, a local "mama and papa" store which has been in existence for a quarter of a century, is an outstanding example of how the applied concept of customer service works to promote success for a small business.

The dealership, which is jointly owned by Mr. and Mrs. Millard Smith, consists of two completely separated departments: a record shop handled by Mrs. Smith, and a hi-fi components and accessories store which is managed by Mr. Smith.

"I had a background in electronics," Smith told Billboard, "and my wife had been a pianist and music teacher. When we got into this business we were really only channelling our special interests. We enjoyed this type of work from the beginning and we still consider it fun."

Mrs. Smith then told of the many turns that she had to take in order to keep the record department running profitably and efficiently. "We were the first ones in this area to start discounting," she said. "This occurred about 1950. Some of

the big eastern outfits had already been discounting and I noticed that people came in here to listen to records and then sent away for them. Therefore, I decided we had to offer a lower price ourselves.

No Singles

"Also, we do not carry singles at all," she continued. "We tried for a while, but had to drop them. We simply cannot order fast enough to keep up with the ever-changing radio charts. We discovered that certain downtown shops could get 45's more quickly than we could and that the kids knew about it. So, we dropped singles.

"In the meantime, we established a reputation as a top classical store. We stocked whole catalogs of major labels plus assorted specialty items and odd labels. The completeness of our stock attracted the business of such large customers as schools and libraries—which grew over the years until it no makes up a sizable portion of our record sales.

"In order to promote our classical—and comprehensive—image, we sought to reach our po-

tential customers through selective advertising. We started a policy of advertising on good music radio stations, which we have continued to the present—now advertising regularly on two AM and two FM Seattle stations. Occasionally, we run a newspaper ad, but especially like to run advertisements in the symphony and concert programs.

Complete Stock

"Most of this advertising is institutional. However, when a manufacturer comes along with a big splashy product ad and wants to pay half, we're more than willing to co-operate.

"I think our advertising has been very successful," Mrs. Smith added. "In the late '50's we participated in the nationwide 'Radio Gets Results' competition in which 850 stations were involved. Two years in succession we won first prize—one of only 13 stores in the country to be honored with top awards in the various categories.

"Our discounting policy has also been quite successful. We felt from the beginning that mere price-cutting was not enough—and we were right. Soon, everyone was discounting records and what kept us in a good competitive position was that we carried a complete stock. Also, we did not discontinue special orders, nor listening booth privileges. At one time we had a good number of competitors in the area—but the only one left is the Sears store across the street. But they are actually not a serious form of competition. They simply cannot offer the customer as much as we can. They do not really have a record department—only some records.

Mr. Smith, who began to em-



MILLARD SMITH, co-owner of Standard Records and Hi-Fi Co., Seattle, is shown here by a display of Telex stereo earphones.



MRS. MILLARD SMITH, the other half of the Standard ownership, poses here with a comic bust of Beethoven. She runs the 25-year-old "Mama and Papa" store's record department.

phasize hi-fi and stereo equipment," said Millard. "We realized of the store now brings in almost 50 per cent of the total sales.

"We decided from the first to ment," said Miller. "We realized that many of our classical music customers are also the kind who prefer high quality sound. Our component systems, therefore, go hand in glove with our records. One department often helps to promote the other. A person purchasing an increasing number of good classical or jazz LP's will soon want the proper system to play them on. Conversely, the buyer of a good system will invariably want also to stock up on the type of records he means to play on it.

"We offer discounts on our hi-fi equipment, too," Smith said. "We have to compete with the prices offered by some of the larger outfits. The reason we can afford to discount is because of low overhead—because we own our own building and because we have gone out of the credit business. When customers say they cannot pay cash—our equipment ranges from about \$300 to \$1,000—we suggest that they go to a bank or their credit union. We explain that it's far

more economical for them to do this than to pay high financing fees to a dealer. We point out that the savings offered by our discount, plus low-cost bank financing, enables them to get a better buy here than they could elsewhere.

One Price

Both the Smiths had something to offer about several recent developments in the record industry. From her side, Mrs. Smith said she was quite happy with the new one-price policies on stereo and mono LP's. She added that the day of the stereo-only product is undoubtedly coming, but predicted that it is still very far off. From his hi-fi department, Mr. Smith commented about tape CARtridge products. "They have a future, I'm sure," he said. "However, we're not at present willing to expand our business to such an extent that would enable us to offer a good service to our customers in this tape cartridge field. And, he added, "we know from experience that it doesn't pay to get involved in something in only a haphazard manner.

Motorola Wooing 'Young Marrieds' With Mobiles

CHICAGO — Definition: "Young Marrieds are a highly mobile group, possessing all the verve and unfettered attitude of the young, with some of the stability and outlook of the more mature. Relatively affluent, this growing market segment knows and wants good sound and styling. It does not want the portables of the young people, yet is not ready to step into the console class."

So says Robert McCarthy, product planning manager for phonographs.

This is how Robert McCarthy, Motorola's product planning manager for phonographs, describes that important buyer in between teeny bopper and thirtyish. And the stereo merchandise that suits them best?

"Mobile modular phonographs are the answer."

Motorola has just dropped four mobile modular, solid-state stereo phonographs into its 1968 line. The models range in price from \$99.95 to \$269.95. Features at the lower price include solid-state power amplifier, four controls and a high-impact polystyrene case in putty beige or white.

The \$269.95 model offers a Garrard 3500 automatic changer, walnut veneer cabinet, 8-inch woofer, 4-inch mid-range, exponential horn tweeter, solid-state driver, acoustical padding in each enclosure, 100 watts of peak power or 50 watts of EIA music power, FM/AM/EM stereo radio, push-button selectors, tape input and output jacks, remote speaker outputs and switches, protective acrylic cover, FM stereo indicator light and headphone jack.

The \$199.95 model boasts 10 watts EIA music power output, modular construction, acrylic cover, tape input and output jacks, headphone jack and cabinet of metal clad in vinyl. It has a four-speaker sound system.

Offered at \$149.95 are 10 watts of EIA power, "feather track" record changer with diamond/sapphire stylus, four controls and throttle-type levers.

The 25-35-year age group offers a market of impressive size, during the next eight to 10 years, McCarthy said, and the mobile modular phonographs should appeal strongly to this market group.



AIMED AT THE YOUNG-MARRIED market, here are three solid-state stereo phonographs of four just introduced by Motorola. Model PP218D, left, lists at \$99.95; Model PP220D, center, also at \$99.95, has a custom cart for home roll-around; Model SP221D, right, at \$199.95, has 20 watts instantaneous peak power output or 10 watts EIA music power output. The fourth model (not shown), SK220, offers 100 watts peak power or 50 watts EIA music power output at \$269.95.

Seeburg Unit in Phono Push

CHICAGO — Seeburg Corp. is stepping up consumer advertising on its stereo home phonograph and will participate in several more home entertainment and hi-fi shows. Over a dozen consumer magazines will be involved.

Full-page advertisements will appear in November issues of Esquire, House Beautiful, Harper's and Sunset. The December issues of The Atlantic and House and Garden will be used and a November two-page spread is scheduled for The New Yorker.

Seeburg initiated its consumer advertising with a full-color ad in the October issue of House Beautiful.

Promote Components

Seeburg will also promote the record-playing mechanism in component form, through such media as High Fidelity, Audio, Audiofan, Hi Fi and Stereo Review and American Library Association Bulletin.

Highlighted in the consumer push is convenience. The unit, which stores and plays 50 12-inch long-plays, utilizes a telephone type dial through which one, any or all 100 album sides can be selected. The unit accepts up to 12 remote dial stations, enabling users to dial programs from the patio, the pool or other areas of the home.

Seeburg is also promoting the unit via trade magazines. PTM Magazine, Home Furnishings Daily, Music Trades, and Billboard's sister publication, Merchandising Week, have been used. Sight and Sound Marketing and High Fidelity Trade News will be used for component advertising.

The unit was shown at both the National Association of Music Merchants convention and the Electronics Industry Association show. Other showings are scheduled for the Los Angeles County Fair, New York Hi Fi Show, Home Entertainment '68 Show in Atlanta and the Los Angeles Hi Fi Show.

Seeburg is considering displays at the Philadelphia and Detroit hi-fi shows.



ALLIED RADIO has introduced this new three-speed, solid-state 4-track stereo tape recorder, Model 1040, at \$169.95. Allied Radio has adopted the Allied trade name for "a selected line of extra value products."

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ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

ABP

Distribution Today

Here are the observations of key U. S. distributor executives on their role in the industry today. They also take this opportunity to comment on the business at large.

Wilson Bracey
President
Hermitage Music Co.
Nashville, Tenn.

"If it takes a coin, we distribute it," is one of our company slogans. And we pride ourselves in maintaining a supermarket distributorship of new and used coin equipment.

The company is 30 years old, and the present owners bought the firm in 1964. The distributorship covers the entire Southeast, with branches in Birmingham and Memphis. We have seven equipment salesmen constantly on the road, selling only to operators and offering complete distributor services, including financing.

We believe that an important distributor service is the provision of records from all labels for jukebox programming, and we maintain one of the largest one-stops in the South. We service title strips, free routing service and free telephone ordering. We believe this one-stop service is unequalled in the record industry. Our record selection service has become so respected that it is now used by many record companies as a guideline.

Our parts department is one of the largest in the South. And if the part the operator needs is not in stock, we will order it by telephone.

On the personal side, we provide a free snack bar at our place of business where customers are always welcome to pause for a cup of coffee and some good conversation. Some days we serve over 500 cups of coffee.

It is our firm belief that the distributor should back the operator with trade and consumer advertising, and we do both. We advertise every week in the daily newspapers and also use TV and radio spots. We recently ran a full page ad on the Rowe PhonoVue in the Sunday edition of the Nashville paper. We think this is unheard of in the coin machine industry.

Bert Betti
President
Betson Enterprises, Inc.
North Bergen, N. J.

Like most businessmen, I'm in business to make money. I work hard at it, trying never to compromise with principles of honesty and fairness. The exciting challenges of our industry; the many enduring friendships; the growth potential of this business—all are fringe benefits which cannot be measured in dollars and cents.

A distributor today must keep an open mind at all times; he must be flexible to accept and take advantage of changes which are flung at him with increasing rapidity. But keeping an open mind will do him little or no good if he cannot in turn impart these things to his operator customers. By and large, most operators require a certain amount of encouragement and education from their distributor to help them adapt to changing times. The average operator is a hard-working and intelligent individual.

However, he does not have the time to study or even appreciate the changes affecting his business. So it's up to the distributor to get the picture across to him. To do this, the distributor must have the confidence of the operator and a mutual respect must exist.

Diversification is a way of life today in our business as it is in most other industries. The time of operating just one type of equipment has long passed. Economics demand that operations become diversified to survive and progress in our highly competitive industry. An awareness of these conditions by the operator must be stimulated by distributors. Defeatism must be replaced by enthusiasm. Pride in the services which we provide



BERT BETTI

(Continued on page 75)

Kansas Trade Assn. Organized

By EARL PAIGE

MOA Officials Address Group

WICHITA, Kan.—Music Operators of America (MOA) President James Tolisano, and MOA Executive Vice-President Fred Granger, addressed operators here last week as a few trade group was formed. The tentative name for the new organization is Kansas Amusement & Music Association (KAMA).

Named temporary chairman was Harlan Wingrave, Emporia Music Service, Emporia. Temporary secretary is Ronnie Cazel, Ronnie's Amusement, Wichita. An organizational committee was named and the group will meet at Topeka Dec. 2-3 for the official formation of the new association.

In opening remarks Wingrave, a vice-president of the MOA, said: "We know that many trade groups are formed

only after some emergency or some bad legislation and as a last ditch measure. There are enough of us here who think we should have an association and be organized before anything threatens us.

"We can have better public relations for our industry in Kansas through an association and a better exchange of ideas between operators and distributors through such an organization."

Named to the organizational committee were Don Fooshee, Eldorado; Lawrence Horton, Wichita; Verl Byerley, Liberal; Russell McGuire, Great Bend; Ivan Martin, Winfield; Floyd Evers, Manhattan, and Hugo Prell, Breman.

Dave Sutherland, Sutherland Distributors, Kansas City, and Evers, Bird Music Distributors, Manhattan, were two distributor representatives at the weekend meeting. Many of the operators brought their wives.

"The progress of MOA is only possible through grass roots support from State and local organizations like the one you are forming here," Gran-

ger said. "This is why one of our main purposes this year is to get out and beat the drums in order to develop new associations wherever possible."

"This spring, when the MOA was in Washington, D. C., working on the proposed copyright legislation I met a Senator from Kansas. It was a great help to be able to mention that we had several fine members in his State.

Create Image

"This is an example of how the national organization and State groups are a two-way street. It creates an image in the State and at the national level, too. It has an impact on government people when they realize that an industry has an active and aggressive association.

"The MOA is commanding more and more respect. As one member put it recently, we now have 'believability.' This is reflected in our dues where we're finding that a number of members are paying a higher dues fees because they realize what MOA is doing for the industry.

(Continued on page 74)

FINALISTS IN RECORD POLL

CHICAGO — The top three nominees in the annual Music Operators of America record talent poll have been decided by a mail vote and now ballots are being distributed to operators for a final vote. "Release Me," "Somethin' Stupid" have "Winchester Cathedral" have been nominated as best records on jukeboxes during 1967. Dean Martin, Englebert Humperdinck and Nancy Sinatra have been nominated for best artist and Capitol, RCA and Reprise have been nominated as record companies consistently supplying good records for jukeboxes. Winners will be announced at the annual association banquet in Chicago Oct. 29.

TAX CRISIS

Minnesota Operators Form Assn.

MINNEAPOLIS — Adverse legislation in the form of a new State sales and personal excise tax laws has prompted operators of amusement games and jukeboxes to form a new organization known as Music Operators of Minnesota (MOM). The new group has 32 members and is working with Music Operators of America guidance.

The Minnesota Legislature, in its most recent sessions, enacted a 3 per cent sales tax, made operators subject to excise taxes on supplies and machines and passed a State license fee law (Billboard, July 8, 1967).

Vending operators were given a choice of paying the excise tax on either inventory or machines, they chose to pay on machines. Vending sales of 16 cents and under were made exempt from the sales tax law, but amusement machine and music operators must pay excise taxes on records and equipment and are not exempt from the sales taxes on revenue from collections.

"It's a case of closing the

Wurlitzer Unveils New 1968 Jukebox

SAN FRANCISCO — Wurlitzer distributors will be arriving here this week to view the company's new Model 3200 jukebox in a showing scheduled for Sept. 28-30 at the Mark Hopkins Hotel.

Wurlitzer's advertising and sales promotion manager, A. D. Palmer, arrived here last week. He is expected to be joined by Robert (Bob) Bear, manager of phonograph sales and Sam Varco Jr., assistant manager, advertising and promotion.

Four regional sales meeting

are scheduled for October. These will be Oct. 2-3, Jack Tar Hotel, San Francisco; 5-6, Roosevelt Hotel, New Orleans; 9-10, Bismarck Hotel, Chicago; 12-13, Summit Hotel, New York City.

"National Wurlitzer Week" is scheduled for Oct. 23-28, at which time distributors in each market will be previewing the new jukeboxes for operators. Wurlitzer will also show its new line at the Oct. 27-29 Music Operators of America convention and trade show in Chicago, at the Pick Congress Hotel.



"BRUNCHEON" SPEAKER during the Music Operators of America (MOA) convention this year will be Dick Gariepy, author, motivator, sales-management consultant, professional speaker and president of Motivational Associates, Inc., Barre, Mass. He is also sometimes called "a human dynamo." His speech, to be heard at 11:30 a.m. on Oct. 28, will deal with "How to Succeed on Purpose Instead of by Accident." The meeting at which Gariepy will be featured speaker will be held in the Florentine Room of the Pick Congress Hotel, Chicago.

Seek Exemptions

"Right now, we're being hit on personal property taxes on our records, on our equipment and on the receipts from amusement and music machines. There are many music operators in vending and we are happy that vending machines were made exempt but we should have had other exemptions.

"Our main purpose now is to meet with the tax division

(Continued on page 76)



KANSAS OPERATORS AND DISTRIBUTORS pose for photo during meeting in Wichita to organize Kansas Amusement & Music Association (KAMA). From left, Harlan Wingrave, Emporia; Russell McGuire, Great Bend; Hugo Prell, Breman; Floyd Evers, Bird Music Dist., Manhattan; Dave Sutherland, Sutherland Dist., Kansas City; James Tolisano, Music Operators of America (MOA) president, Clearwater, Fla., and Fred Granger, MOA executive vice-president, Chicago.



FRED GRANGER gestures as the executive vice-president of MOA, advises organizational committee. At right, Winfield, Kan., operator Ivan Martin. KAMA's second organization meeting will be Dec. 2-3 in Topeka.

South Carolina Group Plans Jan. Meeting

GREENVILLE, S. C. — The South Carolina Coin Operators Association (SCCOA) will hold its regular quarterly meeting here at the Jack Tar Poinsett Hotel Oct. 14. A main topic of business will be the planning for SCCOA's 5th Annual Convention and Trade Show set for January.

The meeting will commence with a 1 p.m. luncheon at the hotel. The business session will begin at 2:30 p.m. A dinner and dance is scheduled for 8 p.m. with Charlie Spivak and his orchestra playing.

SCCOA President Hal Shinn, Star Amusement Co., Gaffney, is urging all operators to send in their reservation cards early. The hotel's address is P. O. Box 1888, Greenville, S. C. 29602.

David Rosen Is A YES Man — that's the answer he gives those who want a preview showing now of **CINEJUKEBOX**

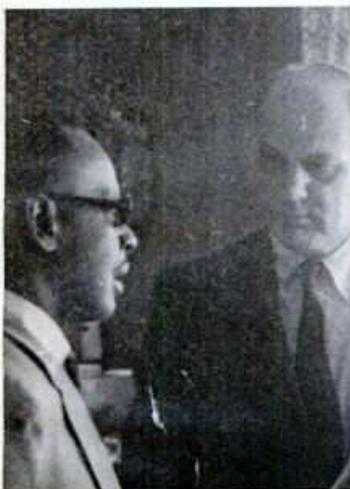


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LAWRENCE HORTON, Wichita operator, chats with Fred Granger.



HARLAND WINGRAVE, MOA vice-president (right), was named temporary KAMA chairman. Here he chats with Fred Granger (left) and James Tolisano.



AT CHARLESTON, W. Va., this past weekend, Bill Brandstrater, assistant legislative counsel, National Automatic Merchandising Association, was to address the annual convention and trade show of the West Virginia Music and Vending Association. Music Operators of America executive vice-president Fred Granger was also to be on hand, as was a Billboard reporter. Watch for a full report, with photos, next week.

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BUT ONLY IF YOU USE IT.



RONNIE CAZEL, Wichita operator (center), was named temporary secretary of KAMA. Joining him here are (from left) James Tolisano, Fred Granger, Hugo Prell and Floyd Evers.



JAMES TOLISANO, MOA president, chats with Breman, Kan., operator Hugo (Hook) Prell.

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KAMA ORGANIZATION COMMITTEE members. From left, Russell McGuire; Verl Byerley, Liberal; Don Fooshe, Eldorado, and Lawrence Horton.



FRED GRANGER, MOA executive vice-president (left), listens as MOA chief James Tolisano addresses KAMA gathering. Mr. and Mrs. Harlan Wingrave are at left.

Vending News

Kansas Trade Assn. Organized

MOA Officials Address Group

• Continued from page 72

"But we still need much more support. We have a number of dedicated people like your own Harlan Wingrave, but we have to keep improving and I'm sure we will. It takes the work of many dedicated people."

Record Companies

Granger cited the progress MOA has made with record companies as one example of how dedication pays off. "A few years ago we realized that the record companies had little regard for MOA.

"Our secretary, Bill Cannon, headed up a committee with the purpose of developing more liaison with record companies. This year we will have more record company exhibitors at our national convention and it is a direct result of dedicated effort.

"This same dedication is reflected in our work of developing insurance programs for operators and in our fight to protect our interests in the new proposed copyright legislation."

MOA Show

The Oct. 27-29 MOA convention and trade show is one of the organization's prime services, Granger said. "If MOA didn't do anything else for operators this trade show would be worth the dues alone.

"We'll have over 58 exhibitors this year and it promises to be one of the best shows MOA has ever scheduled. There will be events for the ladies and special seminars on records and amusement games for the operators.

"We also are making an impact in foreign countries. A number of exhibitors will be in Chicago from other countries to show equipment and we expect a number of operators from outside the U. S., too."

New Associations

Granger said that the excitement being generated by MOA has led to a number of inquiries from around the country

from operators who want to form associations and take a more active part in MOA's activities.

"Our recent issue of 'Link-Letter' was devoted to organizing associations. In it, we pointed out that quite often, just the nucleus of a few operators, is sufficient to get an association off the ground."

Granger, in outlining three basic purposes for forming associations, said that a small nucleus had been formed in Arizona and in Minnesota. Both he and MOA president James Tolisano and MOA past president J. Harry Snodgrass will travel to Arizona Oct. 1 to help found a State association.

"The three basic reasons for organizing are to be able to fight harmful legislation, to create good public relations, and to form the basis for an exchange of ideas," Granger said.

Tell First Steps

"Once you determine an association would be worthwhile and feasible in your area we recommend that two organizational meetings be scheduled and that at the first meeting a temporary chairman and secretary and committees be formed.

"It's important," Granger said, "that you achieve some definite results as soon as possible. Have these temporary officers, decide on your next meeting and draw up resolutions and appoint a committee to draft by-laws."

Granger said the MOA office would gladly furnish outlines of organizational procedures to any group of operators anticipating the formation of associations.

Tolisano spoke in two capacities, as MOA president, and as treasurer of the Florida Amusement & Music Association. Tolisano is an operator in Clearwater, Fla.

The value of being organized before trouble was stressed by Tolisano. "Four years ago the operators of Florida were lulled into a false sense of security. We had no problems and everything looked fine.

"Then, unknown to any of us, a bill was dropped into the Legislature that would have socked us with another three 3½ per cent sales tax. This was on top of a sales tax the operators were already paying.

"We had no voice in the Capitol. We had no spokesman or anyone who could represent

us. We ran scared until everyone realized that we had to organize because so much was at stake.

"While we were having meetings and trying to find some way to counteract the sales tax measure our governor appointed a new beverage director who wanted to do everything by the book.

"He came out against free-play pinball games in liquor establishments and against pool tables because he interpreted the law in such a way that any pool table in a location made that location a billiard parlor.

Exec. Secretary

"Our problems continued to mount and we knew that no operator could take the time to organize an association and make all the contacts necessary. This was when we decided to hire an executive secretary.

"In the final analysis we have found that having a strong association is the only way operators can find security. In our case the whole air was cleared. When we started contacting the beverage director we learned that he was a very fair man, once he knew who he was dealing with and what our problems were.

"Just the other night the beverage director accepted an invitation to address one of our six district meetings. Some of us were surprised because we thought that he might not come over and talk to us.

"Instead, it was like Dr. Jeckyll and Mr. Hyde. This is how much the man's attitude changed once he met us informally and realized that our industry was no different from other industries.

"I think what we accomplished in Florida can be done here in Kansas and in other States. This is why the MOA is carrying out a campaign to help State groups get organized.

"In the past one of the biggest stumbling blocks in organizing associations was the distributors. They thought that when operators got together like this they would all decide not to buy new equipment. But now distributors have realized that where there is good association the operators buy more new equipment, that they upgrade their locations, and that they exchange ideas and become even better businessmen.

"Another stumbling block in organizing associations has been the tendency to draw up by-laws with ironclad teeth. In the final analysis this has been the downfall of too many organizations.

"The real benefits of an as-

sociation are the combined efforts in fighting common problems, the exchange of ideas and the fellowship of having frequent meetings and getting to know one another.

"We have too much of an investment in our businesses today to remain isolated. There is too much at stake. We need a better image on the national, State and local level and this is what a good association can accomplish."

In Memory Of:

LEW E. FELDMAN

passed away
July 20, 1965

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Hershey-ets47

Wrapped Gum—Fleers, Topps, Bazooka & Pal, 4M pcs. . . \$14.00
Rain-Blo Ball Gum, 1800 per ctn. 6.25
Rain-Blo Ball Gum, 1800 printed per carton6.40
Rain-Blo Ball Gum, 2250 per ctn. 8.35
Rain-Blo Ball Gum, 4250 per ctn. 8.35
Rain-Blo Ball Gum, 3500 per ctn. 8.35
Maltettes, 2400 per carton8.40
15 Cartons minimum prepaid on all Leaf Brand Rain-Blo Ball Gum.

Adams Gum, all flavors, 100 ct. .45
Wrigley's Gum, all flavors, 100 ct. .45
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Hershey's Chocolate, 200 ct. . . .1.30
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New Products

MACMAN

One 10-cent mix and three 5-cent mixes have been added to Macman's fall line. The dime item is a series called "Grubbs," featuring six different fanciful characters. Some are styled as bracelets, others as rings and some can be strung as charms. They are packed 250 per bag with a line display.

The highlight of the 5-cent mixes is a series called "Wearm & Scarem." There are 10 different items in the series: fangs, skeletons, claws, nose-bones, big lips, bloodshot eye, mustache and others. These are packed 250 capsules to a poly bag with live display.

A series of six plastic bugs are used for a 5-cent capsule mix called "Creepy Rings." The bugs snap onto a ring. This is a 250 capsule package priced at \$20 with live display.

"The Collectables" is another 5-cent capsule series featuring over 12 different items. The live display shows 10 items such as "World's Smallest Magnifying Glass," "Sun Dial Game" and "Spook Kook" ring. These come bags of 250 capsules.

Macman also has a super bounce ball in assorted colors. It can be vended for 5 cents in rocket wheels or two for 5 cents in capsule wheels.

**VICTOR'S
'77' & '88'**

WITH DELUXE CONSOLE STAND

This new deluxe unit has been designed to get maximum sales at the location level, together with minimum servicing for the operator. Displays the merchandise as no other vender has in the past.

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Say You Saw It in Billboard

Kennedy Dead

CHICAGO—Edward C. Kennedy, president of Kennedy, Heyne & Thorn, Inc., for a long time advertising agency for Bally Manufacturing, died suddenly here last Thursday (14). He was 63.

Distribution Today

• *Continued from page 72*

to the public must replace the apologetic attitude for the way we earn our living. New and more businesslike methods of distributing and operating have become an absolute must if we are to gain full acceptance by the public and business community.

We still have the serious problem of a poor image. For this, we must blame no one but ourselves. For very practical, if not personal, reasons, this stigma of illegitimacy must be once and for all eliminated. This can and should be done by an industry-wide, massive and sustained public relations program. The results of such a program would batter down most, if not all, barriers which retard the full potential growth of our industry here and abroad. We are in a great multibillion-dollar business, but sometimes we act and do things in a manner justifiable only to a hot-dog cart entrepreneur.

Fortunately, during the past few years there's been a reawakening in many quarters with new leaders taking up the clarion call. If operators, distributors and manufacturers sit up, listen and act, a new day for our industry is close at hand. Distributors must accept greater responsibility toward achieving this end. We must rid ourselves of selfish, provincial type thinking and be responsive to the problems of our industry, whether it be on a city, State, national, or, perhaps, even international level.

Nathan Feinstein
President
World Wide Distributors
Chicago, Ill.

Laying aside, hopefully, the old cliches, let's say that the distributor today who is successful has the willingness to perform all the things that have to be done. These "things" I'm talking about are complete lines of quality music, game and vending equipment, priced fairly, with parts, service, credit and general business advice. But willingness without commensurate capacity is meaningless. The distributor must invest in the manpower and facilities needed to carry out the functions of a modern distributor. Today we are channeling much money and effort into conducting service schools, for example, for an acute need has arisen in this area.

These functions are markedly different from those of the pre-war coin machine jobber who sold the world. These big jobbers served more than their individual areas. They took extensive space in the trade publications to showcase their wares to the industry internationally. Territories then were open season. After the war, however, the factories began to close territorial gaps, appointing distributors for each State.



NATHAN FEINSTEIN

With this proliferation of distributorships it has become necessary to play a more complete role in the local area, wooing the operator with total service and fair prices. And with the great diversification of his lines, a distributor has all he can do to service his own area properly.

During this period of change, over the past 20 years, however, the price of equipment has risen only 20 to 25 per cent while all other costs have more than tripled. Today, with high fidelity, solid-state and other technological improvements that have cut service costs to a minimum, the price of a 100-play jukebox is still around a thousand dollars. It is a tribute to the distributor and the manufacturer that they have been able to absorb rising costs with minimal increase in the price of equipment.

While the number of jukebox locations is steadily increasing, current population growth is having the greatest impact on our industry through creation of vending locations. But more money must be extracted from existing sites. This could be done if machines were cycled more scientifically. Too many operators—and this has become acute over the past seven or eight years—are trading from their top locations rather than, as was the industry pattern in years previous, moving machines down from top locations

(Continued on page 76)

More Film-Disk Pairings For the Rowe PhonoVue

WHIPPANY, N. J. — Rowe Manufacturing Co. has released another list of popular singles which pair ideally with its PhonoVue films. The pairings: "Blue May" by the Sunshine Co. (Imperial IM-6351) with "Green Bikini" (L-2905T), "Watch the Girls Go By" (L-2909T), "Montmartre Pony Race" (L-2906B), "Calendar Girl" (L-2906Z), "Devil Temptation" (L-2908C), "Strip Fun" (L-2907F) and "Bachelor Girls" (L-2906W).

"There Is a Mountain" by Donovan (Epic 5-10212) with "Fire Dance" (L-2907L), "Go-Go Club" (L-2907Y).

"Stronger Than Dirt" by Jay and the Techniques" (Smash S-2086) with "Cocktail Party" (L-2908B) and "On the Beach" (L-2908Y).

"Funky Broadway" by Wilson Pickett (Atlantic 45-2430) with "Living Art Gallery" (L-2909W), "Wheel of Fortune" (L-2909N), "Dressmaker" (L-2905V), "Ship

(Continued on page 78)

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TAX CRISIS

Minnesota Operators Form Assn.

• Continued from page 72

and work out interpretations. The tax applies to all amusement devices and places of amusement. We also have an adverse situation here in Minneapolis where the police have challenged the awarding of prizes on bowling machines.

"This exemption on sales of 16 cents and under could apply to us if it weren't for the 'amusement devices' inclusion in the law. Take a coin-operated pool table set on double dimes. Is

this two 10 cents transactions or one 20 cents transaction? This is just one question we have under the new tax structure?"

Hire Law Firm

Pink said Clayton Norberg, C & N Sales Co., Mankato, was named temporary chairman of MOM and that Gene Clennon, Star Music, Austin, was serving as temporary secretary. MOM has retained the law office of Naslon, Caplan, Edelman, Joseph & Borman to represent it.

An organization committee has also been named. It is comprised of Warren Sandler, Minneapolis; Stan Woznak, Little Falls; David Lieberman, Minneapolis; Fred Etchenger, St. Paul; Harold Awe, St. Paul; Clennon, Pink and both Norberg brothers.

"We have had excellent cooperation from our distributors and think that once we get rolling we can look forward to a membership of over 50 operators," Pink said. "We are attempting to meet with the tax division now and as soon as we know where we stand we will announce our formal organization."

Pink said that Fred Granger, executive vice-president of Music Operators of America, had been helping with administrative details and would likely attend the meeting.

New at Blackpool

CHICAGO — The Jennings Co. will unveil three new slot machines at the November Blackpool, England, showing.

President Louis Urban of Jennings said that the machines, the Cherokee, Mark 111 and Panama, have been simplified to cut the cost of purchase, repair and replacement. He said he expects most of them to be marketed in England and Scandinavia.

Distribution Today

• Continued from page 75

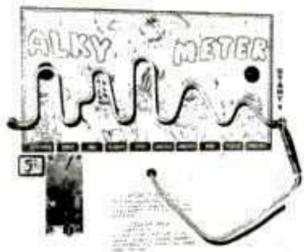
into Class B locations, then to Class C stops, and finally trading them in.

This mode of buying has precluded upgrading income in the better marginal locations. The dollar volume loss is inestimable. In the jukebox industry there is a replacement rate of less than 10 per cent. Does this say anything about jukebox income?

The good distributorship today is a team effort. Just as the day of the joke-telling, back-slapping salesman has passed in favor of businessmen on the road, so has the era of the one-man business passed in favor of delegation of responsibility to permit service to operator by specialists. At World Wide we are proud, and justly so, I feel, of a veteran team which has Harold Schwartz heading up music sales, Irv Ovitz over vending, Fred Skor handling games, Al Hedges background music and Leo Lewis parts. We make a continual effort to attract young men into the business.

And a word, if I may, about public relations. I think we're awakening to the reality that we must become more positive — less defensive. Every person should conduct himself with dignity to add to the industry's already improving image. I would say of the industry's public relations attitude what Shakespeare said: "Me thinks he doth protest too much." External team effort is also important. At World Wide we believe in co-operating fully with local and national operator associations.

To be continued next week.



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Schedule of Events

FRIDAY, OCTOBER 27

- 9:00 AM—Exhibits Open
- 12:00 PM—Ladies Luncheon
- 3:00 PM—Exhibits Close
- 3:30 PM—MOA Seminar on Record Industry
- 4:45 PM—Seminar Coffee Break
- 5:00 PM—Seminar Continues on Amusement Games
- 6:00 PM—Seminar Closes

Hospitality Suites Open in Evening

SATURDAY, OCTOBER 28

- 9:00 AM—Exhibits Open
- 11:30 AM—Bruncheon for MOA Members and guests followed by program on self-motivation

5:00 PM—Exhibits Close

Hospitality Suites Open in Evening

SUNDAY, OCTOBER 29

- 10:00 AM—Exhibits Open
- 11:00 AM—Meetings of Regional Associations
- 3:00 PM—Exhibits Close
- 6:00 PM—Cocktail Hour
- 7:00 PM—Gala Banquet & Stage Show



Music Operators of America, Inc.

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International News Reports

A Visit to Electric-Kicker's Plant

BAUME - LES - DAMES, France — Nestled here in the hills near the Swiss border is the rambling manufacturing facility of The Societe Electric-Kicker, maker of the Jupiter jukebox now being imported into the U. S. by Jupiter Sales of America in Miami.

Jupiter Sales President Robert Taran, during a recent visit here, remarked, "With each visit to this charming little manufacturing town I am further amazed at the skills of Jupiter's dedicated European workmen. In spite of their advanced machinery and over-all mechanization, I have found tremendous reaffirmation of the old

world tradition of hand craftsmanship."

About 98 per cent of the 3,000 parts in each Jupiter machine are manufactured in the plant here. The company is owned by Lucien Gosteli, who carries the title of president.

Stamping

Gosteli is quick to point out that motors, amplifiers, transformers and relays are made right in the Electric - Kicker shops. Electroplating and plastic injection molding is done on the premises. And metal stamping from the firm's huge machines seems to shake the adjacent rolling mountains. Die-casting and welding of integral parts for the jukeboxes is also done in Gosteli's own shops.

"From this town we take 350 of our employees," Gosteli reports. "Were it not for that stiff, Continental pride, the name of the town could perhaps be changed to Jupiter."

"We have tried in every instance to simplify the mechanism. You know, we Europeans have always taken pride in our precision, and we have added a unique Parisian styling externally to enhance the appearance of the machines."

100F

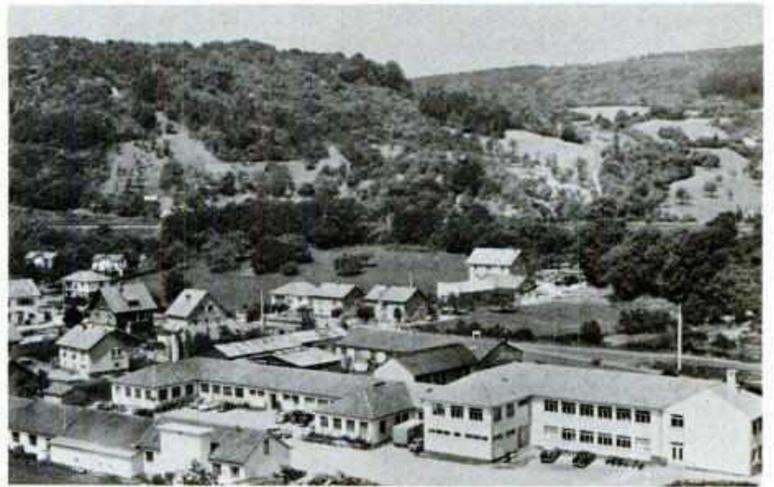
Technical conferences here recently resulted in the birth of a new Jupiter 100F machine with such features as a 50-cent coin chute, total play meter and solid-state 30-watt amplifier. It

will be displayed with Jupiter's 120 and 160 selection models at the Music Operators of America trade show in Chicago Oct. 27-29.

Jupiter Sales began importing jukeboxes nine months ago. The firm has named the following distributors to date: Darwin Corp., Los Angeles; Powers Amusement Co., Las Vegas; Miller - Newmark Distributing Co., Detroit and Grand Rapids, Mich.; D&L Coin Machine Co., Harrisburg, Pa.; Universal Vending Distributors, Columbia, S. C.; S&H Distributing Co., Inc., Shreveport, La.; Wallace Distributing Co., Inc., Mineral Wells, Tex.; Complete Coin Corp., North Chesapeake City, Md., and Signal Music Co. for North and South Dakota.

DEADLINE FOR EXHIBITS TUES.

CHICAGO — Tuesday, Sept. 26, is the deadline for Music Operators of America (MOA) trade show exhibit space contracts to be signed and returned and fees to be paid. To date, 61 firms have reserved space. Several of these firms are from outside the U. S., making the 1967 national trade show not only the largest in the history of the MOA but the most international as well. The show will be held at the Pick-Congress Hotel in Chicago Oct. 27-29.



IN THE HILLS at Baume-Les-Dames, France, near the Swiss border, nestles the Societe Electric-Kicker plant.

Games Wanted in South America

GUYANA—Exclusive Agencies, commission agents and manufacturers in this South American country, are interested in obtaining the Tish Foosball Spiele, a 56 by 28-inch manual soccer game and Europa Meister, a mechanical ice hockey game.

Sales manager C. E. Fresco says that the firm is interested in lines of any coin-operated equipment manufacturer or distributor who is interested in that market. Firms interested may write: Exclusive Agencies, 71 D'Urban Street, Lodge Village, Guyana, South America.

Adventure in Aruba

ARUBA — While relaxing on the beach here recently, a group of Wurlitzer distributor executives from Puerto Rico were accosted by an unidentified man who called them "American subjects" and criticized the recent referendum in which Puerto Ricans chose to remain a U. S. territory.

Up rose Rodolfo Criscuolo from the sand to respond. (Criscuolo is president of Borinquen Wholesale and Finance Corp., Wurlitzer Phonograph Distributor for Puerto Rico and adjacent islands.)

Criscuolo expressed delight with the referendum results and declared that Puerto Rico is a self-governing commonwealth, freely associated with the U. S. A., not merely a territory.

"We hear the independence cry all around us in the Caribbean," Criscuolo said, "by areas both small and large. Can they

maintain themselves? Our distributorship takes us throughout the Caribbean and Latin America, and we have eye witness accounts of all the proofs to back up the statement that the Commonwealth of Puerto Rico has one of the highest rates of industrial growth in the world, outpacing the entire European Common Market.

"Puerto Ricans have very wisely used their votes to remain free, to assess their own taxes and to grant tax exemptions; to enjoy offering special incentives to firms that locate in areas of the island where there is a surplus of labor; to remain economically a part of the U. S. A. and to have work for almost all of its 750,000-man work force."

With that, Criscuolo and his friends left the crowd that had gathered to hear the impromptu speech and went back to their swimming and sunbathing.



THE ARUBA PARTY (see story this page) included, from left, Jules A. Nieuw, distributor for Aruba and Curacao; Joaquin Pueyo, comptroller, Borinquen Wholesale & Finance Corp.; Rodolfo Criscuolo, Borinquen president and distributor for Puerto Rico and the Virgin Islands; Mario Criscuolo, Borinquen sales manager; Jose Cruz Badia, general manager, Financial Credit Corp., Puerto Rico; Jose A. Montes, general manager, Caribbean Credit Corp.; Carlos Molinaris, assistant manager, Financial Credit Corp., and Antonio Torres, Wurlitzer dealer in Mayaguez, Puerto Rico.



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Down 30-Year Memory Lane With MONY

As the Music Operators of New York (MONY) gathered at Monticello this past weekend many members recalled historical highlights as reported in Billboard last week. Others recall the following sidelights.

The grand ballroom of the American Woman's Association clubhouse was filled with over 275 people, all of whom received the 54-page 1937 souvenir program from the Automatic Music Operators Association, Inc., and watched a 20-act floorshow. Victor, Bluebird,

Decca, Brunswick and Vocalion all paraded their artists before the gathering: Larry Clinton, Les Brown, Dick Todd, Fats Waller, Merry Macs, Chick Bullock, and many more.

George Ponser and Jack Mitnick were joined by Larry Burnham, Frank Lardon and Art Cooley from the factory as they showed New York operators the new Mills 20-Record Selector jukebox. . . . Sam Kressburg, Bob Siefert, Joe Fishman, Marvin Liebowitz, Al Schlesinger, Sam Mendelsohn, Harry Rosen, Nat Cohn, Irving Som-

mer, and many more tradesmen hailed the Automatic Music Operators Association, Inc., at the Waldorf-Astoria.

The squabble between the American Society of Composers, Authors & Publishers (ASCAP) and Broadcast Music, Inc. (BMI) (licensing arm of the National Association of Broadcasters) was watched by New York operators. A U. S. Circuit Court decision ruled there could be no restrictions on records put on jukeboxes.

New Yorkers' keen interest in the European War triggered a rash of anti-aircraft gun games appearing all over the city. . . . "You're a Sap, Mr. Jap," "Good-bye Mama (I'm Off to Yokohama)," "The Son - of - a - Gun Who picked on Uncle Sam," many more patriotic songs grabbed a share of the jukebox programming around the city.

James C. Petrillo, president of the American Federation of Musicians, was the subject of much press coverage as he threatened to collect fees on music played on jukeboxes. Said Westbrook Pegler: "To call Petrillo a czar or dictator is not to exaggerate or misuse a term which has lost meaning with overuse." . . . Ed Smith, Manhattan-Simplex, purchased the music route owned by Lee Rubinow and Al Bloom. . . . Jack Jaffee moved to New Orleans. . . . Moe Bitter opened Wholesale Distributing Co. at 602 10th Avenue.

Columbia and Victor still held out from signing an agree-

ment with James C. Petrillo, president of the American Federation of Musicians (AFM) as Decca inked a four-year contract to make recordings. Despite problems of the AFM ban and materials shortages, record companies expected 1944 to better last year's sales marks.

Drummer Cosy Cole, pianist Johnny Guarneri, trumpet players Carlie Shavers and Hot Lips Page, trombonist Trummie Young, Ernio Carceres and Don Byas, saxophonists and bassist Slam Stewart turned out one hot jazz record after another in New York as box operators turned to jazz recordings in the face of shortages.

Jack Erlich, Hart Music Co., purchased a bar and grill in Brooklyn. . . . Ralph Elefanti, Elite Music, opened a record shop. . . . Turk Nasser reactivated his Walden, N. Y. route. . . . Tom Connolly sold his route to Mac Pollay. . . . Sidney Mittleberg, formerly associated with Charles Sachs and Lou Becker in Union Automatic Music Co., expanded his Queens and Nassau County route. . . . George Ponser, Sidney Mittleberg, Joe Kochansky, Jack Semel, Sol Wohlman and William Aaronson were all elected as officers of the Associated Amusement Machine Operators of New York.

Max Levine, Scientific Machines president, said his firm would return to making coin machine equipment after having been largely involved in Korean War defense work. . . . Hank Walton purchased Jim Alfano's A & P Music Co. route. . . . Dorothy Wolk retired from her post as New York Automatic Music Operators Association secretary. . . . Liberace, Vaughn Monroe, Betty Madigan, Richard Hayman, Patti Page, Mantovani and many other record artists performed as 30 minutes of the annual banquet program was broadcast over the American Broadcasting Co.'s radio network. . . . Joe Fishman, head of Atlantic-Pennsylvania Corp., resigned. . . . Herb and Gene Jacob Nu-Way Phone, Brooklyn, bought Al Leeds' Albe Music route. . . . Mike Romash purchased Marlow Amusements, owned by Gerald and Leo Prager. . . . Joe Young, Young Distributor, Barney Sugarman, Runyon Sales, Art Herman, Herman Distributor and Meyer Parkoff, Atlantic-New York, met with operators to discuss increasing dime jukebox play in the area. Music Operators of Connecticut President James Tolisano and MONY President Al Denver spoke.

Joe Young, Abe Lipsky Hank

Walton, Sandy Moore, Nathan Monath, Catherine Fairchild, Al Schlesinger, Sidney Levine, Irving Holtzman, M. J. Peace, Joe Fishman, Harry and Hymie Koepfel, Louis Thaler, Abe Rosenberg, Dewey Bergman, Jenia Glenor, Sylvia Greene, Dave Kerner, Saul Stone, Lena Moore, Kenny Moore, Dave Hendrickson, Gertrude Fagan, Mr. and Mrs. Charles Diamond, Skip Hardy, Carl Funero, Newt Rooney, Allie Goldberg, Mose Kutlow, Saul Kahn, Mary and Murray Oppenheim and Edith and Al Metz all participated in the opening house for Young Distributing on Long Island.

New York operators were happy about the departure of the Brooklyn Dodgers and the New York Giants, since televised baseball games hurt jukebox play in taverns. . . . Over 1,000 attended the 20th anniversary banquet of the Music Operators of New York at the Waldorf-Astoria Hotel. . . . The eventuality of a single association was hinted at when the Associated Amusement Machine Operators of New York voted to merge with the United Coin Machine Operators of New York.

Certified public accounts executives Sam Epstein and Morris Kaplan, American Arbitration Association attorney Morton Singer, attorney Teddy Blatt, Leslie Dist. chief Lou Boorstein and MONY attorney Joe Godman addressed a MONY group at Rosoff's Restaurant. Irv (The Kissing Salesman) Kempner, despite pitching one of his better games for the Distributors, lost 15-13 to the Operators, during the association outing at Ellenville, N. Y. Norman Bieber held off a last-inning Distributor rally and Bernie Boorstein's triple was another winner's highlight. . . . Nash Gordon, managing director of MONY for 16 years, resigned to head Master Automatic Music, Brooklyn.

MONY President Al Denver said the association was attempting to thwart a number of fast-buck artists who open businesses, solicit equipment and funds from operators, and quickly close shop. . . . Mike Munves and Irv Rosenthal were kidding about the warm fall weather and wondering if Irv should have kept his Palisades Ausement Park open longer. . . . Al Denver, a panelist at the Music Operators of America convention, talked about a copyright location contract used in conjunction with a chattel mortgage he said had saved New York operators much money and many headaches.

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More Disk-Film Pairings for Rowe

Continued from page 75

Ahoy" (L-2906U), "Limbo Dance" (L-2907S), "St. Peter's Spa" (L-2908X).

"Baby I Love You" by Aretha Franklin (Atlantic 45-2427) with "Gaslight A Go-Go" (L-2905G), "Girl and Statue" (L-2905A), "Go-Go Club" (L-2907Y), "Juke Box Party" (L-2908H), "Boudoir Ballet" (L-2905W), "Dixieland Fantasy" (L-2906K).

Reflections

"Reflections" by Diana Ross and the Supremes (Motown M1111) with "Ballet in Black" (L-2905X), "Four French Maids" (L-2908F), "Oriental Night Life"

(L-2907P), "Basketball Game" (L-2908J), "Dream Girl" (L-2906S), "Cocktail Party" (L-2908B), "Canal Street Blues" (L-2906H) and "House of Red Lights" (L-2909K).

"Knuckle Head" by the Bar-Kays (Volt 45-148) with "Watch The Girls Go By" (L-2909T), "Pussy Cat" (L-2909X), "Green Bikini" (L-2905T), "Bachelor Girls" (L-2906W), "Strip Fun" (L-2907F), "Devil Temptation" (L-2908C), "Where Did It All Begin?" (L-2907R), "Service With a Smile" (L-2908D) and "Montmartre Pony Race" (L-2906B).

Direct Sales, Kickbacks, Shows Discussed By Nebraska Operators

NORFOLK, Neb. — Direct-to-location sales, kickbacks to locations, the approaching fall trade shows in Chicago and plans for a January convention and trade exhibit in Omaha were discussed last week at the Coin Industries of Nebraska (COIN) gathered here.

Howard Ellis, COIN's secretary-treasurer, and also treasurer of the Music Operators of America (MOA), said, "There's been a rash of direct selling in Northern Nebraska, Southern South Dakota and

Northern Iowa. We pretty much know who's responsible but this is a very hard thing to combat.

"We know of one individual who is selling pool tables, shuffleboards and jukeboxes and getting ridiculous prices from location owners who don't know the value of equipment. We know of Seeburg Model B's being sold for as much as \$500.

"It seems amazing that this can happen," said Ellis, owner of Coin-A-Matic Music Co., Inc., Omaha, "but the man polishes up this old equipment and gives the location owners a song and dance routine. If an operator corners him the guy will try to make some kind of deal or attempt to buy off the operator.

"We're planning a trade show in Omaha sometime in January and one of the things we'll attempt to do is to get distributors to co-operate with us in fighting this direct selling."

Another topic, kickbacks to locations, or more generally known as the "red money" problem, drew considerable discussion from the floor. "There are only a few operators who have this problem but it is something that can create trouble," Ellis said.

"Operators generally agree that you just have to bear down and convince the location owner that this practice is bad business. Some operators have told location owners that the Internal Revenue Service can cause problems when it learns that kickbacks are being paid.

"Other operators convince the location owner that bartenders and barmaids spend the marked coins for cigarets or otherwise take it for themselves and substitute regular coins from the cash register when they pretend to be flipping customers to see who plays the jukebox."

At least 20 operators at the meeting indicated they were planning to go to the MOA convention and trade show in Chicago, Oct. 27-29. "We'll probably have one of the largest groups to ever visit the MOA show," said Ellis.

Ted Nichols, Automatic Vending Service, Fremont, an MOA vice-president, explained recent activities of the national organization and outlined the Chicago convention events for COIN members. He also answered questions on the pending copyright law now before the U. S. Senate. An industry-backed measure has passed in the House.

Plans for COIN's own trade show in January were also discussed. Tentatively, it is being planned for the Holiday Inn in Omaha. Ellis said COIN members are being solicited to determine further planning.

Ed Kennedy—'Never a Cross Word to Anyone'

This remembrance was written by a long-time coin machine industry colleague and close friend of the late Edward Kennedy—Ed.

His father's name was Kennedy and his mother's name was Quinn. Naturally, Edward C. Kennedy, who on Monday, Sept. 18, 1967, returned to eternity in the blessed dust of All Saints' Cemetery following Requiem Mass in Saint Peter's Church,

Skokie, Ill., was richly endowed with genial Irish wit.

And he possessed other traits which won the respect and affection of all who knew him. Diligent in attention to his responsibility as founder and operating chief of Kennedy, Heyne & Thorne, Inc., Chicago advertising agency, he was never too busy for a friendly chat with a client's top brass, receptionist or secretary. Those who should recall the ease with which casual

(Continued on page 80)

All Machines Ready for Location

United Dixie	95.
United Future	295.
United 7 Star	95.
Wms. Pinch Hitter	95.
Smokeshop Model V 27	85.
Bally Bucking Bronco	495.
Seeburg KD	155.
Wurlitzer 2410	195.
Wurlitzer 2510	275.
Wurlitzer 2500	325.
Wurlitzer 2800	595.
Wurlitzer 2810	495.

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Hermitage Music Co.

BRAVE HURRICANE

Over 120 at AVAV Meeting

By LAMAR GUNTER

VIRGINIA BEACH, Va.—Over 120 operators, wives, suppliers and guests attended the semiannual meeting of the Automatic Vendors Association of Virginia (AVAV) here Sept. 15-17 despite lashing winds and rain as hurricane Doria slammed the Virginia coast.

Highlights included talks by National Automatic Merchandising Association (NAMA) officials, the appointment of a legislative committee and the naming of a nominating committee.

J. B. Whitley Jr., Macke Vending Co., Richmond, was appointed chairman of a nominating committee by current AVA President C. L. Davis, Old Dominion Tobacco, Inc., Virginia Beach. Other members of the nominating committee are William R. Quann Jr., Berlo Vending Co., Richmond; C. L. Cooper Jr., Coffee Time of Richmond; Robert Minor, Min-Music Corp., Richmond; Marcus Kaplan, Select-O-Mat of Virginia, Inc., Roanoke; J. T. Whitehurst, Southeast Vendors, Inc., Danville, and G. M. Haney, Haney Vending, Inc., Fredericksburg.

The AVAV voted to have its annual meeting and election of officers in Richmond in conjunction with the Richmond group's annual Christmas party Dec. 8.

The association also voted to hold another meeting similar to the one at Virginia Beach in the spring in either Hot Springs,

Roanoke or the Natural Bridge area. The exact time and place will be announced when arrangements have been made.

Legislative Unit

President Davis said the board of directors has endorsed efforts by the Tobacco Council to obtain a reduction or elimination of State cigaret taxes in Virginia. He said the board also endorsed efforts by the Free Enterprise Council to seek a curtailment of the State purchasing department's activities in areas the council feels are detrimental to private enterprises.

Davis also appointed a legislative committee to be headed by Marcus Kaplan. Other members include Dan Tignor, Patrick McRae Tobacco, Inc., Richmond; Hy Lesnick, Richmond Amusement & Sales Co., Richmond; Ray Tipton, Virginia State 7-Up Bottlers, Richmond; State 7-Up Bottlers, Richmond; J. T. Whitehurst, C. L. Cooper and J. B. Whitley.

Jack Bess, executive secretary of the association, AVAV and Music Operators of Virginia said membership is up to 115. He said he would like to obtain 150 members by Dec. 31.

W. A. Franklin, Franklin Security Systems, Norfolk, spoke at the first session on Saturday on the uses of the polygraph in company operations.

He said the most important use of the polygraph is in screening new applicants. "Screening procedure is the biggest single

Ed Kennedy—'Never a Cross Word to Anyone'

• Continued from page 79

acquaintances could negotiate loans from Ed Kennedy are legion, as are those who knew his readiness to comfort and succor a friend in trouble.

Kennedy entered the coin machine business early, as a salesman and operator of Scram and other prehistoric counter games. His practical experience assisted him and his brother, the late William Kennedy, in specializing in coin machine advertising for the Chicago-based industry.

When asked by the tactless where he went to college, Kennedy often replied, "Northwestern." He added with a twinkle in his eyes that he meant the Northwestern railroad round-

weakness of businesses today," he said. Franklin has several vending firms for clients, some of which were represented at the meeting.

Herb M. Beitel, NAMA Eastern manager and counsel, Philadelphia, Pa., gave a report on the activities of the national and State associations. He presented Davis with the association's charter from the national group.

The final speaker was W. H. Martin, Columbus, Ga., vice-president of NAMA. He encouraged better training programs for new and old employees, closer attention to written policies and the writing of policies where they do not now exist in written form.

house in West Chicago, where he pulled fires from stabled engines, after school, and for a period following graduation from high school. In his later years he was closely associated with higher education, a tireless fund raiser for Quincy College, Quincy, Ill., an activity he continued after the graduation of his son, William, from the college. At the time of his death, he was Chairman of the Lay Board of Trustees of Quincy College, Trustee of the Associated Colleges of Illinois.

Departing untimely two months before his 63d birthday, he is survived by his widow, Eunice, his son, three grandchildren, a brother, two sisters.

Among his pallbearers, all close and bereaved friends, were coin machine veterans Lyn Durant and Herb Jones.

His epitaph could be the words of his office manager for 21 years, Miss Berenice Johnson, who commented in tears, "He never said a cross word to anyone."

CMMA to Meet

LOS ANGELES—The California Music Merchants Association will hold its annual dinner here at the Ambassador Hotel on Dec. 1, according to Marvin Jones, chapter president.

Jones announced dancing and entertainment will follow cocktails and dinner.



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Throughout its classic continental chassis, the Jupiter mechanism is simplicity personified, a maintenance man's dream, an operator's salvation... since less servicing means higher net per machine. Spare parts available throughout the country... and not only is Jupiter superior mechanically, but it represents an important price break-through on both the distributor and operator level.

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The Bluebook

Valuation of Used & Reconditioned Coin Machines Sept. 30, 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

	No	Avg.
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.
Model 9100 Comet	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 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

	Low	High
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.

	Low	High
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
Cheerful, 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
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

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
DeVillie Shuffle Alley, 8/64	275	525
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
Spotlite Shuffle, 11/63	200	345
Starlite, 5-62	125	250
Strike Ball, 5-63	210	375
Super Sonic, 3/65	500	725

	Low	High
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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memo:

to all Manufacturers and Distributors

of phonographs, audio-video machines, amusement games, pool tables, cigarette or other vending machines, background music equipment, kiddie rides, coin handling or moving equipment, as well as SUPPLIERS of coin machine parts.

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Ad Deadline October 11	Ad Deadline October 17	Ad Deadline October 25

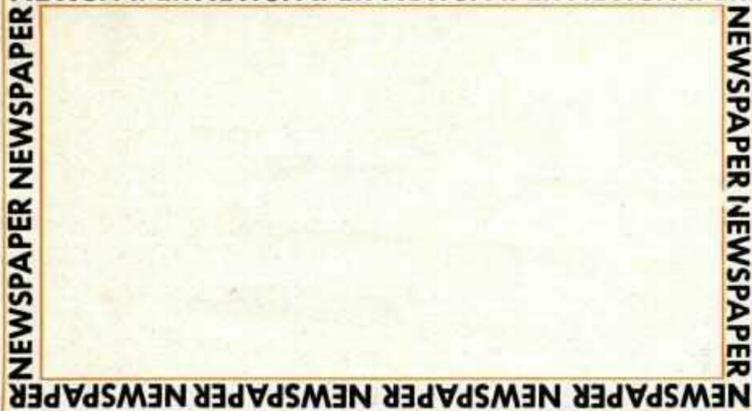
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NEXT WEEK

New Bluebook Listing of Vending Machine Price Averages



Album Reviews

More Album Reviews Inside

SOUNDTRACK SPOTLIGHT

GONE WITH THE WIND

Original Soundtrack. MGM 1E 10 ST

It's less than a month to the film's opening, and the excitement is rapidly building. The track is sure to be one of the year's big ones. Max Steiner's music seems to mellow with age—the haunting "Tara's Theme" and the other magnificent scorings. Must inventory for every dealer stocking Broadway and movie music.

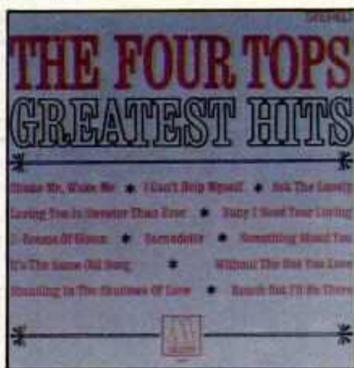


POP SPOTLIGHT

GREATEST HITS

The Four Tops. Motown MM 662 (M); MS 662 (S)

The "Greatest Hits" designation attached to the Four Tops automatically means lots of sales. The boys have the sound that sells and their track record on singles proves it. Among the clicks included here are "Bernadette," "Reach Out and I'll Be There" and "Standing in the Shadows of Love."

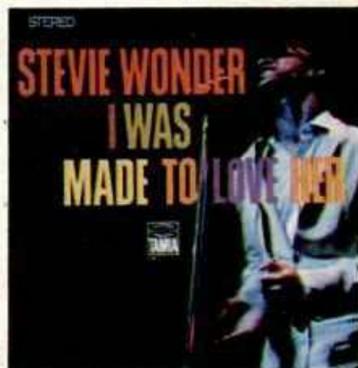


POP SPOTLIGHT

I WAS MADE TO LOVE HER

Stevie Wonder. Tamla TA 279 (M); TS 279 (S)

Stevie Wonder has another surefire winner in this album based upon his hit single, the title tune. Another song which will aid in marketing this LP is Wonder's answer song to Aretha Franklin's "Respect"—also titled the same. Other material such as "Can I Get a Witness," "Baby Don't You Do It" and "My Girl" are sung in Wonder's fine, familiar style.

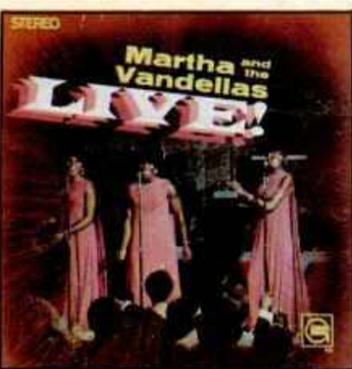
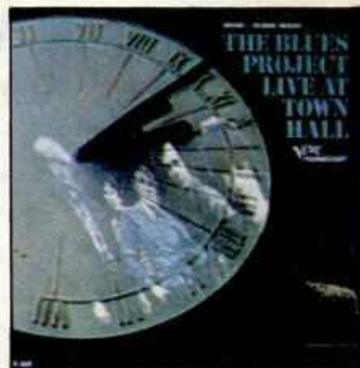


POP SPOTLIGHT

THE BLUES PROJECT LIVE AT TOWN HALL

The Blues Project. Verve/Forecast FT 3025 (M); FT5 3025 (S)

The Blues Project is an electric group in the true sense. In addition to using amplification to heighten delivery rather than decibels, their conceptions are continually stirring and exciting. Their "Flute Thing" is an electronic gem but there are lots of diamonds to be found elsewhere in this hot package.



POP SPOTLIGHT

LIVE
Martha and the Vandellas. Gordy GM 925 (M); GS 925 (S)

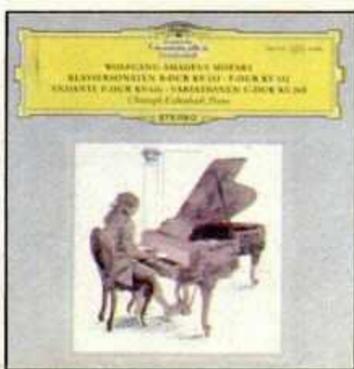
There was plenty of excitement at Detroit's 20-Grand night club the night Martha and the Vandellas came on for a taping session. That excitement has been expertly and effectively transferred to the grooves giving this package an unusual rhythmic lift. Many of their trademark items are here.



POP SPOTLIGHT

UNITED
Marvin Gaye & Tammi Terrell. Tamla TN 277 (M); TS 277 (S)

Marvin Gaye and Tammi Terrell, who have "united" for two solid hit singles "Ain't No Mountain High Enough" and "Your Precious Love" (both on this album) are headed for similar chart success. The recent Dave Clark Five hit "You Got What It Takes" assumes a new dimension. "Sad Wedding" and "Little Ole Boy, Little Ole Girl" are other clicks.



CLASSICAL SPOTLIGHT

MOZART: KLAVIERSONATEN KV 333 & KV 332/ANDANTE KV 616 VARIATIONEN KV 265
Christoph Eschenbach. DGG 138 949 (S)

Eschenbach, a brilliant young German pianist, shows he's equally at home with Mozart as with Bartok, which he played in an earlier Telefunken album. His combination of technique and virtuosity should enable him to make a big impression in his upcoming U. S. tour.



POP SPOTLIGHT

MAKE IT HAPPEN
Smokey Robinson & the Miracles. Tamla TM 276 (M); TS 276 (S)

And "happen" it does with such hits as "More Love" and "The Love I Saw in You Was Just a Mirage"—spelling surefire sales. Add uptempo numbers like "It's a Good Feeling" and top slow material like "My Love For You" and you truly have what's happening today.



POP SPOTLIGHT

GREATEST HITS, VOL. II
Marvin Gaye. Tamla TM 278 (M); TS 278 (S)

Marvin Gaye sings his big ones, with his winning pop-r&b style. There's "How Sweet It Is," "Pretty Oittle Baby," "Ain't That Peculiar" and "Try It Baby," all delivered with the accepted Motown sound. Volume I was a winner, and Volume II should be a worthy follow-up.

POP SPOTLIGHT

SOMETHIN' GROOVY!

Peggy Lee. Capitol ST 2781 (S)

The combination of Peggy Lee and Toots Thielemans, Command Records artist, is a formidable one. The two got together at the Copa, with "Makin' Whoopee!" with Toots mocking Peggy on the harmonica. It's repeated on the album. Peggy also comes through with a solid "Release Me" and a dreamy "Two for the Road."



POP SPOTLIGHT

EVERYBODY NEEDS LOVE

Gladys Knight and the Pips. Soul SM 706 (M); SS 706 (S)

Leading off with their hit single "Everybody Needs Love," Gladys Knight & the Pips offer a top soul sales item in this, their initial album on Motown. The other 11 cuts also are sung in fine style by this family group. Top numbers include "He's My Kind of Fellow" and "Since I've Lost You."



POP SPOTLIGHT

THE MOTOWN SOUND, VOL. VII

Various Artists. Motown MM 661 (M); TS 661 (S)

Like the six that preceded it, this volume of the Motown Sound has all the ingredients. There's the Supremes, Temptations, Four Tops, Marvin Gaye, Stevie Wonder, Martha and the Vandellas, etc. And they're all doing their big hits. How can it miss?

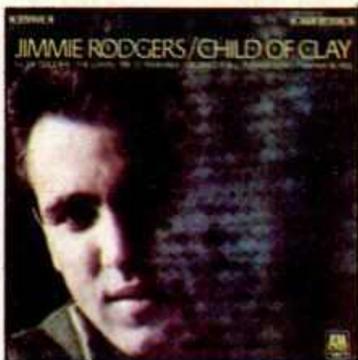


POP SPOTLIGHT

CHILD OF CLAY

Jimmie Rodgers. A&M LP 4130 (M); SP 4130 (S)

Once again Jimmy Rodgers is catapulting to the spotlight, this time on A&M. His material is folk-oriented and his style is refreshing. Rodgers proves himself to be a first class talent worthy of repeating his success with such songs as his single, "Child of Clay," "Turnaround," "The Lovers," and "I Wanna Be Free."



POP SPOTLIGHT

HAPPY IS THE SUNSHINE COMPANY

Imperial LP 9359 (M); LP 12359 (S)

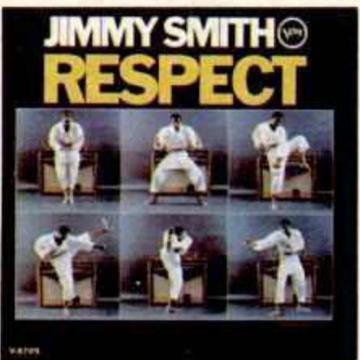
Sparked by their hit single "Happy," the Sunshine Company's first album should do well in the charts. And this is a happy album with top numbers like "Just Beyond Your Smile" and "Love is a Happy Thing." Other good cuts are "I Need You" and "A Year of Jaine Time."



JAZZ SPOTLIGHT

A DAY IN THE LIFE
Wes Montgomery. A&M LP 2001 (M); SP 2001 (S)

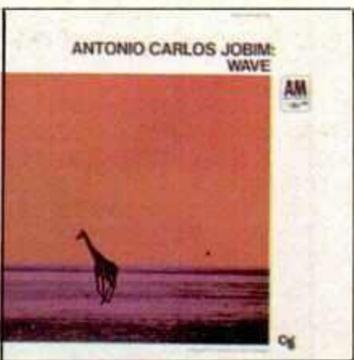
Montgomery has followed producer Creed Taylor to A&M and this groovy album should quickly follow their last collaboration—"California Dreamin'" which was a blockbuster. Montgomery sticks to his pop-oriented bag and remains a winner. Superb guitar work sparks this collection.



JAZZ SPOTLIGHT

RESPECT
Jimmy Smith. Verve V 8705 (M); V6-8705 (S)

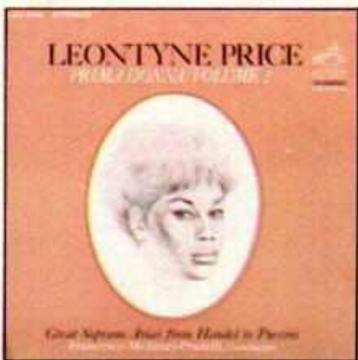
Smith uses a pop theme for this collection, produced by Creed Taylor. With one exception—"T-Bone Steak," which he wrote himself, the others are polished jazz renditions of pop and r&b hit singles. Included are "Mercy Mercy Mercy," "Respect," "Funky Broadway" and "Get Out of My Life." It's Smith at his best—and that means sales in the register.



JAZZ SPOTLIGHT

WAVE
Antonio Carlos Jobim. A&M LP 3002 (M); SP 3002 (S)

Under the direction of Claus Ogerman, Jobim again will make a major dent on the jazz chart. The softly crashing "Wave" plus the other Brazilian numbers add up to beautiful music and Jobim is sure to bolster his already large following with this one.



CLASSICAL SPOTLIGHT

LEONTYNE PRICE: PRIMA DONNA, VOL. II
RCA Victor LM 2968 (M); LSC 2968 (S)

This is the follow-up album to Miss Price's Grammy winner and No. 1 chart LP of last year so it's a natural for a big score. It comes in a handsome boxed package with a special booklet to accompany the disk and Miss Price is in top form as she runs through a flock of potent soprano arias.



CLASSICAL SPOTLIGHT

TSCHAIKOVSKY: SYMPHONIE NO. 5
Berliner Philharmoniker (Von Karajan). DGG 139018 (S)

The sweep and majesty of Tchaikovsky's "Symphony No. 5" are captured in this prime performance by Von Karajan and the Berlin Philharmonic. The work is a war horse, and this performance could well fit into a basic library of the classics.