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COIN MACHINE
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The **79**
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77

Finley Quits ITCC To Form New Co.

By LEE ZHITO

NEW YORK—Larry Finley resigned as president of International Tape Cartridge Corp. (ITCC), and formed a new firm, North American Leisure Corp. Omega Equities Corp. is acquiring 55 per cent interest of NAL with Finley retaining 45 per cent.

Jim Elkins, who joined ITCC two months ago as a vice-president, will assume Finley's post. Finley said he is resigning from ITCC, the company which he founded three years ago, due to policy differences with ITCC board chairman, Earl Smalley.

Smalley also is board chairman of Dextra Corp. which holds a majority interest in ITCC.

NAL will be active in various leisure time fields, Finley said, and initially will concentrate on the tape cartridge industry which he helped pioneer. The new firm, jointly owned by Omega Equities and Finley, marks the second time in as many weeks that Omega has moved into the music business.

As reported exclusively by Billboard, Omega bought the
(Continued on page 70)

Cap. Develops Mono Pre-Pak. For Summer

LOS ANGELES — Capitol has developed mono pre-pack albums as a marketing device to stimulate extra summer business.

The company has been packaging its monaural stock in packs of 50 pop albums and 25 country albums, utilizing titles by all the major artists, from the Beatles to Buck Owens.

Merchandise being returned on a dollar-for-dollar credit toward stereo product by retailers is also being repackaged to an extent. This return program ends Aug. 31.

Retailers around the country selling pre-packed titles are using a \$1.49-\$1.59 scale, according to national sales manager John Jossey. The pre-packed material is being sold on a first come, first served basis, with Jossey reporting good reaction to the idea from the field.

Bob Yorke, vice-president of the distributing corps, is credited with launching the program, which is linked to the mono return campaign. The company has internally obligated itself to selling off a certain number of mono pre-packed albums. Al
(Continued on page 4)

MGM Shifts to Pye in Britain

By MIKE HENNESSEY

LONDON — MGM Records has ended its U. K. manufacturing and distribution agreement with EMI and lined up with Louis Benjamin's Pye Records. Announcement of the switch was made by MGM's London managing director Rex Oldfield on Thursday night (18), eight hours after EMI had issued a statement saying it would no longer be distributing MGM product in the U. K.

The deal with Pye was concluded Thursday evening between Mort Nasatir, president of MGM Records, Inc., Rex Oldfield and Louis Benjamin. It became effective Friday (19).

Oldfield said, "MGM has reached agreement with Louis Benjamin, managing director of Pye Records, to manufacture and distribute and sell MGM and its associated lines, Verve, Verve-Forecast, Music Factory, VSP and material from other U. S. labels, Heritage and Venture in the U. K. All administrative details and changeover of stock will be completed by Aug. 1."

This is the first time that Pye Records has undertaken a distribution deal for any company. The deal with Pye followed a

meeting among Nasatir, Oldfield; Ken East, managing director of EMI Records, and EMI sales director John Frewin at MGM's London headquarters.

Later, East said, "We know that MGM is not satisfied with the amount of penetration it has achieved into the British market and so after discussions there was a mutual decision to end the agreement."

EMI took over manufacture and distribution of MGM prod-
(Continued on page 4)

Kahl Zeros in on 'Targets Of Opportunity' for Morris

By MIKE GROSS

NEW YORK — Phil Kahl, who took over as vice-president of Edwin H. Morris Music a little more than two months ago, has charted the entire spectrum of the music business as the company's "targets of opportunity." Kahl has been mining the firm's standard catalog for adaptability to the contemporary vein; set the recording ball rolling on the scores from two upcoming Broadway shows; lined up new writers for the Morris stable; begun action in the film music field; set his eyes on a Morris move-in on Nashville, and mapped out plans for an expansion in Europe.

Kahl and his brother, Joe Kolsky, moved into the Morris orbit when Buddy Morris, the

firm's owner, bought their music publishing interests as well as Diamond Records. Kolsky is now running the record operation as executive vice-president of Edwin H. Morris Music.

In Kahl's estimation, there are virtually hundreds of standards in the Morris catalog that are ready for a revival in a contemporary sound framework. "These songs," he says, "are unknown to today's young audience and if given a proper treatment, they could emerge as fresh material for the youth market." Kahl is now in the process of making demonstration records for selected catalog material. The demo disks are being produced with an accent
(Continued on page 4)

DGG Stones LP Brings Pop, Classical Closer

By FRED KIRBY

NEW YORK—Classical and pop music are getting closer together with the planned release of a Deutsche Grammophon performance inspired by the Rolling Stones. The composer of "Muses of Sicily," Hans Werner Henze, predicts a full wedding of the two apparently diverse forms in the future.

Another planned rock - inspired album will be a work blending avant garde electronic music, full symphony orchestra and the Rascals. The world premiere performance of "Groovin'/Do You Feel It?" by Charles Morrow was recorded "live" by Atlantic Records. (See review in Talent Section.)
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Eddie Harris, riding high with two hit LP's on Atlantic, "The Electrifying Eddie Harris" (1495) and "Plug Me In" (1506), now has a smash single, "Listen Here" (2487). The disk is breaking all over the country and is well on its way to being one of the top instrumentals of the year. (Advertisement)



Paul Revere and the Raiders, featuring Mark Lindsay. Making front-page news with their chart-breaking single, "Don't Take It So Hard," 4-44553 on Columbia Records. (Advertisement)

(Advertisement)



IRON BUTTERFLY
IN-A-GADDA-DA-VIDA, Atco SD 33-250



VANILLA FUDGE
RENAISSANCE, Atco SD 33-244



THE IMMORTAL OTIS REDDING,
Atco SD 33-252

THE HIT ALBUMS ON ATLANTIC ATCO:



What happens when a hit maker like

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You get a great new Victor single.

“ALL MY LOVE’S LAUGHTER”

c/w “I’ll Stay Lonely” #9589



And here's
Ed's new
Victor album:
LPM/LSP-4028

Available on RCA
Stereo 8 Cartridge Tape

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Executive Turntable



LIVINGSTON

Alan W. Livingston resigned last week as president and director of Capitol Industries, Inc., and chairman of the board of Capitol Records. Glenn E. Wallichs, board chairman and chief executive officer, was elected to Livingston's post. Livingston, who gave differences in policy with the directors of Capitol Industries as his reason for resigning, joined the record company Jan. 1, 1946, to develop children's records. Livingston said he will remain in his office as long as it

took to clean up matters. He said he had no immediate plans. In 1948 Livingston was made director of album repertoire. In 1949 he was named album vice-president, and in 1951 was appointed a&r vice-president. Livingston remained in that post until 1956 when he left to join NBC-TV as West Coast programming vice-president. He returned October, 1960, as creative services vice-president and in 1961 was promoted to president of Capitol Records and elected to its board of directors. In 1966 he was elected to the board of EMI, Capitol's owner.



WALLICHS

James J. Elkins was named president of International Tape Cartridge Corp. (ITCC), following the resignation of Larry Finley. (See separate stories.)

Nolan Browning and Michael Nidorf named to the board of directors of Capitol Industries. Both men have been Capitol Records directors.

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UNI Will Launch Third Label for Master Buys

LOS ANGELES—UNI Records will launch a third label, Shamley, as the outlet for master purchases.

First product on Shamley set for release next week is "Payin' Your Dues," by the Shy Guys, bought from Little Fort Records of Waukegan, Wisc. The follow-up release planned two weeks later will be "The Long

Drive Home" by Sharon DeBord, a Bob Marcucci production.

The need for a new label to provide distribution means in addition to UNI and Revue's own needs is based on a 30 artist roster for these two established labels. UNI has been in business one and one-half years; Revue, the rhythm and blues line, is still seeking its first major hit after seven months.

Shamley will concentrate on rock material, with the hope of securing its own artist roster through option pickups on artists on the purchased masters.

Hugh Masekela, with the nation's No. 1 tune, "Grazing in the Grass," is UNI's top artist, according to vice-president Russ Regan. His single is the MCA owned company's second million seller, the Strawberry Alarm Clock's "Incense and Peppermints" having launched UNI in the gold record arena.

Wilson Signs MGM Deal On 5 Artists

NEW YORK—Tom Wilson, former MGM Records a&r producer who now heads his own independent production firm of Gunga Din Productions, has signed a deal to produce several acts for MGM Records. The deal was negotiated by MGM chief Mort Nasatir. The contract calls for the Central Nervous System to be released on the Music Factory Records label; Grimble's Mill on Music Factory, the Serfs on Verve, Nick Ashford on Verve, and the Harumi on Verve/Forecast.

Mark D. Joseph, vice-president of Gunga Din, will manage all of the artists; they will be booked by Reluctant Management. All of the product will receive a heavy promotion campaign. A national promotion manager will be retained to work with MGM on the artists.

CAPITOL BOWS NON-SLIP DISKS

LOS ANGELES — Non-slip singles will be introduced by Capitol Aug. 1. The singles have a small ring of notches around the labels. The notches interlock one record to another when stacked. These notches are somewhat raised and therefore can grip the smooth surface on a non-serrated record also.

London to Bow 46 Albums in Autumn

NEW YORK — A 46-album fall program was previewed for London Records' staff of home office album sales executives and district managers at Cavanaugh's on Thursday (18). Included were specially priced sets and sales incentives.

The program will be officially

kicked off on Monday (29) with a series of conferences between London staffers and individual distributors, including their own sales and promotion personnel. Four other late July releases, including a new Engelbert Humperdinck album on Parrot, also were included in the presentation.

Three of the 32 classical albums included in the program are specially priced, while another, Berlioz's "Symphonie Fantastique" by Ernest Ansermet and L'Orchestre de la Suisse Romande, includes a bonus rehearsal LP. A prepack with one each of the low-price 25 Stereo Treasury Series albums is part of the program.

A three-LP set, "The Royal Family of Opera," features excerpts by 37 operatic stars. The package, which also is expected to promote London's extensive opera catalog, will list for \$6.79. The package will include a 46-page booklet, plus a complete catalog of London and Richmond opera titles, including highlight and recital albums.

A nine-LP set of Dvorak's nine symphonies with Istvan Kertesz and the London Symphony will list for \$45, while a six-LP package of Tchaikovsky's six symphonies performed by Lorin Maazel and the Vienna Philharmonic will list for \$30.

Another package features soprano Joan Sutherland and tenor Luciano Pavarotti in Donizetti's "The Daughter of the Regiment" with Richard Bonyngue conducting. Rounding out the classical titles are Georg Solti

(Continued on page 12)

Transamerica Holds 1st National Meeting

LOS ANGELES—The first national convention of Transamerica's record labels, the Liberty and United Artists families of labels, takes place Tuesday through Saturday (23-28) here at the Beverly Hilton.

An estimated 200 persons will attend the gathering featuring guest speakers followed by open floor discussions.

Guest speakers will discuss the various levels of sales (racks, one-stops, regular retailers and discounters) and radio programming formats. The company's own a&r and sales staffs will discuss the 58 new albums scheduled for August release. These are broken down into 6 for Liberty, 3 Imperial, 4 World Pacific, 7 Blue Note and 19 from the UA community of labels. Twenty-four tape cartridges (16 on Liberty; 8 on UA) will also be unveiled.

Guests scheduled for the opening business day Wednesday include 3M's James Leighton, speaking on basic concepts of salesmanship; keynoter Hal

B. Cook, Billboard's publisher, discussing the record industry and the publication's chart methodology, plus the following merchandisers—Ben Bartel, Cal Racks; Stu Bernat, Music Merchandisers; Sam Ricklin and Jerry Barish, California Music; Don Ayres, Basford; Jerry Prager, Music Hall record shop; Jerry Johnson, House of Sight & Sound; Jeanne Hansen, May Co.; Larry Finn, Korvette's; Charlie Simms, White Front, and Raul Acevedo, Discount Records.

Broadcasting industry guests on Thursday include Kent Burkhardt, WQXI; Dick Carr, WNEW; Biff Collie, KFOX; Lucky Cordell, WVON; Ric Holmes, KBCA; Tom Donahue, KSN; Bud Connell, KXOX.

Friday will be Liberty family product presentation day, with a&r and sales discussing their roles in the creative and merchandising processes. UA displays its wares Saturday, with the traditional banquet-show set for that evening.

Martineau, Gordon Join Forces

NEW YORK — Mike Martineau, head of Premier Talent's concert division, and personal manager Sam Gordon have joined forces to set up a management complex. The new firm is being backed financially by Padell & Seigel, Wall Street representatives.

The names and functions of the new companies are: Gordon Martineau Associates, Inc., a personal management and artist direction company; Windjammer Music, Inc., a publishing firm; Kaleidoscope Productions, Inc., a record and production company; and Dragon's Eye Publicity, Inc., a public relations firm.

The Gordon Martineau talent line-up includes: the Free Design on Project 3; the Good Earth Trio on DynoVoice; Edward Simon and Guild Light Gauge on Capitol Records. The group consists of Edward Simon, younger brother of Paul Simon of Simon & Garfunkel, Fern Kalan and Anne Wilcocks, both college music majors, and bassist Stu Marshall.

Other acts in the Gordon Martineau fold are: Brian Hyland on Dot Records; Zebra, a

group on Philips, and a newly formed group called Wings, which will record on the Dunhill label.

All the attractions in the Gordon Martineau stable will be aimed at the concert field. The groups will be specifically designed and staged for the college and adult markets with musical leanings towards the easy listening and good music styles that can still reach the pop market.

Coltrane Releases Set

NEW YORK—Impulse Records will release material by the late jazz musician John Coltrane and his widow, Alice Coltrane, with a special Coltrane Recording Corp. logo. In the deal, arranged by Bob Thiele, director of artists and repertoire for ABC Records, Impulse's parent label, and the Coltrane Recording Corp., Impulse will acquire tapes made by John Coltrane which were in the possession of his wife.

In addition, Mrs. Coltrane, a pianist and harpist, will record her own material as well as compositions left by her late husband. Thiele will work closely with Mrs. Coltrane in determining repertoire and packaging. Thiele worked with Coltrane for five years preceding the jazzman's death a year ago. Mrs. Coltrane's recordings will feature Jimmy Garrison, Rashied Ali and Pharaoh Sanders, who were part of Coltrane's last recording group.

Thiele figures that the John Coltrane tapes held by Mrs. Coltrane, as well as several unreleased tapes in the Impulse catalog, will provide a continuous flow of new product by the late artist for the next three or four years.

Cargill PX Tour

LOS ANGELES — Henson Cargill will be given a promotional tour of military post exchanges in West Germany, Sept. 6-22. He will make promotional appearances as a side-light to working military clubs. The PX program is being developed for Monument by the Charles Brady organization, the label's military sales agent. Cargill will also appear on several Armed Forces Network shows during the tour.

Myers Quits Acta to Form Own Label

LOS ANGELES — Kenny Myers has resigned as general manager of Acta Records, effective Aug. 1, to form his own record company. Myers expects to have his new company in operation by mid-August with the first sides scheduled for Sept. 1 release.

Myers will continue to headquarter in Hollywood and is presently scouting talent and personnel. Manufacturing and distribution arrangements for the as-yet-to-be-named label will be set within the next 30 days.

According to Arnold D. Burk, Paramount Pictures vice-president in charge of music operations and president of Dot Records, Acta's parent company, the Acta division will continue "as an important factor in Dot Records operations." During Myers stay at Acta, the label scored with the American Breed and the Peppermint Trolley Company. Myers had been general manager of Acta since early 1967.

COPYRIGHT BILL PASSES HOUSE

WASHINGTON—The Copyright Extension bill, extending expiring copyrights until Dec. 31, 1969, passed the House last week, paving the way for renewed battling by the copyright giants when Sen. John McClellan (D., Ark.) reintroduces the blanket revision bill in the next Congress. The extension for more than 60,000 expiring musical, literary and other copyrights in renewal terms due to expire next year, was presented to the Congress as an interim measure to assure the longer term that will become law if the copyright revision bill makes it through Congress before the end of 1969.

PROGRESSIVE ROCK
RADIO STATION LIST
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Bowen-Warner Bros. Deal Ends

LOS ANGELES — Jimmy Bowen's exclusive producing agreement with Warner Bros. has terminated and Bowen is now developing a&r assignments with a number of clients. He still continues his ties with the Warners-Reprise organization.

Bowen formed his own company, Amos Productions, over one year ago and is now operating out of its offices at 6363 Sunset Boulevard. The creation of Amos was among the factors involved in Bowen's resigning with Warners last year.

Since forming Amos, Bowen has hired a number of freelance producers and expanded

the company to include a freelance engineering department, headed by Eddie Brackett. Amos is the only production company here with both a&r and engineering services. Bowen's payroll includes 12 persons.

Bowen continues recording Frank Sinatra and Dean Martin for Reprise in addition to the following acts under contract to Amos: Jimmy Darren (no label set yet), Frankie Avalon (Reprise), Ray Peterson (for a new Mercury label).

Bowen's operation is a self-contained record company, he says, explaining that his deals with all record labels is that he pays all costs — recording,

pressing, musicians' fees — with labels acting strictly as distributors.

Bowen's production staff includes Mike Post, Glen D. Hardin, Baker Knight and Walt Meskell. Post records Mason Williams and Bobby Doyle (Warner Bros.), the First Edition (Reprise), Dick St. John (Dot), Evergreen Blue Shoes (Music Factory).

Hardin handles Casey Anderson (Reprise) and the Crickets (Music Factory). Baker Knight is developing some unknown acts and Walt Meskell has just cut the Rubber Band, which has not yet been placed.

Bowen's three engineers are Brackett, Chuck Britz and Mic Lietz. The executive plans building this department to a top strength of seven men by the end of the year, so successful has it become.

Tom Thackery, formerly with LHI Records, is the firm's administrative general manager.

New ITCC President Has Admin., Mktg. Background

NEW YORK — James J. Elkins, newly named president of International Tape Cartridge Corporation following the resignation of Larry Finley (see separate story), is relatively new to the tape CARtridge industry. His background lies in administration and marketing. He joined ITCC in May as executive vice-president, and as a vice-president of Dextra Corp. which owns 58 per cent of ITCC primarily for the acquisition-conscious Litton Industries. Elkins has served most recently as national sales manager for the photocopy division of Litton's business equipment group. The 37-year-old executive joined

Kahl Zeros in on 'Targets Of Opportunity' for Morris

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on the contemporary sound and are being worked on by Kahl and his staff just as though they were new songs. He refers to this action on the Morris catalog as "watering the evergreens."

In the Broadway show field, the action is now centered on Jerry Herman's "Dear World" and the Burt Bacharach-Hal David score for "Promises, Promises." However, according to Sylvia Hersch, head of Morris' theater department, the behind-the-scenes activity covers 11 more musical properties currently being groomed for Broadway presentation. Mrs. Hersch is also scouting for writers who fit into the contemporary sound mold and who can measure up to the rigid requirements of the theater. "Too many of these young writers," she says, "lack the discipline and the dedica-

tion to make the grade on Broadway."

On the movie end, the Morris pitch is now on the John Barry score for "Petulia" but Kahl, who recently returned from a trip to Hollywood, and who will be leaving for London Aug. 5, is lining up additional film score assignments.

During his European junket, Kahl will be eying the possibilities of setting up offices for Morris in key cities on the Continent. He'll be meeting in London with Buddy Morris and Stuart Reed, head of Edwin H. Morris Ltd., to work out the overseas expansion.

Kahl also expects to be going to Nashville in October or November to look over the possibilities of setting up a Morris branch there. The Nashville office will be aimed at giving Morris a leg-up in the country field. In addition to developing a country catalog, Kahl is looking for ways to make headway in the rhythm and blues field.

Kahl is also working closely with the Diamond Records operation so that the record company's acquisitions can be parlayed into a publishing property for Morris as well. Such a deal was made last week with the Diamond acquisition of Des O'Connor's English hit, "I Pretend."

"The Morris theme now," says Kahl, "is 'Music In Action and the Contemporary Sound.'"

Grant, Estb'ment Form Triplex

LOS ANGELES — Leonard Grant, in association with the Establishment, has formed Triplex, Inc., to handle concerts, TV production and specials for the vocal group.

The Establishment opens at Caesar's Palace Thursday (25) with Andy Griffith, then plays a three-week engagement at Harrah's in Lake Tahoe.

Carlin, W. Whale Set on Rep Deal

LOS ANGELES — Carlin Publishing Co. will represent White Whale Records music publishing rights in the United Kingdom through Ishmael (BMI) and Pequod (ASCAP).

Initial albums Carlin will handle will be "Suddenly One Summer" (Pequod) by J. K. & Company, and "The Rockets" (Pequod).

Diamond Buys 'Pretend' Master

NEW YORK — Diamond Records has bought the master of Des O'Connor's recording of "I Pretend" from Transglobal Music Co. in England. The song will be published here by E.H. Morris and Co.



JAMES J. ELKINS, newly appointed president of International Tape Cartridge Corp.

Litton through the company's acquisition of Royal McBee Corp., typewriter manufacturers, where he served as secretary and counsel.

Elkins headed Litton's photocopy division from its formation in 1965. He set up the division's entire sales network before being named national sales manager.

Because ITCC is in the midst of registering a \$2½-million debenture with the Securities Exchange Commission, Elkins could not reveal ITCC's plans. However, he did say that the company was reorganizing its recently bought Stereo Devices Tape duplicating plant in Fairfield, N. J. for more effective operation. Harry E. Russow has been named vice-president of operations.

Elkins is a graduate of the Brooklyn Law School and New York University's Graduate School of Law. He attended Columbia University's Executive Program in Business Administration.

UA, Liberty Merge on Soul

NEW YORK—United Artists and Liberty Records, the two companies who recently merged under the Transamerica banner, will consolidate their r&b labels — Veep and Minit, respectively.

While the label logos will be maintained, Ed Wright, who was manager of the Minit operation on the West Coast, will direct both labels from New York. His new position is director of product and promotion. Minit's Aki Along will be national promotion co-ordinator for both

labels. He remains located in Los Angeles.

Both labels will step up their gospel activities. Veep, through producer George Butler, already has released several gospel albums.

Both labels will be under Mike Lipton's direction. Lipton is vice-president and general manager of UA Records. Minit's and Veep's sales operations will be supervised by national singles manager Sonny Kirshen and national album manager Dave Greenman.



LARRY NEWTON, second from left, president of ABC Records, is congratulated by, from left, Louis J. Pallombi, councilman of Islip, N. Y.; Abe Shames, builder of Cardinal Industries Park in Hauppauge, and Frank Guarino of the Long Island Association as the street next to True Sound Manufacturing Corp., ABC's pressing plant, was named for Newton. The street's naming as Newton Place was done as Building No. 2 at True Sound was opened. The new building will be devoted to warehousing and shipping of ABC's product.

Pocketdisc Vending Set

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Steiner's Brooklyn-based vending machine company.

Steiner's 50-year-old firm, known for its red, white, and blue postage machines, will be the manufacturing arm for the equipment. Consolidated will handle distribution of the equipment initially in the Seattle-Tacoma areas commencing

MGM to Pye

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uct when the American company set up its European operation with headquarters in London in July last year. To date, the company has issued more than 100 singles and more than 80 albums, but has had scant success in the British charts.

Two Eric Burdon records made the Top 20, and one by Tony Blackburn reached 29. In June, Oldfield said, "Of course our biggest failure to date has been not having a Top 10 record and not breaking any new talent."

Oldfield admitted that the company had been having distribution problems.

Cap. Bows Mono Pre-Pak

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though Jossey is not revealing this quota, he does indicate there will be no attempts to develop pre-packs of weak material.

The program is designed to extricate the company from its mono liability. Jossey feels demand for this type of product

Sept. 15. The machines will be sold to other distributors as the operation expands past its Pacific Northwest test area by Feb. 1, 1969.

Here to complete the contract with Consolidated's Lou Laventhal and Larry Newton, president of ABC Records, Hyman said the exact marketing arrangement for the equipment has not yet been completed.

The vending machines are two feet wide, eight inches high and eight inches deep. A machine holds 100 copies each of five selections, for a 500-title inventory. A 49-cent price has been set per disk.

"Consolidated feels this equipment can increase seven or eight times their number of record outlets," Hyman said.

Plans are to provide national coverage for the simultaneous release of Pocketdiscs with regular seven-inch 45's by the fall of next year.

Hyman estimates that within six months Americom will have established a record manufacturing point on the West Coast. Product will initially be manufactured on Webb fed presses in the East. Hyman claims these presses can turn out 9,000 records an hour.

will exceed the supply. "We want the product to move in and out as quickly as possible without the least disruption," he says.

Racks are taking the boxes and sending them out in their original pre-packed form. Retailers are also using the packs as self-contained merchandisers.

Jones & Brown Form New Firm

LOS ANGELES — Quincy Jones and Ray Brown have formed Gula-Matari, a music publishing-independent production company.

The new record label will distribute through a major company, and is in the process of signing new artists covering the entire musical spectrum.

New Adkins Label

CINCINNATI—Jack Adkins, president of Adco Records and Adkins Music (BMI), with headquarters here, announces the formation of a new label titled Cincy, to cover r&b, folk and pop. The new label is slated to bow Sept. 1. Adco Records concentrates on the country and gospel fields.



JERRY TENNEY, Omega Equities Corp. president, discusses Omega's participation in Larry Finley's newly formed firm, North American Leisure Corp.

Quick

turn to page 78

And you'll find *Billboard's* listing of top-selling LP's. You'll also find that Columbia has 29 of them. That's a lot. And if you want to find out why our albums are selling so well, take a look at what they are:

Bookends/ *Simon and Garfunkel*
—KCS 9529*

The Graduate/ *Original Sound Track Recording*—OS 3180*

Parsley, Sage, Rosemary and Thyme/ *Simon and Garfunkel*
—CL 2563/CS 9363*

Honey/ *Andy Williams*—CS 9662*

Young Girl/ *Gary Puckett and The Union Gap*—CS 9664*

Love Is Blue/ *Johnny Mathis*
—CS 9637*

Sounds of Silence/ *Simon and Garfunkel*—CL 2469/CS 9269*

John Wesley Harding/ *Bob Dylan*
—CL 2804/CS 9604*

At Folsom Prison/ *Johnny Cash*
—CS 9639*

Honey/ *Ray Conniff*—CS 9661*

Wow / *Grape Jam/ Moby Grape*
—CXS 3†

A Long Time Comin' / *The Electric Flag*—CS 9597*

The Time Has Come/ *The Chambers Brothers*
—CL 2722/CS 9522*

It Must Be Him/ *Ray Conniff*
—CL 2795/CS 9595*

Spirit—Z12 44003/Z12 44004*

Woman, Woman/ *Gary Puckett and The Union Gap*
—CL 2812/CS 9612†

Wednesday Morning, 3 A.M./ *Simon and Garfunkel*
—CL 2249/CS 9049*

Born Free/ *Andy Williams*
—CL 2680/CS 9480*

Camelot/ *Original Broadway Cast*
—OS 2031*

Johnny's Greatest Hits/ *Johnny Mathis*—CL 1133/CS 8634*

Child Is Father to the Man/ *Blood, Sweat and Tears*—CS 9619*

Love, Andy/ *Andy Williams*
—CL 2766/CS 9566*

Bob Dylan's Greatest Hits
—KCL 2663/KCS 9463*

Hickory Holler Revisited/
O. C. Smith—CS 9680

For Those in Love/ *Percy Faith*
—CL 2810/CS 9610*

Goin' Places/ *John Davidson*
—CS 9654†

Goin' to Memphis/ *Paul Revere and The Raiders, Featuring Mark Lindsay*—CL 2805/CS 9605*

The Story of Bonnie and Clyde/
Flatt and Scruggs—CS 9649†

Kiss Me Goodbye/ *Jim Nabors*
—CS 9620†

The Best Sellers Are on COLUMBIA RECORDS 

†Available in 4-track and 8-track stereo tape cartridges *Available in 4-track and 8-track stereo tape cartridges and 4-track reel-to-reel stereo tape

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

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INTERNATIONAL OFFICES

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

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

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

CANADA: Kit Morgan, 22 Tichester Rd., Apt. 107, Toronto 10

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

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

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

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BMI WORKSHOP SESSIONS SET

LOS ANGELES—Broadcast Music, Inc.'s Musical Theatre Workshop will launch a series of free training sessions here Oct. 1. The program begun in New York eight years ago to provide free training for composers and lyricists, will be directed here by Lehman Engel, renowned Broadway conductor-composer. Engel will schedule four day classes, with professional writers meeting afternoons and new talent meeting evenings. Entrants into the workshop must submit material on tape or in manuscript form to Herb Eiseman, BMI, 9720 Wilshire Boulevard, Beverly Hills. The deadline is Aug. 23. Engel will make the final selection of class participants.

ASCAP Names Shea to Direct Nashville Drive

NASHVILLE — ASCAP has selected one of this city's leading civic figures to direct its operation here, and soon will break ground for a new modern structure at the head of Music Row.

Ed Shea, for 10 years the executive director of the Nashville area Chamber of Commerce, leader in race relations, and officer in nearly every civic enterprise, will become regional executive of ASCAP, headquartered here, effective Oct. 1. Shea has submitted his resignation to the Chamber of Commerce.

It was Shea who led the fight for liquor-by-the-drink for

DOUGLAS INTL. SHIPS BOOKS

NEW YORK—Douglas International has shipped miniature (two-inch by two-inch) slick books to each of Laurie Records' 35 distributors. Laurie distributes Douglas' disks. The album miniatures are full-color glossy reproductions lithographed on light cardboard and bound with the traditional, but smaller, plastic spiral in a pocket-sized package. The first volume includes miniature reproductions of album covers of Richie Havens, Lenny Bruce, Malcolm X, Muddy Waters, Pete La Roca and Pandit Pranath.

Epic Sales Teams Report Big Post-Confab Orders

NEW YORK—The members of Epic Records' sales department, which divided into four teams after the label's Las Vegas sales convention a few weeks ago to travel to the various distributorships around the country, are back at their New York desks adding up the orders for the new product. According to Len Levy, Epic's vice-president of sales and distribution, the order response on the new albums "is far in excess of all expectations."

Levy reports especially heavy response for the new albums by Donovan, Sly and the Family Stone, Tammy Wynette, David Houston, and the Tremeloes. Among the albums by new artists introduced at the conven-

Ode to Reservice 'Mechanical World'

NEW YORK—Bruce Hinton, sales and promotion manager for Ode Records, has mapped out a reservicing campaign for "Mechanical World" by Spirit because of the time span between its initial release early this year and its breakthrough on Billboard's Top LP's chart in recent weeks. (The album is in the No. 79 slot this week.)

In addition to reservicing the album, Hinton plotted a reservicing drive on the single disk treatment of the title song after the side had broken out in the Greater Miami area (WQAM and WFUN) several weeks ago. A double-sided monaural single, which had "Mechanical World" on both sides, was sent out to radio stations last week, and a

double-sided stereo single is going out to the radio stations this week.

Hinton also has begun reservicing TV stations with a promotion film on Spirit and reports that the sales reaction on the album and the single was noticeable after the showing of the film in each market.

Since its breakout in Miami, Hinton reports that Spirit has been taking over in such varied areas as San Antonio, Hartford, San Francisco, Sacramento, Houston, and the album has been listed on the "Top 5" playlists in every city in Florida.

Although Spirit, a quintet, is of California origin, Florida has virtually adopted it as its own. The group did sellout business during its recent booking at The World, a Miami club. The group is now on a cross-country tour, and Hinton believes that other key markets will follow the lead of what he refers to as "the Miami phenomenon."

The album was produced by Lou Adler, head of Ode. The label is manufactured and distributed by Columbia Records.

SAN JUAN SET FOR COL. MEET

SAN JUAN, Puerto Rico—More than 600 Columbia Records executives from around the world are expected to gather here July 24-28 for the label's annual convention. Headquarters will be the Americana and San Juan hotels.

ABC Buys Master

NEW YORK—ABC Records has bought the master of "New Kind of Love" by the Detroit Road Runners from Kasentz & Katz, producers. The single, which will be introduced at ABC's distributor convention at the Century Plaza Hotel in Los Angeles on Friday (2), Saturday (3) and Sunday (4), was acquired for the label by Otis Smith, ABC's director of single sales.

Attarack Facility

LOS ANGELES — The Attarack Corp., recording-publishing complex, is building a \$150,000 recording facility in Seattle in association with Oxford Sound, Inc.

Catalano, Rosner, Diamond Form Prod., Pub. Firms

NEW YORK—Tom Catalano, David Rosner and Neil Diamond have teamed up to form their own record production and music publishing firms under the corporate name, the CDR

Company. Catalano had been executive vice-president of the Crewe Group of Companies; Rosner had been general professional manager of April-Blackwood Music, and Diamond is the writer-singer.

The new company, which will be based in New York, will be involved in virtually every phase of the music business. Employing the concept of "key contacts in key areas," CDR is already engaged in extensive talent auditions and has signed and records the Penny Candy.

CDR will have its own staff of exclusive writers and producers, and will shortly announce the signing of two top names.

As part of its exploitation program, plans are currently under way for the construction of a 15-track recording studio in New York, staffed by house musicians. This, according to the firm's heads, "will not only allow proved producers working under the CDR banner full creative freedom, but will also serve as a fertile atmosphere for the growth and development of young talent."

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Todd, Stewkey, Carson, and Thom have created a debut album which immediately places them within the top echelons of the rock hierarchy. They have captured the youthfulness and innocence which has been so lacking from the rock of the past year. They have revitalized the music with their total energy and lack of pretension. And, before they are through, I think they will tear your head apart, and put it back together again.

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LA Musicians Seek to Sooth Savage Breasts

LOS ANGELES — The musicians union here has joined the nationwide drive to curb outbreaks of summer violence with a program of free concerts in potentially troubled areas of the city.

The first in a series of programs, labeled "Local 47 Block Parties," will be presented Wednesday (24) with Big Jay McNeely and his band. The Los Angeles Police Department has agreed to close off 30th Street between Farmdale and Vineyard avenues for the 7-10 p.m. concert.

Rene Hall, Eddie Cano and

Armando Herrera, all members of the union's board of directors, and Jimmy Clark, union business representative, are co-ordinating the musical programs, with moneys provided by the music performance trust funds of the recording industry.

The union is working with several city agencies, including the Department of Water & Power, the Department of Social Welfare, the Board of Public Works, the Parks and Recreation Department and the Los Angeles police and fire departments. Los Angeles city councilman Thomas Bradley is co-ordinating the project with the musicians union.

Five other free concerts are planned, all in poverty areas.

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Decca to Hold Promo Meet

LOS ANGELES — The first full-line promotion seminar for Decca, Coral and Brunswick local, regional and home office personnel is set for Aug. 7-11 at the Universal Picture Studios here. The promotion personnel will check into the Continental Hyatt Hotel here on Aug. 7 with the promotion business seminars beginning on Aug. 8.

Those attending also will have the opportunity to tour the studios and will have a private screening of first assemblies from Universal's "Sweet Charity," which will be released early next year. Decca will have the film's soundtrack album.

Capitol Sets Cole Special

LOS ANGELES — Capitol has developed a mail-order six-record set of 60 major Nat Cole songs for \$14.95. The package is titled "Forever Yours" and is offered on a 10-day free examination basis through a Look magazine advertisement.

The box set comes in both mono and stereo and the purchaser may pay for it in three monthly installments. Also included in the offer is a sweepstakes entry card for 1,000 cash prizes.

Among the titles included in the Capitol Music Treasures package are "Mona Lisa," "Again," "Sweet Loraine," "An Affair to Remember," "The Christmas Song," "Ramblin' Rose," "Route 66," "Smile," "Unforgettable," "A Blossom Fell," "Those Lazy-Hazy-Crazy Days of Summer," and "Paradise."

GOLD RECORD TO UNION GAP

NEW YORK — Gary Puckett and the Union Gap have been awarded an RIAA-certified gold record for sales of more than one million copies of their Columbia Records single, "Lady Willpower." The award marks the group's third consecutive gold disk. They won awards for "Young Girl," their debut Columbia single, and for the follow-up single, "Woman, Woman."

Executive Turntable

• Continued from page 3

James W. Murray, retired chairman of the board and chief executive officer of General Precision Equipment Corp., has been named to the board of directors of Capitol Industries and its Audio Devices subsidiary. Prior to joining General Precision, Murray served as vice-president of Capitol Records.

Martin Wesker has been promoted to the newly established position of administrative assistant of Epic Records' artists and repertoire department. He will be responsible to David R. Kapralik, label's a&r vice-president, for recommending record masters for purchase, supervising Epic's independent productions and supervising its a&r administrative activities. Wesker, who joined CBS Records in June, 1967, had been development manager in Epic's a&r department.

Bert Siegelson named director of professional activities for Burlington Music (ASCAP) and Felsted Music (BMI), publishing subsidiaries of London Records. Siegelson comes to the London firms from the post of president of Very Important Publications, an arm of the Greif-Garris management combine. Before that he had a nine-year stint as professional manager of Frank Music.

Dave Swaney has been transferred from Columbia Records' New York offices to Hollywood as product manager for West Coast operations, a new post. He was previously associate manager of pop album merchandising. Swaney will develop album art and liner notes. He has been with the company three years.

John O'Leary has been appointed assistant controller at Capitol Records. In another appointment, John Macedo was named director of administration of foreign subsidiaries for Capitol. He will be responsible for administrative services relating to Capitol Records (Canada), Ltd., and Discos Capitol de Mexico. Also, Richard E. Davis retired as Capitol's Scranton plant controller. He is succeeded by Martin Hanczyo.

Capitol Records made seven appointments on the distributing level. They are: Richard W. Miller to Atlanta as division manager over Cincinnati, Atlanta and Miami districts; John H. Griffith becomes division manager over Dallas, Houston and Kansas City, Mo.; Thomas G. Tilton to Dallas as district sales manager; Herbert Heldt becomes district sales manager for the newly created Houston sales area; Frank McGrath to Miami as district sales manager; Thomas P. Takayoshi to Cleveland as district sales manager, and James A. Doyle becomes district sales manager for Boston.

Jim Neiger, formerly with Greentree Electronics, has been appointed director of marketing for Magnetic Tape Duplicators. . . . Richard Stewart, formerly with Album, Inc., Music Co., joined A&M Records as director of the Rondor Music Group, the international branch of the publishing company.

Jack Woodman named product manager of Ampex Stereo Tapes. He had been with Hume, Smith, Mickelberry, advertising agency in Miami. . . . Bob Scerbo joined Personality Productions as general manager. Scerbo had been with United Artists Records as assistant production director and most recently with Musicor as production director and director of international operations.

Mail-Order Drive Works

NEW YORK — Rod Records, headed by Lou Flax, is acquiring masters whose initial impact has dimmed, and is racking up impressive new sales through mail-order campaigns. Current example is Vaughan Monroe's recording of "God Is Alive," issued months ago on Amy-Mala-Bell.

Flax bought the master, dispensed with the original coupling, "Rose," and replaced it with another Monroe side, "Do You Know Where God Lives." He then called religious periodicals—both Catholic and Protestant—and placed advertisements in them. These periodicals were first serviced with samples of the record and the lyrics.

To date, Rod Records has sold 18,000—strictly through mail order. Flax is now beginning to service deejays and will likely start selling the disk through distributors and dealers. Flax said: "With this type of marketing technique, I press what I need . . . this is a good technique for a specialized product, but it is not a substitute for normal channels of distribution."

Brunswick Tries A 'Double Play'

NEW YORK — Brunswick Records will piggyback hit sides by Jackie Wilson and Barbara Acklin for an additional push in key markets. Brunswick has been getting top sales and radio activity in the pop and r&b fields on Wilson's "I Got the Sweetest Feeling" and Miss Acklin's "Love Makes a Woman."

The label is now reseriving radio stations with a single promotional record that couples the Wilson side and Miss Acklin's hit. The company's promotion executives feel that by reseriving radio with these two hits, addition air-play will be achieved for both singles in all markets.

Rule for Knight

NEW YORK—Terry Knight has been awarded \$200 from Cameo-Parkway Records by an arbitrator. Abraham Males of the American Arbitration Association ruled that Knight's contract with Cameo-Parkway be terminated and that the record company, in addition to the award to Knight, pay \$250 in arbitration administrative fees and \$50 in other fees due the American Arbitration Association.

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(and ending with)
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"We all need each other!
Brother, give your brother BROTHERLY LOVE!"

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Teleklew Becomes Big Ranwood Talent Source

LOS ANGELES — Teleklew Productions, the Lawrence Welk company, has become a major supplier of talent to Randy Wood's Ranwood label. Welk and Wood have always had a strong association, but this is the first time that so many of Welk's sidemen are being released by a Wood company.

Wood has been spending a considerable amount of time in the recording studio, preparing albums by these Welk musicians including the orchestra leader, the Welk singers, organist Frank Scott, violinist Myron Floren, singers Tanya Falan, Andra Willis, Sandy and Sally and ragtime pianist Jo Ann Castle.

Wood has also brought to his

fledgling label such established performers as Ray Anthony and Damita Jo, both of whom have yet to have product released. The intent is to record them with contemporary sound to build depth in this area of repertoire. Ranwood's contemporary groups include singers Linda Carr and Bobby Jason, plus such groups as Perrin and the Catch.

Ranwood will shortly release a "concept" LP arranged and produced by Anita Kerr.

Wood's contract with Teleklew is for distribution of its artists. The production outfit has increased its recording activity as a result of its building its own recording staff of Richard Maltby, George Cates, S. K. Grundy and Welk himself.

Ray Charles Funky Jazz Format Wins at Grove

LOS ANGELES — Some funky jazz and some down home singing modified the character of the austere Cocanut Grove Tuesday (16) as Ray Charles made his debut, supported by his 16-piece band, the four Raeletts, four female dancers, organist Billy Preston and super-cool master of ceremonies Joey Adams.

Charles came on following two good spotlight numbers for the jazz band, three songs by the excellent Raeletts, three tunes by explosive singer-dancer - organist Preston and two mediocre pieces by the dancers. The headliner's portion of the program ran 90 minutes, one result of time wasted between Charles and Adams, who threw jibes at each other during various segments of the presentation. When Charles got down to the nitty gritty of playing music, things were great. His voice was as mournful as ever, his approach to pop songs turned them into gospel gems. But when Charles choose to tell stories and "fend" with Adams, the time dragged.

Sixteen numbers kept Charles busy, with "Premium Stuff," an original instrumental in the commercial r&b vein a happy addition to his repertoire. Stand-out soloists in the band impressing on this and other numbers

included saxophonists Curtis Amy and Clifford Scott and trumpeters Virgil Jones and Phil Gilbeaux.

The Raeletts and Preston worked eight numbers with Charles, following their initial solo stints. Together they produced an uptempo amalgam of stimulating music. Charles was most impressive on "Yesterday," "Georgia On My Mind," "Somethin' Inside of Me, and "Eleanor Rigby."

ELIOT TIEGEL

Radio Veronica Moves in Spain

AMSTERDAM — Radio Veronica, the only pirate radio station still operating in Western Europe, has opened up a new FM radio outlet called Radio Veronica International in Majorca.

Programs are taped in the Veronica headquarters at Hilversum, Holland.

Radio Veronica director Henk Verwey said the Majorcan channel is operated in English and is aimed at the British, Scandinavia, Dutch and American tourists in Majorca.

Classical Notes

Soprano Elisabeth Schwarzkopf will be the soloist with George Szell and the Cleveland Orchestra at the Blossom Music Center on Friday (26) and Sunday (28). Violinist Edith Peinemann will be soloist with Szell and the Cleveland on Saturday (27). . . . KLEF-FM of Houston recently played 42 consecutive hours of Mozart with no duplication of music during the weekend period. . . . Violinist Berl Senofsky appears with Henry Lewis and the New Jersey Symphony at the Waterloo Village Music Festival on Saturday (27). Pianist Gina Bachauer will be the soloist on Saturday (3).

Syndicated Pop Music Seg Bows

LOS ANGELES — A new taped syndicated radio show just bowed by Manzell & Associates, a radio production firm, features artists such as Jimmy Wakely, Tex Williams, and Andy Russell as hosts. The series will provide all phases of current music, as well as top recording artists as guests.

Market Quotations

As of Closing Thursday, July 18, 1968

NAME	High	Low	Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
Admiral	25 1/8	16 1/2	366	22	20 3/4	20 7/8	- 3/4
American Broadcasting	72 3/4	43 3/4	2267	72 3/4	65	65 5/8	-7 1/8
Ampex	37 1/8	26 1/2	881	32	30 3/8	30 5/8	-1 3/4
Automatic Radio	25 7/8	15 3/4	343	22 3/8	19	20	+1
Automatic Retailer Assoc.	106	72 3/4	140	104 1/4	98 3/4	104	+5
Avnet	65 3/8	30 5/8	1663	61 1/4	53 1/2	55 3/8	-5
Canteen Corp.	33	20 1/2	1984	32	27	28	-3
Capitol Ind.	37 1/2	24 1/8	148	28	24 3/4	25 1/2	-1 5/8
CBS	60 3/4	43 3/4	459	59 7/8	52 3/8	52 5/8	-6 3/8
Chic. Musical Inst.	38	24 3/8	261	26 1/4	24 1/2	24 7/8	- 7/8
Columbia Pic.	44 7/8	23 1/2	522	38 1/4	35 1/2	36	-2
Consolidated Elec.	45 1/4	34 3/8	153	43	41	41 1/8	-1 1/2
Disney, Walt	69 3/8	41 7/8	201	67 3/8	64	66 3/4	+1
EMI	7 1/4	4 1/2	383	5 7/8	5 5/8	5 5/8	- 1/8
General Electric	100	84 3/4	1975	87	85 1/8	85 3/8	-2
Gulf + Western	66 1/8	38 7/8	3144	51	46 1/8	46 3/4	-4 1/4
Handleman	31	21	891	28	25 1/4	25 3/4	-2 1/4
Harvard Ind.	32 3/4	15 3/4	131	32 3/4	28 1/2	28 1/2	-3 1/2
Kinney Services	89 3/4	53 3/4	220	89	85 1/2	89	+ 3/4
Macke Corp.	29 3/8	16 3/8	196	27 1/2	25 1/2	27 1/8	+1 5/8
MCA	53 1/4	46 3/8	175	50	48 3/4	49 3/8	+ 5/8
Metromedia	43 7/8	24 1/2	617	45	40	40	-3 1/8
MGM	50 3/8	37 1/2	442	41 3/8	39	39	-2 3/8
3M	119 3/4	81	307	109 1/8	106 3/4	108 3/8	+ 1/8
Motorola	153 3/4	97	132	145 1/2	141 1/2	142 1/2	-2
RCA	55	45	1883	47 7/8	46 3/4	47 1/8	- 3/8
Seeburg	33 1/2	19 1/8	1364	33	29 1/4	29 3/4	-2 7/8
Servmat	59 1/2	35	124	55 3/8	53 1/2	54	-1 1/4
Trans Amer.	69 3/8	43 7/8	736	69 1/4	65 3/8	67 1/2	-1 1/2
Transcontinental Invest.	23 3/8	13 3/4	1013	20 7/8	19 1/2	20	+ 1/2
Triangle	46	35	273	42 3/8	36	38	-4
20th Century	40 3/8	24 1/2	900	38 1/2	36 1/8	36 1/8	-2
Vendo	32 3/4	23 1/4	155	29 7/8	28 1/4	28 1/4	- 3/8
Warner Bros.-7 Arts	44	26 1/8	604	41 3/4	39	40 1/8	- 7/8
Wurlitzer	25 1/2	18 3/8	40	21 3/4	21	21 1/4	+ 1/8
Zenith	65 1/2	51 1/8	697	58	54 1/8	58	+3 3/8

OVER THE COUNTER*

As of Closing Thursday, July 18, 1968

NAME	High	Low	Week's Close
GAC	23	20	21
ITCC	8	7 1/2	7 3/4
Jubilee Ind.	39 1/2	34	39 1/2
Lear Jet	31 1/4	26 1/2	26 1/2
Merco Ent.	12	10	10
Mills Music	32	31 1/2	31 1/2
NMC	17 1/2	16	16
Omega Equity Corp.	8 3/4	7 3/4	8 3/4
Pickwick Int.	23 3/4	23	23
Telepro Ind.	2 3/4	1 3/4	2 1/2
Tenna Corp.	22	21	21

*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.

London Bows 46 Fall Albums

• Continued from page 3

and the Vienna Philharmonic in Schumann, and a coupling of Mozart concertos with pianist Clifford Curzon and the London Symphony under Kertesz.

The 25 new Stereo Treasury releases include material being released in the U. S. for the first time as well as product previously available at a higher price. Each prepack will be packaged with 100 new consumer catalogs listing all records available in the series. New browser cards also have been prepared. An incentive program also will be part of the pre-pack arrangement.

The pop release includes Deram albums by the Moody Blues, Amen Corner, and the Hawaiians; a London album by John Mayall's Bluesbreakers; a Parrot LP featuring hit performances by U. S. artists; a Parrot album by Savoy Brown, a new group; Hi albums by Willie Mitchell and Bill Black's Combo, and a Deramic Sound album by Laszlo Tabor and the Royal Festival Orchestra. The program also includes late July albums by Los Bravos and Jennifer on Parrot, and Ten Years After on Deram.

Phase 4 albums contain performances by Frank Chacksfield and his orchestra, the Ivor Raymonde Singers, and accordionist Maurice Larcange and orchestra. Phase 4 classical albums have Camarata and the Kingsway Symphony in Rachmaninoff, and Stanley Black and the London Philharmonic in a collection of overtures.

A new Phase 4 sampler is part of the program as is a 36-inch-by-36-inch Moody Blues poster. A double-easel display will spotlight the "Royal Fam-

SGC Pushes Debut Single

NEW YORK—The new SGC label, distributed by Atco Records, is being launched this week with a heavy promotion campaign centered on the debut single by the Nazz which couples "Open My Eyes" and "Hello It's Me."

A deluxe four-color single sleeve is featured and the new label is taking advantage of the growing use of TV promotional film sending out a color film featuring the group and "Open

Stores to Get Give a Damn By Spanky

CHICAGO — Spanky and Our Gang's "Give a Damn," originally released two weeks ago by Mercury Records as a public service, is now being sent into the field as a commercial record. Proceeds from royalties will go to the national Urban Coalition fund.

"Give a Damn" was recorded especially for Mayor John Lindsay and his New York Urban Coalition in conjunction with the "Give a Damn" campaign prepared as a public service by the Young & Rubicam advertising agency. The tune, written by the group's production team of Stu Scharf and Bob Dorough, was released to radio stations in a special jacket outlining the goals of New York's summer action program.

Pearl Promo Budget 50G

NEW YORK—A budget of more than \$50,000 has been authorized for promotion of Pearl Bailey's new Project 3 album "The Real Pearl." Included is newspaper, magazine, trade and radio advertising.

Special advertisements have been prepared by John DeVries, Project 3's first advertising manager. Miss Bailey has taped five 15-second and two 30-second radio spots.

DeVries formerly was a writer-producer at J. Walter Thompson and Kenyon & Eckhardt. An ASCAP member, DeVries has co-written several pop songs with Joe Bushkin.

Selmer Price Hike

ELKHART, Ind. — H & A Selmer, Inc., has announced plans to raise prices by Oct. 15 at the outside.

The maker of school and professional band instruments levied across-the-board increases of between 3 and 5 per cent last Oct. 15. Rising labor costs are the main reasons given for the pending price boost.

Sinatra Jr. Set On Concert Tour

LOS ANGELES — Frank Sinatra Jr. has been set for 20 concerts, nightclub and country fair engagements, including a month-long stint at the Frontier Hotel in Las Vegas.

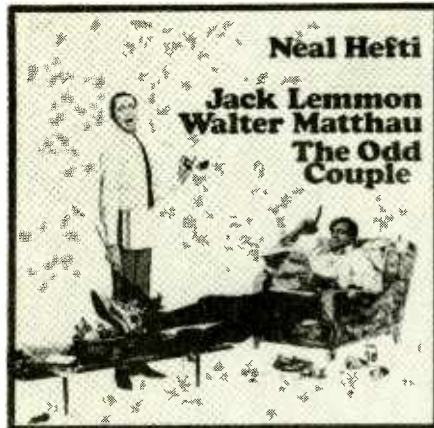
Prior to his Las Vegas engagement Oct. 1, Sinatra will appear at the Rock County Fair, Ohio, Aug. 1; Town House, Toledo, Aug. 2-3; Maytag Park, Des Moines, Aug. 4; Ionia Fair, Grand Rapids, Aug. 5-7; Jackson Fair, Indiana, Aug. 8; Steel Pier, Atlantic City, Aug. 12-16; Cumberland Fair, Maryland, Aug. 17; Villaggio Italiano, New York, Aug. 18; Civic Auditorium, Orlando, Aug. 20; Fairgrounds, Chicago, Aug. 22; Minnesota State Fair, St. Paul, Aug. 24-27; Mary Sawyer Auditorium, Wisconsin, Aug. 28; Tri-County Fair, Illinois, Aug. 30.

Also the Michigan State Fair, Detroit, Aug. 31 - Sept. 2; Marty's, Columbus, Sept. 5-13; Kansas State Fair, Hutchinson, Sept. 14-17; St. Joseph Fair, Michigan, Sept. 18-21; Palumbo's, Philadelphia, Sept. 22-29.

My Eyes." The film was designed for local programmers as well as for overseas markets, many of which are simultaneously releasing the single.

An unusual dividend in the label's promotion for the single is the appearance this week of a layout in 16 Magazine, a consumer teen magazine, which reprints the lyrics to both sides of the new Nazz single and includes photographs of the group's members.

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Pink Floyd Hits Big at Scene Gig

NEW YORK — Pink Floyd overpowered a packed house at the Scene on Monday (15) in a varied program with a strong emphasis on space and oriental sounds. In the first night of a three-day engagement, the quartet was joined by Fleetwood Mac, which made an excellent impression in its initial set.

While both British acts were well received, the inventiveness of Tower Records' Pink Floyd was the most remarkable. From opening "Interstellar Overdrive" to closing "A Saucerful of Secrets," the group displayed top-flight musicianship and consistent interest.

An act that requires top effort from each member, Pink Floyd drew just that. Roger Waters played a mean guitar, but that was only the beginning as he also played gong and cymbals and sang. Drummer Nicky Mason was strong throughout with both sticks and mallets. David Gilmer, the newest member of the unit, not only played guitar and sang well, but showed he knew how to use feedback to advantage, an important part of the Floyd's electronic sound.

And Rick Wright clearly is one of the finest organists

around. Whether producing high pitch sounds or conventional Bach-like music, Wright's performance was masterful. He also aided in vocals.

But, little of what Pink Floyd did was conventional. In "Set the Controls for the Heart of the Sun," Waters' big gong number, he produced vocal sounds from a whisper to a high-pitched screech after returning to guitar. The number is on the group's latest Tower album, "A Saucerful of Secrets," whose title song produced the wild ending to the set, which ran for more than an hour.

In this number, Waters assisted Mason by playing one cymbal, then two. He even shattered a glass by flinging it at the gong. But, even this wild number has quiet moments as Mason varied the intensity of his playing and Wright turned to church-like sounds. Gilmer's use of feedback had its greatest use in this number.

The selection that made greatest use of church organ effect, however, was "Astronomi Dominae." Gilmer's best vocal was "Flaming." But, it was not the vocals that made the group a smashing success. It was their inventiveness, musicianship and ability to say something musically, whether playing and vocalizing softly or overwhelming with cascades of sound.

Fleetwood Mac was in a quite different bag as the blues group salvaged something from their New York stay with the last-minute booking. The Epic Records quartet had opened a weekend stand at Space on July 12, but scarce crowds and other difficulties prevented Fleetwood Mac from making a good impact that night.

The situation was different at the Scene as Peter Green and Jeremy Spencer handled vocals well; Mike Fleetwood demonstrated his fine ability on drums; and John McKie provided excellent support on bass. Spencer's vocal top numbers included "Got To Move," "I Believe I'll Go Back Home" and the closing uptempo "Stranger Blues."

Spencer left the stage as some of the numbers were done with

The Who Run Amok at Cleveland Rock Concert

CLEVELAND — The Who were "where it was at" July 14 at Musicarnival.

The first sellout crowd for a teen rock show filled the tent-in-the-round. And the concert had everything from early pandemonium and an unexpected intermission to a road manager singing along with drummer Keith Moon.

During the English quartet's fifth song, the soon-to-be-released "Magic Bus," Peter Townshend suddenly rammed his guitar into an amplifier. Then he tossed other amplifiers around on the stage. The lights flashed off and on and teens swarmed on stage, surrounding the lone policeman. The Who were rushed to their dressing room.

Pop, Classical Fuse at N. J. Concert

HOLMDEL, N. J.—The Rascals and the American Symphony joined forces here July 11 in the world premiere of a work fusing the diverse elements of pop and classical styles. The result was an interesting composition showing the compatibility of avant garde classical music with rock.

The piece, "Groovin'/Do You Feel It?" by Charles Morrow, was played after three classical selections by the orchestra under Joseph Eger and was repeated before the Rascals, on stage alone, did five of their top numbers for the large audience at the Garden State Arts Center.

The repeat was apparently called for because the performance was being recorded live by Atlantic, the Rascals' label. It

was a wise decision since the second version was markedly superior to the first. The boys sounded better and tape synchronization was better. Also, familiarity made the piece, which was commissioned by Eger, more palatable to the audience, which responded enthusiastically.

"Groovin'," the Rascals' biggest hit, led off the composition. Organist Felix Cavaliere sang much better in the repeat. "Groovin'," which was done straight, the orchestra played an avant garde section with electronic tape that sounded far Eastern in tone.

Then, the Rascals began to join in, including Cavaliere's interjection of the title "Do You

Feel It?," another of the group's hits. Drummer Dino Danelli and guitarist Gene Cornish, paying close attention to Eger's direction, worked well with the orchestra.

This combined segment segued into "Do You Feel It?" with orchestra backing the pop quartet. This merging was noticeably smoother in the second version. The audience also responded better to Cornish's prompting to clap along.

While the previous section showed how rock musicians, including Eddie Brigati on tambourine, could reinforce contemporary sounds, this portion was a good example of avant garde classical music reinforcing a top rock number. The piece, which lasted less than 20 minutes, ended with electronic sounds, including voices.

A joint tour by the American Symphony and the Rascals is being considered. When the recording of "Groovin'/Do You Feel It?" is issued by Atlantic, (Continued on page 16)

Temptation Harmony Scores at Westbury

WESTBURY, L. I. — The Temptations, minus David Ruffin who recently quit the group for a solo career, did a bit of the "tighten-up" on the Temp's famous harmony at Westbury's theatre-in-the-round, Monday (15), leaving no seams showing on the four soul survivors. Dennis Edwards, the group's stitch-in-time and Ruffin's successor, appeared on stage for the show's closing number and previewed a bombing r&b voice likely to keep Motown's senior soul men in the thick of the music business.

Preceding the Temptations on stage were Martha and the Vandellas, another Motown team featuring Martha Reeves, a tall, spindly beauty who along with Diana Ross and Gladys Knight are the leading ladies of the soul circuit. Miss Reeves' cool command of the Vandellas with her expressive vocals sung with pep and passion, led the group through "Honey Chile," "Nowhere to Run" and a medley of "Quicksand," "Heatwave" and "Come Get These Memories," their first hit. Her solo on "Our Day Will Come," accompanied by a lone jazz guitar, burst into a bouncy group effort, complete with the tricky choreography that makes all Motown groups a soulful eyeful and earful.

The Temptations, the evening's main attraction, keyed

their athletic routines to a string of hits beginning with "My Girl," one of the all-time golden goodies. Eddie Kendricks, the group's lanky sound-alike to the Miracles' Smokey Robinson, paced the Temps through "Get Ready," "You're My Everything" and "Ain't Too Proud to Beg," while Otis Williams took over on "For Once in My Life" and "I'm Losing You."

Paced by bass Mel Franklin, the group harmonized with the intricate weave of a barbershop quartet on a Mississippi medley, featuring "Swanee" and Franklin's low-down moanin' on "Old Man River." Their brilliant teamwork, clocked, practiced and polished to the point of military precision, is a controlled tantrum of talent and the group's international trademark; an explosion of arms and legs, tight harmony and a stirring stage presence are the virtues of Motown's pop personality.

ED OCHS

Soulful Strings Blend Jazz, Blues, Pop, Gospel

CHICAGO — Joshua wasn't the only one who could shake up "Jericho." The Soulful Strings, in a hand-clapping, swinging rendition of the old gospel, accomplished the same feat during their recent engagement here at the London House, and at the same time, swayed the walls of the popular night-spot.

While geared to the mellow "now" sound, the 14-piece orchestra can easily switch from jazz to blues to pop. The group's opening selection, "Soul Prelude" (or "J. S. Bach Swing") begins as a minuet but quickly picks up steam with Lenny Druss on the amplified flute. Other concert highlights include guitarist Phit Upchurch providing the big sound in "All Blues" and Ron Steele giving a fine performance on the English sitar in "The Inner Light."

The group, which has cut three strong selling LP's, was brought together by composer-arranger Richard Evans for Cadet Records. The idea was to take a solid string ensemble made up of versatile, classically trained studio professionals and complement them with the soul-styled sound of top guitar, flute,

keyboard and percussion jazz artists.

After experimenting with different grouping of strings, Evans has arrived at the distinct blend that has become the "now" sound of the Soulful Strings. RON SCHLACTER

Alpert Set on Concert Tour

LOS ANGELES — Herb Alpert and the Tijuana Brass will make an 11-day concert tour beginning Aug. 3 at the Red Rocks in Denver.

The A&M artists will appear at the Municipal Opera House, St. Louis, Aug. 4; Blossomtime Festival, Akron, Aug. 5; the Spectrum, Philadelphia, Aug. 7; Varsity Stadium, Toronto, Aug. 8; Expo Stadium, Montreal, Aug. 9; Newport Music Festival, Rhode Island, Aug. 10; Civic Auditorium, Baltimore, Aug. 11; Civic Center, Charleston, Aug. 12, and the War Memorial Auditorium, Rochester, Aug. 13.

The Checkmates Ltd. will travel with the Tijuana Brass.



In her latest offering for RCA Victor, "I Love Charlie Brown," (LPM 4002(M)), Connie Smith makes the most of her versatility by varying her usual "country" sound, giving this very popular album an added interest. As well as the title track, the album includes "That's All This Old World Needs," "Little Things" and "Baby's Back Again," and Connie renders these with her customary sensitivity and enthusiasm. To complement her versatile styling, Connie selects a Gibson guitar to create an equally versatile background. (Advertisement)

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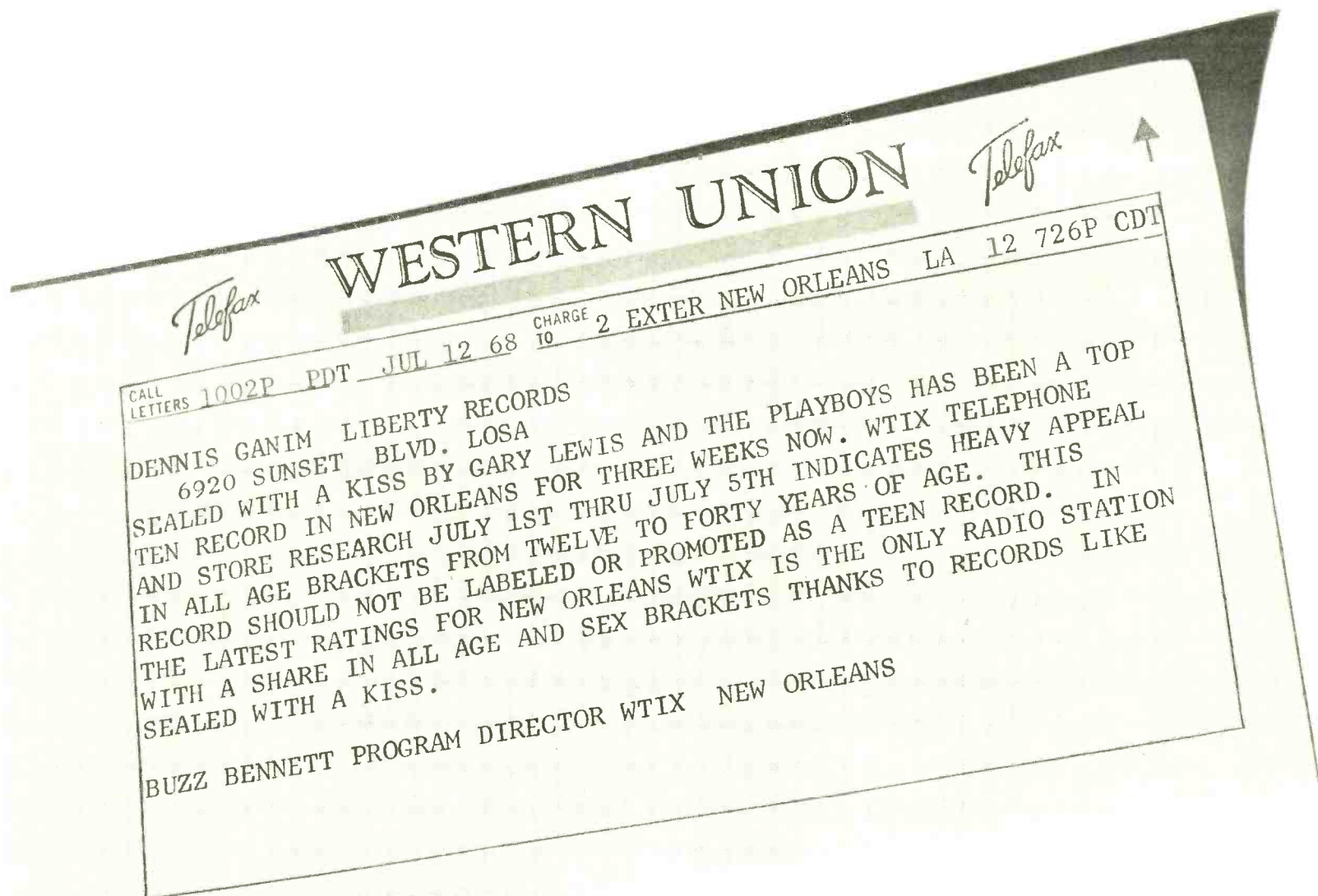
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Northwest Releasing Expands Operations

NEW YORK — Northwest Releasing Corp., Seattle-based firm that presents name attrac-

Phil. Folkfest Features Top Record Talent

PHILADELPHIA — The seventh annual Philadelphia Folk Festival will again be staged at a suburban farm site — the Old Pool Farm in Upper Salford Township in adjoining Montgomery County, Aug. 23-25. Featured artists for the outdoor event will be Odetta, Phil Ochs, Doc Watson, Joni Mitchell, the Beers Family, Bill Monroe and the Bluegrass Boys, Oscar Brand and Bonnie Dobson.

The format will be similar to that developed in other years with workshops, dance sessions, concerts and a hootenanny filling the 12-hour programs each day. The opening day, however, will start at 4:30 p.m. with folk dancing and the evening concert will feature the Pennywhistlers, Janis Ian, Patrick Sky, Roger Sprung and the Progressive Bluegrassers among others to be set.

Saturday includes a songwriters' workshop with John Denver, Phil Ochs, Janis Ian, Sky and Steve Gillette. A ballad session with Dr. Kenneth S. Goldstein follows, and the afternoon will include banjo contests, Slavic singing and dancing.

The evening concert will highlight Denver, Boise and Johnson, Bill Monroe, the Beers Family, Gordon Bok, Ochs, choirs and ensembles.

Sunday afternoon is programmed for singing and dancing with Dave Van Ronk running a guitar workshop. A children's concert at 1 p.m. will have Bruce Martin, Henry Crowdog, Mike Cooney and Bonnie Dobson.

Odetta sings at the final concert with Son Huse, Buddy Guy's Blues Band, balladeer Norman Kennedy, and many of the performers from earlier sessions.

Jazz Action Movement Blends Jazz With Rock

SAN FRANCISCO — Jazz Action Movement, a group formed here last May, presented a day of music Sunday (14) blending jazz with local rock bands at the St. Francis Yacht Club's Marina Green.

The marathon music event began at 10 a.m. and ran until 6 p.m. Featured at the free outdoor spectacular were such groups as the Ornette Coleman Quartet, the John Handy Quartet, Big Black's Sextet, the Grateful Dead, the Youngbloods, Monte Waters Band, Granny Goose and the Hylar Jones Quartet.

Jazz Action Movement has been sponsoring free jazz concerts since July 1 in Golden Gate Park. The organization's recent bash was designed to raise funds even though there was no admission charged. The

tions in the Northwest, has expanded its sphere of operation, increased its staff by adding full-time press and college departments, as well as shifted its top management. William D. Owens and G. H. Burke Garrett have become major stockholders and have been managing the corporation since the first of the year.

Owens, Northwest Releasing Associate for the past six years, has been elected president of the corporation. Garrett, previous owner-manager of the Northwest's largest entertainment booking office, Garrett Enterprises, has taken over the corporate post of vice-president-treasurer.

Zollie M. Volchok and Jack J. Engerman, who previously ran the organization, have passed the managerial reins to Owens and Garrett, but have been re-elected to the board of directors of Northwest Releasing Corp. as vice-president and chairman of the board, respectively. Engerman will continue in the capacity of consultant. Volchok will be available on matters of policy and management.

Northwest Releasing has expanded its operation in the college field with the addition of Boyd Grafmyre and Dennis Lunder.

The firm has offices in eight cities and an annual talent budget of more than \$1,500,000.

Amboy Dukes to Take to Road

NEW YORK — The Amboy Dukes, whose "Journey to the Center of Your Mind" on Mainstream is No. 38 on this week's Hot 100, have bookings lined up with several other top acts.

The sextet appears with Tiny Tim on Saturday (27) in Chicago, the Doors and the Who on Friday (2) at Singer Bowl here, and with the Vanilla Fudge in Baton Rouge on Aug. 16; Atlanta, Aug. 17, and Birmingham on Aug. 18. The Jimi Hendrix Experience also will appear at some of the Southern dates. The Amboy Dukes, who have had other bookings with Tiny Tim, appeared earlier this month with the Rascals in Detroit.

group plans adopting a program of bringing jazz to neighborhoods on a flat-bed truck dubbed a "jam-mobile." The concept is similar to one developed successfully in New York City two years ago by Jazz InterAction, which has been sponsoring "jazz-mobile" concerts in ghetto neighborhoods.

The local organization was founded by Bay Area players to "further respect for jazz as an art form and to introduce it to new, young audiences by developing new channels" in which to present the music. San Francisco Mayor Joseph Alioto and the San Francisco Art Commission have both given the fledgling organization their support. Future plans call for the establishment of jazz workshops in community centers and educational institutions.

Preservations Show Primitive Jazz Strength

NEW YORK—Lincoln Center's only jazz contribution in the Festival '68 series, the Preservation Hall Jazz Band, drew standing ovations at both intermission and concert end, plus a capacity house at the Philharmonic Hall on Monday (15). This group of sturdy veterans were imported from New Orleans where they are the last remnants of the latter-day traditional styled jazz.

Backed by a rumbling rhythm section of drum and tuba, the Preservations showed their primitive strength in ensemble rather than solo efforts. It was basic simple jazz, unsophisticated and light years away from the routine form of Dixieland purveyed in the more popular New Orleans jazz spots.

The band, led by DeDe Pierce, trumpet, and his wife Billie on piano — her singing was a highspot of the concert — went through a varied program of the traditional ("Just a Closer Walk"), the popular ("Hello Dolly"), the Creole ("Eh La Bas") and the standards ("Dippermouth Blues"). All were transformed into the same rolling brand of jazz with everybody keeping busy, even behind soloists, at all times.

IAN DOVE

Pink Floyd Hits

• *Continued from page 14*

trio as Green took vocal and guitar lead. He also played harmonica well in "Looking for Somebody," which is on the group's first Epic album as is "Got To Move."

The fine impression created by the good blues quartet was a far cry from the Space opening, although much of the material was the same. At Space, Fleetwood Mac was joined by Curtis Knight & His Magic Carpet. Knight's set included "How Would You Feel," which is on his album with Jimi Hendrix. It was Knight's best number.

FRED KIRBY

MacNeil Moving Ahead as Songwriter and Composer

BOSTON — Paul MacNeil, winner of the sixth annual Broadside Magazine poll as best songwriter of local origin, is moving quickly to establish himself in the commercial pop market.

MacNeil has been signed to a writer's contract by Robbins Music, a division of Big Three. He has written some 40 songs, all of which have been published by Robbins.

In an attempt to further exploit his material, MacNeil is negotiating for a recording con-

Newport Pop Festival Set for Calif., Aug. 3-4

LOS ANGELES—The Newport Pop Festival, a new event, will be staged by Wesco Productions at the Orange County Fairgrounds in Costa Mesa, August 3-4.

Harvey Miller, late evening disk jockey at KHJ, one of Wesco's three members, is booking the rock talent. Miller will also host the 10 a.m. to 6 p.m. marathon. Miller's two associates in the venture are Mark Robinson, a college student with some concert promotion experience, and Northern Californian Al Schmidt, a retired businessman.

Miller claims a \$75,000 talent budget through which he has signed: Jefferson Airplane, Tiny Tim, Eric Burdon and the Animals, Sonny and Cher, Country Joe and the Fish, the Chambers Brothers, Grateful Dead, Electric Flag, Butterfield Blues Band, the Byrds, Iron Butterfly, Canned Heat, Blue Cheer, Steppenwolf, James Cotton Blues Band, Quicksilver

Flip Wilson's Comedy Act Registers at Rainbow Grill

NEW YORK — Flip Wilson's career is on the rise. He's got two Atlantic Records under his belt, a string of successful guest spots on last season's "Laugh In" run on NBC-TV, and a new contract with NBC-TV for a series of his own. And just to prove just how high he's come, he took over the headline spot at the Rainbow Grill on the 65th floor of the RCA Building on Monday (15) for a three-week engagement.

It's an offbeat booking for the room that has had its focus on musical entertainment for the past couple of years but Wilson is such an easygoing, low-pressured worker that the room's switch to comedy seems natural and smart.

Wilson relies heavily on the material included in his LP's.

Messenger Service, Things To Come and the Illinois Speed Press.

The marathon rock festival, which now substitutes for the ill-fated International Monterey Pop Festival — moribund after one successful venture — is the first exclusive contemporary music event ever held at the Fairgrounds.

Each act will do a regular set. Miller said, with two stages planned. Nationally known acts will use one stage; local groups will play from the second stage while equipment setups are being made as headliners change.

A \$5.50 admission will be charged at the door; advance tickets are now on sale for \$4.50.

There will be no concert style seats. The music will be offered instead in an "open fair" type arrangement with the audience providing its own seating. A tent housing a continuous light show will also be offered.

"Cowboys and Colored People" and "Flip Wilson, You Devil, You," but since he's more of a raconteur than one-liner gag man, the material holds up. There's an easy rhythm to his style that makes his stories, whether they deal with racial problems, summer riots, ugly babies, or sex, completely inoffensive and quite winning.

His turn at the opening show ran close to 60 minutes which is a bit too long to sustain audience interest. Some sharp editing would keep the crowd with him all the way.

MIKE GROSS

Sound of Youth Contest Winners

NEW YORK — The winners of the Sound of Youth State Finals held Saturday (13) at Gimbel's auditorium were Christopher Deane of New York; Wendy Wright of Brooklyn, and the Primations, a soul group from Brooklyn.

The winners will go on to the national finals which will be taped by WOR-TV Aug. 6 with Duke Ellington as master of ceremonies. Judges will be Tommy James, Father Norman O'Connor, Josh White Jr., King Curtis and Garry Loizzo of the American Breed. The show will be produced by Alexander Cantwell, with Sid Bass (creator of Sound of Youth) handling the musical chores. The winners will receive contracts with Kapp Records in addition to other prizes.

Pop, Classical Fuse at N. J. Concert

• *Continued from page 14*

it will probably be the first recorded work specifically composed for a leading rock group and a major symphony orchestra.

Cornish also was featured as vocalist in most of the Rascals' encores, which began with "Mustang Sally," which had the

unit at its gyrating and performing best. Next came "A Beautiful Morning," also well performed. Brigati's only solo was "How Can I Be Sure," the only slow number of the set.

The concert's strong ending had some of the youths dancing in the aisles and at their seats as the Rascals followed their latest hit "People Got to Be

Free" with a wild "Mickey's Monkey Love Lights."

The varied program opened with Eger and the American Symphony playing Beethoven's "Prometheus Overture," Tchaikovsky's "Symphony No. 9 (From the New World)," and Tchaikovsky's "Romeo and Juliet Overture."

FRED KIRBY



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Radio-TV programming

PROGRAMMER SPEAKS UP

Top 40 Format Still Delivers

EDITOR'S NOTE: The following is a report by George Williams, operations manager of WTRY in the Albany/Schenectady, Troy, N. Y. area and is the first in a series of by-lined articles written by some of the nation's leading program directors on the current status of top 40 radio and top 40 records and audience ratings.

Here are a few of my thoughts in regards to Top 40 radio. Please keep in mind I can only speak for this market, since my knowledge of other markets is obviously limited.

First of all, ratings. In our area, Top 40 ratings are down overall mornings and mid-day, but quite healthy from 3 p.m. on. However, in looking at ratings today, as opposed to 10 years ago, demographics are very important and Top 40 still delivers heavy numbers in the under-34 age group. I'm glad to say WTRY's ratings were never better. We're the top rocker on all surveys and No. 1 on Pulse and No. 2 on ARB.

The points that Top 40 has lost have gone to easy listening stations. In my opinion, they are now doing much of our "thing." They have contests, jingles, swinging DJ's, and most of our music that was once the property of Top 40 radio. Every

station, no matter what their bag, is now formatted along the lines of the Top 40 stations. Even talk stations have borrowed part of their format from us. In the area of music the taste of the people was never better; and there, perhaps, lies the drawback. For instance, of our top 10, six of the records can and are being played on easy listening stations. Even the so-called good music FM stations play the Beatle songs, although often performed by other artists. In other words, the spectrum of popular music appears to be broadening and as it does, the audience becomes more and more divided over a wider range of music. It is now much harder to promote a big audience with giveaways than before, and stations with every conceivable format are promoting. Every supermarket and gas station offers thousands of dollars and dream vacations. It is obviously much harder to hype a Hooper or Pulse offering enormous wealth to our audience. One thing that does bug me about markets that have two rockers, we tend to eat each other with little regard to the other stations in the market. Program directors of the other stations must find this quite amusing. I certainly would.

Our playlist is about 20 per cent r&b. But that will vary. I

really don't think we can help our cause by playing country and easy listening records for the sake of playing them, and other stations are already filling that void adequately. We can't be all things to all people.

Progressive rock music is certainly a problem that we have wrestled with here. My thoughts, at the moment, are that this music should be programmed separately, either by block programming or by another station, such as an FM station. However, this is just another example of the broadening spectrum of today's music.

In closing, I would say WTRY is successful today because we haven't lost sight of the fact that we are a Top 40 station, playing the most popular single records available. This is, after all, what Top 40 was built on back in the early '50's. It may never be as popular as 10 years ago due to the reasons stated above. But, I believe there will always be a significant under-34 audience for it, and that age group is a pretty swinging group of spenders.

WHK-FM to Rock Around the Clock

By JANE SCOTT

CLEVELAND — This city will have its first around-the-clock progressive rock station at the end of August.

WHK-FM leaves its middle-of-the-road format to "appeal to rock 'n' rollers of the 50's who have reached a new maturity," according to WHK vice-president and general manager Richard Janssen. The call letters will also be changed.

More Specials For WDAS-FM

PHILADELPHIA — WDAS-FM, the progressive rock outlet here, is planning a series of specials centered around one artist. It started with a Beatle spectacular, a Dylan Day, and a Stone Sunday. "Because of listener response and demand, more specials and feature nights are being planned for Sunday nights on a regular basis," said Hy Lit, head of FM operations.

The rock move, billed as "A New Groove" brings the Metro-media outlet in line with its other stations in New York, Philadelphia and San Francisco.

The new format will appeal to college students who are growing tired of shouting and screaming, Janssen added.

Appointed operations manager of WHK-FM is Pat McCoy, former WHK music director recently with Main Line Inc., promotion. "We're getting away from the teeny-bopper scream stuff," said McCoy.

Among artists who will be played are the Vanilla Fudge, Steppenwolf, Country Joe and the Fish, the Iron Butterfly, Donovan, Buffy Sainte-Marie, Judy Collins, Jimi Hendrix, Ravi Shankar.

Clevelanders will also hear programs of Rosko of Metro-media's WNEW-FM in New York and B. Mitchell Reed and Tom Donohue of KMET-FM, Los Angeles.

'Little' WIXY Big Singles Factor

CLEVELAND — In spite of the awesome power of network backing for WKYC, 50,000-watt NBC-owned station here, the 5,000-watt independent station — WIXY — managed by Norman Wain, continues to dominate the market in ability to influence sales of singles records. A Billboard Record Market Research survey of the Cleveland area, 11th largest radio market in the nation, showed WIXY with 60 per cent of the votes of record dealers, distributors, and record company executives — the men whose business depends on record sales.

Ability to influence record sales is not only a reflection of a station's audience size, but an indication of the station's influence at selling all kinds of product. Stations that influence singles sales usually have a mass audience of teens and young adults.

WIXY's Dick (Wilde Childe) Kemp was voted as the major deejay influencing kids to buy record product; he had 40 per cent of the votes.

Second was Chuck Dunaway of WKYC with 19 per cent of the votes.

The station having the most influence on album sales was WHK with 41 per cent of the votes — highly indicative of the station's ability to influence young adults and adults to buy product. WJW had 34 per cent of the votes, followed by WGAR with 21 per cent. However, it was a close battle between Carl Reese of WJW and Russ Knight of WHK over which deejay has the most influence on their audience. Reese had 27 per cent of the votes in this category and Knight had 21 per cent.

In r&b, WJMO came out ahead of WABQ as the major influence on r&b record sales; Ken Hawkins of WJMO was the major deejay with 38 per cent of the votes over Mike Payne of WABQ, who had 31 per cent.

WSLR in nearby Akron was the major country music station for Cleveland; Ken Speck, the major deejay with 52 per cent of the votes.



RECEIVING A COPY OF "Senior Soul Plays Funky Favorites" is Buddy Holliday, center, of KTHT, Houston. The Double-Shot album was presented by Bill Ham, left, of Daily Distributors. Irwin Zucker, national promotion director of Double-Shot, was also on hand.

T. V. Bandstand & Music Variety Shows

CITY	CALL LETTERS	ADDRESS AND PHONE	NAME OF SHOW/PERSONALITY/TIME SLOT ETC.	PRODUCER(S)	TALENT CO-ORDINATOR(S)
Charlotte	WSOC-TV	P. O. Box 2536 Charlotte, N. C. 28201 (704) 372-0930	"Kilgo's Kanteen" (Jimmy Kilgo), Sat. Noon-1 p.m. Broadcast in Color. Taped. Not syndicated. Expose two artists on each show. Artists perform Both Live & Lip sinc. Expose New Record Talent. Use Video Tape or Artist Films.	Jim Kilgo & Bob Champion	Jim Kilgo & Bob Champion
Chicago	WCIU-TV	141 W. Jackson Blvd., Chicago, Ill. 60604 (312) 663-0260	"Kiddie-A-Go-Go" (Pandora), 4-5 p.m. M-F. Broadcast in B&W. Live. Not syndicated. Expose 2-3 artists on each show. Artists perform Lip-sinc. Expose New Record Talent. Use Video Tape or Artist Films.	Jack Mulqueen	Jack Mulqueen
Chicago	WCIU-TV	141 W. Jackson Blvd., Chicago, Ill. 60604 (312) 663-0260	"Swingin' Majority" (Art Roberts), Sat. 5-6 p.m. Broadcast in B&W. Live. Not syndicated. Expose 2-3 artist on each show. Artists perform Lip-sinc. Expose New Record Talent. Use Video Tape or Artist Films.	Art Roberts	Tina
Chicago	WCIU-TV	141 W. Jackson Blvd., Chicago, Ill. 60604 (312) 663-0260	"Red Hot & Blues" (Bill Hill), Fri. 10:10-11:45 p.m. Broadcast in B&W. Live. Not syndicated. Expose 2-3 artists on each show. Artists perform Lip-sinc. Expose New Record Talent. Use Video Tape or Artist Films.	Bill Hill	Bill Hill
Cincinnati	WLW-T-TV	140 W. 9th St. Cincinnati, Ohio 45202 (513) 241-1822	"Midwestern Hayride" (Dean Richards), Sat., 6:30-7:30 p.m. Broadcast in Color. Taped. Syndicated. Carried on 23 other TV stations. Expose 30 artists on each show. Artists perform Live. Expose New Record Talent. Would use video Tape or Film of Artists if made available.	Bill Spiegel	Bill Spiegel
Cincinnati	WLW-T-TV	140 W. 9th St. Cincinnati, Ohio 45202 (513) 241-1822	"Bob Braun 50/50 Club" (Bob Braun), 12:00-1:30 p.m. M-F. Broadcast in Color. Live. Not syndicated. Expose 5-6 artists on each show. Artists perform Both Live & Lip sinc. Expose New Record Talent. Use Video Tape or Artist Films.	Dick Murgurtroud	Chet Lishawa
Cincinnati	WLW-T-TV	140 W. 9th Street Cincinnati, Ohio 45202 (513) 241-1822	"Vivienne" (Vivienne Della Chiesa), 4:00-5:30 p.m. M-F. Broadcast in Color. Live. Not syndicated. Expose 5-6 artists on each show. Artists perform Both Live & Lip. sinc. Expose New Record Talent. Use Video Tape or Artist Films.	Dick Murgurtroud	Chet Lishawa
Cleveland	WEWS-TV	3001 Euclid Ave. Cleveland, Ohio 44115 (216) 432-1500	"Upbeat" (Don Webster), Sat., 5:00-6:00 p.m. Broadcast in Color. Taped. Syndicated. Carried on 65 other TV stations. Expose 12-14 artists on each show. Artists perform Both Live & Lip-sinc. Will not use Video Tape or Film of Artists.	Herman Spero	Walter Masky

programming aids

EDITOR'S NOTE: The Programming Aids Service is intended to show what's happening at radio stations around the nation in regard to records . . . primarily records not yet on the chart or on the bottom of the chart. Best Pick is a record that has a chance to go all the way. Best Leftfield Pick is a record by a new artist or established artist who hasn't had a hit recently but which could go all the way. Biggest Happening is a record that is getting most requests and sales in area. Biggest Leftfield Happening is a record by a new artist or one who hasn't had a hit recently that is getting most requests and sales in area.

HOT 100

Albany, N. Y.—WTRY

George Williams

Program Director

BP: "Yesterday's Dreams," the Four Tops, Motown. BLFP: "Brown Eyed Woman," Bill Medley. MGM. BH: "Classical Gas," Mason Williams, Warner Bros.-7 Arts. BLFH: "Give Me One More Chance," Wilmer Alexander and the Dukes, Aphrosisac.

Altoona, Pa.—WFBG

John Anthony

Program Director, DJ

BP: "Reach Out of Darkness," Friend and Lover, Verve/Forecast. BLFP: "Alice Long," Tommy Boyce and Bobby Hart, A&M. BH: "Halfway to Paradise," Bobby Vinton, Epic. BLFH: "Two Bit Manchild," Neil Diamond, UNI. The Friend and Lover record was slow starting but it is catching up fast. Should be No. 1 in two weeks. Neil Diamond is fantastic.

(Continued on page 20)

(Continued on page 24)

STEP UP TO INCREASED PROFITS!



SUS-5216



SUS-5225



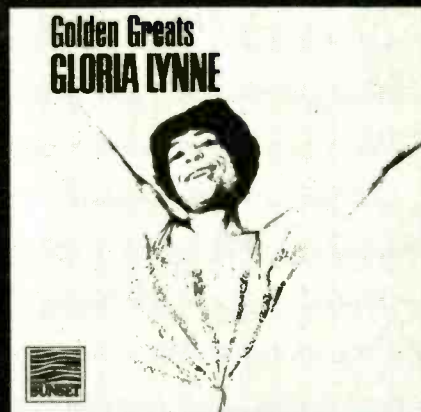
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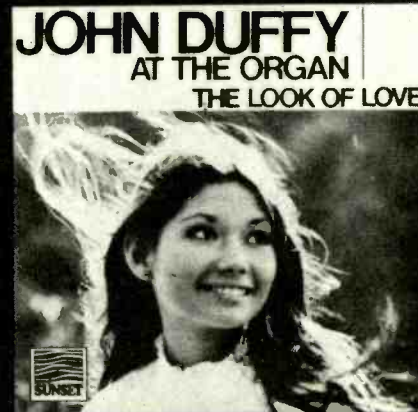
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SUS-5221



SUS-5223



SUS-5217



SUS-5218



SUS-5219



SUS-5220

SUNSET RECORDS QUALITY ENTERTAINMENT --- ECONOMY PRICE.



programming aids

• Continued from page 18

Arlington, Va.—WEAM

Paul Christy

Music Director

BP: "Sunshine of Your Love," the Cream, Atco. BLFP: "Sandcastles," the 31st of February, Vanguard. BH: "Hello, I Love You," the Doors, Elektra. BLFH: "Classical Gas," Mason Williams, Warner Bros.-7 Arts. All DJ's voted on these records.



Bangor, Me.—WABI

George Hale

Program Director

BP: "Somebody Cares," Tommy James and the Shondells, Roulette. BLFH: "Dream a Little Dream of Me," Mama Cass, Dunhill.



Beaumont, Tex.—KAYC

Al Caldwell

Program/Music Director

BP: "You Met Your Match," Stevie Wonder, Tamla. BLFP: "853 10th Avenue," Bobby Gosh, Roulette. BLFH: "Mr. Bojangles," Jerry Jeff Walker, Atco.

Bedford, Va.—WBLT

Chuck Holland

DJ

BP: "Soul Limbo," Booker T and the MG's, Stax. BLFP: "Give Me One More Chance," Wilmer Alexander Jr. and the Dukes, Aphrodisiac. BH: "You Keep Me Hangin' On," the Vanilla Fudge, Atco. BLFH: "Workin' for My Baby," Leni Guess, SPQR. Guess is a singer from the Norfolk-Virginia Beach area and "Workin'" was released in summer 1966 and just caught on in this area, with wider distribution and more airplay it could be a monster.

Bowling Green—WAWR

Robert Ladd

Program Director

BP: "Journey to the Center of the Mind," Amboy Dukes, Mainstream. BLFP: "Do It Again," the Beach Boys, Capitol. BH: "Hello, I Love You," the Doors, Elektra.

Charlotte, N. C.—WAYS

Jack Gale

Program/Music Director, DJ

BP: "Yesterday's Dreams," the Four Tops, Motown. BLFP: "Kid Games and Nursery Rhymes," Shirley and Alfred, Whiz. BH: "Long Live Our Love," the Tempests, Smash.

Danville, Va.—WILA

Jimmy (Gator Slim) Williams

DJ

BP: "Slip Away," Clarence Carter, Fame. BLFP: "Yours Until Tomorrow," Vivian Reed, Epic. BH: "Stay in My Corner," the Deells, Cadet. BLFH: "Amen," Otis Redding, Volt.

Denver, Colo.—KQXI

Tom Adams

Program/Music Director, DJ

BP: "Amen," Otis Redding, Volt. BLFP: "Sheila Ann," Bobby Skel. UNI. BLFH: "Look Over Your Shoulder," the Ojays, Bell.

Detroit, Mich.—CKLW

Marion McLaughlin

Music Librarian

BP: "You Keep Me Hangin' On," the Vanilla Fudge, Atco. BLFP: "Mr. Businessman," Ray Stevens, Monument. BLFH: "Sunday Morning Six O'Clock," Camel Drivers, Buddah.

El Paso, Tex.—KELP

Charlie Russell

Program Director, DJ

BP & BLFP: "Light My Fire," Jose Feliciano, RCA. BH: "Here Comes the Judge," Shorty Long. BLFH: "Shirley Temple Cruis," Mike Kelly, Megaphone.

Fairmount, N. C.—WFMO

Christopher (The Saint) Key & Bob Evans

DJ, Program Director

BP: "Lovin' Season," Gene and Debbe, TRX, and "Autumn of My Life," Bobby Goldsboro, United Artists. BLFP: "With Pen in Hand," Billy Vera, Atco; and "Journey to the Center of the Mind," Amboy Dukes, Mainstream. BH: "Two-Bit Manchild," Neil Diamond, UNI; "Here Comes the Judge," Pigmeat Markham, Chess. BLFH: "Turn Around, Look at Me," the Vogues, Reprise.

Fort Bragg, Calif.—KDAC

Jerry Johnson

Program Director, DJ

BP: "Do It Again," the Beach Boys, Capitol. BLFP: "My Name Is Jack," Manfred Mann, Mercury. BH: "Alice Long," Tommy Boyce and Bobby Hart, A&M. BLFH: "Just Like Tom Thumb's Blues," West, Epic.

Grand Rapids, Mich.—WLAV

Frizbee

Music Director

BP: "I Can't Stop Dancing," Archie Bell and the Drells, Atlantic. BLFP: "I Need Love," the Third Booth, Independence. BH & BLFH: "Sally Had a Party," the Flavor, Columbia.

Hanover, N. H.—WDCR

Paul Gambaccini

Survey Director

BP: "Guess I'll Have to Cry, Cry, Cry," James Brown, King. BLFP: "Journey to the Center of the Mind," Amboy Dukes, Mainstream. BH: "Classical Gas," Mason Williams, Warner Bros.-7 Arts. BLFH: "Mr. Bojangles," Jerry Jeff Walker, Atco. Also in top 10; "Dreams of the Everyday Housewife," Glen Campbell, Capitol. "Turn Around, Look at Me," the Vogues, Reprise.

Jacksonville, Fla.—WAPE

Ike Lee

Program Director

BP: "Soul Limbo," Booker T and the MG's, Stax. BLFP: "The Impossible Dream," Roger Williams, Kapp. BH: "People Gotta Be Free," the Rascals, Atlantic. BLFH: "Never Give You Up," Jerry Butler, Mercury. The Jerry Butler record is finally coming through, as it should have, months ago. Watch out for "Light My Fire," Jose Feliciano, RCA. It is a hot record now on the West Coast.

Kenosha, Wis.—WLIP

Terry Havel

DJ

BP: "Down at Lulu's," the Ohio Express, Buddah. BLFP: "Do You Wanna Dance," the Love Society, TeePee. BH: "Born to Be Wild," the Steppenwolf, Dunhill. BLFH: "Shape of Things to Come," Max Frost and the Troop, Tower.



Kingston, N. Y.—WBZA

Gary Davis

Music Director

BP: "Don't Give Up," Petula Clark, Warner Bros.-7 Arts., and "I Can't Stop Dancing," Archie Bell and the Drells, Atlantic. BLFP: "My Name Is Jack," Manfred Mann, Mercury, and "This Wheel's on Fire," Julie Driscoll, Brian Auger and the Trinity, Atco. BLFH: "Move a Little Closer," the Victorians, Arnold J.; and "She Don't Care," the Just Four, Candy. "Sunshine of Your Love" by the Cream almost 10 months after its release has certainly been tagged a hit.

LeMars, Ia.—KLEM

Jim Melvin

Music Director, DJ

BP: "1, 2, 3, Red Light," 1910 Fruit Gum Company, Buddah. BLFP: "Yes Sir," the Music Explosion, Laurie. BH: "Don't Take It So Hard," Paul Revere and the Raiders, Columbia. BLFH: "Sally Had a Party," the Flavor.



Lynchburg, Va.—WLL

Jerry Rogers

Music Director

BP: "Do It Again," the Beach Boys, Capitol. BLFP: "Silly Savage," the Golden Toadstools, Minaret. BH: "You Keep Me Hangin' On," the Vanilla Fudge, Atco. BLFH: "Give Me One More Chance," Wilmer Alexander and the Dukes, Aphrodisiac.

Miami, Fla.—WIOD

Yolanda Parapar

Music Director

BP: "Mister Bojangles," Bobby Cole, Date. BLFP: "Montage" from "How Sweet It Is," the Love Generation, Imperial.



Milwaukee, Wis.—WOKY

Bob Barry

Music Director

BP: "Montage" from "How Sweet It Is," Picardy, Dunhill. BLFP: "Rain, Rain, Rain, Rain," Tommy Faia and the True Blue Facts, A&M. BH: "People Got to Be Free," the Rascals, Atlantic. BLFH: "The Modley," the Angels, RCA. Giants in Milwaukee include "Journey to the Center of the Mind," Amboy Dukes; "Born to Be Wild," Steppenwolf, and "Sunshine of Your Love," the Cream.



Muncie, Ind.—WERK

Tom Cochrun

Program Director, DJ

BP: "People Got to Be Free," the Rascals, Atlantic. BLFP: "Breakin' Down the Walls of Heartache," the Bandwagon, Epic. BH: "People Got to Be Free," the Rascals, Atlantic. BLFH: "Eyes of a New York Woman," B. J. Thomas, Scepter. Never before the immediate reaction like the Rascals latest. Going to be one of the biggest.



Phoenix, Ariz.—KRUX

Rhett H. Walker

Operations Manager

BP: "People Got to Be Free," the Rascals, Atlantic. BLFP: "Light My Fire," Jose Feliciano, RCA. BLFH: "All's Quiet on West 23rd," Julie Budd, MGM. Doors are very hot here. Boyce and Hart, Country Joe and the Fish, the Lovin' Spoonful, Tidal Wave, and Status Quo are all very healthy.



Raleigh, N. C.—WRNC

Jack Armstrong

Music Director

BP: "I Loved and I Lost," the Impressions, ABC. BLFP: "Montage" from "How Sweet It Is," Picardy, Dunhill. BH: "Dreams of the Everyday Housewife," Glen Campbell, Capitol. BLFH: "Mrs. Bluebird," the Eternity's Children, A&M.

Richmond, Va.—WGOE

Johnny Kellog

Music Director

BP: "Kids Games and Nursery Rhymes," Shirley and Alfred, Whiz. BLFP: "Everybody's Going to the Love In," Bob Brady and the Con Chords, Chariot. BH: "Break My Mind," Sammy Davis Jr., Reprise.

San Antonio—KTSA

Kahn Hamon

Program Director

BP: "1, 2, 3, Red Light," 1910 Fruit Gum Company, Buddah. BLFP: "Never Goin' Back," the Lovin' Spoonful, Kama Sutra, and "I Get the Sweetest Feeling," Jackie Wilson, Brunswick. BH and BLFH: "You Keep Me Hangin' On," the Vanilla Fudge, Atco. "Mr. Bojangles," Bobby Cole, Date, will wake up soon, and will be one of the biggest top sellers of the season.

Savannah, Ga.—WORM

Ron Coates

DJ

BP: "Give a Damn," Spanky and Our Gang, Mercury. BLFP: "Slip Away," Clarence Carter, Fame. BH: "Can't You See Me Cry," the New Colony Six, Mercury. BLFH: "Eyes of a New York Woman," B. J. Thomas, Scepter.



South Hill, Va.—WJWS

Bob Snowdon

Music Director, DJ

BP: "Do It Again," the Beach Boys, Capitol. BLFP: "And Suddenly," the Cherry People, Heritage. BH: "Halfway to Paradise," Bobby Vinton, Epic, and "1, 2, 3, Red Light," 1910 Fruit Gum Company, Buddah. BLFH: "Soul Meeting," the Soul Clan, Atlantic.

Lake Tahoe, Nev.—KTHO

Bill Kingman

Program Director

BP: "Don't Give Up," Petula Clark, Warner Bros.-Seven Arts. BLFP: "Mr. Bojangles," Jerry Jeff Walker, Atco. BH: "Soul Limbo," Booker T. and the MG's, Stax. Here are a few album tracks we think notable: "Bring Me Sunshine," the Mills Brothers; "My Shy Violet," LP, Dot; "Cellophane Disguise," Michael Dees, "Michael Dees Affair," LP, Capitol; "Sunshine Superman," Gabor Szabo, "Bacchanal" LP, Skye.



Winston-Salem, N. C.—WAIR

Wayne Allen

Music Director, DJ

BP: "Breaking Up Is Hard to Do," the Happenings, B.T. Puppy. BLFP: "Funky Night," Len Barry, Amy. BH and BLFH: "Girl Watcher," the O'Kaysions, ABC.



Las Cruces, N. M.—KGR7

Mike Reynolds

Program Director, DJ

BP: "Chicken Little," the Fireballs, Atco. BLFP: "Snoopy for President," the Royal Guardsmen, Laurie. BH: "Angel of the Morning," Merrilee Rush, Bell. BLFH: "The Horse," Cliff Nobles and Company, Phil-L.A. of Soul.

EASY LISTENING

Atlanta, Ga.—WSB

Chris Fortson

Music Librarian

BP: "With Pen in Hand," Jerry Vale, Columbia. BLFP: "Summertime Love," the New Christy Minstrels, Columbia. BH: "Young Girl," Jerry Vale, Columbia. BLFH: "Life Is Groovy," United States Double Quartet, B.T. Puppy. Two great new albums: "This Guy's in Love With You," Jerry Vale and "This Guy's in Love With You," the Midnight Voices.

Dallas, Tex.—WFAA

Charlie Van

Program Director

BP: "Dream a Little Dream of Me," Mama Cass, Dunhill. BLFP: "I Started Loving You Again," Joe Barry, Nugget. BH: "Classical Gas," Mason Williams, Warner Bros.-Seven Arts. BLFH: "Sheila Ann," Bobby Skel, UNI. "Sunny" by Frankie Valli ("Timeless" LP) should be released as a single.

Lewiston, Me.—WLAM

Bob Ouellette

Music Director

BP: "Don't Give Up," Petula Clark, Warner Bros.-Seven Arts. BLFP: "Lullaby" from "Rosemary's Baby," Mia Farrow, Dot.

Mason, Mich.—WUNN

Tom Michaels

Program Director

BP: "Montage," Picardy, Dunhill. BLFP: "The Way of a Child," Eddie Fisher, RCA. BH: "Grazing in the Grass," Hugh Masekela, UNI; "Lady Willpower," Gary Puckett and the Union Gap, Columbia. BLFH: "Turn Around, Look at Me," the Vogues, Reprise.



Norwich, Conn.—WICH

Bob Craig

Program Director

BP: "Don't Give Up," Petula Clark, Warner Bros.-Seven Arts. BLFP: "I'm Falling Down," Brothers Four, Columbia. BH: "Sleep Safe and Warm" (theme from "Rosemary's Baby"), Claudine Longet, A&M. BLFH: "Mr. Bojangles," Jerry Jeff Walker, Atco.

Port Jervis, N. Y.—WDLC

Jim Shannon

DJ

BP: "Mister Nico," 4 Jacks and a Jill, RCA. BLFP: "Happy," Nancy Sinatra, Reprise. BH: "Classical Gas," Mason Williams, Warner Bros.-Seven Arts. BLFH: "Sweet Ride," Dusty Springfield, Phillips.

Rome, Ga.—WIYN

Bill Smith

Program Director, DJ

BP: "Happy"/"Nice and Easy," Nancy Sinatra, Reprise. BLFP: "Sunny Days, Starry Nights," Don Ho, Reprise. BH: "I Didn't Come to New York to Meet a Guy From My Home Town," Michele Lee, Columbia. BLFH: "Nothing Is More Important Than Love," Frank Sinatra Jr., RCA.

San Diego, Calif.—KOGO

Dick Roberts

Program Director

BP: "Don't Give Up," Petula Clark, Warner Bros.-Seven Arts. BLFP: "Just a Dream Ago," Rita Moss, Dot. BH: "Dreams of the Everyday Housewife," Wayne Newton, MGM. BLFH: "The Music Played," Mat Monro, Capitol. Biggest happening album is "Feliciano" by Jose Feliciano.

Texarkana, Tex.—KATO

James T. Berry

Music Director, DJ

BP: "With Pen in Hand," Jerry Vale, Columbia. BLFP: "Grazin' in the Grass," Hugh Masekela, UNI. BH: "A Place in the Sun," Glen Campbell, Capitol. BLFH: "Take Me Back," Frankie Laine, ABC.

Traverse City, Mich.—WATC

Bill Scott

Program Director

BP: "I Really Want to Know You," Jack Jones, RCA. BLFP: "Something's Gotten Hold of My Heart," Nancy Ames, ABC. BH: "Dreams of the Everyday Housewife," Glen Campbell, Capitol. BLFH: "Montage" from "How Sweet It Is," Marilyn Maye, RCA, and "Tabasco Road," the American Brass Company, Viva.

RHYTHM AND BLUES

Greenville, N. C.—WHYZ

Big Gem Mack

Program Director, DJ

BP: "People Got to Be Free," the Rascals, Atlantic. BLFP: "People Make the World," Roosevelt Grier, Bell. BH: "Girl Watcher," the O'Kaysions, ABC. BLFH: "Everybody Makes a Mistake," Mitty Collier, Chess.

COUNTRY



Canonsburg, Pa.—WARO

Zeke Jackson

Program/Music Director, DJ

BP: "Let the World Keep on A Turnin'," Buck Owens & Buddy Alan, Capitol. BLFP: "Hurt Is Just a Thing," Edie Moore, Camanche. BLFH: "Love Takes Care of Me," Jack Greene, Decca.

(Continued on page 2)

The Hollies

"Do The Best You Can" 5-10361

IF YOU COME ACROSS
A GUY WHO THINKS HE'S BOSS
YET NEVER KNOWS THE REASON WHY
HE WON'T LET YOU PASS
WON'T ANSWER THINGS YOU ASK
HE'S GOT HIS ORDERS DO OR DIE

SOMEONE SAID TO ME
IF YOU TIP THE DOORMAN HEAVILY
HIS DOORS WILL OPEN WIDE FOR YOU
WHICH GOES TO SHOW WHAT MONEY CAN DO

WIN A GAME
LOSE A GAME
DON'T FEEL SAD WHEN THINGS LOOK BAD
YOU JUST DO THE BEST YOU CAN
DO THE BEST YOU CAN

WIN A GAME
LOSE A GAME
DON'T FEEL SAD WHEN THINGS LOOK BAD
YOU JUST DO THE BEST YOU CAN
DO THE BEST YOU CAN

PLEASE BE KIND TO THOSE WHO FAIL TO COMPREHEND
AND IN TIME WHO KNOWS YOU'LL
MAYBE MAKE A FRIEND

IF YOU LEAVE YOUR CAR
AND YOU'RE NOT GOING FAR
REMEMBER WHAT TIME TO BE BACK

IF IT SLIPS YOUR MIND
I AM SURE IN TIME YOU'LL FIND
A RITA WAITING IN A MACK

SOMEONE SAID TO ME
IF YOU TIP THE DOORMAN HEAVILY
HIS DOORS WILL OPEN WIDE FOR YOU
WHICH GOES TO SHOW WHAT MONEY CAN DO

WIN A GAME
LOSE A GAME
DON'T FEEL SAD WHEN THINGS LOOK BAD
YOU JUST DO THE BEST YOU CAN
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WIN A GAME
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DO THE BEST YOU CAN



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programming aids

• Continued from page 20



Charlotte, N.C.—WWOK
Cloyd Bookout
Music Director, DJ

BP: "We'll Get Ahead Someday" by Porter Wagoner and Dolly Parton, RCA. BLFP: "Christopher Robin," the Stone-mans, MGM. "D-I-V-O-R-C-E," by Prison Blues, Johnny Cash, Columbia. Tammy Wynette held No. 1 spot for six weeks and still has strong appeal in Charlotte. However, "Folsom Prison Blues" is really coming on to replace it.

Cincinnati, Ohio—WZIP

Allan M. Peck
Music Director

BP: "We'll Get Ahead Someday," Porter Wagoner and Dolly Parton, RCA. BLFP: "A Ray of Sunshine," Ray Griff, Dot. BH: "Take It All Off," Curly Putman, ABC. BLFH: "Gonna Miss Me," Homesteaders, Little Darlin'.

Dayton, Ohio—WAVI

Jay Williams
Music Director, DJ

BP: "Let the World Keep on a Turnin'," Buck Owens and Buddy Alan, Capitol. BLFP: "Never Going Back," Lovin' Spoonful, Kama Sutra. BLFH: "I Ain't the Worrying Kind," Billy Ed Wheeler, Kapp. We're getting a lot of action on the flip sides of two big records: "Jeannie's Afraid of the Dark" by Porter Wagoner and Dolly Parton and "Your Angel Steps Out of Heaven," by George Jones. This has been confirmed by stores.

Denver, Colo.—KLAQ

Con Schader
Music Director, DJ

BP: "Heaven to Heartache," Bobby Lewis, United Artists. BLFP: "When the Heartaches Get to Me," Warren Smith. BLFH: "Pain Remover," Sonny Wright, Columbia.

Evansville, Ind.—WVHI

John Trimble
Program Director, DJ

BP: "Let the World Keep on a Turnin'," Buck Owens and Buddy Alan, Capitol. BLFP: "I Ain't the Worrying Kind," Billy Ed Wheeler, Kapp. BH: "As Long as I Live" George Jones, Musicor. BLFH: "A Jim in Every Town," Jimmy Nall, Monument.

Harrisonburg, Va.—WKCY

Frank Laseter
Program/Music Director

BP: "Let the World Keep on a Turnin'," Buck Owens and Buddy Alan, Capitol. BLFP: "Love You, Yes I Do," Danny Marcus, Musicor. BH: "You've Just Stepped in," Loretta Lynn, Decca. BLFH: "Tie a Tiger Down," Sheb Wooley, MGM.

Savannah, Tenn.—WORM

Lloyd Strickin
DJ

BP: "We'll Get Ahead Someday," Porter Wagoner and Dolly Parton, RCA. BLFP: "People on the Other Side," Bill Howard, Decca. BH: "Love Takes Care of Me," Jack Greene, Decca. BLFH: "Tessie's Bar Mystery," David Rodgers, Columbia.



Los Angeles, Calif.—KBBQ
Larry Scott
Music Director

BP: "Happy Street," Slim Whitman, Imperial. BLFP: "I Ain't the Worrying Kind," Billy Ed Wheeler, Kapp. BH: "Mama Tried," Merle Haggard, Capitol. BLFH: "On Tap, in the Can or in the Bottle," Hank Thompson, Dot.



Lynchburg, Va.—WBRG
Bob White
Music Director, DJ

BP: "Mama Tried," Merle Haggard, Capitol. BLFP: "Take It All Off," Curly Putman, ABC. BH: "Undo the Right," Johnny Bush, Stop. BLFH: "Let the World Keep on a Turnin'," Buck Owens and Buddy Alan, Capitol.

Macon, Ga.—WDEN

Jack Rodgers
Program/Music Director, DJ

BP: "Only Daddy That'll Walk the Line," Waylon Jennings, RCA. BLFP: "Gonna Miss Me," the Homesteaders, Little Darlin'. BLFH: "I Didn't Plan to Fall in Love With You," Roy Clark, Dot.

Miami, Fla.—WOAH

Mack Miller
Publicity Director, DJ

BP: "We'll Get Ahead Someday," Porter Wagoner and Dolly Parton, RCA. BLFPs: "I'm in Love With My Wife," David Rogers, Columbia and "Why Do You Do Me the Way You Do," Sammi Smith, Columbia. "A Real Good Woman," Jean Shepard, Capitol.

Milwaukee, Wis.—WYLO

Bob Bradley
Program Director

BP: "We'll Get Ahead Someday," Porter Wagoner and Dolly Parton, RCA. BLFP: "From Heaven to Heartache," Bobby Lewis, United Artists. BH: "Welcome to Lonelyville," Bobby Nelson, Varsity. BLFH: "Three Playing Love," Cheryl Poole, Paula.

Odessa, Tex.—KOYL

E. L. Roskelly
Owner & Music Director

BP: "Flowers of Love," Leon Ashley, Ashley. BLFP: "The Straight Life," Sonny Curtis, Viva. BH: "Only Daddy That'll Walk the Line," Waylon Jennings, RCA. BLFH: "Me and Red and Bill," on the Jimmy Dean, RCA LP.

Syracuse, N. Y.—WOLF

Jim Sims
Program Director, DJ

BP: "Mama Tried," Merle Haggard, Capitol. BLFP: "Little But Further on Down the Line," Bobby Bare, RCA. BH: "Heaven Says Hello," Sonny James, Capitol. BLFH: "Never Goin' Back," Lovin' Spoonful, Kama Sutra.

Tallahassee, Fla.—WOMA

Ken Hopkins
Music Director

BP: "She Thinks I'm on That Train," Henson Cargill, Monument. BLFP: "God's Fool," Smokey Roberts, Epic. BH: "Autumn of My Life," Bobby Goldsboro, United Artists. BLFH: "African Skeeter," Little Jimmy Dickens, Decca.

Victorville, Calif.—KCIN

Mark Robinson
Music Director

BP: "Love Takes Care of Me," Jack Greene, Decca. BLFP: "Christopher Robin," the Stonemans, MGM. BH: "Daddy," Donna Fargo, Challenge. BLFH: "Autumn of My Life," Bobby Goldsboro, United Artists. The requests are starting to come in on Merle Haggard.



Texas City, Tex.—KTLW
Bill Vance
Program Director, DJ

BP: "I Ain't the Worrying Kind," Billy Ed Wheeler, Kapp. BLFP: "To My Sorrow," Johnny Duncan, Columbia. "Phone Call to Mama," Joyce Paul, United Artists.



Akron, Ohio—WLSR
Bob Heyden

BP: "Look at the Laughter," Wilma Burgess, Decca, and "From Heaven to Heartache," Bobby Lewis, United Artists, and "I Still Believe in Love," Jan Howard, Decca. BLFP: "Looking at the World Through a Windshield," Del Reeves, United Artists, and "I Just Came to Get My Baby," Faron Young, Mercury. BLFH: "Dreams of the Everyday Housewife," Glen Campbell, Capitol, and "Come on Home," Debbie Lori Kaye, Columbia.



Albany, N. Y.—WOKO
Glenn C. Lewis
Program/Music Director, DJ

BP: "Let the World Keep on a Turnin'," Buck Owens and Buddy Alan, Capitol. BLFP: "Undo the Right," Johnny Bush, Stop. BH: "Catch an African Skeeter Alive," Little Jim Dickens, Decca. BLFH: "Gypsy Man," Buddy Knox, United Artists. Some major pop labels are on a big country push with Dot and United Artists leading the way, with fine talent and some great material.



Flint, Mich.—WKMF
Jim Harper
Program/Music Director, DJ

BP: "Love Takes Care of Me," Jack Greene, Decca. BLFP: "I Just Ain't Got," Gene Wyatt, Paula. BH: "Only Daddy That'll Walk the Line," Waylon Jennings, RCA. BLFH: "Two Little Hearts," Compton Brothers, Dot.



Hollywood, Fla.—WGMA
Dutch Walker
Program Director

BP: "She Thinks I'm on That Train," Henson Cargill, Monument. BLFP: "God's Fool," Smokey Roberts, Epic. BLFH: "On Tap, in the Can or in the Bottle," Hank Thompson, Dot.

Macon, Ga.—WDEN

Jack Rodgers
Program/Music Director, DJ

BP: "Love Takes Care of Me," Jack Greene, Decca. BLFP: "It Just Happened That Way," Roy Clark, Dot. BLFH: "I Keep Comin' Back for More," Dave Dudley, Mercury. On Aug. 28, WDEN will be one year old! Plans are being formulated for a big "free" country show and party. All country artists are invited. Contact Jack Rodgers at (912) 745-3383.

Sierra Vista, Ariz.—KHFH

Gordy Rider

BP: "It's a Long Way Back to Georgia," Don Gibson, RCA. BLFP: "Happy Shoes," Curly Putman, ABC. BH: "Dreams of the Everyday Housewife," Glen Campbell, Capitol. BLFH: "Happy Shoes," Curly Putman, ABC; "I'm Not the Worrying Kind," Billy Ed Wheeler, Kapp; "Something Different," Barbara Fairchild, Kapp. Biggest album: "Urban, Suburban," Roy Clark, Dot; what a fabulous variety!



Philadelphia, Pa.—WEEZ
Lowell Howard
Program Director, DJ

BP: "Love Takes Care of Me," Jack Greene, Decca. BLFP: "A Little Bit Later on Down the Line," Bobby Bare, RCA. BH: "Autumn of My Life," Bobby Goldsboro, United Artists. BLFH: "I Keep Coming Back for More," Dave Dudley, Mercury.

West Monroe, La.—KUZN

Phil Harmonic
Program/Music Director, DJ

BP: "A Little But Later on Down the Line," Bobby Bare, RCA. BLFP: "I Just Ain't Got," Gene Wyatt, Paula. BH: "Why Do You Do Me Like You Do," Sammi Smith, Columbia. BLFH: "Whiskey on a Sunday," Irish Rovers, Decca. Other solid hits in this market include "Tell It Like It Is," by Archie Campbell and Lorene Mann; "Flower of Love," Leon Ashley; "Ashley Gypsy Man," by Buddy Knox on United Artists. Not to mention Cash, Jerry Lee Lewis and Tammy Wynette.

PROGRESSIVE ROCK

Bay City, Mich.—WSTR

Jai Hill
Music Director, DJ

BP: "This Wheel's on Fire," the Stone Country, RCA. BLFP: "Sheila Ann," Bobby Skel, UNI. BH: "Crossroads" from new Cream LP. BLFH: "Listen to the Music," the New Dawn.

Cincinnati, Ohio—WEBN-FM

Frank E. Wood
Program Director, DJ

The following cuts are making it big: "What Love Suite," the Collector, War-

Vox Jox

By CLAUDE HALL
Radio-TV Editor

Big Gem Mack has been promoted to program director of WHYZ, soul-format station in Greenville, S. C.; he'll continue to handle the music. . . . Jack Armstrong is the new music director of WRNC, Hot 100-format operation in Raleigh, N. C. He replaces Ron Fraiser, who was program director and music director. Fraiser has gone to WLEE, rocker in Richmond, Va., to join two other former WNOE, New Orleans, deejays—Ken Elliot and Ron Brandon. Fraiser will do the 9-noon show.

Gus Lewis has been named program director of WYLD, the Rounsaville r&b station in New Orleans; he's been with Rounsaville for more than 10 years. . . . After two years at

LEWIS WIBW-FM, Topeka, Kan., Joe Morrison has joined KBIL, Liberty, Mo., as morning man. KBIL is a 500-watt country music daytimer serving the Kansas City area. . . . Bob Anderson has been appointed music director of WLOB, Portland, Me., in addition to his 2-6 p.m. air show. Joining the station in the all-night slot is Bill (Jack Allen) Hemmins, who'd worked in Joliet, Ill., and Jack Raymond, formerly of a Massachusetts station, will do the 6-midnight show.

ner Bros.—Seven Arts; "Talking Viet Nam Potluck," and "The Hooker," Tom Paxton, Elektra; "Black Is the Color of My True Love's Hair," Patty Waters, ESP; "Season of the Witch," the Vanilla Fudge; "Renaissance" LP, Atco; "Pride of Man" and "Gold and Silver," Quicksilver Messenger Service, Capitol; "The Pusher," the Steppenwolf, Dunhill; "The Seasons," "You Know Just What It's Like," "Studeo Atlantis," the New York Rock and Roll Ensemble, Atco.

Houston, Tex.—KFMK-FM

Jay Thomas
Program Director, DJ

BP: "Hello, I Love You," the Doors, Elektra. BLFP: "Get in the Wind," the Illinois Speed Press, Columbia. BLFH: "Mr. Bojangles," Jerry Jeff Walker, Atco.



Las Cruces, N. M.—KGRD-FM
Mike Reynolds
Program/Music Director

BP: "Mr. Bojangles," Jerry Jeff Walker, Atco. BLFP: picture score of "Revolution," various, United Artists. BH: "Bug Cloth" LP, Rabbit McKay, UNI. BLFH: "I Put a Spell on You," Creedence Clearwater Revival, Fantasy. Most requested cut is "Big Sur Country." Early indications that "Music & Girban" will take off. LP by Rosko on Verve.

COLLEGE

Fairfield, Ia.—KCLS

Geoffrey Crosley
Music Director

BP: "Hello, I Love You," the Doors, Elektra. BLFP: "Just Holding On," Pete Klint Quintet, Atlantic. BH: "Journey to the Center of the Mind," Amboy Dukes, Mainstream. BLFH: "Eyes of a New York Woman," B. J. Thomas, Scepter.

Villanova (Villanova Univ.)—WWVU

Jim Dinneen
Music Director

BP: "Do It Again," the Beach Boys, Capitol. Looks like their biggest yet. BLFP: "Eyes of a New York Woman," B. J. Thomas, Scepter. BH: "Hello, I Love You," the Doors, Elektra, and "Sky Pilot," the Animals, MGM. BLFH: "Sunshine of Your Love," the Cream, Atco.

WLOB continues to dominate the Portland market. In the April-May Pulse, the morning husband-wife team of Ricky and Mary Jo Snyder had a 39 share (Snyder is program director); Bob Dow holds down middays with a 41 share; and Bob Anderson has a 45 share in the afternoon.

Gary Suggs, formerly general manager of KOSO-FM in Modesto, Calif., has departed the station and the new general manager is Mike Beeson. Dean Brown is the new program director and also does the 1-6 p.m. show. The lineup now runs: Sharron Lovejoy, Ken Hope (who recently came from KSRT, Tracy, Calif.), Beeson, and Tom Kernan. Station plans to go to around-the-clock broadcasting Aug. 1. . . . The new owners of KEXO, Grand Junction, Colo., are: Percy Faith, actor Don Murray, singer Bill Medley, MCA executive Berle Adams, film producer Bill Conrad, business manager Harold Plant, and David Cohen, Charles Powers, and Ray Anthony and Si Zentner. Powers will be general manager.

Ray Charles, who has been producing the Perry Como show, will be next season's creative consultant for ABC-TV's "The Hollywood Palace." . . . Marvin Chauvin has been appointed program director for WOOD, WOOD-FM (Continued on page 60)

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RADIO-TV JOB MART

T. V. Bandstand & Music Variety Shows

• Continued from page 18

RADIO-TV JOB MART
This column is published for people seeking positions as well as station managers seeking personnel. Rate is \$5.00 per one half inch (app. 40 words). A box number will be used to protect the identity of the advertiser. Send copy along with payment to:
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Thank you, Joey Reynolds, for losing the 6-9 p.m. ratings in Hartford. Cordially, Johnny Williams, WIBC (formerly Steve O'Brien of WPOP, Steve Robbins of WKNR and Steve Clark of WEAM). jy27

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Detroit, Mich. (also serves Windsor, Ont.)	CKLW-TV	825 Riverside Dr., W., Windsor, Ont. (313) 961-7200, Detroit; (519) 254-2831, Windsor	"Swingin' Time" (Robin Seymour), 4:00-5:00 p.m., Mon-Fri. & 6-7 p.m. Sat. Broadcast in color. Live. Not syndicated. Expose 2 artists daily & 2-10 artists on Saturday. Artists perform Both Live & Lip-sinc. Expose New Record Talent. Use Video Tape or Artist Films.	Gene Roper	Olga Chocreff
Hartford	WTIC-TV	3 Constitution Plaza Hartford, Conn. 06115 (203) 525-0801	"Summer Scene With Brad Davis," 7:00-7:30 p.m. Wed. Broadcast in color. Video taped. Not syndicated. Expose 3 artists on each show. Artists perform Both Lip-sinc & Live. Expose New Record Talent. Use Video Tape or Artist Films.	John R. Guekin	Brad Davis
Hollywood	KHJ-TV	5515 Melrose Ave. Hollywood, Calif. 90038 (213) 462-2133	"Boss City" (Sam Riddle), 6-7 p.m. Sat. Broadcast in color. Live. Not syndicated. Expose 6 artists on each show. Artists perform Both Live & Lip-sinc. Expose New Record Talent. Use Video Tape or Artist Films.	Judy Price	Judy Price
Jacksonville	WFGA-TV	1070 E. Adams St. Jacksonville, Fla. 32202 (904) 356-3381	"Today on WFGA" (Ed McCullers & Virginia AfterKeys), 10-10:30 a.m. M-F. Broadcast in color. Live. Not syndicated. Expose 1 artist on each show. Artists perform Live. Expose New Record Talent. Would use Video Tape or Film of Artists if made available.	Harry Alexander	Harry Alexander
Los Angeles	ABC Network	Dick Clark TV Prod's, 9125 Sunset Blvd., Los Angeles, Calif. 90028 (213) HO 9-3181	"American Bandstand" (Dick Clark), 12:30 p.m. EDT/11:30 a.m. CDT/10:30 a.m. MDT/11:30 a.m. PDT. Saturday, 1 Hr. Broadcast in color. Taped. Carried by 181 ABC Network Stations across the country. Expose 2 artists on each show. Artists perform Lip-sinc. Expose New Record Talent. Use Video Tape or Artist Films.	Ed Yates	Ed Yates
Los Angeles	KTLA-TV	5800 Sunset Blvd., Los Angeles, Calif. 90028	"Polka Parade" (Dick Sinclair), 6 p.m. Sun. Broadcast in color. Taped. Not syndicated. 8 Regular Artists on each show. Artist perform Live. Expose New Record Talent. Would use Video Tape of Artists if made available.	Dick Walsh	Dick Walsh
Los Angeles	KTLA-TV	5800 Sunset Blvd., Los Angeles, Calif. 90028 (213) HO 9-3181	"Melody Ranch" (Various Hosts), 6:30 p.m. Sat. Broadcast in color. Taped. Syndicated. Carried on 5-7 other TV Stations. 4 Regular & 1 guest artist on each show. Artists perform Live. Expose New Record Talent. Would use Video Tape or Film of Artists if made available.	Carl Cotner	Carl Cotner
Memphis	WMBQ-TV	485 S. Highland Memphis, Tenn. 38122 (901) 323-7661	"Talent Party" (George Klein), 5-6 p.m. Sat. Broadcast in color. Live w/taped segments. Not syndicated. Expose 6 artists on each show. Artists perform Lip-sinc. Expose New Record Talent. Use Video Tape or Artist Films.	Durelle Durham	George Klein & Durelle Durham
Miami	WLBW-TV	3900 Biscayne Blvd. Box 10 Miami, Fla. 33137 (305) 377-8131	"Saturday Hop" (Rick Shaw), 12:30-1:30 p.m. Sat. Broadcast in color. Live. Not syndicated. Expose 20 artists on each show. Artists perform Both Live & Lip-sinc. Expose New Record Talent. Use Video Tape or Artist Films.	Ray Potts	Rich Shaw
New Orleans	WWL-TV	1024 N. Rampart St. New Orleans, La. 70116 (504) 529-4444	"The John Pela Show," 4-5 p.m. Sat. Broadcast in color. Live. Not syndicated. Expose 2-4 artists on each show. Artists perform Lip-sinc. Expose New Record Talent. Use Video Tape or Artist Films.	Smith J. Brown	John Pela
New York	WPIX-TV	220 East 42nd St. New York, N. Y. 10018 (212) MU 2-6500	"The Peter Martin Show," 6:30-7:30 p.m. Sat. Broadcast in color. Taped. May be syndicated soon. Expose 23 Artists on each show. Artists perform Both Lip-sinc. & Live. Expose New Record Talent. Use Video Tape or Artist Films.	Harvey Vincent	Susan Kinsbruner
Norfolk	WAVY-TV	P. O. Box 1600 Norfolk, Va. 23501 (703) 393-7331	"Disc-O-Ten" (Dick Lamb & Gene Loving), 7-7:30 p.m. Sat. Broadcast in color. Video taped. Not syndicated. Expose 2 artists on each show. Artists perform Lip-sinc. Expose New Record Talent. Use Video Tape or Artist Films.	Maury Cooke	Dick Paul, Gene Loving & Dick Lamb
Oklahoma City	WKY-TV	Box 14668 Oklahoma City, Okla. 73114 (405) 478-1212	"The Scene" (Ronnie Kaye), 4-4:30 p.m. Sat. Broadcast in color. Taped. Not syndicated. Expose 1 Band or Act on each show. Artists perform Both Live & Lip. sinc. Expose New Record Talent. Use Video Tape or Artist Films.	Ronnie Kaye & Ron King	Ronnie Kaye
Philadelphia	WFIL-TV	4100 City Line Ave. Philadelphia, Pa. 19131 (215) TR 8-9700	"Jerry's Place" (Jerry Blavat), 4-4:30 p.m. M-F. Broadcast in color. Live. Not syndicated. Expose 3 artists on each show. Artists perform Both Lip-sinc. & Live. (Predominantly Live.) Expose New Record Talent. Would use Video Tape or Film.	Joe Novenson	Billy Jackson
Philadelphia	WKBS-TV	3201 S. 26th St. Philadelphia, Pa. 19145 (215) 565-1765	"Hy Lit Show," Sat. 6:30-7:30 p.m. Sun. 11 a.m.-Noon. Broadcast in color. Live with some Tape inserts. Syndicated. Carried on 5 other TV Stations. Expose 5 artists on each show. Artist perform Lip-sinc. Expose New Record Talent. Use Video Tape or Artist Films.	Alan Baker	Loretta Bianco
Philadelphia	WCAU-TV	City & Monument Aves., Philadelphia, Pa. 19131 (215) 839-7000	"Summer Sounds," 5-6 p.m. Sat. Live. Not syndicated. Features Performances Nat'l Recording Act. Local Acts, Promotional Films of Major Acts, & Films of Performers Produced by WCAU & Rose's film crew. Expose New Record Talent.	Al Rose	
Pittsburgh	WIBC-TV	341 Rising Main Ave., Pittsburgh, Pa. 15214 (412) 321-8700	"Come Alive!" (Terry Lee), 4:30-6 p.m. Sat. Broadcast in color. Taped. Not syndicated. Expose 4-5 groups & single artists on each show. Artists perform Both Live & Lip-sinc. Expose New Record Talent. Use Video or Artist Films.	Jack Elias	Jack Elias
Portland	WGAN-TV	390 Congress St. Portland, Me. 04111 (201) 772-4661	"Ken MacKenzie Show," Sat., 5-5:30 p.m. Broadcast in color. Taped. Not syndicated. Exposed 7-10 Artists on each show. Artists perform Live. Expose New Record Talent if Country & Western. Would use Video Tape or Artist Films if Country & Western.	Frank de Vincentis	Ken MacKenzie
St. Louis	KSD-TV	1111 Olive St. St. Louis, Mo. 63101 (314) NA 1-1111	"St. Louis Hop" (Russ Carter), 12:00-1:00 p.m. Sat. Broadcast in color. Live & Tape. Not syndicated. Expose 2 New Artists on each show. Artists perform Both Live & Lip-sinc. Expose New Record Talent. Use Video Tape or Artist Films.	Russ David	Russ David
San Antonio	KSAT-TV	P. O. Box 2001 San Antonio, Tex.	"R. C. Cola Talent Round-Up" features local amateur talent competing for prizes, as well as non-competing guest bands from around the area.	Dave Jarrott	
San Diego	KFMB-TV	1405 5th Ave. San Diego, Calif. 92112 (714) 232-2114	"Bob Dale Show," M-F, 4:30-6 p.m. Broadcast in color. Live. Not syndicated. Expose 5 artists on each show. Artists perform Both Live & Lip-sinc. Expose New Record Talent. Use Video Tape or Artist Films.	Peter Schlesinger	Peter Schlesinger
St. Petersburg	WLCY-TV	Box 14000 St. Petersburg, Fla. (813) 525-1111	"10's Bandstand" (Roy Nilson), Sat. 1:30 p.m. Broadcast in color. Taped. Not syndicated. Artists perform Both Live & Lip-sinc. Expose New Record Talent. Use Video Tape or Artist Films.	B. Bisney	
Steubenville	WSTV-TV	320 Market St. Steubenville, Ohio 43952 (614) 282-0911	"Teen Time" (Del Curtis), Sat. 2-3 p.m. Broadcast in color. Taped. Not syndicated. Expose 2 artists on each show. Artists perform Lip-sinc. Expose New Record Talent. Use Video Tape or Artist Films.	Rich Forrester	Rich Forrester
Utica	WKTV	P. O. Box 2 Utica, New York 13502 (315) RE 3-0404	"Twistarama U.S.A." (Hank Brown), Sun. 12:00-1 p.m. Broadcast in B&W. Live. Not syndicated. Expose 3 artists on each show. Artists perform Lip-sinc. Expose New Record Talent. Use Video Tape or Artist Films.	Dan German	Hank Brown
Wildwood	WCWC-TV	Maple & New Jersey Aves., Wildwood, N. J. 08260 (609) 522-1416	"The Eddie Nixon Beach Party," Sat. 1-2 p.m. Broadcast in B&W. Live. Not syndicated. Expose 4 artists on each show. Artists perform Both Live & Lip-sinc. Expose New Record Talent. Would use Video Tape or Film of Artists if made available.	Jerry Sullivan & Staff for Eddie Nixon Production & WCWC-TV	Bill Vance

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Rhythm & Blues

Billboard SPECIAL SURVEY For Week Ending 7/27/68

SOUL SAUCE



**BEST NEW RECORD
OF THE WEEK:
"SUDDEN STOP"
PERCY SLEDGE
(Atlantic)**

By ED OCHS

SOUL SLICES: The Temptations, minus David Ruffin who quit the group for a solo career, performed at the Westbury Music Fair here (15-21) with Martha Reeves & the Vandellas. The Temps have added Dennis Williams to round out the group, and with his gritty soul voice the Temps should hit the charts even harder than before. Ruffin will continue to record for Motown. . . . Diana Ross & the Supremes will star with the Temptations on an NBC-TV special which will be aired on Dec. 9. . . . The Dells, currently on the charts with "Stay in My Corner," r&b's answer to the long-playing single, will do the Peter Martin TV show, Thursday (1). The group, whose rock 'n' roll style is leading the revival, recently broke every attendance record at Pep & Loretta's nightclub in Lawnside, N. J. Meanwhile, their single is flipping to "Love Is So Simple," raising the number of chart records on their Cadet LP "There Is" to five. . . . Soul Sauce hopes that a top r&b brother team will be getting together again following some friction. . . . Erma Franklin makes her first tour of the Bahamas, starting Friday (19) for one week. . . . Shout's singer-producer Freddie Scott recently completed Erma's latest, "Just Ain't Ready for Love," as well as his own new one, "You Got Everything I Need." Paul Kirk, Shout's brand-new executive producer, just wrapped up his first date, polishing off four sides on Donald Height. . . . Big break for the Vibrations, who will do their first Las Vegas opening, Dec. 12-Jan. 8, at the Flamingo Hotel. Next year should find the group working the country's top night spots. Chris Jones, Scepter's promotion wheel, is ready to go with a new one by the Gentlemen Four, backed by Dionne Warwick's production firm, after riding the Freddie Hughes single to the Top Ten. . . . John Abbey, editor of Blues & Soul magazine in England, stopped in at Queen Booking last week to see Bob Ringe, Queen's promotion brain.

★ ★ ★

SOUL & CRUMPETS: Dave McAleer of Soul Survey in London writes us that England has its own brand of home-grown soul—a large number of West Indians who have brightened the soul scene with their Jamaican sound. McAleer mentions Millie Small ("My Boy Lollipop"), Prince Buster ("Ten Commandments") and Jimmy James & the Vagabonds, whose "Come to Me Softly" was a recent Top 100 winner, as Jamaicans who have made a mark on soul. Other Jamaican artists, says McAleer, have found fame by using British musicians in their groups, notably the Foundations ("Baby Now That I Found You") and the Equals, whose record "Baby Come Baby" reached the top of the charts in Britain, France, Belgium and Holland, and has just been released in the States. . . . McAleer adds that the "Here Comes the Judge" battle has started in England, with Pigmeat Markham in the lead so far. . . . O. C. Smith's "Hickory Holler Tramp" sold more copies in Britain than in the States, according to McAleer. Only the Equals stand between Smith and the No. 1 spot. Thanks again, Dave. By the way, Luc Tabare, editor of Super-Soul magazine in Paris (!), writes that the mystery singer A. Friend is Earl Gains, who records for the same label. Tabare also adds that Tony Fox, currently with "Lean on Me" on Calla, is really Calvin White, leader of the Sandpebbles. Says Tabare, while three different groups are recording under the name of the Ikettes, the real Ikettes—Venetta Fields, Jessie Smith and Robbie Montgomery—are recording as the Mirettes. Like McAleer in London, Tabare is compiling a biographical and "disco-graphical" dictionary of soul, including not only the artists, but the musicians, arrangers, producers and composers. So far he has more than 6,000 names. About soul, he says: "I think people in the States are so surrounded with it that they cannot realize how soul is exceptional; it is a phenomenon without precedent! In every country there is a term for "soul." In Brazil, it is "saudade," and in France we say "avoir des tripes." No ethnic music has ever attained such an apex to be prevalent all over the world." As Cannonball Adderley might say: "Merci, Merci, Merci." And your magazine, Mr. Tabare, was a brilliant tribute to Otis Redding and rhythm and blues over the world.

★ ★ ★

FILETS OF SOUL: Fillmore East, New York's psychedelic rock spot, is bringing soul downtown, beginning Friday (26) with the Staple Singers, Aug. 16-17 with Buddy Guy and Sept. 13-14 with the Chambers Brothers. . . . Phil Flowers and his seven-piece band from Washington are onstage at the Arthur discotheque, hosted by house deejay Jerry King, who is always happy to talk soul with fans.

(Continued on page 28)

BEST SELLING Rhythm & Blues Singles

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	GRAZIN' IN THE GRASS	Hugh Masekela, Uni 55066 (Chisa, BMI)	7	26	27	BE YOUNG, BE FOOLISH, BE HAPPY	6
2	7	STONED SOUL PICNIC	7	27	34	AMEN	3
3	2	THE HORSE	9	28	30	HITCH IT TO THE HORSE	4
4	10	HERE COMES THE JUDGE	5	29	29	YOU SEND ME	6
5	12	STAY IN MY CORNER	6	30	31	TO LOVE SOMEBODY	4
6	9	I'M A MIDNIGHT MOVER	4	31	36	ELEANOR RIGBY	3
7	3	LICKING STICK	10	32	19	RIVER OF TEARS	8
8	4	HERE COMES THE JUDGE	7	33	13	I COULD NEVER LOVE ANOTHER (After Loving You)	11
9	6	NEVER GIVE YOU UP	12	34	37	WHO WILL ANSWER	3
10	8	LOVER'S HOLIDAY	15	35	21	SAVE YOUR LOVE FOR ME	8
11	5	THINK	10	36	41	WORKIN' ON A GROOVY THING	3
12	14	IT SHOULD HAVE BEEN ME	5	37	17	PEOPLE SURE ACT FUNNY	6
13	20	UNDERSTANDING	7	38	32	LISTEN HERE	4
14	16	LOVE MAKES A WOMAN	4	39	42	COMPETITION AIN'T NOTHIN'	4
15	15	HERE I AM BABY	6	40	—	YOU'RE TUFF ENOUGH	1
16	11	YESTER LOVE	7	41	—	CRY BABY CRY	1
17	28	TOO MUCH PRIDE	3	42	—	SOME GOT IT, SOME DON'T	1
18	25	SOUL LIMBO	3	43	46	SEALED WITH A KISS	2
19	26	SLIP AWAY	4	44	—	I LOVED AND I LOST	1
20	24	GOD BLESS OUR LOVE	5	45	47	I GET THE SWEETEST FEELIN'	2
21	33	SEND MY BABY BACK	4	46	48	SOUL MEETING	2
22	23	I'VE NEVER FOUND A GIRL (To Love Me Like You Do)	3	47	39	CANDY	3
23	40	(Love Is Like A) BASEBALL GAME	2	48	—	TELL ME THE TRUTH	1
24	18	(You Keep Me) HANGIN' ON	14	49	—	TENNESSEE WALTZ	1
25	22	UNITED	9	50	49	COLD SWEAT	3

Barbara Acklin's Dream; Secretary to Singer

NEW YORK — When Barbara Acklin wasn't working as a secretary in Brunswick's Chicago office, she was writing songs and dreaming dress rehearsals of road shows with herself as the star. Even in the New Zion Baptist Church, when her "Love Makes a Woman" hit was only a whim made on a wishbone, Miss Acklin was preparing for the nameless record that played over and over again in her office, in church, at home — but only for her. Today, the record has a name and is out on the air waves making

a name for the chunky soul singer.

"Love Makes a Woman," an r&b chart winner, is already spilling over into the profitable pop market, and for Miss Acklin, has thrust her out of a dream and onto the "live" stage. Prior to the record, she had written "Whispers" for Jackie Wilson, Brunswick's bread 'n' butter soul artist, and recorded for a small Chicago-based label. But it was her graduation from the secretarial pool into the recording studio that put Miss Acklin on the charts, on the

road for her first Southern tour and back into the studios for a debut album in September.

At the New Zion Baptist Church she studied classical music and even gave two recitals for the 600-member congregation on Chicago's north side. "It just wasn't my bag," admitted the young soul singer, who says that Dionne Warwick is her inspiration. "I would like to do the kind of material that Dionne sings, mostly soulful pop music." She abandoned her classical and gospel training — but not the roots — to work for Brunswick in their offices. But she was never far from the studios where Jackie Wilson and Count Basie were recording "Chain Gang" and "Your Pre-

(Continued on page 28)

Billboard Spotlight Singles

SPANKY & OUR GANG—GIVE A DAMN

(Prod. Scharf/Dorough, Edel) (Writers: Scharf-Dorough) (Takya, ASCAP)—Backed by a tremendous promotional campaign by the New York Urban Coalition and New York's Mayor John Lindsay, this compelling lyric material is set to a good commercial beat. The urgency of the message and the strong performance should put it high on the Hot 100. Flip: "Swinging Gate." Mercury 72831

Cash Box Record Reviews

Special Interest Selection

SPANKY & OUR GANG (Mercury DJ-101)

Give a Damn (2:55) Takya, ASCAP-Scharf, Dorough)

Released in cooperation with the New York Urban Coalition because Stu Scharf, Bob Dorough, Spanky and Our Gang "Give a Damn," this public service recording presents a picture of the ghetto and the idea behind this summer's "Give a Damn" campaign under way to establish jobs and a summer program for New York's slum dwellers. Stunningly performed, the side fits in well with pop formats and should be considered for considerable exposure.

Bill Gavin's Personal Picks

GIVE A DAMN—Spanky & Our Gang (Mercury) Another social commentary, attempting to counteract public indifference to community problems. The word "damn" has previously been restricted on the air, but in this context it is not only acceptable but most meaningful in a constructive sense.

If You

Give a damn.

PRODUCED BY SCHARF/DOROUGH, EDEL—based on an idea created by Young and Rubicam for the Urban Coalition.

72831

Play It, Stock It, Sell It

Spanky And Our Gang, Stuart Scharf, Bob Dorough and Mercury Records have established a fund, donating a portion of the royalties to the Urban Coalition Action Council.



A Product of
Mercury Record Productions, Inc.

35 East Wacker Drive
Chicago, Illinois 60601

A CONELCO Corporation

BEST SELLING Rhythm & Blues LP's

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
6	ARETHA NOW	Aretha Franklin, Atlantic (No Mono); SD 8186 (S)	3	26	28	LA-LA MEANS I LOVE YOU	9
2	3	THE PROMISE OF A FUTURE	8	27	26	HISTORY OF OTIS REDDING	30
3	1	LADY SOUL	23	28	27	STEVIE WONDER'S GREATEST HITS	13
4	4	DOWN HERE ON THE GROUND	12	29	35	TIME PEACE/GREATEST HITS	3
5	5	EASY	9	30	25	FLIP WILSON YOU DEVIL YOU	9
6	7	TEMPTATIONS WISH IT WOULD RAIN	10	31	32	TEMPTATIONS GREATEST HITS	85
7	10	THERE IS	11	32	30	REFLECTIONS	13
8	2	DOCK OF THE BAY	19	33	33	IN A MELLOW MOOD	32
9	9	ELECTRIFYING EDDIE HARRIS	20	34	39	DOIN' OUR THING	17
10	8	VALLEY OF THE DOLLS	21	35	36	UP POPS RAMSEY LEWIS	8
11	20	THE IMMORTAL OTIS REDDING	3	36	34	TAKE TIME TO KNOW HER	10
12	19	HICKORY HOLLER REVISITED	4	37	40	DIANA ROSS & THE SUPREMES GREATEST HITS	42
13	11	PORTRAIT OF RAY	15	38	31	SOUL BAG	8
14	17	A DAY IN THE LIFE	40	39	38	THE GRADUATE	11
15	14	I GOT THE FEELIN'	11	40	29	JIMMY SMITH'S GREATEST HITS	8
16	16	TO RUSSELL, MY BROTHER, WHOM I SLEPT WITH	16	41	41	SERENADE TO A SOUL SISTER	2
17	18	SMOKEY ROBINSON & THE MIRACLES GREATEST HITS, VOL. 2	23	42	42	REACH OUT	46
18	22	ARE YOU EXPERIENCED?	40	43	43	SILK AND SOUL	10
19	15	TIGHTEN UP	10	44	47	COWBOYS TO GIRLS	3
20	37	THE MIDNIGHT MOVER	2	45	—	HERE COMES THE JUDGE	1
21	21	FELICIANO!	2	46	46	ONCE UPON A DREAM	20
22	12	FEELIN' BLUESY	10	47	44	LOVE IS BLUE	4
23	13	RIDIN' HIGH	9	48	49	DIONNE WARWICK'S GOLDEN HITS, PART 1	37
24	24	LOOK AROUND	9	49	—	MR. SHING-A-LING	1
25	23	THE GOOD, THE BAD & THE UGLY	17	50	50	I NEVER LOVED A MAN THE WAY I LOVE YOU	64

SOUL SAUCE

• Continued from page 26

... The hospital roll-call this week includes Percy Sledge and Herb Fame of Peaches & Herb, as well as another artist stabbed last week in his New York hotel. The artist's lawyers are keeping his name out of the papers till court action is taken. ... KYAC radio, Seattle, Wash., the Northwest's largest soul station, sponsored a "Soul Food" luncheon last month so advertisers, store managers and the press could experience first-hand the black art of chitlins and black-eyed peas. ... The Intruders are out of the Joe Tex tour. ... The Impressions with Curtis Mayfield will entertain at the NATRA convention in Miami Aug. 14-18. ... Joe Frazier, heavyweight boxing champ, will try to swing his weight around the r&b arena when he debuts on the Peter Martin TV show Wednesday (24). ... Billy Arnold of Atlas Promotion in Toronto, Canada, called last week to tell us that Smokey Robinson & the Miracles will star at the Royal York in Ottawa, to be followed in mid-August by Aretha Franklin at the Maple Leaf Garden in Toronto. Arthur Conley, Eddie Floyd and Jackie Wilson have recently played in Canada.

MAKIN' SMOKE: Marvin Gaye & Tammi Terrell, "You're All I Need to Get By" (Tamla). ... Percy Sledge, "Sudden Stop" (Atlantic). ... Platters, "Hard to Get a Thing Called Love" (Musicor). ... King Curtis & the Kingpins, "I Heard it Thru the Grapevine" (Atco). ... Coasters, "D. W. Washburn" (Date). ... Equals, "Baby Come Back" (RCA Victor). ... Toys, "Sealed With a Kiss" (Musicor). ... Soul Clan, "Soul Meeting" (Atlantic). ... Hesitations, "Who Will Answer" (Kapp).

★ ★ ★

MAKIN' FIRE: Eddie Floyd, "I Never Found a Girl" (Stax). ... Sly & the Family Stone, "Life" bw "M'Lady" (Epic). ... James Brown, "Cry, Cry, Cry" (King). ... Bobby Taylor & the Vancouvers, "I Am Your Man" (Gordy). ... Impressions, "I Loved and I Lost" (ABC). ... Wilmer & the Dukes "Give Me One More Chance" (Aphrodisiac). ... Archie Bell & the Drells, "I Can't Stop Dancing" (Atlantic). ... Stevie Wonder, "You Met Your Match" (Tamla). ... Jackie Wilson, "I Get the Sweetest Feeling" (Brunswick). ... Ballads, "God Bless Our Love" (Venture). ... Otis Redding, "Hard to Handle" (Atco). ... Patti Drew, "Workin' on a Groovy Thing" (Capitol).

★ ★ ★

FIRE & SMOKE: Wilson Pickett, "I'm a Midnight Mover" (Atlantic). ... Barbara Acklin, "Love Makes a Woman" (Brunswick). ... Intruders, "Baseball Game" (Gamble). ... Otis Redding, "Amen" (Atco). ... Dells, "Stay in My Corner" (Cadet). ... Booker T & the M. G.'s "Soul Limbo" (Stax). ... Sweet Inspirations, "To Love Somebody" (Atlantic). ... Freddie Hughes, "Send My Baby Back" (Wand). ... Ray Charles, "Understanding" b.w. "Eleanor Rigby" (ABC). ... Fantastic Johnny C, "Hitch It to the Horse" (Phil-L. A. of Soul).

Children Set For Harlem Sing

NEW YORK — The Harlem Children's Chorus, Orpheum recording group, will stage a series of 15 community concerts in conjunction with the New York Parks Department and the Police Athletic League.

The concerts, which began on July 10 at 169th Street in Harlem, will be conducted under the direction of Richard Wolfe every Monday and Wednesday from 4-6 p.m. Radio station WLIB is further co-operating by announcing the dates and locations of the concerts.

The Children and accompanying musicians are being paid from private funds supplied by the music industry. Capitol Records is lending sound equipment, and Avis is loaning trucks for transportation. Walt Bellamy, New York Knicks basketball star, is also participating in the program.

Orpheum Productions is donating record album royalties from the Harlem Children's Chorus to the Mayor's Commission on Youth and Physical Fitness.



HERB FAME, of the Peaches and Herb soul duo, recovers in a Columbia, S. C., hospital from a bullet wound in the stomach. Herb was accidentally shot by his road manager in a motel June 29. Head nurse Mrs. Johnson keeps watch over the Date singer until his release from the hospital later this week. He will recuperate at his home in Washington before rejoining his partner for a recording session.

Powell Readies Soul Fest Cast

NEW YORK—"Soul Festival '68," produced by Teddy Powell, president of the newly formed National Alliance of Producers and Promoters (NAPP) will feature Joe Tex, Moms Mabley, Percy Sledge, Jerry Butler, Pigmeat Markham, Peaches & Herb, Bobby Taylor, the Delphonics and the Intruders, Saturday (27) at Randall's Island.

Produced in conjunction with WWRL radio, the soul fest will become an annual event pending the success of the initial show. Hal Atkins, Jerry B., Al Gee, Enoch Gregory, Bob T. and Jeffrey Troy will be guest hosts for the festival. SamiSam will emcee.

Barbara Acklin

• Continued from page 26

cious Love," shoe-ins for the charts.

This week Miss Acklin returns to Chicago via Cleveland, where she will do two TV dates. When she re-enters Chicago, she will be a singer — by profession, rather than wish, as "Love Makes a Woman" works its way high on two charts. She has no ambition to visit the offices she worked in as a secretary, except to pass through on her way to the studios where she now records near Jackie Wilson, also on the charts with "I Get the Sweetest Feeling." She only has to look over her shoulder to see her future — at Dionne Warwick, Aretha Franklin and others, who, like herself, trained in the church for a career in soul music.

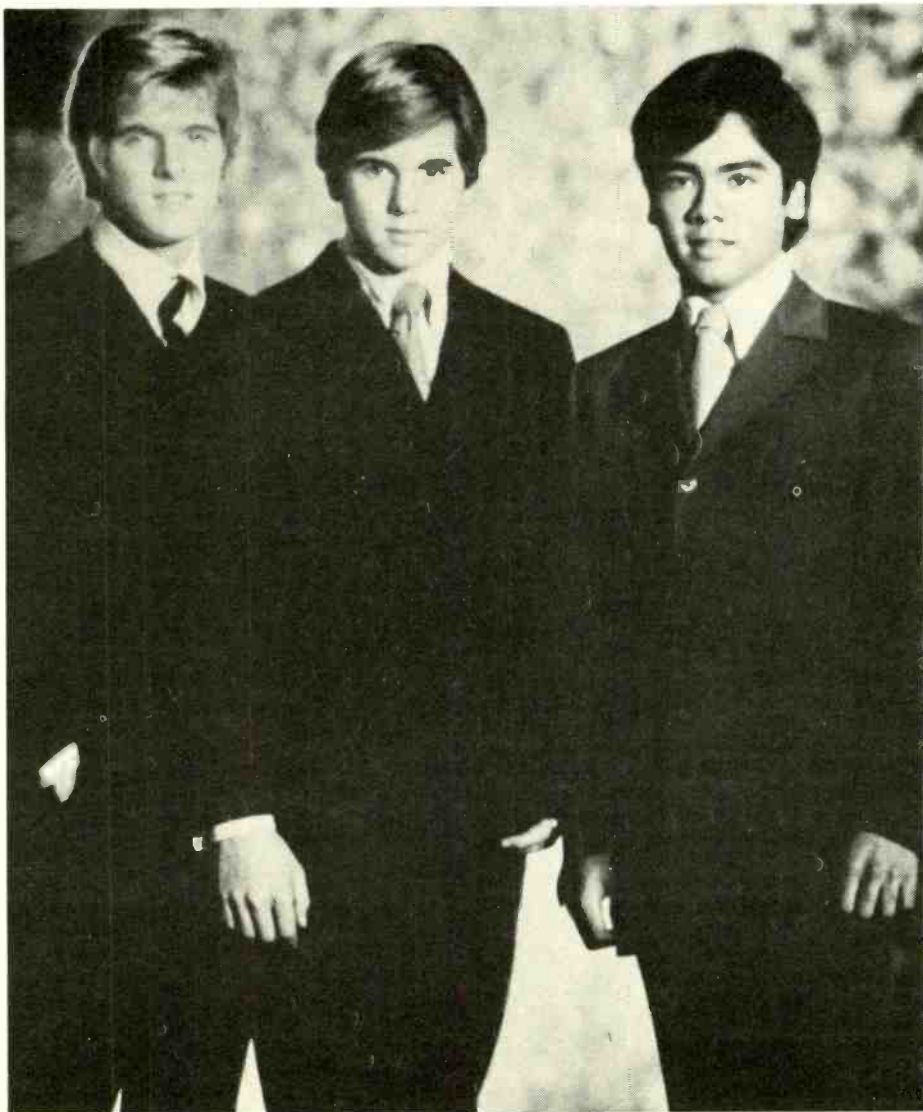


SOUL SAXOPHONIST KING CURTIS, left, and singer Joe Tex, right, will embark together on an extended tour of colleges and clubs this fall. Dick Allen, center, signed the management contracts with both artists. Curtis will also join a 12-day Dick Clark college tour in November with the Four Tops and do a one-night engagement with comedian Bill Cosby.

WEST COAST WINNERS

HEADING EAST

Dino, Desi & Billy

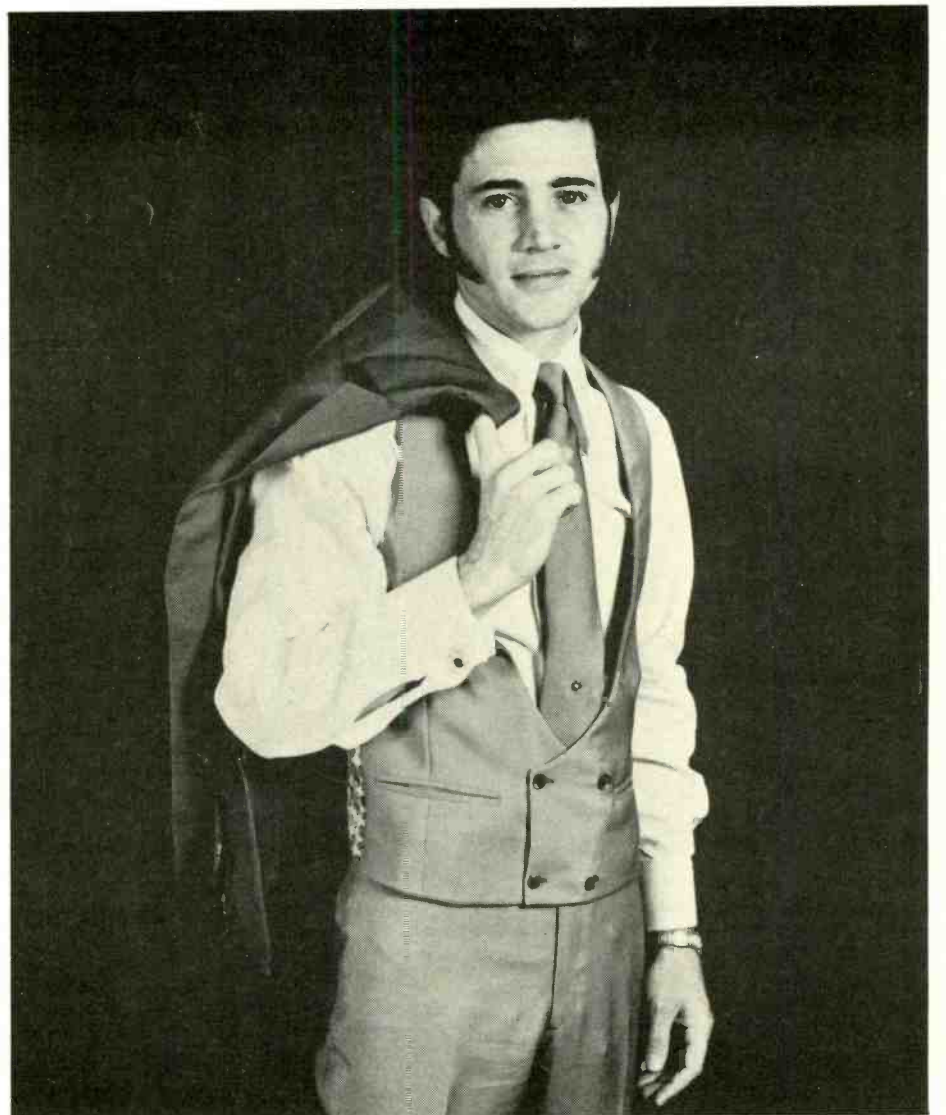


**“Tell Someone
You Love Them”**

#0698



Pat Shannon



**“She Sleeps
Alone”**

#7210



WARNER BROS. — SEVEN ARTS, RECORDS INC.

Richmond Deletes 114 Albums From Catalog

NEW YORK—A total of 114 albums are being deleted from the Richmond catalog, according to the current Schwann Catalog. The deletions, virtually all instrumental disks, leaves the Richmond line with only opera and operetta sets.

The list of conductors whose performances are being cut out contains such notable recording names as Eduard van Beinum, Ernest Ansermet, Georg Solti, Clemens Krauss, Karl Boehm, Sir Malcolm Sargent, Sir Adrian

Boult, Hans Knappertsbusch, George Szell, and Colin Davis.

Instrumental Soloists

Instrumental soloists include pianists Wilhelm Kempff, Julius Katchen, and Peter Katin; and violinists Ruggiero Ricci and Alfredo Campoli. Other conductors include Wilhelm Furtwaengler, Karl Muenchinger, Jean Martinon, Ataúlfo Argenta, Robert Irving, Alberto Erede, Anatole Fistoulari, Hans Schmidt-Isserstedt, Josef Krips, Enrique Jorda, Carl Schuricht, Rafael Kubelik, Erich Kleiber, Robert Stolz and Anthony Collins.

In addition to instrumental sets, the deletions include such choral works as Handel's "Messiah" with Boult conducting the London Philharmonic and soloists Owen Brannigan, Norman Proctor, Jennifer Vyvyan and George Maran, on three LP's, and Bach's "St. Matthew Passion" with Reginald Jacques conducting the Jacques Orchestra and Chorus and contralto Kathleen Ferrier on three LP's. Both packages are in English.

Multiple Sets

Among the other multiple sets are Tchaikovsky's complete "Swan Lake" and "Sleeping Beauty," both in two-record sets with Fistoulari and the Paris Conservatoire Orchestra; a two-record set of instrumental music from opera conducted by Erede, Kenneth Alwyn and Royaltan Kisch; and Bach's "Brandenburg Concertos" with Muenchinger and the Stuttgart Chamber Orchestra.

While most of the sets were only available in monaural versions, nine also had stereo editions, including Grieg's "Peer Gynt Suite No. 1" and excerpts from "Swan Lake" by Alwyn and the London Philharmonic.

A monaural album of "Swan Lake" excerpts by Fistoulari and the London Symphony also is being dropped.

Stereo Deletions

Other stereo titles on the deletion list are Grieg's "Piano Concerto" with Katin and the London Philharmonic under Davis; Rimsky-Korsakov's "Scheherazade" with Ansermet and the Paris Conservatoire Orchestra; Tchaikovsky's "Piano Concerto No. 1" with Katin and the New Symphony of London under Edric Cundell; Mozart's "Symphony No. 35 (Haffner)" and Schubert's "Symphony No. 8 (Unfinished)" with Schuricht and the Vienna Philharmonic; Tchaikovsky's "Symphony No. 4" with Robert Denzier and L'Orchestre de la Suisse Romande; Tchaikovsky's "Violin Concerto" with Campoli and

(Continued on page 31)



RAVI SHANKAR, center, belatedly receives his 1968 Grammy Award for Angel's "West Meets East" from Pete King, national president of the National Academy of Recording Arts & Sciences. The award was for best chamber music recording. Looking on is Alla Rakha, tabla player. The award was presented during the recording session in Hollywood of "West Meets East, Vol. 2," which also featured duets by Shankar on sitar and violinist Yehudi Menuhin.

RCA Issues Shostakovich

NEW YORK — The first recordings of Shostakovich's "Symphonies Nos. 2 and 3" are being issued by RCA next month in a coupling with Morton Gould conducting the Royal Philharmonic Chorus and Orchestra.

Guitarist Julian Bream is featured in an album of Boccherini and Haydn, which also includes the Cremona String Quartet and harpsichordist George Malcolm. The LP contains a first listing for Boccherini's "Introduction and Fandango for Guitar and Harpsichord."

Mezzo-soprano Shirley Verrett has an operatic recital album with Georges Pretre conducting the RCA Italiana Orchestra. Erich Leinsdorf conducts the Boston Symphony in a Haydn symphonic pairing and in a Beethoven album. Rounding out the Red Seal release is an album of pop music by Arthur Fiedler and the Boston Pops Orchestra.

CONCERT REVIEW

Darre, Dorati Join Forces In Superb Performance

NEW YORK—Pianist Jeanne Marie Darre and conductor Antal Dorati joined forces for a superb concert of the Royal Philharmonic at Philharmonic Hall on Sunday (14). The previous night, pianist Menahem Pressler appeared with the orchestra. Both concerts were part of Lincoln Center Festival '68.

Mme. Darre, an outstanding interpreter of Chopin and Liszt, was the soloist in the latter's "Piano Concerto No. 1." She met all of the difficult technical demands of the piece without subverting the concerto's lyrical quality. The final Allegro was played stunningly. Mme. Darre has recorded Chopin and Liszt albums for Vanguard.

Dorati was a perfect partner for the French pianist as the co-ordination between the two was flawless. Dorati, one of the most-recorded conductors ever, has a knack of breathing life into warhorses and he did just that in Beethoven's "Symphony No. 7," one of the finest performances that standard has received in these parts recently. All four movements glowed. Also performed well by Dorati

and the fine orchestra was Elgar's "Enigma Variations."

Among Dorati's many labels have been Mercury, London, Angel, RCA, RCA Victor and Epic. The orchestra has recorded for RCA, Columbia, Capitol, Angel and Deutsche Grammophon. **FRED KIRBY**

MELVILLE, N. Y.—Supplying a full selection of classical titles is a major selling point for Merco/Collegiate Record Corp., which now services more than 300 college accounts. The firm is a division of Merco Enterprises, Inc., which racks departments throughout the U. S.

Burton Fink, Merco/Collegiate director of sales, explained that most college bookstores are tax-free non-profit installations and therefore are not profit motivated as the normal retailer is. As adjuncts to the educational process, most of these stores must meet faculty and administration demands by carrying a thorough line of classical merchandise. Some departments, such as the University of Pittsburgh, carry classical records almost exclusively. Fink noted that turnover in such classical operations is similar to that in pop. Fink reports directly to Mrs. Beatrice Post, administrative vice-president of Merco/Collegiate.

Special Order

College departments have become more important in the classical area with the sharp decrease in the number of retail outlets stocking a full line of classics. Warren Rossman, executive vice-president of Merco Enterprises, noted that accounts

Classical Racks Big on Campus

By FRED KIRBY

could special order a wide range of classical albums, even hard-to-get imports. He estimated that about half of the 2,800 titles in Merco's order book were classical.

Rossman said contemporary composers have become the vogue, adding that the trend has shifted from Ives to Orff to Satie. On personal appearances, he noted that these have to be followed up for sales after the artist has left the campus. He explained that other activities, such as autograph sessions, would be helpful in selling albums.

Fink said Merco's college operations ranged from one to 25 racks with each rack holding from 425 to 600 pieces. Bins within the racks hold 45 to 60 albums depending on the overall size of the rack. One-level bin racks, which are used in a few locations, can hold 120 albums. One of the largest installations is at the University of California at Los Angeles, where one 20-by-30-foot room handles only recordings.

Each location is serviced every one to three weeks. Merco representatives become

(Continued on page 31)

Frank Opens 24-Concert Mozart-Haydn Festival

NEW YORK—A 24-concert Mozart-Haydn Festival is set for next month at Philharmonic Hall. The schedule begins on Aug. 5 with pianist Claude Frank and the New York Chamber Orchestra under Brian Priestman.

Conductors Peter Maag and Lawrence Foster will make their New York debuts during the series. The list of soloists includes the U. S. debuts of soprano Elly Ameling and

pianist Walter Klien. Other conductors will be Lukas Foss, Antonio Janigro, Henry Lewis, Boris Foldovsky, John Nelson and Alexander Schneider.

The New York Chamber Orchestra will be resident orchestra for the "Midsummer Sere-nades." Other ensembles will be the Amadeus Quartet, Galimir Quartet, Julliard Quartet, New York Mozart Choir, and Mozart Festival Chorus.

In addition to Klien and Frank, instrumental soloists will be pianists Joerg Demus, Lorin Hollander, Foss, Lilian Kallir and Samuel Sanders; violinists Felix Galimir, Jaime Laredo, Schneider and Edith Peinemann; flutist Bernard Goldberg; oboist Leonard Arner; trumpeter Roger Voisin; harpist Laura Newell; horn Paul Ingraham; bassoonist Loren Glickman; cellists Jascha Silberstein and Janigro; and harpsichordist William Read.

Other vocalists will be sopranos Virginia Alonso, Benita Valente, Patricia Brooks, Evelyn Mandac, Patricia Cullen, Rita Shane, Carol Courtman and Gwendolin Sims; mezzo-sopranos Mary Burgess, Joyce Gerber and Claudine Carlson; tenors Seth McCoy and Stanley Kolk; baritone Thomas Palmer; and basses Spiro Malas and Thomas Paul.

Henze Merges Jazz, Classical

• Continued from page 1

In his notes with the DGG album, Henze explains that he heard the Rolling Stones at the Piper's Club in Rome on New Year's Eve of 1966. "They made an enormous impression on me, and for weeks I tried to reproduce this impression in my own music, but without success."

Henze continues, "The technique is entirely different. For the time being we must accept this fact, but whether it will be forever so is another question. To me it seems important and desirable that pop music should be brought into contact with "our kind," which is so much older and more difficult; the contact could be of value to both sides. One day the difference will be entirely done away with. Henze conducts soloists, the Dresden Kreuchor, and orchestras in a pairing of "Muses of Sicily" with "Moarlities," which is being rushed for August release by DGG. The album is the latest in a series of Henze recordings,

including the recent Classical Chart package of "Der jung Lord." Henze also is using rock in opera as is Werner Egk.

The forthcoming Atlantic album will not be the first classical entry for the label. Atlantic has two albums of music by Gunther Schuller, whose compositions are jazz flavored. Jazz has inspired several classical compositions, including pieces by George Gershwin, Darius Milhaud and Igor Stravinsky. Among the other composers who have utilized jazz have been Ferde Grofe, Ernst Krenek, Louis Gruenberg and Aaron Copland. Charles Ives and Leonard Bernstein also have used pop material in classical compositions.

With classical themes and structure influencing more pop groups, with classical music being programmed with pop by some deejays, and with pop music influencing classical compositions, Henze's prediction may prove justified.

Classical Racks Big on Campus

• Continued from page 30

familiar with the spots and see that stock and indexing is kept up to date. The firm also supplies browser cards on artists, composers as requested, even if it means having a special card made for one rack.

List Reused

Mercato's list of titles is revised every three months except for the period from March to September. Fink pointed out that classical promotions had done "beautifully" at colleges. He cited a special three-LP Audio Fidelity package of popular classics as consistently selling out.

Coordination with the needs and assignments of college music departments also aids the movement of classical product. Electronic music is popular in colleges, Rossman noted, but added there were not enough titles available in this area to meet the demand.

New product does well, Rossman said, citing the success of the Melodiya/Angel line. Stores refer to Billboard's Classical Charts in ordering, Rossman explained.

Annual Promotions

Several college stores have annual promotions, Fink said, such as the University of Florida, which runs a regular large book and record sale. Fink estimated that more than half of the disks included in these sales were classical. Low-price merchandise also moves well in promotions, Rossman noted, as college students were aware of artists and value. Generally, multiple sets, except for specially priced packages, don't move as well as single LP's.

Rossman said that on a proportional basis, classical product sold better in college stores than in the general retail or discount operation.

Richmond Trims Out 114 Albums

• Continued from page 30

the London Symphony under Argenta; Rossini overtures with Alwyn and the New Symphony; and Rachmaninoff's "Piano Concerto No. 2" with Katin and the New Symphony under Davis.

Two Versions

Monaural-only versions of the Rachmaninoff concerto by Katchen and the New Symphony under Fistoulari and the Tchaikovsky "Violin Concerto" with Ricci and the New Symphony under Sargent also are being dropped. Many of the other deleted albums, especially some of Ansermet's more than a dozen titles, have been re-recorded in stereo versions for the regular-price London label. Two monaural performances of Beethoven's "Symphony No. 5" are being deleted as Richmond had the work in albums by Kleiber and the Concertgebouw Orchestra of Amsterdam, and Schuricht and the Paris Conservatoire Orchestra.

More than a year ago, London instituted a second low-price line with the London Stereo Treasury Series, which offers stereo-only albums with the emphasis on instrumental works. Also, last year, the Richmond line added its first stereo operatic sets. To date, neither line has re-channeled monaural recordings for stereo.

BEST SELLING Classical LP's

Billboard Special Survey
For Week Ending 7/27/68

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart	
Billboard Award	1	MOZART: CONCERTOS NOS. 17 & 21 Anda/Camerata Academica of the Salzburg Mozarteum (Anda), DGG (No Mono); 138/783 (S)	25	22	29	GINASTERA: CONCERTO FOR PIANO AND ORCHESTRA Joao Carlos Martins/Boston Symphony (Leinsdorf); RCA Victor LM 3029 (M); LSC 3029 (S)	6	
	2	3	BERG: LULU (3 LP's) Lear/Fischer-Dieskau/Various Artists/Deutsche Oper Berlin (Boehm), DGG (No Mono); 139 273/75 (S)	14	23	22	GINASTERA: BOMARZO (3 LP's) Novoa/Various Artists/Washington Opera Society (Rudel), CBS (No Mono); 32-31-0006 (S)	16
	3	4	LISZT: ARRANGED BEETHOVEN SYMPHONY NO. 5 Glenn Gould, Columbia (No Mono); MS 7095 (S)	11	24	20	BELLINI: NORMA (2 LP's) Suliotis/Cossotto/Del Monaco/Various Artists/Orch. L'Academia di Santa Ceceila (Varviso), London (No Mono) OSA 1272 (S)	8
	4	5	ROSSINI RARETIES Montserrat Caballe/RCA Italiano Opera Orch. & Chorus (Cillario), RCA Victor LM 3015 (M); LSC 3015 (S)	8	25	23	BRAHMS: PIANO CONCERTO NO. 2 Watts/New York Philharmonic (Bernstein), Columbia (No Mono); MS 7134 (S)	6
	5	7	SATIE: PIANO MUSIC, VOL. 3 Aldo Ciccolini, Angel (No Mono); S 36485 (S)	10	26	25	MESSIAEN: TURANGALILA SYMPHONY/TAKEMITSU NOVEMBER STEPS (2 LP's) Toronto Symphony (Ozawa), RCA Victor LM 7051 (M); LSC 7051 (S)	9
	6	2	MAHLER: SYMPHONIES NOS. 6 & 9 (3 LP's) New York Philharmonic (Bernstein), Columbia (No Mono); M3S 776 (S)	10	27	—	WEST MEETS EAST, VOL. 2 Yehudi Menuhin & Ravi Shankar, Angel (No Mono); S 36026 (S)	1
	7	6	WEST MEETS EAST Yehudi Menuhin & Ravi Shankar, Angel 36148 (M); S 36148 (S)	55	28	28	BERLIOZ: SYMPHONIE FANTASTIQUE Moscow Radio Symphony (Rozhdestvensky), Melodiya/Angel (No Mono); SSR-40054 (S)	10
	8	8	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	121	29	30	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	58
	9	9	GLORY OF GABRIELLI E. Power Biggs/Various Artists/Columbia (No Mono); MS 7071 (S)	20	30	31	CHOPIN NOCTURNES (2 LP's) Artur Schnabel, RCA Victor LM 7050 (M); LSC 7050 (S)	32
	10	15	BERG: LULU (3 LP's) Rothenberger/Meyer/Brankenheim/Unger/Borg/Kusche/Hamburg State Opera Orch. (Ludwig), Angel (No Mono); SC 3726 (S)	7	31	27	GOLDEN AGE OF OPERETTA (2 LP's) Joan Sutherland/New Philharmonia Orch. (Bonyng), London (No Mono); OSA 1268 (S)	18
	11	10	MAHLER: SYMPHONY NO. 1 New York Philharmonic (Bernstein), Columbia (No Mono); MS 7069 (S)	20	32	35	MOZART: CONCERTOS NOS. 21 & 23 Artur Schnabel/RCA Symphony (Wallenstein), RCA Victor LM 2634 (M); LSC 2634 (S)	19
	12	14	SATIE: PIANO MUSIC, VOL. 1 Aldo Ciccolini, Angel (No Mono), S 36482 (S)	8	33	33	BEETHOVEN: SYMPHONY NO. 9 Mormon Tabernacle Choir/Philadelphia Orch. (Ormandy), Columbia ML 6416 (M); MS 7016 (S)	47
	13	11	SATIE: PIANO MUSIC, VOL. 2 Aldo Ciccolini, Angel (No Mono); S 36459 (S)	25	34	34	MAHLER: SYMPHONY NO. 8 (2 LP's) Various Artists/London Symphony (Bernstein), Columbia M2L 351 (M); M2S 751 (S)	77
	14	40	MOZART: CONCERTOS NOS. 21 & 24 Robert Casadesu/Cleveland Orch. (Szell), Columbia (No Mono); MS 6695 (S)	2	35	39	STRAUSS: BLUE DANUBE Berlin Philharmonic (Von Karajan), DGG (No Mono); 139 014 (S)	7
	15	12	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	103	36	—	BRITTEN: THE BURNING FIERY FURNACE Pears/Various Artists/English Opera Group (Britten), London (No Mono); OSA 1163 (S)	1
	16	17	BACH: ORGAN FAVORITES, VOL. 3 E. Power Biggs, Columbia (No Mono); MS 7108 (S)	4	37	24	ORMANDY'S GREATEST HITS, VOL. 3 Philadelphia Orch. (Ormandy), Columbia (No Mono); MS 7072 (S)	22
	17	18	LEONTYNE PRICE—PRIMA DONNA, VOL. 2 RCA Victor LM 2968 (M); LSC 2968 (S)	43	38	38	MUSSORGSKY: PICTURES AT AN EXHIBITION Ashkenazy/Los Angeles Philharmonic (Mehta), London (No Mono); OSA 6559 (S)	9
	18	16	PROKOFIEV: PETER & THE WOLF/TCHAIKOVSKY: NUTCRACKER SUITE New York Philharmonic (Bernstein), Columbia ML 5593 (M); MS 6193 (S)	41	39	—	ARIAS FROM FRENCH OPERAS Marilyn Horn/Vienna Opera Orch. (Lewis), London (No Mono); OSA 26064 (S)	1
	19	19	HOLST: THE PLANETS New Philharmonia Orch. (Boult), Angel (No Mono); S 36420 (S)	47	40	—	STRAUSS: ALSO SPRACH ZARATHUSTRA Chicago Symphony (Reiner), RCA Victor LM 2609 (M); LSC 2609 (S)	1
	20	21	HISTORIC ORGANS OF SPAIN E. Power Biggs, Columbia (No Mono); MS 7109 (S)	7				
	21	13	VERDI: ERNANI (3 LP's) Price/Bergonzi/Various Artists/RCA Italiano Orch. (Schippers), RCA Victor LM 6183 (M); LSC 6183 (S)	19				

Everyman Low-Price Sets

NEW YORK — Vanguard's Everyman line is issuing the first low-price sets of Mahler's "Symphony No. 8 (Symphony of a Thousand)" and Purcell's "Dido and Aeneas" this month. The intermediate-price Cardinal label will have an Earl Wild album of Liszt piano music, and an LP of Bach by organist Anton Heiller.

The Liszt album includes first listings of "Reminiscences of Robert le Diable — Valse In-

fernale," "Gnomesreigen," and the "Mephisto Polka."

Maurice Abravanel conducts the Utah Symphony and Newell Weight directs the University of Utah Choruses in the two-LP Mahler set. Alfred Deller is the conductor of "Dido and Aeneas." Rounding out the Everyman release are Carl Schuricht and the Vienna State Opera Orchestra in Johann Strauss, and Erich Kunz in German university songs with Anton Paulik and the Vienna Volksoper.

Leo Sowerby Is Dead at 73

PORT CLINTON, Ohio — Composer Leo Sowerby, a Pulitzer Prize winner, died in Magruder Hospital here on July 7. He was 73. He received his Pulitzer Prize in 1946 for "The Canticle of the Sun."

His recorded works include "All on a Summer's Day," by

Robert Whitney and the Louisville Orchestra on Louisville; the orchestral suite "From the Northland," by Dean Dixon and the Vienna Symphony on Desto; "Pop Goes the Weasel," by the Westwood Wind Quintet on Crystal; the symphonic poem "Prairie," by Dixon and the

ASCAP Holds Press Confab for Ginastera

NEW YORK — ASCAP hosted a press conference for composer Alberto Ginastera on Tuesday (16) in the board room of ASCAP's national headquarters here before his return to Buenos Aires.

Since his arrival in the U. S. in February, Ginastera attended rehearsals and performances of his second opera, "Bomarzo," which was introduced to New

York by the New York City Opera Co., and the performances and recording by RCA of his "Piano Concerto" performed by Joao Carlos Martins and the Boston Symphony under Erich Leinsdorf. The Vancouver Symphony gave the world premiere of his "Estudios Sinfonicos" in March, while Julius Rudel and the Boston Symphony gave its U. S. premiere in April.

Ginastera recently completed two weeks as composer-in-residence at the Hopkins Center at Dartmouth College in Hanover, N. H., where several of his scores were played including the world premiere of his "Cello Concerto" with Paul Olofsky as soloist. The "Piano Concerto" with Martins, Leinsdorf and the Boston Symphony also was performed on Wednesday (17) at Lincoln Center Festival '68 at Philharmonic Hall here.

Vienna Symphony on Desto; "Come Autumn Time," an overture, by organist Robert Noehren on Lyricord; "Classic Concerto for Organ and Orchestra" with soloist Rolf Karlson and the Oslo Philharmonic under William Strickland, and "Toccata for Organ" and "Fantasy for Flute Stops," by organist Catherine Crozier on Aeolian-Skinner.



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AD DEADLINE—JULY 24

Country Music

Sunday Slot Works For 'Hayride' Show

SHREVEPORT, La. — The 20-year-old "Louisiana Hayride," after bombing on successive Saturdays, moved to a Sunday afternoon format (July 14) and played to packed houses. "We found the crowds just wouldn't come to the Saturday night shows," said Frank Page, promotion manager of KWKH, which owns the "Hayride." "We were able to get Porter Wagoner on a Sunday, so we experimented with a Sunday afternoon show. All 3,538 seats were filled."

Page said nighttime crowds were in a hurry to get home. The Sunday afternoon crowd, on the other hand, stayed long after the performance to talk to the RCA Victor artist and mem-

bers of his band, along with Kenny Hart and Cheryl Pool, who were on the show.

The "Hayride," once a weekly feature, now has slowed to once-a-month performances. On the in-between nights, engineers and announcers "recreate" a show, simulating the applause and playing records. The next show is not scheduled until Sept. 7, at which time Johnny Cash of Columbia will be the featured entertainer. There probably will be a double show at this time.

The "Louisiana Hayride" first went on the air in April of 1948, making it third-ranking among the country music shows still in existence.

Mary Gard Crowned First Miss Country Music U.S.A.

SAN ANTONIO — Mary Gard was crowned here July 3 as the first Miss Country Music U.S.A.

An estimated 10,500 persons turned out for the KBER Radio sponsored Miss Country Music U.S.A. contest.

Extra seats had to be placed on the floor of the Arena

Theatre at HemisFair '68 to handle the country crowd. It was estimated that between 250 and 500 persons were turned away at the doors.

The program featured Charlie Pride, Ray Price, Loretta Lynn, Willie Nelson, David Houston, Johnny Bush and Minnie Pearl. Miss Gard, the Miss Country

Ontario Village Auditorium Pulls Big Name Country Music Talent

HEPWORTH, Ont. — This Canadian village of 850 now has a country music auditorium which seats 2,000, has a solid string of top artists booked, and already is drawing plans for a new 5,000-seat auditorium.

The man behind the summer surge to country is John B. Kocher, a multi-millionaire accountant, who made his move after visiting the Country Music Hall of Fame and Museum in Nashville. Kocher now is mak-

ing a donation to the Hall of Fame to list his name as a sustainer or patron. He also plans to place Canadian artist Ron McLeod on the walkway of stars.

Kocher sent representatives to Nashville to book talent, and from an empty lot built his initial auditorium, which shortly will be turned into a social center pending completion of the larger structure.

RCA Victor's Hank Locklin

was selected to inaugurate the new Country Music Auditorium June 29, primarily because of his song "Country Hall of Fame." He has been followed by Red Sovine, Sonny James, Leroy Van Dyke, Mel Tillis and Mac Wiseman, and those already booked for the near future include Webb Pierce, Grandpa Jones, Connie Smith, Bill Anderson, Jean Shepard, Stonewall Jackson, Dottie West, Don Gibson, Billy Walker, Hugh X. Lewis, Henson Cargill, Del Reeves, Carl & Pearl Butler, Johnny Darrell and Jim Ed Brown. More artists currently are being lined-up. Many of the shows have played to standing room crowds.

Kocher flew Mrs. Gable to Canada to take part in the ribbon-cutting for the building. Realizing the potential of country music in the area, he began at once with the plans for the newer, larger building. He dispatched Bill Dove, Wilford Mink and Clare Adlam to Nashville to get design ideas from the "Grand Ole Opry," to talk to bookers, and to line-up talent.

Kocher, meanwhile, said he is negotiating with four companies to sponsor country music shows all across Canada and the United States both for television and radio.

Louisiana Men Formed; To Promote Cajun Sound

NASHVILLE—An authentic Cajun sound in the performance of country music is claimed by Doug Kershaw in the formation of a group called The Louisiana Men.

The five-man group, recently settled here, consists of singers and musicians of Acadian de-

scent, all natives of the bayou country of Louisiana.

Kershaw said the act is booked for the "Smothers Brothers" television show.

The Dottie O'Brian Agency is handling the booking. The group was named from the song "Louisiana Man" written by Kershaw and sung most recently by Capitol's Bobbie Gentry. Kershaw also is a Louisiana-born Cajun. He and his brother once teamed in a country music act known as Rusty and Doug. Rusty Kershaw now is working in the retail business in Galveston, Tex.

Music U.S.A., entered the Miss Country Music contest as Miss El Paso, representing radio station KHEY.

First runner-up was Lida Ginochio who entered the con-

(Continued on page 40)

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NARAS Picks New Trustees

NASHVILLE—The Board of Governors of the NARAS chapter here has named three new trustees to the national board of governors.

Named for two-year terms are Danny Davis, chief of a&r for RCA Victor in Nashville; Bill Williams, Nashville editor of Billboard, and Buddy Killen, vice-president of Tree Publishing and Dial Records, and immediate past-president of the chapter.

Already serving as trustee is Wesley Rose, president of Acuff-Rose and its affiliated firms.

NARAS also began plans for seminars and symposiums during the coming year, established meeting dates, and mapped plans for close co-operation with the academic community.

Williams Film Premiere Set

NASHVILLE — The world premiere of the Hank Williams Jr. movie "A Time to Sing" will take place at the Paramount Theater here Aug. 15, with disk jockeys from 35 U. S. and Canadian markets taking part in the four-day festivities.

Beginning with a luncheon on the stage of the Grand Ole Opry House, the affair will continue with a party and yacht cruise on Old Hickory Lake, a tour of Printer's Alley, a luncheon hosted by Gov. Buford Ellington, a cocktail buffet at the Country Music Hall of Fame, and then a caravan of stars to the theater. There will be still another party following the show.

The deejays will be selected in contests for expense-paid trips here for the showing.

The MGM production is the first full-length feature movie for the young recording artist, who is handled by Aud-Lee Attractions.

Ellis Brothers Touring Kansas

SCANDIA, Kan. — The Ellis Brothers and former KLAQ disk jockey Johnny Bell are averaging 25 miles a day in their covered wagon trek from Denver to Nashville.

En route, to finance the journey, the Denver group played to full houses in such towns as St. Francis, Norton, Phillipsburg, Montrose, Concordia and Mankato, all in Kansas. They also performed for centennial celebrations in Cuba, Kan., and here.

The purpose of the trip is to promote Colorado and country music, and the Ellis Brothers. The horse-drawn wagon is due in Nashville in mid-August.

Dallas Dansant Spots Mod Country Artists

DALLAS—The Aragon Ballroom here turned the spotlight on new mode country recording artists Friday (19), with Bob Miller, new Ebb Tide Records discovery, in for a two-week stand. Miller's release, "These Ole Hard Times," has been getting deejay action in many sections of the country.

Bookings for the ballroom are handled by agent-producer Charles Wright.

Billboard Hot Country LP's

Billboard SPECIAL SURVEY For Week Ending 7/27/68

★ 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 AT FOLSOM PRISON Columbia (No Mono); CS 9639 (S)	7
2	3	THE ROMANTIC WORLD OF EDDY ARNOLD RCA Victor LPM 4009 (M); LSP 4009 (S)	8
3	4	HEY LITTLE ONE Glen Campbell, Capitol T 2878 (M); ST 2878 (S)	18
4	2	HONEY Bobby Goldsboro, United Artists UAL 3642 (M); UAS 6642 (S)	12
5	5	FIST CITY Loretta Lynn, Decca DL 4997 (M); DL 74997 (S)	10
6	6	LORETTA LYNN'S GREATEST HITS Decca (No Mono); DL 75000 (S)	4
7	7	MAKE MINE COUNTRY Charley Pride, RCA Victor LPM 3952 (M); LSP 3952 (S)	10
8	11	A NEW PLACE IN THE SUN Glen Campbell, Capitol (No Mono); ST 2907 (S)	11
9	8	BY THE TIME I GET TO PHOENIX Glen Campbell, Capitol T 2851 (M); ST 2851 (S)	31
10	10	WILD WEEKEND Bill Anderson, Decca DL 4998 (M); DL 74998 (S)	9
11	9	THE COUNTRY WAY Charley Pride, RCA Victor LPM 3895 (M); LSP 3895 (S)	32
12	16	ANOTHER TIME, ANOTHER PLACE Jerry Lee Lewis, Smash (No Mono); SRS 67104 (S)	7
13	12	GENTLE ON MY MIND Glen Campbell, Capitol T 2809 (M); ST 2809 (S)	43
14	14	I LOVE CHARLEY BROWN Connie Smith, RCA Victor LPM 4002 (M); LSP 4002 (S)	8
15	15	TOUCH OF SADNESS Jim Reeves, RCA Victor LPM 3987 (M); LSP 3987 (S)	12
16	13	BY THE TIME I GET TO PHOENIX Marty Robbins, Columbia (No Mono); CS 9617 (S)	8
17	17	TAKE ME JUST AS I AM Ray Price, Columbia (No Mono); CS 9606 (S)	16
18	18	BEST OF BUCK OWENS, VOL. 2 Buck Owens & His Buckaroos, Capitol (No Mono); ST 2897 (S)	14
19	19	BOTTOM OF THE BOTTLE Porter Wagoner, RCA Victor LPM 3968 (M); LSP 3968 (S)	6
20	20	IF MY HEART HAD WINDOWS George Jones, Musicor (No Mono); MS 3158 (S)	5
21	22	KING OF COUNTRY SOUL Don Gibson, RCA Victor LPM 3974 (M); LSP 3974 (S)	8
22	21	EVERLOVIN' WORLD OF EDDY ARNOLD RCA Victor LPM 3931 (M); LSP 3931 (S)	26
23	—	SWEET ROSIE JONES Buck Owens & His Buckaroos, Capitol (No Mono); ST 2962 (S)	1
24	—	HEAVEN SAYS HELLO Sonny James, Capitol (No Mono); ST 2937 (S)	1
25	25	YOU ARE MY TREASURE Jack Greene, Decca DL 4979 (M); DL 74979 (S)	14
26	31	PROMISES, PROMISES Lynn Anderson, Chart CHM 1004 (M); CHS 1004 (S)	27
27	26	THE LEGEND OF BONNIE & CLYDE Merle Haggard, Capitol (No Mono); ST 2912 (S)	13
28	29	SOMETHING PRETTY Wynn Stewart, Capitol (No Mono); ST 2921 (S)	4
29	40	A THING CALLED LOVE Jimmy Dean, RCA Victor LPM 3999 (M); LSP 3999 (S)	3
30	30	WE'LL STICK TOGETHER Kitty Wells & Johnny Wright, Decca (No Mono); DL 75026 (S)	2
31	32	A WORLD OF OUR OWN Sonny James, Capitol (No Mono); ST 2884 (S)	17
32	24	THE STORY OF BONNIE & CLYDE Flatt & Scruggs, Columbia (No Mono); CS 9649 (S)	10
33	35	COUNTRY'S BEST ON RECORD Jim Ed Brown, RCA Victor LPM 4100 (M); LSP 4100 (S)	4
34	34	NOTHING TAKES THE PLACE OF LOVING YOU Stonewall Jackson, Columbia (No Mono); CS 9669 (S)	2
35	27	COUNT YOUR BLESSINGS WOMAN Jan Howard, Decca (No Mono); DL 75012 (S)	4
36	36	JUST BETWEEN YOU AND ME Porter Wagoner & Dolly Parton, RCA Victor LPM 3926 (M); LSP 3926 (S)	17
37	37	BODY AND MIND Norma Jean, RCA Victor LPM 3977 (M); LSP 3977 (S)	6
38	38	TEXAS TROUBADOURS Terrific Texas Troubadours, Decca (No Mono); DL 75017 (S)	2
39	39	COUNTRY FEVER Hugh X. Lewis, Kapp (No Mono); KS 3563 (S)	3
40	45	I BELIEVE IN LOVE Bonnie Guitar, Dot (No Mono); DLP 25865 (S)	2
41	28	BEST OF EDDY ARNOLD RCA Victor LPM 3565 (M); LSP 3565 (S)	66
42	—	KITTY WELLS SHOWCASE Decca (No Mono); DL 74961 (S)	1
43	33	JOHNNY CASH'S GREATEST HITS, VOL. 1 Columbia CL 2678 (M); CS 9478 (S)	15
44	—	ONLY THE GREATEST Waylon Jennings, RCA Victor LPM 4023 (M); LSP 4023 (S)	1
45	—	URBAN SUBURBAN Roy Clark, Dot (No Mono); DLP 25863 (S)	1

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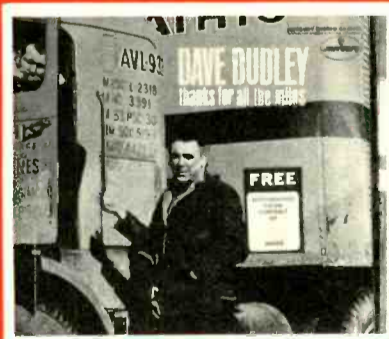
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Billboard Hot Country Singles

Billboard SPECIAL SURVEY For Week Ending 7/27/68

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

This Week	Last Week	TITLE, Artist, Label Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label Number & Publisher	Weeks on Chart
1	1	FOLSOM PRISON BLUES Johnny Cash, Columbia 44513 (Hilo, BMI)	9	38	39	I'M COMING BACK HOME TO STAY Buck Owens' Buckaroos, Capitol 2173 (Blue Book, BMI)	8
2	3	WHAT'S MADE MILWAUKEE FAMOUS (Has Made a Loser Out of Me) Jerry Lee Lewis, Smash 2164 (Gallico, BMI)	8	39	34	NIGHT LIFE Claude Gray, Decca 32312 (Pamper, BMI)	11
3	5	HEAVEN SAYS HELLO Sonny James, Capitol 2155 (4 Star, BMI)	9	40	45	TELL IT LIKE IT IS Lorene Mann & Archie Campbell, RCA Victor 47-9549 (Olrap, BMI)	5
4	4	IT'S OVER Eddy Arnold, RCA Victor 47-9525 (Honeycomb, ASCAP)	16	41	43	PHONE CALL TO MAMA Joyce Paul, United Artists 50315 (Gallico, BMI)	6
5	2	D-I-V-O-R-C-E Tammy Wynette, Epic 10315 (Tree, BMI)	11	42	22	SWEET ROSIE JONES Buck Owens & His Buckaroos, Capitol 2142 (Blue Book, BMI)	15
6	8	YOU'VE JUST STEPPED IN (From Stepping Out on Me) Loretta Lynn, Decca 32332 (Sure-Fire, BMI)	7	43	31	I BELIEVE IN LOVE Stonewall Jackson, Columbia 44501 (Turp, Ltd., BMI)	8
7	7	I'M GONNA MOVE ON Warner Mack, Decca 32308 (Page Boy, SESAC)	11	44	44	GOOD TIME Willie Nelson, RCA Victor 47-9536 (Pamper, BMI)	7
8	10	ALREADY IT'S HEAVEN David Houston, Epic 10388 (Gallico, BMI)	7	45	60	ON TAP, IN THE CAN OR IN THE BOTTLE Hank Thompson, Dot 17108 (Brazos Valley, BMI)	3
9	6	THE EASY PART'S OVER Charley Pride, RCA Victor 47-9514 (Hall-Clement, BMI)	11	46	49	HERE'S TO YOU & ME Tex Williams, Boone 1072 (Wilderness, BMI)	5
10	12	RUN AWAY LITTLE TEARS Connie Smith, RCA Victor 47-9513 (Blue Crest, BMI)	11	47	47	EVERYBODY WANTS TO BE SOMEBODY ELSE Harden Trio, Columbia 44552 (Combine, BMI)	5
11	9	WITH PEN IN HAND Johnny Darrell, United Artists 50292 (Unart, BMI)	14	48	51	JODY & THE KID Roy Drusky, Mercury 72823 (Buckhorn, BMI)	2
12	15	I BELIEVE IN LOVE Bonnie Guitar, Dot 17097 (Ring-A-Ding/Vigilance, BMI)	8	49	52	YOU'VE CHANGED EVERYTHING ABOUT ME BUT MY NAME Norma Jean, RCA Victor 47-9558 (Pamper, BMI)	2
13	14	THE ENEMY Jim Ed Brown, RCA Victor 47-9518 (Window, BMI)	10	50	50	IF YOU DON'T LIKE THE WAY I LOVE YOU Mary Taylor, Dot 17104 (Central Songs, BMI)	6
14	13	LOVE IS IN THE AIR Marty Robbins, Columbia 44509 (Wildweed, BMI)	13	51	62	IT'S A LONG WAY TO GEORGIA Don Gibson, RCA Victor 47-9563 (Acuff-Rose, BMI)	3
15	18	DREAMS OF THE EVERYDAY HOUSEWIFE Glen Campbell, Capitol 2224 (Combine, BMI)	4	52	36	HOLDING ON TO NOTHING Porter Wagoner & Dolly Parton, RCA Victor 47-9490 (Passkey, BMI)	16
16	16	THERE'S A FOOL BORN EVERY MINUTE Skeeter Davis, RCA Victor 47-9543 (Natson/Port, ASCAP)	6	53	—	A LITTLE BIT LATER ON DOWN THE LINE Bobby Bare, RCA Victor 47-9568 (Sea-Lark, BMI)	1
17	17	SOMETHING SPECIAL Mel Tillis, Kapp 905 (Blue Echo, BMI)	12	54	54	PAINTED GIRLS & WINE Ed Bruce, RCA Victor 47-9553 (Return, BMI)	3
18	24	AS LONG AS I LIVE George Jones, Musicor 1298 (Glad/Zanetis, BMI)	4	55	56	YOUR TIME HASN'T COME YET BABY Elvis Presley, RCA Victor 47-9547 (Presley, BMI)	5
19	19	AIN'T GOT TIME TO BE UNHAPPY Bob Luman, Epic 10312 (Gallico, BMI)	12	56	—	FLOWER OF LOVE Leon Ashley, Ashley 4000 (Gallico, BMI)	1
20	23	ONLY DADDY THAT'LL WALK THE LINE Waylon Jennings, RCA Victor 47-9561 (Central Songs, BMI)	3	57	—	LET THE WORLD KEEP ON A TURNIN' Buck Owens & Buddy Alan & the Buckaroos, Capitol 2237 (Blue Rock, BMI)	1
21	25	THE LATE AND GREAT LOVE (Of My Heart) Hank Snow, RCA Victor 47-9523 (Combine, BMI)	8	58	48	I'LL BE YOUR BABY Glen Garrison, Imperial 66300 (Dwarf, ASCAP)	6
22	11	I'VE BEEN THERE BEFORE Ray Price, Columbia 44505 (Gramitto, BMI)	13	59	61	CHRISTOPHER ROBIN Stonemans, MGM 13945 (Jack, BMI)	2
23	27	BE PROUD OF YOUR MAN Porter Wagoner, RCA Victor 47-9530 (Forest Hills, BMI)	8	60	58	JACKSONVILLE Cal Smith, Kapp 913 (Forrest Hills, BMI)	6
24	26	HOW IS HE Jeannie Seely, Monument 1075 (Buckhorn, BMI)	6	61	73	THE TOP OF THE WORLD Stu Phillips, RCA Victor 47-9557 (Jack, BMI)	3
25	28	JUST BECAUSE I'M A WOMAN Dolly Parton, RCA Victor 47-9548 (Combine, BMI)	5	62	67	TEXAS TEA Dee Mullins, SSS International 745 (Singleton, BMI)	3
26	30	RAMONA Billy Walker, Monument 1079 (Feist, ASCAP)	3	63	63	LOSER MAKING GOOD Red Sovine, Starday 842 (Tarheel, BMI)	2
27	32	TIE A TIGER DOWN Sheb Wooley, MGM 13938 (Channel, ASCAP)	5	64	64	GYPSY MAN Buddy Knox, United Artists 50301 (Viva, BMI)	6
28	—	MAMA TRIED Merle Haggard, Capitol 2219 (Blue Book, BMI)	1	65	65	CUT THE CORNBREAD MAMA Osborne Brothers, Decca 32325 (Sure-Fire, BMI)	5
29	46	BORN A FOOL Freddie Hart, Kapp 910 (Jack O' Diamond, BMI)	8	66	68	I'M IN LOVE WITH MY WIFE David Rodgers, Columbia 44561 (Moss Rose, BMI)	2
30	33	I KEEP COMING BACK FOR MORE Dave Dudley, Mercury 72818 (Newkeys, BMI)	3	67	—	FROM HEAVEN TO HEARTACHE Bobby Lewis, United Artists 50327 (Singleton, BMI)	1
31	40	LOVE TAKES CARE OF ME Jack Greene, Decca 32352 (Husky, BMI)	2	68	—	WE'LL GET AHEAD SOMEDAY Porter Wagoner & Dolly Parton, RCA Victor 47-9577 (Carreta, BMI)	1
32	29	I PROMISED YOU THE WORLD Ferlin Husky, Capitol 2154 (Tree, BMI)	10	69	69	I'M GONNA MAKE LIKE A SNAKE Ernest Tubb, Decca 32315 (Sure-Fire, BMI)	2
33	41	AUTUMN OF MY LIFE Bobby Goldsboro, United Artists 50318 (Unart, BMI)	3	70	70	HOW TO CATCH AN AFRICAN SKEETER ALIVE Jimmy Dickens, Decca 32326 (Blue Crest/Husky, BMI)	4
34	35	I AIN'T GOT NOBODY Dick Curless, Tower 415 (Combine, BMI)	7	71	72	PICK A LITTLE HAPPY SONG Bob Gallion, United Artists 50309 (Passkey, BMI)	2
35	20	I WANNA LIVE Glen Campbell, Capitol 2146 (Windward Side, BMI)	16	72	—	ONE OF THESE DAYS Tompall & the Glaser Brothers, MGM 13954 (Jack, BMI)	1
36	38	A REAL GOOD WOMAN Jean Shepard, Capitol 2180 (Central Songs, BMI)	7	73	74	THE STRAIGHT LIFE Sonny Curtis, Viva 630 (Viva, BMI)	2
37	42	STRANGER IN A STRANGE STRANGE CITY Webb Pierce, Decca 32339 (Tuesday, BMI)	4	74	75	THE LOVERS Bill Willbourne and Kathy Morrison, United Artists 50310 (Four Star, BMI)	2
				75	—	GYPSY KING Kitty Wells, Decca 32343 (Bevis/Wells, BMI)	1

'YOU CHANGED EVERYTHING ABOUT ME BUT MY NAME'

REMI

#9558

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- *AT RECORD SHOPS*
- *ON JUKE BOXES*



Written by:

**JEANNIE SEELY
& HANK COCHRAN**

Published by:

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Nashville**

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Nashville Scene

The Wayfarers, once on RCA Victor, have been signed with the Wheeling label. . . . Karen McKenzie, whose first session was on Wheeling, has been signed as ABC's first female artist under Paul Cohen. . . . The new RCA Victor release by the Wayward Bus, "Love Hum," was published by Acuff-Rose rather than Treble Cleft as indicated on the label. . . . Ginger Mead is playing a week's engagement at the Country Music Palace in Montreal. . . . Bruce Mullen of Dot Records is the special guest at the annual National Auctioneers Convention in Oklahoma City. . . . Dave Dudley & the Roadrunners play the Stage House in Minneapolis for three days at the end of this month. . . . Bobby Bare wound up his Alaskan tour with an appearance on the "Bill Keene" show in Hollywood, and a date at the Palomino Club in Los Angeles. . . . George Kent of Athena Records headlined the Frontier Days celebration at the Mayflower Cafe

in Cheyenne. . . . David Houston has been tapped for some beer commercials. . . . Wilma Burgess, Decca, opened the new Country-town Club in Dallas. . . . The Hubert Long agency has booked Charlie Walker into Vietnam from early September until mid-October. . . . The Tommy Hunter radio series in Canada will feature Bill Anderson, Jan Howard and Leroy Van Dyke. . . . Four children of Mr. and Mrs. Albert Newcomb Jr., country music entertainers, lost their lives when a flash fire destroyed their two-story home at Wakefield, N. H. The couple performed under the name of Al Ricks & Laurie Newcomb.

Paula's Cheryl Poole performed three shows in a day at Disneyland. . . . Jim Preddy, formerly of the Arbo label, has made the move to Nashville after success in country music commercials. He had cut spots in Florida for nationally known products, now wants to make it commercially in

another way. . . . A cocktail party-buffet for Nashville managers and bookers was hosted by Vern Carstensen and Will Voeller of Entertainment Associates, Inc. . . . A country music show for the State Farmers Market in Atlanta, directed by Stan Reich, featured Jerry Lee Lewis, Lorene Mann, Skeeter Davis, Van Trevor, Ray Pillow, Mac Curtis and Duane Dee. . . . Don Tweedy is now doing independent production as well as arrangements here. He is best noted for his arrangement of Bobby Goldsboro's "Honey."

Minnie Pearl plays the "Jonathan Winters Show" and "Hollywood Palace." Roy Clark is set for the "Jonathan Winters Show," "Operation Entertainment" and the "Joey Bishop Show." Hank Thompson & Mary Raylor play the "Woody Woodbury Show," while Hank also is booked for the "John Gary Show." . . . Rory Calhoun has flown in with his manager to discuss recording sessions with the Jack O'Diamonds label. . . . Paul Yandell, new guitar player for George Hamilton IV, formerly played with the Louvin Brothers and then with Kitty Wells and Johnny Wright. . . . Songwriter Ronnie Martin, an Oklahoman, has signed an exclusive writer's contract with Yonah Music. . . . Jody Miller, Capitol artist, is in the midst of a four-week stand at the Mint in Las Vegas. . . . Johnny Carver, Imperial, has signed for bookings with the Moeller Agency. . . . Hal Southern, Potts artist, appears in the Universal movie, "The Shakiest Gun in the West." . . . Hi Busse & The Frontiersmen are on a three-month tour backing Festus of "Gunsmoke." . . . Lorene Mann has taped her first "Grand Ole Opry" show. . . . Darrell Glenn now heads the a&r department of Pompeii Records in Dallas. . . . The "Louisiana Hayride" on July 14 featured Porter Wagoner & the Wagonmasters, with Kenny Hart & the Knights. . . . Omar artist



COLUMBIA PRODUCER Frank Jones joins Arlene Harden in a duet in one of the cuts of the new Harden LP. It was a first for Jones.

Bobby Parrish crowned the Soap Box Derby Winners in Valdosta, Ga., last week. . . . Mac Wiseman has played the Horseshoe Tavern, Toronto, each July and December. (Continued on page 40)



CAPITOL ARTIST GLEN CAMPBELL stands by Howard Lane, the label's territorial manager, and Lane's boat with the title of Campbell's latest LP painted on it. Left to right are Don Grierson, Capitol distribution promotion manager; Lane; Campbell, and Bill Thompson, producer of "The Smothers Brothers Show."

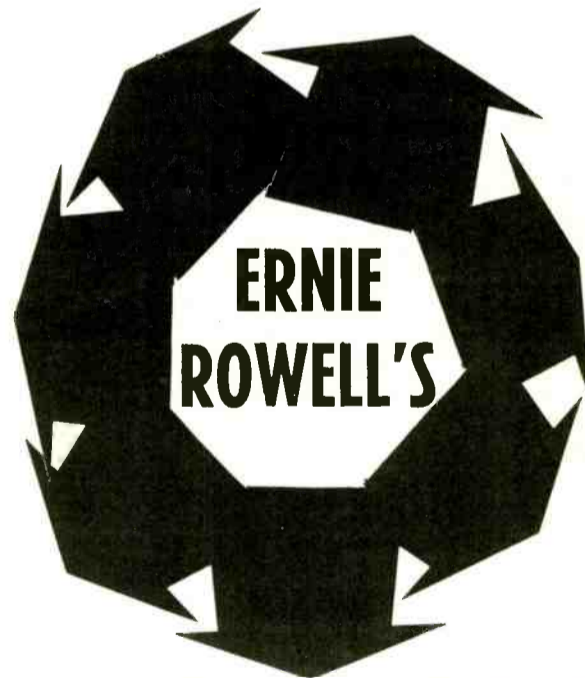
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Billboard TOP 40 Easy Listening

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

THIS WEEK	1	2	3	Wk. Ago	Wks. Ago	Wks. Ago	TITLE, Artist, Label & Number	Weeks On Chart
1	1	1	1				THIS GUY'S IN LOVE WITH YOU ... 11 Herb Alpert, A&M 929 (Blue Seas/Jac, ASCAP)	
2	3	5	9				AUTUMN OF MY LIFE ... 5 Bobby Goldsboro, United Artists 50318 (Unart, BMI)	
3	5	8	12				TURN AROUND, LOOK AT ME ... 9 Vogues, Reprise 0686 (Viva, BMI)	
4	2	2	2				LOOK OF LOVE ... 13 Sergio Mendes & Brasil '66, A&M 924 (Colgems, ASCAP)	
5	10	16	26				CLASSICAL GAS ... 6 Mason Williams, Warner Bros.-Seven Arts 7190 (Irving, BMI)	
6	8	9	15				HANG 'EM HIGH ... 6 Hugo Montenegro, RCA Victor 47-9554 (Unart, BMI)	
7	4	4	5				SWEET MEMORIES ... 10 Andy Williams, Columbia 44527 (Acuff-Rose, BMI)	
8	6	3	3				A MAN WITHOUT LOVE ... 12 Engelbert Humperdinck, Parrot 40027 (Leeds, ASCAP)	
9	9	13	14				(The Puppet Song) WHISKEY ON A SUNDAY ... 6 Irish Rovers, Decca 32333 (Essex, ASCAP)	
10	21	26	—				DREAM A LITTLE DREAM OF ME ... 3 Mama Cass with the Mamas & Papas, Dunhill 4145 (Words & Music, ASCAP)	
11	11	7	7				DON'T BREAK MY PRETTY BALLOON ... 7 Vikki Carr, Liberty 56039 (McCoy, BMI)	
12	14	14	18				MR. SANDMAN ... 7 Bert Kaempfert, Decca 32329 (Morris, ASCAP)	
13	13	15	32				DREAMS OF THE EVERYDAY HOUSEWIFE ... 4 Glen Campbell, Capitol 2224 (Combine, BMI)	
14	20	25	—				IMPOSSIBLE DREAM ... 3 Roger Williams, Kapp 907 (Fox, ASCAP)	
15	17	19	22				LITTLE GREEN APPLES ... 6 Patti Page, Columbia 44556 (Russell-Cason, ASCAP)	
16	26	35	—				GRAZIN' IN THE GRASS ... 3 Hugh Masekela, UNI 55066 (Chisa, BMI)	
17	18	18	20				INDIAN LAKE ... 6 Cowells, MGM 13944 (Pocket Full of Tunes, BMI)	
18	19	24	33				TAKE ME BACK ... 4 Frankie Laine, ABC 11097 (Music, Music, Music, ASCAP)	
19	28	—	—				HALFWAY TO PARADISE ... 2 Bobby Vinton, Epic 10350 (Screen Gems- Columbia, BMI)	
20	7	6	4				MY SHY VIOLET ... 12 Mills Brothers, Dot 17096 (Pincus, ASCAP)	
21	12	10	8				MRS. ROBINSON ... 13 Simon & Garfunkel, Columbia 44511 (Charing Cross, BMI)	
22	22	28	34				DREAMS OF THE EVERYDAY HOUSEWIFE ... 5 Wayne Newton, MGM 13955 (Combine, BMI)	
23	27	39	—				I REALLY WANT TO KNOW ... 3 Jack Jones, RCA Victor 47-9564 (Screen Gems-Columbia, BMI)	
24	24	27	—				THEME FROM "ELVIRA MADIGAN" ... 3 Don Jacoby, Pompeii 6670 (Public Domain)	
25	34	—	—				DON'T GIVE UP ... 2 Petula Clark, Warner Bros.-Seven Arts 7216 (Duchess, BMI)	
26	15	12	10				MacARTHUR PARK ... 6 Richard Harris, Dunhill 4134 (Canopy, ASCAP)	
27	29	29	30				WITH PEN IN HAND ... 5 Billy Vera, Atlantic 2526 (Unart, BMI)	
28	31	31	—				LADY WILLPOWER ... 3 Gary Puckett & the Union Gap, Columbia 44547 (Viva, BMI)	
29	36	—	—				THE MUSIC PLAYED (Was Ich Dir Sagen Will) ... 2 Matt Munro, Capitol 2207 (Easy Listening, ASCAP)	
30	38	—	—				HAPPY ... 2 Nancy Sinatra, Reprise 0756 (Hazlewood, ASCAP)	
31	32	32	35				WHAT A WONDERFUL WORLD ... 4 Louis Armstrong, ABC 10982 (Valando, ASCAP)	
32	30	30	31				WITH PEN IN HAND ... 4 Jerry Vale, Columbia 44572 (Unart, BMI)	
33	—	—	—				ELEANOR RIGBY ... 1 Ray Charles, ABC 11090 (Maclean, BMI)	
34	37	38	40				GEORGIA ON MY MIND ... 4 Wes Montgomery, A&M 940 (Peer Int'l, BMI)	
35	35	36	—				I'LL BE YOUR BABY TONIGHT ... 3 Burl Ives, Columbia 44508 (Dwarf, ASCAP)	
36	—	—	—				GENTLE ON MY MIND ... 1 Boots Randolph, Monument 1081 (Bexhill/Quartet, ASCAP)	
37	—	—	—				MONTAGE FROM HOW SWEET IT IS ... 1 Love Generation, Imperial 66310 (National, ASCAP)	
38	—	—	—				I DIDN'T COME TO NEW YORK TO MEET A GUY FROM MY HOMETOWN ... 1 Michele Lee, Columbia 44554 (Meager, BMI)	
39	—	—	—				ALL THE BRAVE YOUNG FACES OF THE NIGHT ... 1 Tommy Leonetti & Daughter Kim, Columbia 44562 (Cinton, ASCAP)	
40	40	—	—				MR. BOJANGLES ... 2 Bobby Cole, Date 2-1613 (Cotillion, BMI)	

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2256

b/w "That's The Eag I'm In"
Produced by Nick Venet

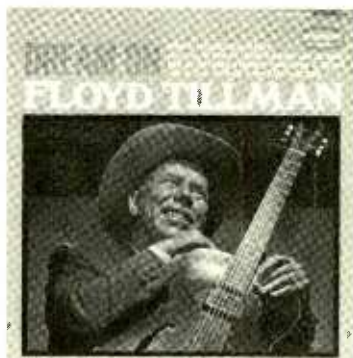


Album Reviews



POP
FEDERAL DUCK—Musicor
MS 3162 (S)

This fresh seven-man group offers a varied and interesting program making it difficult to categorize it. "Dawn Comes Slow" and "Tomorrow Waits for Today" are good slow numbers, while "While You're Away" offers a bright flower sound. "Bird" is a jazz-flavored extended number. The unit uses a variety of instruments, dulcimer, recorder, French horn, tuba and the standard ones.



COUNTRY
DREAM ON—Floyd Tillman.
Musicor MS 3157 (S)

Floyd Tillman, one of the immortal writer-artists of the country field, is still cutting great disks. Virtually all the tunes here are his own, some of them written in collaboration with Ted Daffan, another of the traditional greats. Material includes the title song and "What Can I Do With You" and "The Green Hills of Earth." Tillman continues a unique stylist.



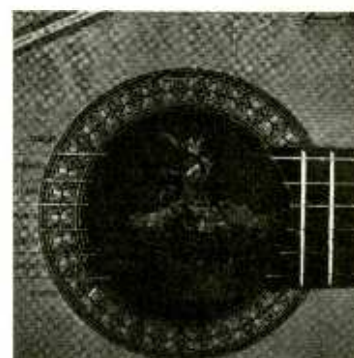
CLASSICAL
LISZT: HUNGARIAN RHAPSODIES—Alfred Brendel.
Cardinal VCS 10035 (S)

Alfred Brendel, one of the best of the younger pianists, plays brilliantly. Brendel has a feeling for the romantic, and it comes across. Album art is better than average, catching the Magyar spirit.



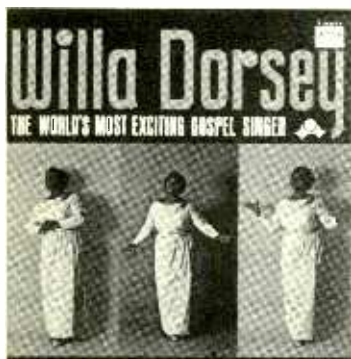
JAZZ
SPANISH BLUES BAND—Willi Bobo. Verve
V6-8736 (S)

Here's a happy blend of jazz, Latin and r&b. Bobo treats the three elements with artistry and respect, and sales in all three categories should be respectable. It's a big band sound, with two trumpets, two saxes, two guitars, piano, Fender bass and rhythm ensemble.



INTERNATIONAL
FLAMENCO!—Various Artists.
Command RS 931 SD (S)

Featuring seven great flamenco guitarists, this album marks the first in a series of Command Int'l albums. Sabicas is featured in an excellent composition titled "Duelo de Campanas"—"Duel of the Bells." The pace is torrid throughout the LP and other guitarists include Manuel Cano, Nino Ricardo, and Pete Martinez.



GOSPEL
THE WORLD'S MOST EXCITING GOSPEL SINGER—Willa Dorsey.
Word W 3430-LP (S)

Gospel newcomer Willa Dorsey, a soprano sings with a sense of majesty and reverence which is often the telling line of difference between a good gospel artist and a great one. Miss Dorsey's obvious sincerity adds gloriously to her strong, yearning voice in "He Touched Me," "Taste and See" and "The Greatest Shepherd." Her rich voice moves listeners with its plea as well as its power.

★★★★ 4 STAR ★★★★★

SOUNDTRACK ★★★★★
INSPECTOR CLOUSEAU—Soundtrack. United Artists UAS 5186 (S)

POPULAR ★★★★★
LET THE WORLD GO BY—Glenn Yarbrough. RCA Victor LPM 3983 (M); LSP 3983 (S)
THE MANHATTANS SING FOR YOU & YOURS—Carnival CLPS 202 (S)
MONUMENTAL POP HITS—Various Artists. Monument SLP 18096 (S)
CHILD OF PLENTY—Julie Budd. MGM SE 4545 (S)
THE WORLD OF CHARLIE MCCOY—Monument SLP 18097 (S)
I'LL BE YOURS—Wayne Thomas. ABC ABCS 642 (S)
STRANGE NIGHT JOURNEY—Merchants of Dream. A&M SP 4149 (S)
ST. JOHN GREEN—Flick Disc FLS 45,001 (S)

LOW-PRICE POP ★★★★★
THE GUITAR ARTISTRY OF LES PAUL—Les Paul & His Trio. Vocalion VL 73849 (S)
HERE'S LOUIS ARMSTRONG—Louis Armstrong. Vocalion VL 73851 (S)
HERE'S VINCENT EDWARDS—Vincent Edwards. Vocalion VL 73852 (S)

COUNTRY ★★★★★
COUNTRY SOUL—Glenn Campbell. Starday SLP 424 (S)

CLASSICAL ★★★★★
TCHAIKOVSKY: SUITE No. 4 "MOZARTIANA"—Chamber Symphony of Philadelphia (Brusilow). RCA Victor Red Seal LM 3020 (M); LSC 3020 (S)
DVORAK: QUARTET IN D MINOR/MARTINU: QUARTET No. 4—Smetana Quartet, Artia ALPS 717 (S)

FAMOUS OVERTURES—Czech Philharmonic Orch. (Sejna & Ancerl). Parliament PLPS 633 (S)
BEETHOVEN: STRING QUARTET IN C MAJOR/HAYDN: STRING QUARTET IN B FLAT MAJOR—Smetana Quartet. Parliament PLPS 634 (S)
MARTINU: SEXTET/PIANO QUINTET—Prague Quartet/Various Artists. Artia ALPS 716 (S)

LOW-PRICE CLASSICAL ★★★★★
MUSIC AT THE COURT OF LOUIS XIV—Concentus Musicus (Harnoncourt). Cardinal VCS 10029 (S)

JAZZ ★★★★★
THE LOOK OF LOVE—Stanley Turrentine. Blue Note BST 84286 (S)
SWING'S OUR THING—Johnny Hodges/ Earl Hines. Verve V6-8732 (S)

COMEDY ★★★★★
THE COMEDY WORLD OF PEPPER DAVIS & TONY REESE—Laff A125
DICK CURTIS LIVE AT "THE HORN" SANTA MONICA—Laff A126

INTERNATIONAL ★★★★★
EL SENTIMIENTO LA VOZ Y LA GUITARRA—Jose Feliciano. RCA Victor International FPM 209 (M); FSP 209 (S)
MARV HERZOG BREAKS OUT THE POLKAS—Sound SI 1006 LPS (S)

LOW-PRICE CHILDREN'S ★★★★★
STORY HOUR WITH SHIRLEY BOOTH—Leo the Lion CH 1050

SPECIAL MERIT PICKS

POPULAR

SOFTLY—The Sandpipers. A&M SP 4147 (S)
The trio's latest offering is a beautifully balanced multi-lingual program featuring their original Italian entry in last year's

Singles

★ NATIONAL BREAKOUTS

LIGHT MY FIRE
Jose Feliciano, RCA Victor 47-9550 (Nipper, ASCAP)

★ REGIONAL BREAKOUTS

DOWN AT LULU'S . . .
Ohio Express, Buddah 56 (Kaskat, BMI) (Washington)

GIRL WATCHER . . .
O'Kaysions, ABC 11094 (North Star, ASCAP) (Baltimore)

GIRLS CAN'T DO WHAT GUYS DO . . .
Barbara Wright, Alston 4001 (Sherlyn, BMI) (Miami)

AS I WENT DOWN TO JERUSALEM . . .
Hello People, Philips 40531 (Meager, BMI) (Cleveland)

TOO MUCH PRIDE . . .
Persians, ABC 11087 (Bay-Wes/Pamco, BMI) (Baltimore)

San Remo Festival "Quando M'Innamoro (A Man Without Love)" Their Spanish vocal of "Spanish Eyes" and French treatment of "Love Is Blue" are two of the other highlights, and the boys excel with their smooth interpretation of Leonard Cohen's "Suzanne."

GRASS—Jackie Cain & Roy Kral. Capitol ST 2936 (S)
Jackie & Roy have been around for some time and have built up quite a following. Their fans won't be disappointed by this one. Jackie's solo vocal work is smooth and moving, and Roy's arrangement and piano support are A-1 all the way.

WEST—Epic BN 26380 (S)
Fresh new folk-rock quintet, loaded with commercial appeal and creativity in their material and arrangements. One of the members is Michael Stewart, formerly of the We Five of "You Were On My Mind" fame. Highlights of the interesting package are their current single, "Just Like Tom Thumb's Blues," and original by three of the members titled "Step by Step," and the pop treatment of Dave Dudley's country hit "Six Days on the Road."

MUSIC FROM MAN OF LA MANCHA—Joe Sherman & The Washington Squares. Columbia CS 9657 (S)
An exciting, unique and commercial approach to the popular Broadway musical score. Arranger Sherman has creatively added touches of Dixie and mixed it with the Spanish flavor giving the score new dimensions and freshness that should prove a top programmer with sales to follow. From the opener, "Dulcinea" to the rousing "Man of La Mancha" to the popular "Impossible Dream," the package is a fascinating experience.

NEVERLAND REVISITED—Circus Maximus. Vanguard VSD 79274 (S)
Although this talented quintet has dis-

Action Records

Albums

★ NATIONAL BREAKOUTS

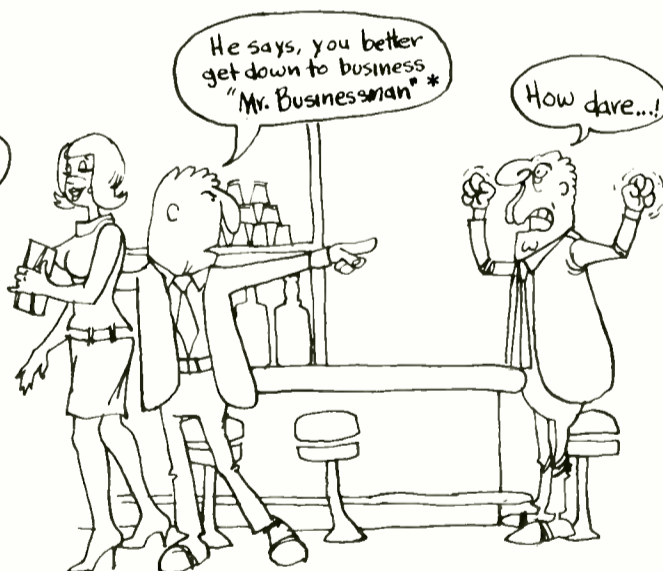
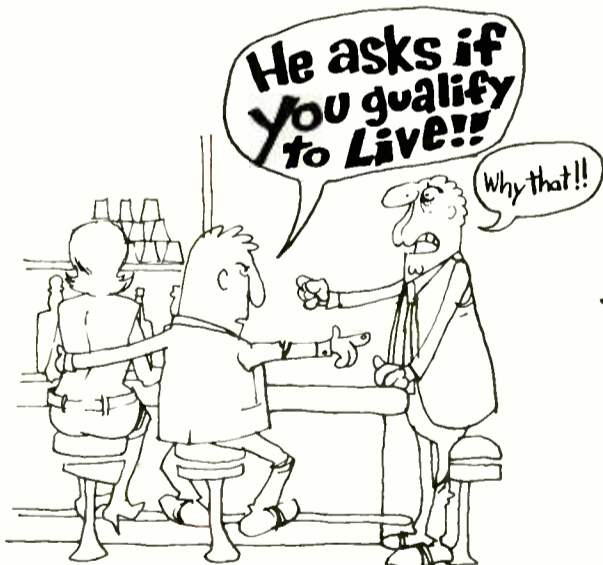
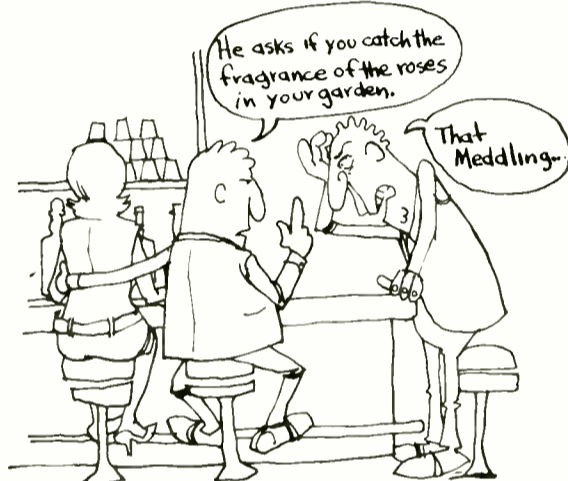
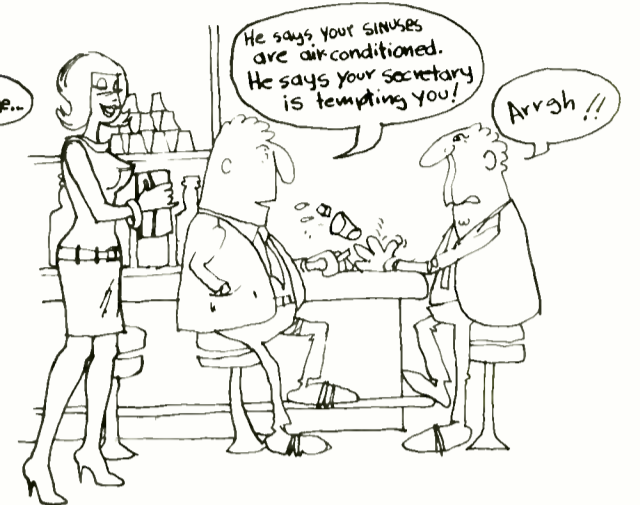
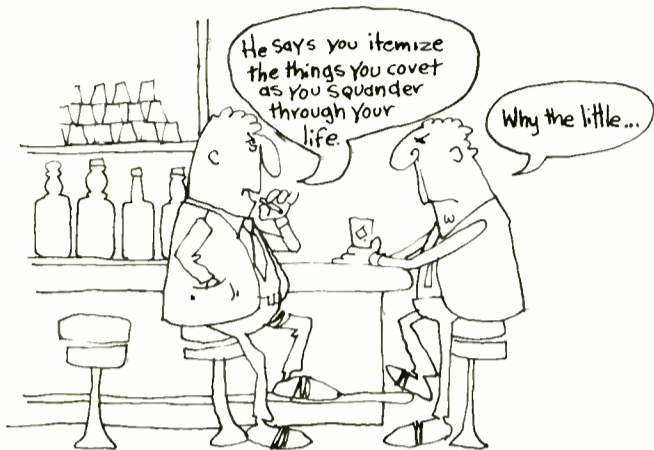
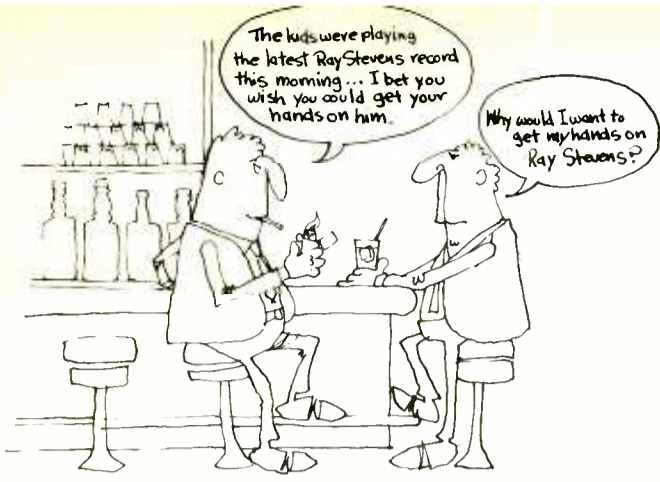
No National Breakouts This Week

★ NEW ACTION LP'S

- WEST** . . .
Epic (No Mono); BN 26380 (S)
- EDDIE HARRIS—Plug Me In** . . .
Atlantic (No Mono); SD 1506 (S)
- NEIL DIAMOND—Greatest Hits** . . .
Bang (No Mono); BLP 4219 (S)
- DIONNE WARWICK—Magic of Believing** . . .
Scepter (No Mono); SRS 567 (S)
- SOUNDTRACK—Revolution** . . .
United Artists UAL 4185 (M); UAS 5185 (S)
- SILVER APPLES** . . .
Kapp (No Mono); KS 3562 (S)
- ORIGINAL CAST—Hair** . . .
RCA Victor LOC 1150 (M); LSO 1150 (S)
- ARS NOVA** . . .
Elektra (No Mono); EKS 74020 (S)
- BUFFY SAINTE-MARIE—I'm Gonna Be a Country Girl Again** . . .
Vanguard (No Mono); VSD 79280 (S)
- SOULFUL STRINGS—Another Exposure** . . .
Cadet (No Mono); LPS 805 (S)
- MIKE NESMITH—Presents the Wichita Train Whistle Sings** . . .
Dot (No Mono); DLP 25861 (S)

Billboard BEST SELLING Jazz LP's		This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
Billboard Award	1	DOWN HERE ON THE GROUND	12	Wes Montgomery, A&M (No Mono); SP 3006 (S)	12
	2	PROMISE OF THE FUTURE	5	Hugh Masekela, Uni (No Mono); 73028 (S)	5
	3	THE ELECTRIFYING EDDIE HARRIS	21	Atlantic 1495 (M); SD 1495 (S)	21
	4	A DAY IN THE LIFE	43	Wes Montgomery, A&M LP 2001 (M); SP 3001 (S)	43
	5	BEST OF WES MONTGOMERY	34	Verve V 8714 (M); V6-8714 (S)	34
	6	LOOK AROUND	19	Sergio Mendes & Brasil '66, A&M LP 137 (M); SP 4137 (S)	19
	7	10 PORTRAIT OF RAY	13	Ray Charles, ABC (No Mono); ABCS 625 (S)	13
	8	8 LIGHTHOUSE '68	18	Jazz Crusaders, Pacific Jazz (No Mono); ST 20131 (S)	18
	9	9 SOUL BAG	2	Mongo Santamaria, Columbia (No Mono); CS 9653 (S)	2
	10	7 BURT BACHARACH . . . REACH OUT	28	A&M LP 131 (M); SP 4131 (S)	28
	11	11 GIGOLO	2	Lee Morgan, Blue Note (No Mono); BST 84212 (S)	2
	12	12 RESPECT	42	Jimmy Smith, Verve V 8705 (M); V6-8705 (S)	42
	13	14 JIMMY SMITH'S GREATEST HITS	11	Blue Note (No Mono); BST 89901 (S)	11
	14	20 PLUG ME IN	3	Eddie Harris, Atlantic (No Mono); SD 1506 (S)	3
	15	16 UP POPS RAMSEY LEWIS	19	Cadet LP 799 (M); LPS 799 (S)	19
	16	13 MR. SHING-A-LING	23	Lou Donaldson, Blue Note (No Mono); BST 84271 (S)	23
	17	— MAIDEN VOYAGE	1	Ramsey Lewis, Cadet (No Mono); LPS 811 (S)	1
	18	— SERENADE TO A SOUL SINGER	1	Horace Silver Quintet Featuring Stanley Turrentine, Blue Note (No Mono); BST 84277 (S)	1
	19	— ARETHA NOW	1	Aretha Franklin, Atlantic (No Mono); SD 8186 (S)	1
	20	— UP IN ERROLL'S ROOM	1	Erroll Garner, MGM E 4520 (M); SE 4520 (S)	1

Billboard SPECIAL SURVEY For Week Ending 7/27/68



Ray Stevens gets serious.

*Record No. 1083



STATIONS PLAYING PROGRESSIVE ROCK

EDITOR'S NOTE: The following is a list of radio stations programming progressive rock records. The list will be updated from time to time as other stations report in.

- WNEW-FM**—Program director Nat Asch, 565 Fifth Avenue, New York, N. Y. 10017. 212—YU 6-7000. Stereo. Rosko is the late-evening personality. Station is probably the No. 1 influence on progressive rock record sales. Plays mostly progressive rock, some folk, some r&b pop records.
- KSAN-FM**—Operations manager Tom Donahue, 211 Sutter Street, San Francisco, Calif. 94108. 415—986-2825. Fulltime progressive rock outlet.
- KMET-FM**—Program director Al Collins, 5828 Wilshire Boulevard, Los Angeles, Calif. 90036. 213—937-0110. Stereo. 24-hour operation.
- KSHE-FM**—Program director Ron Elz, 9434 Watson Road, St. Louis, Mo. 63126. 314—842-1111. Stereo.
- CHUM-FM**—Program director Garry Ferrier, 1331 Yonge Street, Toronto, Canada. 925-6666. Stereo. Murray (the K) Kaufman has the prime-time show on this station.
- CKLG-FM**—1006 Richards Street, Vancouver, B. C., Canada. 681-7511. Stereo.
- WHDH-FM**—50 Morrissey Boulevard, Boston, Mass. 02125. 617—288-5000. 24-hour operation.
- WDAS-FM**—Program director Hy Lit, WDAS Building, Belmont Avenue at Edgely Road, Philadelphia, Pa. 19131. 215—878-2000. 24-hour operation.
- KPRI-FM**—Program director Steve Brown, Box 1629, San Diego, Calif. 92112. 714—232-7162. 20 hours daily.
- KOIT-FM**—Program director Dick Starr, 1 Nob Hill Circle, San Francisco, Calif. 94108. 415—397-2500. Stereo. 24-hour operation. Automated, but records are announced.
- WABX-FM**—3307 David Scott Building, Detroit, Mich. 48226. 313—961-8888.
- KFMK-FM**—Music director Jay Thomas, 1900 Medical Towers Building, Houston, Tex. 77025. 713—526-4764. Stereo. Mixes in some jazz with progressive rock.
- WBCN-FM**—General manager Irvin E. Dierdorff, 171 Newbury Street, Boston, Mass. 02116. 617—267-6020. Stereo. 24-hour operation.
- WABC-FM**—Allan Shaw, 1330 Avenue of the Americas, New York, N. Y. 10019. 212—581-7777. Will be mixing soul with progressive rock. Shaw is developer of syndicated package that will be aired on most ABC-owned FM stations across the country.
- WKNR-FM**—Music director Paul Cannon, 15001 Michigan Avenue, Detroit, Mich. 48126. 313—846-8500. Simulcasts some of the programming of WKNR, a Hot 100 format station, but programs progressive rock otherwise.
- KNUS-FM**—Program director Ken Dowe, KLIF Radio Plaza, 2120 Commerce Street, Dallas, Tex. 75201. 214—747-9311. Simulcasts some of the programming of KLIF, a Hot 100 format station.
- KLUB-FM**—Music director Paul Colburn, Box 389, 1550 W. 22d North, Salt Lake City, Utah 84110. 801—359-7794. Stereo (200,000 watts). On the air 6 a.m.-midnight. Mixes progressive rock with Hot 100 Chart records and oldies.
- WHEW**—Program director Steve Armstrong, Box 8325, 45th and Military Trail, West Palm Beach, Fla. 33407. 305—683-1600. Pete Williams hosts a midnight-6 a.m. progressive rock show on this AM station called "Radio 1600 Underground."
- KGRD-FM**—Program director Mike Reynolds, P. O. Box 968, Las Cruces, N. M. 88001. 505—526-6681. Simulcasts Hot 100 programming of KGRT, an AM station, most of the day, then goes progressive at night.
- KPPC-FM**, 585 E. Colorado Boulevard, Pasadena, Calif. 91101. 213—681-0447.
- KMPX-FM**—50 Green Street, San Francisco, Calif. 94111. 415—434-2837. Stereo.
- KLZ-FM**—Program director Max Flovd, 131 Speer Boulevard, Denver, Colo. 80217. 303—623-4271. Mixes Hot 100 Chart with progressive rock.
- WVBR-FM**—Cornell University, Ithaca, N. Y. College stereo station playing a lot of progressive rock at night.
- WLS-FM**—360 N. Michigan Ave., Chicago, Ill. 60601. 312—782-2002. "Spoke" program seven days a week, 10-midnight, features progressive rock.
- WEXI-FM**—Program director Ray Smith, 120 W. University Drive, Arlington Heights, Ill. 60004. 312—259-1030. Stereo. Progressive rock program midnight-6 a.m.
- WKFR**—Music director Bob Nyles, Michigan National Bank Building, Battle Creek, Mich. 49017. 616—964-7173. Six-hour progressive rock show each Saturday night, hosted by Nyles.
- KUZN-FM**—Program manager Bruce N. Stratton, P. O. Box 547, Parkwood Drive, West Monroe, La. 71291. 318—322-1491. Stereo. Progressive rock program Thursday evening hosted by Phil Harmonic. Otherwise, programming consists of about a fourth each of r&b, progressive rock, oldies and rock. Would play more progressive, if had the product.
- KFMC-FM**—Music director Randy Morrison, P. O. Box 949, Provo, Utah 84601. 801—364-1801. Stereo. Progressive rock program 10 p.m.-1 a.m. Monday through Thursday and 10 p.m.-2 a.m. Friday and Saturday hosted by Morrison. Show features everything from folk to country music, mixed with progressive rock.
- WOXR-FM**—Program director Dave Michaels, High at Beach Streets, Oxford, Ohio 45056. 513—523-2222. Mixing progressive rock with regular rock 9-midnight and deejay Box Zix hosts Sunday 8-midnight progressive rock program. Two colleges in area.
- WMMR-FM**—Program director Russ King, 19th and Walnut Streets, Philadelphia, Pa. 19103. 215—568-2900. Stereo. Monday-Saturday 8-midnight progressive rock show—"The Marconi Experiment"—hosted by deejay called Herman.
- WMBM**, Box 1740, 814 First Street, Miami Beach, Fla. 33139. 305—532-6347. Jerry Powers hosts 11-midnight weekday progressive rock show on this AM r&b-formatted station.

FROM THE MUSIC CAPITOLS OF THE WORLD

SAN JUAN

Carlos Lico, Mexican recording artist (Discos Capitol de Mexico), opened at the Puerto Rico Sheraton Hotel July 8 for a two-week engagement. This is the first appearance of Lico as a main attraction. He was formerly with **Los Vegas** group. Discos Capitol de Mexico is pressed in Puerto Rico by their licensee Borinquen Records. . . . **Adolfo Pino**, director of artists and propaganda for RCA Victor Argentina S.A.I.C., is visiting Puerto Rico to study this market. Pino is guest of Kelvinator Sales Corp., Puerto Rican representative for RCA.

Sarita Montiel, Spanish motion picture and recording artist (London-Hispavox-Rico Vox) opened at the Condado Beach Hotel (July 8) for a limited engagement. This artist's album "El Ultimo Couplet," released in the U. S. by London Records some years ago, held the sales record for a pop album in Latin America until the recent wave of albums by **Raphael**, also another Spanish artist. Rico-Vox Records of Puerto Rico has so far released four albums by her under its agreement with Hispavox of Spain. They are: "La Bella Lola," "Samba," "La Dama de Beirut" from her films by the same titles and "Canta Sarita Montiel" containing five tunes from her last film, "La Mujer Perdida" and "La Sombra de tu Sonrisa" (The Shadow of Your Smile) with Spanish lyrics. Miss Montiel has also appeared during this tour on Channel 4 television and in two recitals at the University of Puerto Rico. . . . **Bobby Rydell** (Capitol) opens at the Caribe Hilton Hotel on Friday (19) for a two-week engagement. . . . EME-Americana, Inc., a Puerto Rico corporation with **Alberto Dircie** and **Charles Tarab** as officers, has been formed to license and control most of the compositions of Spanish composers with recordings of Spanish artist **Raphael**.

ANTONIO CONTRERAS

WEBN-FM—Program director Frank E. Wood, 1050 Considine Avenue, Cincinnati, Ohio 45205. 513—251-3000. Wood, under the name of Michael Xanadu, hosts 6 p.m.-1 a.m. nightly progressive rock program. Station plays classical music and jazz otherwise.

WFMU-FM—Upsala College, East Orange, N. J. College station playing a lot of progressive rock. Heard in the New York City area at night.

WANS—P. O. Box 211, Anderson, S. C. 29622. 803—CA 4-3424. Progressive rock show on weekends.

WTAI—Program director Jim Kennedy, P. O. Box 1560, Eau Gallie, Fla. 32935. 305—254-1771. Mixes progressive rock with regular Hot 100 Chart records during the day and features a daily 6:30-8:15 p.m. progressive rock program.

WORC—8 Portland Street, Worcester, Mass. 01608. 617—799-0581. Deejay Jeff Starr hosts all-night show and features progressive rock.

WLRN—Program director John Tallenberger, Bethlehem, Pa. 18015. 215—868-4121. Station intermingles progressive rock sounds liberally with hard rock records. A special three-hour show devoted entirely to the new sound is run each Sunday afternoon.

WCLV-FM—Program director Bob Conrad, 1305 S. Center Road, Cleveland, Ohio 44124. 11:15 p.m. Friday to 6:30 a.m. Saturday. 216—449-0900.

WBAI-FM—Deejay Bob Fast, 30 E. 39th Street, New York, N. Y. OX 7-2288. Midnight to wee hours daily.

WIFI-FM—Deejay Johnny Devereaux, Box 3022, Philadelphia, Pa. 7-10 p.m. Monday through Friday.

WOPA-FM—General manager Al Michel, 408 S. Oak Park Avenue, Oak Park, Ill. 60302. 312—848-5760. Scorpio hosts "Sounds of Today" 10 p.m.-12:30 a.m. Monday through Friday and a 9-midnight Sunday show called "Scorpio."

WMFT-FM—Co-producer Ray Nordstrand, 221 N. LaSalle Street, Chicago, Ill. 60601. 312—782-5668. "Midnight Special" three hours each Saturday; rebroadcast Wednesdays.

WSDM-FM—Deejay Terry Chess, 3350 S. Kedzie Avenue, Chicago, Ill. 60623. 312—847-2600. Midnight to 1 a.m. Sunday.

WAVA—1901 Fort Myer Drive, Arlington, Va. 22209. (Washington area.) 703—522-1111. Nine-midnight daily.

WASH-FM—Prudential Building, Suite 500, 1334 G. Street, N.W., Washington, D. C. 20005. 202—347-1356. Midnight to 6 a.m. on weekends.

WZAK-FM—1303 Prospect Avenue, Cleveland, Ohio 44115. 216—621-7897. Eleven p.m. to 1 a.m. nightly.

WKYC—1403 E. 6th Street, Cleveland, Ohio 44114. 216—696-1100. On weekends 11-midnight.

WIXY—3940 Euclid Avenue, Cleveland, Ohio 44114. 216—391-1260. Midnight to 6 a.m. integrated with regular Hot 100 records. Plus program by Doc Nemo 11 p.m.-2 a.m. Sunday.

CHUM-FM'S PROG. ROCK FORMAT APPEARS WINNER

TORONTO — CHUM-FM, which went progressive rock with "new groove" programming, complete with Murray the K, this month, is reaping good reaction. "We have had more enthusiastic calls applauding our new FM policy in the last 10 days than we had in the five years we were playing classical music," says programming vice-president Larry Solway. "Quite a lot of them are from people who were listening during our classical period and enjoy the change."

Solway figures that CHUM-FM's potential audience now is 10 to 15 times larger than it was with the classical format, and so that no potential listener need be FM-less, the station has spurred a major chain of appliance stores to import AM-FM transistor radios retailing at \$14.98 and \$19.98. CHUM-FM is promoting the radios with a lucky number contest, providing the Bad Boy stores with lucky number stickers to be applied to each radio, and listeners who call the station when their number is announced win records in the new groove.

Progressive Rock Listeners Do Wash

By CLAUDE HALL

EDITOR'S NOTE: This is the second in a series about the variables and pitfalls of a progressive rock format.

Some program directors don't understand what progressive rock radio is. They feel this is programming for some freak listener with long uncombed hair who never takes a bath. But even that astute radio man — Tom Donahue of KSAN-FM — who has been, at times, the voice of the hippie, never argued that his brand of radio when he was practicing it on KMPX-FM in San Francisco was for the unwashed few. In fact, he claimed then that hippies were less than 5 per cent of his audience.

This one thing you can be assured of: Progressive rock radio is RADIO. And any such station that thinks differently is

going to have rough times ahead after the fad dies off. Unless it's lucky.

In fact, a progressive rock radio station has to be better than an ordinary radio station. The reason is: Its listeners, so far, are above the common breed — they're doctors, lawyers, college students, young adults who're bored with regular radio, ex-classical music fans . . . in general, fairly intelligent people. This has been strongly pictured by the flow of letters to progressive rock stations. And these people deserve better programming, better music, better personalities.

One of the key elements is taste. You're bound to lose this exceptional listener by talking down to him and having air personalities with names such as Love Bug or I. M. Flowers. The explosive, rapid-fire patter of the top 40 deejay is more or less alien to a progressive rock format. Instead, while the deejay should be a personality and have some communication with the listener, hopefully an intelligent but not intellectual approach, the presentation should be much calmer.

Production should be tight, because that's good radio, regardless of the format used. It's true that the fewer the commercials, the better. But the number of commercials, it is to be assumed, can range above six or eight per hour, a figure that is now accepted as "average." However, the good station will insist that these commercials, if produced outside, have the tone of the station; otherwise, it's best to let the personalities do them live. One of the best attributes of Rosko of WNEW-FM is his ability to do a commercial in very patible manner.

Jingles, to my way of thinking are unnecessary on a progressive rock format station. If jingles are to be used, they're going to have to be tailored . . . something entirely different. At any rate, the call letters of the station should be mentioned often. Not so much for identity — because the "sound" on the station will (or should) establish that with any two given records but for promotion.

It's this "sound" that will be your most important aspect.

Radio Promotions

FLOSSMOOR, Ill.—A group of young teen-agers have formed Radio Promotions here to serve as a consulting firm to top 40 radio stations. Lee Abrams, general manager, said the firm is associated with Lee and Gem Records.

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HISTORY MAKING!**

**THE NEW
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"BRING BACK
THOSE
ROCKABYE
BABY DAYS"**

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THE MOST IMPROBABLE SUCCESS STORY
IN THE HISTORY OF SHOW BUSINESS
CONTINUES TO BURGEON!



Musical Instruments

West Coast Dealer 'Socks It to 'Em'

By RON SCHLACHTER

SAN FRANCISCO—One of the most hip and swinging music dealerships around is the Roger Calkins Music Co., located here at 2264 Market Street.

Owner Roger Calkins, who came to the West Coast from Kansas City, Mo., opened the store Feb. 15, 1967, and in the first year he claimed to have sold more than \$120,000 worth of Kustom Amps. As part of his sales campaign, Calkins developed "Roger's Three-Minute Guaranteed-to-Sell-a-Kustom-Amp-Pitch" to be used with "Roger's Special Five-Minute-Guaranteed-to-Sell-a-Kustom-Amp-Demonstration." Copies of the pitch, suitable for framing, have been even given to customers after they received a verbal version.

"Actually it came on as a joke," explained the 24-year-old Calkins. "I mean everything here is a big, a lot of fun, and everything that's made me a lot of money in many cases came on to me in the middle of the night. Kids kept asking one thing: 'What's so good about Kustom?' So, I devised a pitch that would run it down to them real fast.

Higbee's Hosts Teen Concerts

CLEVELAND—Twelve area groups performed here June 17 through 29 in the third of a series of teen-age concerts sponsored by Higbee's, a large department store. The series is called "Sights and Sounds of Ohio," and is designed to encourage rock and roll bands and instrument and record sales.

New Location

NEW ORLEANS—Mitchell Piano and Organ Co. has opened its new showrooms here at 1828 Veterans Highway. The company moved from its former location at 1729 St. Charles Ave. into a new building especially designed to display pianos and organs.

"From there I elaborated on it. Everybody dug, hearing me say: 'You want to hear the three-minute pitch?' In other words, I'd pitch them but they'd think it was funny, too, and it was entertaining in a way. At least I was selling a lot of amps, so that was where it was.

"I don't mess around when I sell a Kustom Amp. But on the other hand, I do have a lot of fun. I didn't come out here to make money. Well, of course, that was the original motive. I sure didn't come out to see the Golden Gate Bridge. I mean that thing costs me 35 cents every time I cross it. But anyway, that's the reason we're all here; that's the reason people come in the store, to buy things, not to be entertained. I know that. I'm not out here to entertain myself. But I am."

Mickey Mouse

Calkins calls his store the "Mickey Mouse type" as compared with larger stores. However, while the store measures only 12 ft. wide by 20 ft. deep, there is nothing "Mickey Mouse" about its sales.

"My over-all gross sales this year is \$200,000," said Calkins. "In April and May of this year I grossed \$36,000, and of this, my net profit totaled \$12,000."

Calkins' rent is only \$110 a month, and his help consists of two students who work part time and receive an hourly wage. His biggest expense is advertising, which covers radio, newspaper and mail.

"I think of stuff you wouldn't believe, stuff we can't even print. Sure, we want to make money, and we're making a lot of money. I'm amazed at the money I'm making. I'm no Elvis Presley, or you know, whoever the case may be, but I mean I am progressing quite well. But a lot of thought goes into it, and we do work hard."

As an example of unusual advertising, Calkins has taken down the sign in front of his store. In



ROGER CALKINS has taken down this sign in front of his store in San Francisco. In its place he has put one which reads "Santa's Underground Wonderland."

its place he has put a sign which reads: "Santa's Underground Wonderland."

"I used to have a sign saying 'Santa's Wonderland,'" explained Calkins. "Then one day a girl came into the store and said the sign should read: 'Santa's Underground Wonderland.' So I just press buttons and it's done. We can do this because the store is small."

Greeting customers inside the store is a sign that says "Sherman Clay Welcomes You."



FOR THE SECOND YEAR IN A ROW, Julie Ann Kasprzyk, Ansonia, Conn., is U. S. Accordion Champion in the national contest sponsored by the American Accordionists Association. Miss Kasprzyk will represent this country in the 1968 international Coupe Mondiale in Leicester, England, in September.

Calkins painted the sign himself. (Sherman Clay is a major chain of music stores on the Coast.)

As for promotion, Calkins provides amp and sound equipment at no charge to non-profit organizations.

"I understand one thing. No matter what kind of people come into this store, they all want one thing: To get their money's worth and to get good service. We don't cater to any one type of people, we cater to whoever walks in that door. Maybe it seems like a hard sell. When I came to town I figured I'm going to have to cover a lot of ground because I'm a small guy and I didn't have anything going for me. You know, I had the measles when I opened the store."

Calkins also offers guitar and organ lessons. Six instructors see about 200 students each week. The studios measure only four feet by six feet, and as Calkins puts it: "You can hardly close the door."

The present Roger Calkins Music Co. store is viewed by its owner as a "mother store" which will eventually serve as the hub for three satellite stores. On Sept. 1, the first of these satellite stores will open in Berkeley, with Dick Rutherford, of Lincoln, Neb., serving as branch manager.

"I handle Kustom and Gibson and will have Fender in Berkeley," said Calkins. "I handle real select merchandise. If you need something bad, don't come here."

18,000 View Hi-Fi Show In Prague

PRAGUE—Thirty-four audio equipment manufacturers, including many from Western countries, participated in a recent exhibition here sponsored by the Czechoslovak Hi-Fi Club. The success of the event, which drew 18,000 people, prompted its organizers to plan a similar exhibition in 1969 on a commercial basis. The date of next year's show will be May 23-June 2.

Included among manufacturers from the U. S. were Shure, Scott and Fisher, Goodman's and S.M.E., United Kingdom; Thorens, Bogen and Revox, Switzerland; Ebner, Dual, Grundig, Braun, Uher and Telefunken, West Germany; Bang and Olufsen, Denmark, and A.K.G., Austria, were among other exhibitors.

A special stereo album featuring the Ray Conniff Singers, Columbia Records group, was issued at the event. The Hi-Fi Club and Supraphon Records co-produced the album and 1,700 Club and Supraphon Records co-produced the album and 1,700 copies were sold during the event.



FROM ARGENTINA'S famous guitar maker, Joaquin Torralba, comes the newest addition to the Hohner quality guitar line. This hand-made Spanish classic model is directed particularly to the amateur who prefers a quality instrument. Its suggested list is under \$200.

Altec Brochure

ANAHEIM, Calif. — Three complete sound systems for the traveling entertainer and professional musician are illustrated and technically described in a brochure just released by Altec Lansing, a division of Altec, Inc. The new Altec line consists of three separate systems, ranging in power from 585W to 365W to 145W peak music power.

when answering ads . . .

Say You Saw It in
Billboard



D. H. BALDWIN CO. has given guitar instructional units, worth more than \$90,000, to 27 Job Corps centers across the nation. At a special ceremony held recently in the office of Congressman Robert Taft Jr. (R., Ohio), Lucien Wulsin, president of Baldwin, presented a guitar case containing 27 keys—one for each center—to William Kelly, director of the Job Corps, to symbolize the formal transfer of the instructional units. Pictured, left to right, are Kelly, Taft and Wulsin.



BUEGELEISEN & JACOBSON, INC. has introduced the Rockland Mark I Combo Organ. The new model is fitted in a heavy duty wood cabinet custom covered in professional black or red vinyl with bright metal trim. It measures 31½ inches long by 19 inches wide by 5¼ inches high—32 inches high with legs. The suggested list price is \$259.95 (\$269.95 west of the Rockies).

LOVE

and everybody loves our two new albums



35500



V 36015

in fact,
everybody loves what we've been doing for months!



VS 6001



V 36004



V 36006



V 36008



V 36011



V 36013

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is distributed nationally
by Dot Records,
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VIVA
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International News Reports



PHILIPS SINGER GERHARD WENDLAND presents his new album, "Erfüllte Wünsche," to Viennese composer Josef Fielder, who wrote some of the songs in the album.

10 CLASSICAL LP'S CITED FOR GRAND PRIX AWARDS

PARIS—The Grand Prix des Discophiles awards for 1968, decided by a poll of listeners to pre-arranged programs of classical recordings by radio stations in the Communauté Radiophonique de la Langue Française—embracing France, Belgium and Switzerland—have been given to 10 recordings.

They are:

Chamber Music: Mozart's Divertimento K. 563 by the Grumiaux Trio (Philips)

Religious Music: Bach's St. John Passion by the Concertgebouw Orchestra conducted by Eugen Jochum (Philips)

Ancient Music: Francis Chapelet at the organ of Trujillo (Harmonia Mundi)

Concerto: Florilege de la Flute by Jean-Pierre Rampal (Erato)

Instrumental Ensembles: Corelli's Twelve Concerti Grossi by I. Musici (Philips)

Lyrical Music: Haydn's "The Seasons" by the Vienna Symphony Orchestra conducted by Karl Boehm (Deutsche Grammophon)

Instrumental Soloist: Chopin's Nocturnes by Artur Rubinstein (RCA)

Melody: Hommage a Gerald Moore by Dietrich Fischer-Dieskau, Elisabeth Schwarzkopf and Victoria de los Angeles (Voix de son Maître)

Symphony: Berlioz' Symphonie Fantastique by the Orchestre de Paris conducted by Charles Munch (HMV)

Contemporary Music: Dutilleux, Honegger—"Metaboles" and 4th Symphony by the National Orchestra of the ORTF Paris, conducted by Charles Munch (Erato).

RCA-Italiana Cites Robert W. Sarnoff

ROME—RCA president Robert W. Sarnoff was presented with a silver medal by Count Enrico P. Galeazzi, chairman of RCA-Italiana, to mark the 100 millionth pressing of records on the RCA and affiliated labels in Italy.

The presentation was made at a reception on July 8 attended by RCA-Italiana managing director Giuseppe Ornato and many European RCA artists, including Sandie Shaw and Dalida.

The 100 millionth pressings made since RCA-Italiana began operations in 1953 comprise 80 million singles and 20 million albums. From 1953 to 1956, RCA Italiana pressed one million records, but over the next six years the total amounted to 23 million. And between 1963 and the present day, 76 million records were pressed.

Production over the last five years has averaged out at 15.2 million records annually, corresponding to a 40% share of the Italian market, with peaks up to 50 per cent.

RCA-Italiana announced official sales figures for its leading artists as: Arturo Toscanini, 1,200,000 units (albums only); Gianni Morandi, 7,700,000 units; Rita Pavone, 6,600,000 units; Nico Fidenco, 3,300,000 units; Paul Anka, 3,300,000 units; Dalida, 2,500,000 units; Neil Sedaka, 2,400,000 units; Michele, 1,700,000 units; Elvis Presley, 1,650,000 units; Edoardo Vianella, 1,150,000 units; Dino, 1,150,000 units; Patty Pravo, 1,100,000 units; and Sandie Shaw, 1,000,000 units.

Afterwards Galeazzi, Ornato and top RCA-Italiana personnel accompanied Sarnoff to Florence where the president was presented on July 10 with a gold medal and a special scroll in recognition of his contribution to city funds following the 1966 flood.

Sarnoff made a world-wide appeal for aid at that time and, under his aegis, NBC produced a special program on the flood and a two-hour feature, "Michelangelo, the last Giant."

West Germany Still Needs Formula for Song Festival

By URSULA SCHUEGRAF

MUNICH—West Germany still has to find a satisfactory formula for a national song festival. This is the inescapable conclusion following the 1968 event which ended in Berlin on July 4.

Quite apart from the technical failures which marred the final — telephone connections between Berlin and the six studios in the Federal Republic were chaotic — it seems most undesirable that the jury making the initial selection of 26 songs from the 500 submitted should include five songwriters with songs in the contest.

Of these songwriting jury members, Guenter Loose was the lyricist for seven songs in the final 26, and Hans Blum wrote the music for four. The 26 songs were reduced to 12 by public vote after radio exposure.

There have, since 1959, been a number of attempts to organize a national song festival in West Germany. From 1959 to 1961 a festival was sponsored by Radio Luxembourg, but for the next five years the Organization of German Song Festivals took over the job, staging the festivals in Baden Baden.

The five winning songs between 1962 and 1965 were all successful in Germany, but they had no success on the international market.

When the Organization of German Song Festivals became defunct, German music publishers created the Organization for the Development of German Dance and Light Music which staged the 1966 song festival in Baden Baden.

There was no festival last year, but this year

it was revived again and held for the first time in Berlin. The Organization for the Promotion of German Dance and Light Music worked in collaboration with the 2nd German TV channel, ZDF, and the singers were nominated by the record industry.

Yet despite the good quality of the singers, it was the worst German song festival ever seen on national TV. (Efforts to get a Eurovision link-up were unsuccessful.)

The audience in the Berlin Philharmonic Hall whistled and booed as telephone connections failed and the automatic voting system broke down causing great pauses when absolutely nothing was happening. Attempts to fill the gap with a conjuring act were an abysmal failure.

The lesson seems to be that West Germany just cannot produce a successful song festival and the feeling in some quarters is that the music industry should concentrate on the Record Gala — extremely successful last year — which uses top talent, makes excellent TV and is a good and much-needed advertisement for the German record industry.

However, Teldec executive Guenther Braunlich said this week: "I think the German record industry needs a song festival and I feel that this one will be a success business-wise. But something must be done to improve the organization and there should be a change in the rules to make the jury completely independent — otherwise it leads to bad feeling."

DGG Acquires Am. Tetragram World Rights

LONDON—Deutsche Grammophon has acquired distribution rights of the American Tetragrammaton label for the whole world with the exception of the U. S. and Canada, where the Campbell-Crosby-Silver corporation handles its own distribution.

The deal was signed in Hamburg by Art Mogull, Roy Silver and DGG executives.

Tetragrammaton executives were recently in London to launch a new group, Deep Purple, who will record for the label in America, and to seek a London base for the company which will be headed by Carole Peters, formerly assistant to Ampex Stereo Tapes vice-president, Don Hall.

U. K. publishing rights for the catalogs of Tetragrammaton and its subsidiaries, Manger, Ganja, Toyham and Peyotl, have been assigned to Feldman's.

Mgmt. Firm Set By Celin Berlin

LONDON—Celin Berlin, formerly of the Acuff-Rose agency, has formed his own independent company, Artists Management Agency (AMA), with offices at 24-25 New Bond Street, London, W.1.

Berlin has been joined in his new venture by Barry Clayman and Alan Field, both previously with Acuff-Rose. Artists signed to the new agency include Tom Jones and Engelbert Humperdinck.

Gerry Maxin, formerly with Fosters Agency, has succeeded Berlin as head of the Acuff-Rose agency.



THE 70,000-seat marble Olympic Stadium in Athens, where the First Greek International Song Festival will be held for three days, beginning Friday (26).

First Greek Song Festival Draws From 17 Nations

ATHENS—The first Greek International Song Festival, the Song Olympiad, featuring 32 songs from 17 countries, is set to open in the 70,000-seat Olympic Stadium here Friday (26) for three days.

The participating singers will be backed by a 50-piece orchestra and judging of the songs will be by an international jury consisting of representatives of each competing country.

The composer and lyricist of the winning song will receive a gold statuette and a cash prize of 200,000 drachmas (about \$6,600). Second prize is 80,000 drs. (about \$2,660) and third prize 50,000 drs. (about \$1,660).

Entries for the Festival are as follows:

ARGENTINE	Song	Composers	ARTIST
	Yo Vivo Sufriendo	lyrics and music: Luis Aguile	LUIS AGUILE
AUSTRIA	Die Sterne von Monaco	lyrics: Lea Warden music: Kurt Zechmeister	DEBRIA BROWN
BELGIUM	Iris	lyrics: Phil van Cauwenbergh music: Paul Quintens	LOUIS NEEFS
EGYPT	Habaib el Hob	lyrics: Hussein el Sayed music: Andre Ryder	SAMIR ISKANDARANI

(Continued on page 52)

The Sugar Shoppe Sells Records!

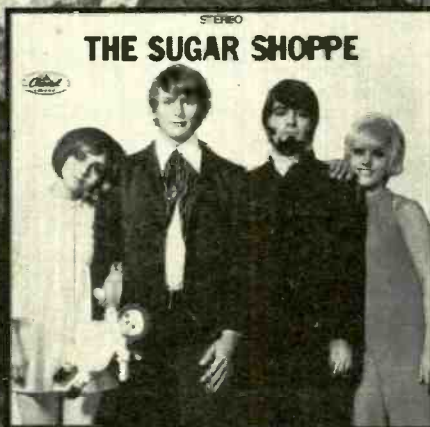
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Skip-A-Long Sam

b/w Let the Truth Come Out

2233

And a fat new album!



Now that's something you can really sink your teeth into!



Produced by Al DeLory

20th, Morris Mull Move to U. K. Operation

LONDON—More and more American music companies are studying the British record market with a view to setting up independent operations here.

Two firms believed to be considering this move currently are 20th Century Fox and Edwin Morris.

20th Century Fox is licensed to ABC in the USA and the label's product is issued in Britain on EMI's Stateside label. Fox recently set up its own publishing operation in the U. K. headed by former Lorna Music executive Les Lowe. However a move toward independent operation is not likely to be imminent since 20th Century Fox has a long-term deal with ABC.

Executives from Edwin Morris, Edwin Morris himself, Harry Gerson and Phil Kahl, who heads Diamond Records, recently acquired by Buddy Morris, are due in London Aug. 5 to meet British Edwin Morris chief Stuart Reid and the possibility of setting up an independent British operation for Diamond Records may be discussed at that time.

At present the London office of Edwin Morris is working for Diamond in seeking new U. K. songs and talent for release on the label in the States. Diamond product is currently released in the U. K. on EMI's Stateside label under a deal due to expire later this year.

Metronome Pushes Soul In Germany

HAMBURG — With the release of its 100th soul album here, Metronome is maintaining its campaign to make West Germany the biggest soul music market in Europe.

The campaign began with the release of a sampler album "That's Soul" which has topped 300,000 sales, and the drive has been sustained by visits from Aretha Franklin, Sam and Dave, Wilson Pickett and King Curtis.

Metronome, which is the Atlantic licensee in Germany, reports that its top-selling soul singles have been Arthur Conley's "Sweet Soul Music" and Otis Redding's "The Dock of the Bay." Best-selling albums are "Lady Soul" by Aretha Franklin and "The Dock of the Bay" by Otis Redding.

CBS LAUNCHES CELTIC LABEL

LONDON—CBS is launching a new label, Heritage, next month, which will be aimed at the Scottish and Irish record markets. The albums will be available in mono only and are being produced by the newly appointed manager of the CBS London recording studios, Reg Walburton. Artists featured on the first four releases will be Bill McCue, Don Gordon, Roddy McNeil and John MacNally.



SMILES FROM two Metronome chiefs, Germany's Leif Kraul, left, and Sweden's Borje Ekberg, right, after the victory of Siw Malmqvist, center, with the Hans Blum song "Harlekin."



POLYDOR'S RICHARD BUSCH congratulates Metronome's Leif Kraul after Metronome artists Siw Malmqvist and Anna-Lena took first and fourth places respectively in the West Germany Song Contest in Berlin.

Beatles Label to Bow in U. K.

LONDON—The Apple label will be launched in the U. K. on Aug. 16, four days after its appearance in the U. S. The Beatles' company is also planning the creation of a subsidiary label towards the end of the year.

The Apple complex of companies is moving to new premises at 3, Savile Row, London, W.1. and hopes to have its own recording studio fully operational in two months.

Terry Doran, who has been running Apple Publishing, is moving over to the management side of Apple and Ron Kass will supervise Apple's musical ac-

tivities as head of the music division.

Carole Chapman, who has been working for Liberty since it started its independent operation, will join Apple on Aug. 4 to work as assistant to Kass on the administrative side.

Apple's first releases will be a single by Mary Hopkin, produced by Paul McCartney, a new single by the Beatles, and George Harrison's soundtrack album from the film, "Wonderwall."

Future releases will include material by the Modern Jazz Quartet, recorded in New York, Jackie Lomax, Drew and Dy,

American newcomer James Taylor and a record by the Ivys, produced by Denny Cordell.

The Apple subsidiary label, as yet untitled, will specialize in material for the underground market. Kass told Billboard: "We shall be continually on the look-out for American labels seeking a British outlet."

On the publishing side, Apple, which recently concluded a deal with the American Four Score music company is negotiating a similar deal with Alta Music, headed by songwriter Hal David's brother, Mac David.

Apple's product will be recorded and mastered in its own studio and pressed and distributed by EMI.



LONDON WEEKEND TV has signed Julie Driscoll to an exclusive contract and will feature her in one of the weekly David Frost programs. News was announced at a press reception attended by Julie and (left to right) Giorgio Gomelsky, head of Paragon; Tito Burns, LWTW's head of variety programming, and Atlantic president Ahmet Ertegun.

LWTW to Aechew Pop, Except in Variety Shows

LONDON — The new independent TV company, London Weekend Television Ltd., which begins serving London each week from 7 p.m. Friday to midnight Sunday, beginning Aug. 2, will have no pop programs in its schedule initially but will assimilate pop entertainment in its general variety shows.

This was announced by the company's head of variety programming, Tito Burns. Burns said Julie Driscoll and the Brian Auger Trinity had signed an exclusive contract to appear each week in the Sunday night David Frost Show. LWTW had also signed singer John Rowles to an exclusive contract.

Although there would be no purely pop programs as such, Burns said, pop talent would be strongly represented in the 60-minute Saturday night variety shows which would kick off on Aug. 3 with Tom Jones and guests. Other shows would feature Van Johnson, Jose Ferrer, Roy Orbison, Lulu, John Hanson, Cliff Richard and the Shadows, Peter Nero with the Royal Philharmonic, Leonard Bernstein with the New York Philharmonic, Don Partridge, Esther Ofarim, Sandie Shaw and Vikki Carr.

Burns added that the company would also be looking for opportunities to present new talent in its programs.

Theme music to the comedy series "Thingummybob" starring Stanley Holloway has been written by Paul McCartney, and Don Partridge has written the theme for LWTW's first program, "We Have Ways of Making You Laugh" which will be transmitted at 7 p.m. on Aug. 2.

Ertegun Meets With British Record Execs

LONDON — Atlantic president Ahmet Ertegun was in London for meetings with Robert Stigwood, Polydor's London chief Roland Rennie and Paragon head Giorgio Gomelski regarding recording plans and U. S. tours for the Bee Gees, the Cream and Julie Driscoll and the Brian Auger Trinity.

Ertegun said plans were in hand for a one-month tour of the States by the Bee Gees in August. The Cream, whose double album, said Ertegun, had achieved gold disk status within three weeks of release in the States, would tour America in the fall. And he was hoping that Julie Driscoll and the Brian Auger Trinity would make their first American tour in early winter.

"Music," said Ertegun, "is becoming more and more international. We'll shortly be releasing a new English group, the Fairport Convention, in the States, and I have plans to bring Dusty Springfield to America to record with Jerry Wexler."

After his stopover in London, Ertegun left for visits to Amsterdam, Brussels, Paris and Milan to set up distribution plans for the Screen Gems-Columbia label SGC through Atlantic's European licensees. First releases will be by two groups, the Nazz and the Will-O-Bees.

16 Edison Awards Winners Named

AMSTERDAM—The Dutch Collective Gramophone Campaigns Committee (CCGC) has made 16 Edison Awards for classical recordings released on the Dutch market between May 1, 1967, and May 1, 1968.

The jury which decided the awards on behalf of the CCGC was presided over by S. Schoute and consisted of Ralph Degens, D. S. van der Meer, Joop Schrier and W. F. Strietman.

Award-winning recordings were:

Concerts: Piano concertos by Jolivet and Milhaud and "La Creation du Monde," by Milhaud by Philippe Entremont and the Orchestre de la Societe des Concerts du Conservatoire, the Trio a Cordes Francais, conducted by Andre Jolivet and Darius Milhaud (CBS).

Symphonic Music: Symphonies Nos. 1, 2, 3, 4, 6, 7, and 8 by Gustav Mahler by the New York Philharmonic conducted by Leonard Bernstein (CBS). Tchaikovsky Symphonies 1-7 by the USSR State Symphony conducted by Jevgeny Svetlanov (Melodia).

Chamber Orchestra: Mozart's Divertimenti in D, B and F and Serenata Notturna by the Academy of St. Martins-in-the-Fields with Neville Martinier (Argo).

Chamber Music: Janacek's Concertino, "Mladi, in the Mist," by Lamar Crowson, Gervaise de Peyer, Neill Sanders and the Melos Ensemble (HMV).

Instrumental Solo Recitals: Granados' "Goyescas Part 2," by Alicia de Larrocha (Erato).

Works by Smith Brindle, Martin, Henze and Villa-Lobos by Julian Bream (RCA).

Song Recitals: Hugo Wolf—"Das Spanische Liederbuch," by Elisabeth Schwarzkopf, Dietrich Fischer-Dieskau and Gerald Moore (DGG).

Special Projects: Bach—The integral organ works by Marie-Claire Alain (Erato). Tele-mann—"Der getreue Musikmeister," with Edith Mathis, Hertha Toepper, Ernst Haefliger, Barry McDaniel, Gerhard Unger and the Archiv Produktion instrumental ensemble conducted by Josef Ulsamer (DGG-Archiv).

Opera: Puccini's "Madama Butterfly," with Renato Scotto, Carlo Bergonzi, Anna di Stasio, Rolando Panerai, Paolo Montarsolo and the orchestra and choir of the Opera Theater of Rome conducted by Sir John Barbirolli (HMV). Monteverdi's "Orfeo," by Eric Tappy, various soloists and the Vocal and Instrumental Ensemble of Lausanne conducted by Michel Corboz (Erato).

Choir Music: Haydn's "Die Schoepfung," with Elly Ameling, Werner Krenn, Tom Krause, Erna Spoorenberg, Robin Eairhurst and the Vienna State Opera Choir and Vienna Philharmonic Orchestra conducted by Karl Muenchinger (Decca).

Contemporary Music: Kabalac—8 Inventions; Ohana—4 Etudes choregraphiques; Stibilj—Epervier de ta faiblesse; Shinohara 8 Alternances; (Continued on page 52)

HIT SINGLES MAKE HIT ALBUMS

...and these albums
are jam-packed with hits!



TROMBONES UNLIMITED GRAZING IN THE GRASS



TROMBONES UNLIMITED / Grazing In The Grass

Choo Choo Train; (Sweet Sweet Baby) Since You've Been Gone; Stoned Soul Picnic; Mighty Quinn (Quinn, The Eskimo); La La (Means I Love You); I Thank You; Lady Madonna; Sunday Mornin'; Mony, Mony; Sweet Inspiration; Sweets For My Sweet; Grazing In The Grass

LST-7591

THE HORSE • THE VENTURES



THE VENTURES / The Horse

The Horse; Here Comes The Judge; Licking Stick-Licking Stick; Crazy Horse; The Gallop; Grazing In The Grass; Walk, Don't Run-Land of 1,000 Dances; Soul Breeze; Jumpin' Jack Flash; Choo Choo Train; Horse Power; Tip Toe Thru' The Tulips With Me

LST-8057

This Guy's In Love With You • The Look Of Love

The Johnny Mann Singers



THE JOHNNY MANN SINGERS / This Guy's In Love With You - The Look Of Love

If I Only Had Time; This Guy's In Love With You; Do You Know The Way To San Jose; The Look Of Love; Didn't We; Mrs. Robinson; Like To Get To Know You; What A Wonderful World; Love Is All Around; Walk An Autumn Day With Me; Meadows And Flowers; How Small We Are, How Little We Know

LST-7587

From The Music Capitals of the World

AMSTERDAM

In collaboration with the local UA film office, Artone arranged a special teenage press showing of "Here We Go Round the Mulberry Bush" which features original music by the Spencer Davis group and the Traffic. . . . Aat C. Swart, public relation officer with the serious music division of Holland Music, presented all the works of Charles Ives published by the Peer-Southern Organization to the newly formed Charles Ives Society. The compositions will be kept in the municipal music library, Amsterdam. . . . French singer Enrico Macias was in Holland to tape a TV show for transmission in September. . . . NV Phonogram has re-released the album, "The Fabulous Ronettes" and plans a further album of various hits produced by Phil Spector. . . . The Don Ellis Orchestra visits Holland Wednesday (24) to tape a radio show and give a concert at the Doelen Concert Hall, Rotterdam. CBS recently released the band's first album, "Electric Bath" and will shortly release "Shock Treatment." . . . In co-operation with Paragon and Artists Representation, Negram-Delta is doing strong promotion for the avant garde groups Family (Reprise) and Election (Elektra). Family appeared in the local VARA-TV pro-

gram "Red, White and Blue" and Negram released the group's single "Me, My Friend" b/w "Mr. Policeman." . . . Negram's Evert Wilbrink is negotiating for September promotion visits by Tiny Tim (Reprise) and the Doors (Elektra). **BAS HAGEMAN**

BRUSSELS

Vogue artistic director Roland Verloven has followed up his first disk, "Giddy Up a Ding Dong" with "Little White Lies." . . . A number of Flemish artists are currently jumping on the soul bandwagon. Following Jimmy Frey's recording for Palette of a soul song specially written by Jess & James, Norbert will record a Flemish soul number Norbert, backed by a nine-piece band with two drummers, will be appearing at the Jazz Bilzen Festival '68 from Aug. 23-25. . . . Arcade artist Marc Dex has recorded a new single in Cologne backed by the Werner Muller Orchestra conducted by Francis Bay. Titles are "Bla bla bla" and Marc Dex's own composition "Mooier." While in Cologne Dex also recorded his two Flemish hits "Oh Clown" and "Lai Lai Lai" in German. . . . "Camp" by Sir Henry and His Butlers, originally released here on Polydor, is now being re-released by Gramophone. . . . Polydor is doing special promotion for the James Last single, "Theme From Elvira Madigan." . . . Cardinal has acquired distribution of Fox records and has released "Hold Me Now and Forever" by Ben Thompson. **JAN WALDORP**

CHICAGO

Franklin David has been signed as the opening act at the Tejar Supper Club, a new nightclub at 1321 South Michigan Avenue. Accompanying him will be the Wynnton Kelly Trio, featuring Jimmy Cobb. Kelly has been associated with Miles Davis, Dizzy Gillespie and many other artists. He has not worked as an accompanist since appearing with Dinah Washington. David will open Wednesday (24) for one week, prior to an engagement in Europe. Kelly, meanwhile, will remain for two weeks at the new club, which is owned by drummer Teddy Thomas.

Chicago-based Rupee Records, headed by Tony Rufo, Bob Peete and Mike Tierney, has signed its first group, the 1010 B.A.G. (Balloon Activities Group). . . . Vocalist Izumi, comedian Simmy Bow and the Joe Iaco Trio are appearing in the Penthouse of the Chicago Playboy Club. . . . Tiny Tim is slated for a one-night stand Saturday (27) at the Auditorium Theatre. . . . The Arbors, who just finished a two-week engagement with Florence Henderson at the Palmer House, are now appearing at the Regency Hyatt Hotel in Atlanta.

The Iron Butterfly will be featured in the first of a series of Monday night "Pop-Rock" sit-down concerts (22) at the Mill Run Playhouse. Also on the bill is the Bangor Flying Circus. . . . WBBM-TV's "The Lee Phillip Show" welcomed Lainie Kazan July 9 and Florence Henderson July 10. . . . Flutist-saxophonist Charles Lloyd played his own compositions and improvised "cool" jazz on NET Jazz Friday, July 19.

The Stan Getz Quartet is concluding its fourth engagement at the London House. . . . Vocalist Lyn Roman is appearing with comedian Redd Foxx at Mister Kelly's. . . . RCA is holding "An Evening for Augie Blume" Monday (22) at Vesuvio's. Blume is moving to New York Aug. 1 to become national promotion manager for RCA's new Bluebird label. . . . Chicago's Lyric Opera reports that all past-series-tickets sales records for opera in the city have been

smashed in the current subscription campaign, with more than a million dollars already in and the flow of orders continuing unabated.

Singer Rick Nelson, ventriloquist Jimmy Nelson, orchestra leader Richard Hayman and country and western celeb. Roy Clark performed July 13 in a free grandstand show in Milwaukee as part of a prelude celebration to the city's Summerfest '68. . . . Louis Armstrong has been signed to appear Aug. 14 at the State Fair of Wisconsin in West Allis. . . . The "Schlitz Salute to Jazz" is set for the Public Hall in Cleveland Aug. 11. The bill includes Dionne Warwick, the Ramsey Lewis Trio, Lewis Trio, Thelonious Monk Quartet, Herbie Mann Quintet and Gary Burton Quartet. **RON SCHLACHTER**

CINCINNATI

Spelling the vacationing Paul Dixon, of "The Paul Dixon Show," colorcast Monday through Friday on Avco Broadcasting's stations in Cincinnati, Dayton and Columbus, Ohio, and Indianapolis, for the July 29 through Aug. 2 period will be Johnny Desmond. The latter leaves the nightclub circuit to fill the slot. Carmel Quinn follows in for the Aug. 5-9 period. . . . Filling in for vacationing Bob Braun on his "50-50 Club" simulcast five days a week over the same Avco network, are Marty Allen, of the Allen and Rossi team for the week beginning Aug. 5, and Julius LaRosa for the Aug. 12-16 period.

Paul Sack has been named vice-president and general manager of the Midwest Tape Cartridge Corp. here. It's a newly created post. Sack was formerly controller of the company. **BILL SACHS**

DUBLIN

Irish Record Factors' reception to mark the opening of new enlarged premises in Hanover Street, Dublin, was attended by MCA's Brian Brolly and Peter Roddis, Irish Rovers' manager Les Weinstein and group member Will Millar, Decca's Hilary Watson, Gael-Linn's Len Clifford and Philips' John Simmons. . . . Michael Clerkin, who previously headed the King operation here, has issued the first single on his Release label — Gary Street and the Fairways' "Invisible Riley." . . . Showband managers Michael Nolan and Maurice Cassidy are planning to launch Traffic Records. . . . Tribune chief Noel Pearson will be in the U. S. for three weeks from July 29. On the West Coast he will meet Elmer Bernstein who will produce an album featuring Tribune's leading artist, Danny Doyle, in Los Angeles in October. . . . The Marmalade will be in Ireland for dates in September. . . . Sweeney's Men are making the transition from traditional Irish to contemporary folk music and are working on an album for September release on Transatlantic. Henry McCullough, formerly with the Eire Apparent, has replaced Andy Irvine with the group, but Transatlantic is releasing an album featuring the original line-up in August. **KEN STEWART**

HAMBURG

New head of the artistic management division of Phonogram is Wolfgang Kretzschmar, who will supervise the activities of pop product manager Dr. Hans-Gerhard Lichthorn, classical product manager Hans Karl Gross, promotion manager Fritz Koehler, public relations officer Malte M. F. Kluthman and press chief Hanne Flesner. Flesner will also handle special productions. Hans Georg Baum has been appointed sales director. . . . Julie Driscoll and the Brian Auger Trinity will participate in the Berlin Jazz Festival in November, along with Dizzy Gillespie, Art Blakey's Jazz Messengers, the Horace Silver Quintet, the Count Basie Orchestra, Nina Simone, Sun Ra and his Space Orchestra, the Dave Brubeck - Gerry Mulligan Quartet,

First Greek Song Festival Draws From 17 Nations

• Continued from page 48

FRANCE	Tant qu'il y aura des fleurs	Lyrics: Pierre Cour music: Jean Claudric	ANNA SAINT CLAIR
	Ficelle	Lyrics: Micheline Ramette music: Michel Gonet	MICHELINE RAMETTE
GREECE	Figan ta chronia	music & lyrics: Michali Archontidi	ALECOS PANDAS
	Eho mia agapi	music & lyrics: Jacques Iakovidi	FOTIS DIMAS
	Horis agapi	Lyrics: Nicos Loucopoulos music: Nicos Danicas	MAIRI ALEXOPOULOU
	Ma tora agapi mou	music & lyrics: Mimi Plessa	GIANNIS POULOPOULOS
	Pera apo sena (Au dela de Toi)	Lyrics: Pythagora music: George Katsaros	MARINELA
	Irthes agapi makrini	Lyrics: Vassili Tambori music: Mimi Kapsyli	ZOZO KYRIAZOPOULOU
	Xehasses (Issai)	Lyrics: Kiki Segditsa music: Andrea Ikonomou	TZENI VANOU
	Iha mia omorfia	music & lyrics: Kosta Xenaki	ZOI KOUROUKLI
HOLLAND	The goody good old days	Lyrics: Wim Van Dam music: Ad van der Gizn	ANNEKE GRONLOH
ISRAEL	Just for you	Lyrics: Avi Koren music: David Krivoshei	EDNA GOREN
ITALY	Se tu soffrissi quanto soffro io	Lyrics: S. Bardotti music: J. Fontana	JIMMY FONTANA
	Alma Maria	Lyrics: Tony Dallara music: P. E. Bassi	TONY DALLARA
	Mi disse un amico	Lyrics: Angela Peloso music: Marino Marini	NIKY
	Se la pioggia verra	Lyrics: Phersu music: Giancarlo de Bellis —M. Pagano	
LEBANON	Chanson de l'ete	Lyrics & music: Ricardo Credi	RICARDO CREDI
MALTA	L'amor e eterno	Lyrics & music: J. B. Cassar	ENZO GUZMAN
PORTUGAL	Tu vais voltar	Lyrics: Francisco Nicholson music: Jorge Costa Pinto	MADALENA IGLESIAS
SPAIN	Senzillament	Lyrics: J. M. Andreu music: Leon Borrell	NURIA FELIU
	El Dia	Lyrics: Manolo de la Calva music: Ramon Arcusa A-Icon	BRUNO LOMAS
	Tu Guitarra	Lyrics: Jorge Morell music: Ricardo Ceratto	MICHEL
SWITZERLAND	Si l'on me demandait	Lyrics: Gerard Gray music: Alain Barriere	GERARD GRAY
TURKEY	Ve ben yalniz	Lyrics: Selmi Andak—O. Uabek music: S. Andak	SERVINC TEVS
	Ozleyis	music and lyrics: Selcuk Basar	AJOA PEKKAN
UNITED KINGDOM	Ask Anyone	Lyrics: Jack Fishman music: Roy Budd	CLODAGH RODGERS
WEST GERMANY	Zwei Worte, ein Kuss	Lyrics: Johnny Carlson music: Peter Jacques	ETTY
	Es tut mir leid	Lyrics & music: Hans Wewerka	HEIDI THUNS

Muddy Waters and Maynard Ferguson. . . . Phil Ochs completed a successful tour of Germany. . . . Manfred Mann flew in for TV dates in Bremen. . . . Peter Horton will represent Germany in the Rio Song Festival. . . . The American Forces Network is to be closed down this year. **WOLFGANG SPAHR**

HELSINKI

Scandia artist Marion Rung won first prize in the Golden Orpheus Festival at Slanche Bryagin, Bulgaria, in which 23 countries were represented. Miss Rung sang the Bulgarian song "Sea of Youth" and the show tune "If I Were a Bell." . . . Kristina Hautala will visit Spain for radio and TV appearances on Aug. 25. . . . East German singer Igrid Winkler

made a guest appearance during Baltic Week here. . . . The Swedish group Kenneth Staags with Hayati Kafe (Sonet) make a four-day visit to Finland in August. . . . Iris Rautio (Polydor) and Markku Suominen represented Finland in the Rostock Song Festival, East Germany July 11-12. . . . Following "Beat the Clock" which has been released in Sweden and West Germany, D'Islanders new Scandia record is "Kites," the first compatible single to be released in Finland. . . . Underground artist M. A. Numminen has recorded an album of Schubert songs for Eteen pain which is distributed by Finnlevy. . . . Scandia released a compatible EP of three current hits by Tapani Kansa and Danny. . . . Current Finnish covers of international hits include "None Can Break a Heart Like You," by (Continued on page 54)

Edison Awards

• Continued from page 50

Schat — Signalement; by the Percussions de Strasbourg
Folklore: An anthology of African music (Baerenreiter).
Spoken Word: Bernard Shaw's "Saint Joan," with Barbara Jefford, Alec McCowen, Max Adrian, Barry Foster, Cyril Luckham, directed by Shirley Butler.

The Edison Awards will be presented on September 20 in the Amsterdam Concert Hall. The presentation will be followed up by a special gala concert by the New York Philharmonic conducted by Leonard Bernstein.

German Court Rules on Star

MUNICH — The Munich Supreme Court has ruled that the Star Club label, created by former Star Club, Hamburg, owner Manfred Weissleder and assigned for 10 years to Montana, still belongs to Montana. The court ruled that Weissleder's cancellation of his contract with Montana was illegal and that the contract still holds good.

Principal artists on the Star Club label are Dave Dee, Spencer Davis and the Rattles.

MILLER SET ON MUSICASSETTES

HAMBURG — Miller International of Quickhorn, near Hamburg, will produce LP musicassettes retailing for \$2.45 — less than half the normal musicassettes price of \$6 in Germany.

A sales campaign will get underway in four weeks and Miller plans to have the cassettes on sale by September.

IT AIN'T SLEEPIN' ANY MORE!



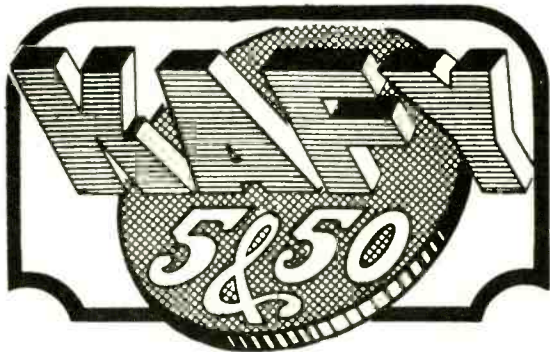
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b/w “IT MUST BE HIM”

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1. THE HORSE
2. SUNSHINE OF YOUR LOVE
3. SLEEPWALK "68"
4. HURDY GURDY MAN
5. CLASSICAL GAS

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CREAM
SANTO & JOHNNY
DONOVAN
MASON WILLIAMS

PHIL-LA 1BS
ATCO 3BS
IMPERIAL 4BS
EPIC 5BS
W.B.7 20

Last
Week



SILVER CIRCUIT

SPOT- LIGHT ON NEVADA

Spotlight on Nevada will be a special section within Billboard's August 31st issue. In addition to Billboard's world-wide circulation, Spotlight on Nevada will be distributed to over 3,500 of the major convention influentials as well as to talent buyers of every hotel and nightclub in Las Vegas, Reno, and Lake Tahoe plus other key cities throughout the U. S. and Canada.

ADVERTISING DEADLINE AUGUST 16

VEGAS TAHOE RENO

HITS OF THE WORLD

ARGENTINA

(Courtesy Escalera a la Fama)
*Denotes local origin

Table with columns: This Week, Last Week, Song Title, Artist, Label. Includes songs like 'CORAZON CONTENTO/ ESTOY CELOSO' by Palito Ortega and 'UNO MUCHACHA Y UNA GUITARRA' by Sandro.

BELGIUM

(Flemish chart by courtesy of Humo Magazine)
*Denotes local origin

Table with columns: This Week, Last Week, Song Title, Artist, Label. Includes songs like 'VIVA EL AMOR' by Will Tura and 'YOUNG GIRL' by Union Gap.

BRITAIN

(Courtesy Record Retailer)
*Denotes local origin

Table with columns: This Week, Last Week, Song Title, Artist, Label. Includes songs like 'BABY COMES BACK' by Kassner Music and 'SONS OF HICKORY HOLLER'S TRAMP' by O.C. Smith.

Table with columns: This Week, Last Week, Song Title, Artist, Label. Includes songs like 'UNIVERSAL' by Small Faces and 'LAST NIGHT IN SOHO' by Dave Dee Group.

Table with columns: This Week, Last Week, Song Title, Artist, Label. Includes songs like 'DO YOU KNOW THE WAY TO SAN JOSE' by Dionne Warwick and 'HERE COMES THE JUDGE' by Shorty Long.

FINLAND

(Courtesy of Stump magazine)
*Denotes local origin

Table with columns: This Week, Last Week, Song Title, Artist, Label. Includes songs like 'DELILAH' by Tapani Kanssa and 'VANHA HOLVIRKKO' by Maelarokyrkka.

ITALY

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

Table with columns: This Week, Last Week, Song Title, Artist, Label. Includes songs like 'HO SCRITTO T'AMO SULLA SABBIA' by Franco IV e Franco I and 'LUGLIO' by Riccardo Del Turco.

Table with columns: This Week, Last Week, Song Title, Artist, Label. Includes songs like 'NON ILLUDERTI MAI' by Orietta Berti and 'ANGELI NEGRI' by Fausto Leali.

FRANCE

*Denotes local origin

Table with columns: This Week, Last Week, Song Title, Artist, Label. Includes songs like 'PETITE FILLE DE FRANCAIS MOYEN' by Sheila Carrere and 'UNA CANZONE' by Mireille Mathieu.

HOLLAND

(Courtesy Radio Veronica and Platennieuws)

Table with columns: This Week, Last Week, Song Title, Artist, Label. Includes songs like 'ICH BAU' DIR EIN SCHLOSS' by Heintje CNR and 'YOUNG GIRL' by Union Cap.

JAPAN

(Courtesy Original Confidence Co., Ltd.)
*Denotes local origin

Table with columns: This Week, Last Week, Song Title, Artist, Label. Includes songs like 'EMERALD NO DENSETSU' by Tempters and 'HOSHIGAKE NO WALTZ' by Sen Masao.

Table with columns: This Week, Last Week, Song Title, Artist, Label. Includes songs like 'SHINJU NO NAMIDA' by Spiders and 'THE LEGEND OF XANADU' by Jaguars.

MALAYSIA

(Courtesy Radio Malaysia)

Table with columns: This Week, Last Week, Song Title, Artist, Label. Includes songs like 'YOUNG GIRL' by Union Gap and 'MASTER JACK' by Four Jacks and A Jill.

PHILIPPINES

Table with columns: This Week, Last Week, Song Title, Artist, Label. Includes songs like 'DELILAH' by Tom Jones and 'HONEY' by Bobby Goldsboro.

SINGAPORE

(Courtesy Radio Singapore)

Table with columns: This Week, Last Week, Song Title, Artist, Label. Includes songs like 'YOUNG GIRL' by Union Gap and 'JUMPING JACK FLASH' by Rolling Stones.

SPAIN

(Courtesy of El Gran Musical)
*Denotes local origin

Table with columns: This Week, Last Week, Song Title, Artist, Label. Includes songs like 'DELILAH' by Tom Jones and 'BRING A LITTLE LOVIN'' by Los Bravos.

From The Music Capitals of the World

Continued from page 54

gle, "Realize" and "Drifting in the Wind." . . . The lengthy beer strike in Ontario prompted Rodeo Records to rerelease its "A Pub with No Beer" by Billy Stoltz on the Melbourne label. . . . Brenda Lee and manager Dub Albritten were in Toronto for a week mid-month taping a one-woman special for the CBS-TV network. . . . In response to the appointment of Karel Ancerl as music director of the Toronto Symphony with the 1969-1970 season, the CBC has begun a series "Karel Ancerl Conducts" on its AM and FM networks, featuring his recordings. . . . In something of a breakthrough, the new Fredric Lewis Artists Placement Bureau booked a top French-Canadian act into Toronto's Yorkville Village, with the Sinners at the Flick July 11-14. While in Toronto the group recorded their second single in English, having had success with their "Go Go Trudeau" novelty in English. . . . The Kawartha Festival of plays, films and music in Lindsay, Ont., offers folk artists Bonnie Dobson and Murray McLauchlan and French-Canadian singers Louise Forestier and Robert Charlebois July 22; the Travellers July 29, and the Times Square Two Aug. 5.

Aretha Franklin plays Maple Leaf Gardens in Toronto Aug. 18, with strong promotion as a CHUM presentation. . . . Jackie Wilson appears in Ottawa Aug. 16, Toronto Aug. 17. . . . Opening of Toronto's Electric Circus has been delayed with building permit hang-ups, and it now looks like a mid-September opening. . . . The move from live music to discotheques continues in Toronto's Yorkville Village with the reopening of the Mousehole, once a folk spot, as The Bog Pod, a posh discotheque.

STOCKHOLM

Benny Englund and Olle Nordstrom have started a new agency, Stockholm Konsertbureau AB. . . . Ann Margret visited Sweden to sing in the Ostersund Festival. . . . A new show business magazine "Nojes-Aktuellt" will be launched here Aug. 30. . . . British TV's Inspector Maigret, Rubert Davies, (Sonet) is touring Sweden with the Bambis and the Rune Ofwerman orchestra. . . . EMI is doing strong pre-tour promotion for British singer Paul Jones. . . . The Hootenanny Singers (Polar) have recorded an album of the poems of Carl Michael Bellman. . . . Inga-Lill Nilsson and the Garvis showband have made Swedish versions of "What a Wonderful World." . . . KnappUpp is running a strong promotion campaign on "We Played Games," by John Fred and the Playboy Band (California). . . . Bjorn Ulvæus (Polar) has recorded Stig Anderson's Swedish version of "Honey" (Raring). . . . The Shakers (Mallwax) will tour Belgium and Poland this fall. . . . The Moonlighters (SweDisc) will tour Mexico and Japan. . . . Sven Erik Mortsjo will make his first disk for Bill Records Aug. 12. . . . Gorilla Music's Claes Dieden has written "My Horoscope" recorded for Bill by the Slam Creepers. . . . Set for the jazz festival in Emmaboda, southern Sweden on Aug. 25 are the Don Cherry Sextet, Gunnar (Siljabloo) Nilsson and the King George Discovery. . . . Cornelis Wreeswijk (Metronome) is scoring in the Swedish Folkparks with his social satire. . . . American folk singer Pete Seeger visited Uppsala during the world church meeting there. KJELL GENBERG

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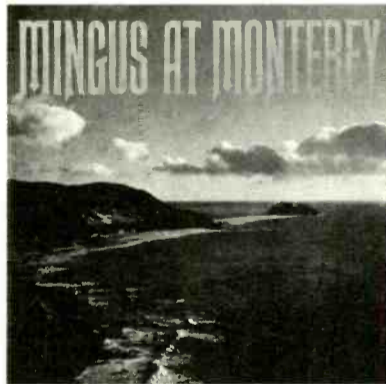
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ADULTS STANDING (L to R): Gail Fogerty, Beryl McDonald, Peter McDonald, Celia Zaentz, Margaret Stephens, Tom Fogerty, Victoria Powell, Vance Powell, J. J. Malone, Edna Powell, Jewell Malone, Sylvia Shanklin, Charles Banks, Betty Rhodes, Sonny Rhodes, Sadie Jones, Saul Zaentz, Irene Osborne, Laurie Clifford, John Fogerty, Martha Fogerty and Baby Josh, Jim Easton, Stu Cook, Marilyn Kazmen, Ida Huey, Jane Sadler, Pat Hunt, Ruby Tiger, Wanda Wagner. **ADULTS KNEELING (L to R)** Gregg Caine, Richard Riles, Dubose Stephens, Tiny Powell, Merl Saunders, Ray Shanklin, Frank Jones, Doug Clifford, Claude Huey, Jesse Osborne, Eddie Thurmond, Ron Lewis, Frank Samuels, Bobby Reed, Haskell Sadler, Cal Valentine. **CHILDREN (L to R):** Merl Saunders Jr., Jonathan Zaentz, Susan Saunders, Radell Riles, Mark Tiger, Tony Saunders, Dorian Zaentz, Dubose Stephens Jr., Windell Stephens, Jay Shanklin, Henry Crawford, Scott Fogerty, Donell Osborne, Jeff Fogerty, Duana Tiger, Josh Zaentz, Lanette Jones, Athena Zaentz, Haskell Sadler Jr., Calvin Rhodes, Cheryl Rhodes, Ginger Huey, Vincent Wagner, Rachell Wagner. **ABSENT MEMBERS:** Gale Anderson, Charles Brown, Rodger Collins, Charles Mingus, Bola Sete, Little Johnny Taylor, and Lenny Williams.

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LITTLE JOHNNY TAYLOR'S GREATEST
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JOHN LEE HOOKER: LIVE—Galaxy 8205

FANTASY / GALAXY RECORDS

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Record Supermarket: Russ Solomon Style

By EARL PAIGE

SAN FRANCISCO—The independently owned chain record outlet is emerging as the volatile concept in record merchandising. This is the judgment of Russ Solomon, president, Tower Records, in Sacramento and San Francisco. Solomon sees the trend to large record supermarkets as logically following the rack and record club phase, offering customers a tremendous selection, convenient hours and ample parking.

Tower Records' newest outlet here is an example. It encompasses 18,000 square feet. Over 12,000 LP titles, 400 singles and 1,200 tape CARtridge titles are on display. The store, manned by 10 clerks, is open seven days a week from 9 a.m. to 12 midnight.

Solomon, whose company has three outlets in Sacramento, believes that to be successful, the record supermarket must specialize to handle only records and tape. As one concession to this belief, he carries needles, as the only accessory item.

Specialize

"One of the most inhibiting factors in the record business is the belief by some dealers that they should be in all phases of the business. The same clerk who is supposed to sell records is expected to sell phonographs or instruments. It doesn't work. Our clerks are too busy selling records.

"We do handle needles but this is about the only departure from records I will take. We try to create the impression of having an almost unlimited selection of records and we want nothing to detract from this image."

Another of Solomon's strong beliefs is his resistance to keeping tape CARtridges under glass

and locked up. At present, he is utilizing what he calls "modified self service."

Tape Display

"Our tape is basically kept under a counter that runs 65 linear feet at the front of the store. The counter top is plastic and lifts up. Clerks hand the tape to the customer.

"There is an implied security here. The customer knows the clerk has handed him the merchandise. Even though the clerk may forget, the customer still thinks the clerk remembers. Customers must feel and examine the 'live' merchandise."

The exception to this phase of Solomon's merchandising is the store's use of open bins for cut-out tape CARtridge product. "We're binning huge quantities of tape being returned to ITTC (Continued on page 59)



HUNDREDS OF CUSTOMERS AND HUNDREDS OF RECORDS. The scene was photographed at Tower Records, the fourth outlet opened by Russ Solomon (standing face to camera). The new store, located at Columbus and Bay avenues in San Francisco's Fisherman Wharf area, encompasses 18,000 square feet of area, with 6,000 square feet devoted to selling space. Solomon has three outlets in Sacramento, Calif., and sees his type of store as the vanguard of record merchandising in the future as the independent chain record store concept emerges.

Tape Bin Proves Popular And Profitable in Denver

DENVER—Consistently offering tape recorder owners a "bargain bin" filled with items at a flat price of 50 cents has been an important profit builder for Sound In The Round, high-fidelity and stereo dealership here on South Broadway.

Dennis Thuringer, partner in Sound In The Round, is constantly amused by the number of tape recorder owners who come in as often as once a week and avidly paw through the bin located at the extreme rear of the store. "At one time, tape recorder accessories had to be

explained, one at a time, to tape recorder owners," Thuringer said. "Now, almost everyone who uses a tape recorder in business, or for music, knows all of the accessory items so well that he is continuously on the lookout for bargains in them."

Included in the 50-cent bargain inventory are used reels of 3-inch, 5-inch and 7-inch tape, bottles of head cleaners and friction solutions, patch-cords, adapters, head-cleaning brushes and cloths, package of tape mailers and replacement metal parts. Many of the items have been deliberately bought for the purpose, while others are tag-ends in the inventory, samples or leftovers from unclaimed repair work.

Directly alongside the bin is a browser full of similar bargains in 7-inch albums, all at \$3.98 and all demonstrators or slow movers. With several dozen of these always available, along with the broad choice of accessory items, Sound In The Round has a powerful customer-attracting asset.

"By now almost every tape recorder owner is familiar with what accessories he needs to get the most from his equipment," Thuringer, said, "such as sensing tapes, cloth head-cleaning tapes, demagnetizers, etc. They are accustomed to thinking of such materials as expensive, however, and when they find that there is such a thing as a bargain bin of these desirable accessory items, they are invariably delighted."

Sound In The Round has become one of the Denver area's top "professional level" sound retailers in recent years, with the emphasis on fine quality throughout. The store shows a tremendous choice of 7-inch pre-recorded tapes, laid out browser fashion exactly as phonograph records are shown. Making them "familiar" in this way has been a potent merchandising asset.

FTC Regulations to Prevent Transistor Radio Deception

WASHINGTON—The Federal Trade Commission (FTC) has issued rules to prevent deception in the number of transistors advertised or claimed for radio sets when some are dummies and perform no useful operation. Rules will become effective Dec. 10, 1968.

The rule bans claims "directly or by implication" that a radio contains a certain number of transistors when one or more of them are (1) dummy transistors; (2) do not perform the recognized and customary functions of radio set transistors in the detection, amplification and reception of radio signals, or (3) are used in parallel or cascade applications which do not improve the performance capabilities of the sets in detection, amplification or reception.

However, if the set contains, in addition to bona fide transistor count, additional transistors acting as diodes, or performing other auxiliary functions, this may be stated—for example, "Six transistors plus one diode."

The FTC has found the marketers of the "less expensive imported sets" particularly, have included the dummies in the transistor count. FTC points out that the general public assumes a higher number of transistors means better tuning and amplification. Also, the unwarranted high transistor counts divert sales from fair marketers who ticket or advertise sets with their true transistor count.

The Commission held hearings on transistor count practices Oct. 4, 1967 (Billboard, Oct. 27, 1967).

Laser Developed in Japan

By ELSON IRWIN

TOKYO—The first long-life, high-output argon and krypton-ion lasers in Japan, which could revolutionize the color movie and television industry, have been developed by the Central Research Laboratory of Tokyo Shibaura Electric Co., Toshiba.

Toshiba's new lasers use beryllium ceramics, far superior to quartz, in heat conduction and resistance. This extends the life of the tube as much as 10 times longer than conventional quartz tubes. The newly developed lasers are considered particularly suited for holography and can produce a bright three-dimensional color image.

The krypton laser operates at a tube voltage of 250 volts and a tube current of 20 amperes and produces an output of more than 0.5W with a magnetic field. It produces a total of 12 wave-lengths, ranging in color from blue to red. Since the laser can produce four wave-lengths of blue, green, yellow and red, a white laser, considered most desirable as a light source or for illumination,

is possible by proper adjustment of output distribution.

The new laser beam has excellent monochromaticity and coherence and emits intense visible rays. Apart from possible wide applications in science and in chemistry, it is deemed applicable for Raman spectroscopy and interferometry or as a light source for the study of optical properties of materials. But its use in three-dimensional color movies and color television has the Japan electronics industry all agog.

Jervis Addition

NEW YORK—Jervis Corp., a multi-industry manufacturing company, has announced it is constructing a 38,000 square-foot addition to its Harman-Kardon Division plant in Plainview, Long Island. When completed early this fall, the new wing will double the present manufacturing area for the producer of high fidelity music systems.



MORE THAN 3,500 INDIVIDUAL ALBUM TITLES are displayed full face at Tower Records' San Francisco store, billed in its advertising as "the largest record store in the known world." Other product display space includes 400 singles and 1,200 tape CARtridge titles. The store utilizes 900 rows of album display in its many racks. The fixtures in the store cost approximately \$12,000. The one-sided racks backed up to each other are 24 inches high, 48 inches deep and 90 inches long and cost about \$80. The outlet, employing 10 clerks, is open from 9 a.m. to 12 midnight, seven days a week.

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Record Supermarket: Russ Solomon Style

• Continued from page 58

and other tape wholesalers. These are just dumped in helter-skelter and sell out at prices as low as \$2.66."

In terms of inventory, Solomon devotes 50 per cent of his stock to 8-track, 20 per cent to 4-track, 5 per cent to cassettes and 25 per cent to reel-to-reel product. "Tape is reaching the 15 per cent mark in terms of total store gross," he said. "This isn't near the proportion devoted to it in area, but this isn't important in tape."

"Tape is a smaller package and we think the tape customer can make his selection from the LP's which are near the tape section."

As in other departments, Solomon is categorizing tape by music grouping and within a given category he lists titles "where it makes sense. The tape market isn't sophisticated to the point where we can make finer breakdowns," says Solomon. "When this happens we will break down our display accordingly."

Singles are also displayed according to category. "Top 40 is one category, so is c&w and r&b. We also have a category of oldies. At present we're selling singles at 75 cents, but we're toying with the idea of going three for \$2."

LP's displayed in 900 rows, are also displayed in categories and by title within categories. The one exception to this merchandising theory is in Tower Records' classical department.

"We're doing something significant in opera recordings," he said. "Here, we're breaking out the stock by title. Otherwise in

classics, we group records by artists and by composer."

In terms of prices, Solomon would only say that his prices vary according to the promotions at the time. "I will say our prices are competitive with prevailing discount prices." This could mean \$2.88, and degrees both ways from this, he admitted.

"We are stocking no monaural as such. Our only involvement is in closing out lots at \$1.99 and even lower."

Solomon likes to use Top 40 radio and newspapers as frequently as possible. "We could go weekly, depending on what we're promoting. But this becomes terribly expensive," he said.

As for in-store promotions, Solomon does not like the confusion created by artist appearances. "We do have artists come in on their own and just 'be around.'" In stores that create the kind of excitement ours do, artists frequently come by and buy things. This all adds to the excitement we try to build."

Summing up his philosophy, Solomon said: "Records are not a precious item. They're an expendable commodity that people should buy frequently. Our philosophy is to have a vast selection in each category and configuration and to convince the customer we are totally committed as a record outlet."

"I see the new type of chain record supermarket as a logical outgrowth of the rack jobbing phase and the record club era. Customers demand a tremendous selection, convenience in shopping and parking."



OUTSIDE VIEW of Tower Records, showing the free-standing design of the building. Parking facilities handle 26 vehicles, but Solomon said: "California drivers park on top of each other. It's not unusual to find 40 cars on the lot."

New GE Radio

UTICA, N.Y.—General Electric's radio receiver department has introduced a pocket-size portable AM radio, featuring a rechargeable sealed-in nickel-cadmium battery.

With overnight recharging in its own charger base, the new miniature radio, Model P2720, will give three days of normal playing time. When not in use, the radio may be left in the charger indefinitely to maintain a full charge, with no fear of the battery overcharging.

In addition to rechargeability, GE's P2720 features solid-state design, two IF stages for improved performance, a two-inch dynamic speaker and an easy-to-read direct-tune dial.

The radio, which weighs 1.1 pounds, measures 4 1/2 inches high, 2 3/4 inches wide and 1 1/4 inches deep and has a convenient carry thong. It comes in a gift pack which includes radio, earphone and charger at a suggested retail price of \$14.95.

BUSINESS OPPORTUNITIES

RECORD SHOP—ONE OF LARGEST IN Wisconsin, \$15,000 to \$20,000 net per year, 1 full-time employee. Inventory only. Write, call Bruce Pollock Realty, 710 N. East Ave., Waukesha, Wis. 53186, au3

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EMPLOYMENT SECTION

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POP, R & B, JAZZ, RHYTHM & BLUES Songwriter to collaborate with composer-arranger. For information call Philadelphia, Pa. (215) PE 5-2172 or KI 5-6395. Ask for Segrato Andrees. au31

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MISCELLANEOUS

DEALERS WANTED—RUN NEW, FAST \$6.00 pulling ad over your name, in any circular or publication. Keep \$5.00 of each \$6.00 you receive. We fill orders for \$1.00. Rush \$6.00 for sample circulars and copy of ad. Wm. Trowbridge, 35 Woodcrest Ave., Dayton, Ohio 45405. au3

DEALERS WANTED: SPRAY PERFUMES, ounce size. Copies of very famous brands selling up to \$60 per ounce. Suggested retail, \$3.00. Your cost, \$10.00 dozen; 3 dozen, \$26.75; 6 dozen, \$50.50. Wm. Trowbridge, 35 Woodcrest Ave., Dayton, Ohio 45405. au3

I AM CURRENTLY WORKING ON A study and anthology of American presidential election campaign songs. Would like to hear from anyone who may have old campaign songsters, sheet music, broadsides or recordings of such materials as well as personal experiences and historical information concerning the use of songs in election campaigns. Irwin Silber, 43 Strong Place, Brooklyn, N. Y. 11231. jy27

JUST WORK THESE PLANS—THESE plans work if you work these: 22 Ways to Make Money, \$2.00; Gold Mine of Information, \$1.00; Things You Like to Know, \$2.00. N. Genovis, Main P. O. Box 256, New York, N. Y. 10001. jy27

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1967—A Girl Like You 10
1967—How Can I Be Sure 4

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RELEASED! "WHEN," "MY TOWN," "We're Not Gonna Share Our Land," "Walkin' on the Clouds," 45 EP, \$2 postpaid. Delpha Records, Cleveland St., P. O. Box 1828, Clearwater, Fla. 33517. au3

Classified Advertising Department

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| <input type="checkbox"/> PROFESSIONAL SERVICES | <input type="checkbox"/> USED COIN MACHINE |
| <input type="checkbox"/> MISCELLANEOUS | <input type="checkbox"/> EQUIPMENT |
| <input type="checkbox"/> RECORD SERVICE | <input type="checkbox"/> USED EQUIPMENT |
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COMING SOON, A NEW RELEASE, Jacob Dorn sings "Bless This House," J. D. 102-A. "I Walk With God," J. D. 102-B stereo 45 on Jake's Records, P. O. Box 428, Lynwood, Calif. 90262. au17

NEW YORK CITY COMPOSER IS LOOKING for professional lyricist for 50/50 collaboration. Box 560, c/o Billboard, 2160 Patterson St., Cincinnati, Ohio 45214. jy27

USED EQUIPMENT

PRESSING PLANTS—NEW AND USED equipment in stock. Big savings. Professional consultation service. Vinny Equipment Co., 925 N. Third St., Philadelphia, Pa. 19123. au3

WANTED TO BUY

SONGS AND MASTER TAPES wanted by: Golden, Ebb-Tide Records for nationwide and foreign record releases. P. O. Box 2544, Baton Rouge, Louisiana. 70802. au17

PROMOTIONAL SERVICES

INTRODUCTORY RECORD PROMOTION offer. Send \$20 and 25 records. Our company is one in few on the road promoting in person. Ray Sanders Productions, 8316 Grandview Drive, Dept. B, Hollywood, Calif. 90046. jy7

NATIONAL RECORD PROMOTION AND publicity. Pressing. No job too small. Consultation; questions answered re: recording, publishing, distribution. Morty Wax Promotions, 1650 Broadway, N.Y.C. CI 7-2159. tfn

NATIONAL RECORD PROMOTION

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Send records for review to Brite-Star, 14881 Overlook, Newbury, Ohio
Call: (216) JO 4-2211 tfn

27,755*

YES, 27,755 PEOPLE INTERESTED IN the record and coin machine industry read the classified pages of BILLBOARD every week. Use the classified pages to tell and sell the industry. For your convenience a classified ad order form appears on this page. *ABC Dec. 31, 1967.

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(SMALL CASH OUTLAY)

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Above equipment is located in Webster, Mass. Excellent low interest mortgage available. Small cash outlay.

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

jy27

INTERNATIONAL EXCHANGE

ENGLAND

MAYALL'S LATEST ALBUMS, "DIARY of a Band." Volumes 1 and 2. "Fleet, wood, Mac." Beatles' 16 cut "Oldies," or any English album \$6.50. Or single, \$2 airmail. Pop magazine 75c. Record Centre, Ltd., Nuneaton, England. tfn

COMEDY BITS EFFECTIVE AS AUDIENCE BUILDER

OMAHA—Two-minute comedy bits are working well as an audience builder for Roger W. Morgan, who does the 5:30-9 a.m. show here on KOIL. For the past three months, Morgan has been taping five-minute "situation" phone conversations with local citizens, editing them down to two minutes, and airing them at appropriate occasions.

One of the situations involved calling up a local pet store, telling the owner he'd heard of mice milk being used in scientific research and he wanted to get into the business of dairy farming. Buying mice at 80 cents each was beyond his means, he told the owner, so he wanted to rent a herd of mice.

Other situations involved trying to rent a concrete mixer for mixing drinks at a giant cocktail party and calling up a telephone paybooth at random to try getting the person who answered involved in a ridiculous call to Morgan's wife to convince her he had to "work late." The comedy is boosting ratings nicely, Morgan said.

KCNW Switches to C&W Format

TULSA — KCNW, formerly known as KOME, has switched to a modern country music format. The 5,000-watt station formerly featured soul music. Don Boyles, formerly associated with WYDE, Birmingham, Ala., has been named general manager of the station, which is a full-time operation and the third oldest radio station in the market.

New College Outlet

RICHMOND, Ky.—WEKU-FM, 50,000-watt voice of Eastern Kentucky University, will go on the air here Sept. 1. Jim Ridings is assistant co-ordinator of radio.

Vox Jox

• Continued from page 22

and WOOD-TV, Grand Rapids, Mich.; he'd been production director of WOOD-TV. . . . David L. Bolton is new staff announcer for WOOD, Grand Rapids, Mich.; he's worked with KFAB in Omaha, WKJB and WANE in Fort Wayne, Ind. and WILS, Lansing Mich. . . . New personality at WFAA, Dallas, is Lee Douglas, who'd previously worked at KSEY, Seymour, Tex., and KJEM, Oklahoma City.

★ ★ ★

Wayne Hickox and Scott Gregory have left KDEO, San Diego, for KDIG, San Diego. . . . The lineup at WGLI at Babylon, L. I., N. Y., now includes program director Gordie Baker, Roger Allen

Wade, who was with WBAB in Babylon; Sonny Taylor, who was with WNJR in Newark; and Bill Ross, from WKIP, Poughkeepsie, N. Y. . . . Jay (Bobby Dark) Caple has left KKUB in Brownfield, Tex., to become music director of KBST in Big Springs, Tex. Caple is going to try to set an on-the-air marathon record. Does anybody know the record? I keep forgetting.

★ ★ ★

Georgie Woods, big soul deejay who'd been lured to WHAT, Philadelphia, by former program director George Wilson, has returned to WDAS, Philadelphia, to do the 6-10 a.m. show. He'd started on WHAT in 1953, then went to WDAS for 10 years, then to WHAT for a couple of years. . . . Larry Kent is doing the 2-5 p.m. show on WOAI, San Antonio, after a two-year stint at KTSA in San Antonio. . . . Alan Johnson has resigned from KPRC,



Houston, where he'd been a personality. . . . Mrs. Linda Holmer has been named record librarian at KEX, Portland, Me. She's an accomplished pianist and clarinetist. . . . Jerry Williams, talk personality at WBBM in Chicago, is joining WBZ, Boston, giving some indication of things to come at the West-house outlet.

HOLMER

Jimmy Rabbitt, who used to handle the late evening slot at KLIF in Dallas, is going into KCBQ in San Diego in the night slot; also joining the rocker is Lee (Baby) Sims, who's been with WKYC in Cleveland. . . . John Kellogg is back in radio at WGOE in Richmond, Va.; he'd formerly been independently producing radio-TV jingles. . . . Ron Sack has been named vice-president and general manager of KXYZ and KXYZ-FM, Houston; he'd been director of promotion and program development for ABC-owned stations in New York.



SACK

Bob Connell, who did the morning show on WTRY in Albany, N. Y., is now program director of KMAK, Fresno, Calif. . . . WIOU in Kokomo, Ind., has been named program director of WNBK, Binghamton, N. Y. . . . New music

Jay Roberts is celebrating his 10th year at WJR, Detroit, doing the "Music 'Til Dawn" show. . . . Thom Sherwood, formerly with director of "The Mike Douglas Show" is Joe Harnell, Columbia Records artist. He replaces Ellie Frankel, who is resigning because of health.



ROBERTS

WFMI Country

MONTGOMERY, Ala. — WFMI, 5,000-watt daytimer here, is switching to country music and will feature a "very versatile" format, said Danny O'Day. He said he will also play Hot 100 records in the format and was now searching for both country and rock records to build a library. Lou Chiles is general manager.

New Call Letters

FORT WORTH — KXOL-FM, stereo country music station here, has changed its call letters to KCWM-FM. Part of the Wendell Mayes chain, the station switched to country music Oct. 1967 after previously featuring an easy listening format.

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Coin Machine World

Cairo A Go Go!

Discotheque Still Works In Illinois

CAIRO, Ill.—Discotheque, the now nearly forgotten jukebox promotion idea that flowered in 1966, is still quietly making money for operators in various parts of the U. S. Here, in this city at the very tip of Illinois, operator Vincent (Red) Doss is using Go Go dancers in two clubs and discovering that revenue can jump from \$800-\$900 a week to over \$1,200.

In his top spot, the Tic Toc Club, the jukebox is averaging \$128 a week. The jukebox in another tavern, utilizing the same, very simple merchandising approach, is grossing \$105 a week.

"I don't know why the Il-Mo-Ky doesn't do as well as the Tic Toc," Doss said, "but the bar business at the Il-Mo-Ky is only running about \$1,200 a week, just over half what the Tic Toc is doing."

Doss, who has operated here for the past 15 years, indicated that the success of the discotheque promotion could hinge on the personalities of the tavern personnel and the atmosphere created.

His formula at the Tic Toc is

very simple. Two dancers, Jannie Pate and Sharon Davis, perform from 9 p.m. to 2 a.m.. In addition drummer "Stud" Hunt accompanies the girls and the jukebox. The Tic Toc has six other employees, five of which are girls that "really hustle," Doss said.

"We like to keep at least one man in the place in case there's any trouble."

The jukebox is programmed with about one-half teen music and the remainder c&w. It is set on dime, three for a quarter.

Jannie said her favorite records are "Son of Hickory Hollow Tramp," by O. C. Smith, "My Girl Josephine," by Jerry Jeff Walker, another Jerry Jeff Walker record, "In the Middle of No Where," "Whole Lot of Shaking Going On," by Jerry Lee Lewis and "Candy Man," by Elvis Presley.

Doss said both clubs enjoy patronage from Kentucky and Missouri. Both are States which border Illinois at this point.

Doss, his wife, LaVelle, operate the route, composed of music and games. He has never tried vending. "The population here is not sufficient to support vending," Doss said.

Doss thinks that two for a quarter pricing is the answer for the future, but he has been hesi-

(Continued on page 62)



JANNIE PATE, Go Go Girl at the Tic Toc Club, Cairo, Ill., shows some of her form. In the background is Stud Hunt, a drummer for 35 years, who accompanies the dancers and records played on the jukebox behind operator Vincent (Red) Doss. Since initiating the Go Go promotion, the club's gross has jumped from \$800-\$900 to \$2,000 a week.

ICMOA Adds To Directors Group Readies For Upcoming Legislation

By EARL PAIGE

CHICAGO—The Illinois Coin Machine Operators Association (ICMOA) is preparing for more legislative problems. At a board meeting here last week, the trade group voted to expand its roster of directors, drew up a calendar of meetings and launched a drive for an additional 150 members.

Other problems of the group, as reflected in the meeting here and in a survey now completed, are securing employees, competition from distributors, labor and taxes. One director reported that a Chicago firm is leasing equipment direct to locations.

"There is nothing illegitimate about leasing equipment to a location," the director said, "but if this trend continues it will change the whole nature of the operating business as we know it today."

On the State level, executive

Tax Expert To Address Neb. Assn.

OMAHA—An address by a certified public accountant, presentation of 15 topics and awards to two members were to be highlights at a meeting of Nebraska operators here Sunday (21). The gathering, a regular meeting of Coin Operated Industries of Nebraska (COIN), was expected to provide new president Ed Kort, North Bend, Neb., with an opportunity to present his program for the coming year.

Albert Goracke, a CPA formerly connected with the Internal Revenue Service, was to give an hour-and-a-half presentation. Goracke has handled the account of Howard Ellis, an Omaha operator, COIN officer and secretary of Music Operators of America (MOA).

Ellis and Ted Nichols, a Fremont, Neb., operator and MOA vice-president, were to receive awards.



SERIOUS DELIBERATION is seen in the expressions of these board members of the Illinois Coin Operators Association, which met in a special session in Chicago last week. Around the table from left: Ed Gilbert, Bloomington; August Heimer, Mascoutah; Chick Henske, Jacksonville; Charles Marik, Rockford; Mrs. Orma Mohr, Rock Island; executive director Fred Gain, Springfield; president Harry Schaffner, Alton; George Wooldridge, Sterling; Les Montooth, Peoria; Wayne Hesch, Arlington Heights; Warren Brown, Chicago, and Bud Hashman, Springfield.

vice-president Fred Gain said: "ICMOA has had problems associated with pinball games in every session for the past 10 years and we can expect more of the same next session."

With Illinois facing a deficit in its budget, Gain also forecast that ICMOA can expect to be confronted with taxes and licensing problems.

In a move to broaden its roster of directors, the trade organization appointed a nominating committee composed of

Les Montooth, Peoria; Charles Marik, Rockford; August Heimer, Mascoutah, and Warren Brown, Chicago.

The committee will recommend officers for the annual election to be held in conjunction with a yearly meeting Sept. 13-14 at Holiday Inn East, Springfield. At the same time, seven vice-presidents will be chosen and 14 other directors will be named.

ICMOA, Gain explained, is

(Continued on page 61)

January Exports Up; Japan Big Customer

WASHINGTON—January 1968 exports of coin-operated equipment were up from U. S. Department of Commerce figures for the same period in 1967 and Japan continued to be leading customer for U. S. machines. In dollar terms, the comparison: jukeboxes, \$1,147,772 from \$1,054,217; games, \$3,144,309 from \$2,914,299; vending, \$817,676 from \$613,735.

While reports for some countries were not available, the figures show Japan increased its January imports of jukeboxes from 150 in 1967 to 336 in 1968. West Germany continued strongly with 651 jukeboxes in 1968 against 537 a year ago. Canada and Italy also increased jukebox imports.

In games, Switzerland had the greatest increase, showing January figures of \$618,323 as against \$184,918 a year ago. Japan and Italy also showed increased imports of games. Canada, France and Italy showed increases in vending machine importing.

Jukeboxes		
	1967	1968
Canada	50,629	84,116
Mexico	1,200	13,840
Guatemala	3,758	1,860
Salvador	No Report	2,295
Honduras	No Report	3,110
Nicaragua	No Report	2,195
Costa Rica	18,390	No Report
Panama	7,125	2,700

(Continued on page 63)

Vendors Seeking Music Mechanics; Denver School Forms Association

DENVER—The acquisitions of music routes by national firms principally involved in vending is being reflected here at the National Institute of Coin Mechanics, where vending has been added to the curriculum. The institute, which hopes to establish another facility in Washington soon and obtain a government contract, has recently formed an association for procuring enrollments.

Robert Cooper, who with Donald Miller head up the school, said that the addition of vending originated because so many music operators had diversified into vending. "We have been getting feelers from large

vending firms who want their mechanics to know music and games. We had one student from Servomation.

"The trend in the business is toward one industry," said Cooper, when asked his opinion of diversification of vendors into music and music firms into vending. "While this is occurring, our students can still be qualified in either music or vending."

The institute curriculum includes schooling in cigaret, candy and hot and cold beverage machines.

Cooper and Miller have been traveling many thousands of miles to address music groups.

"We would like to have attended meetings of vending groups, too, but we have to do one thing at a time," Cooper said. "There are three or four vending schools, but our school is the only one offering music and games and this is our primary function."

Association

The new association, called Association for Coin Machine Mechanics Financial Aid & Placement Service, costs operators \$25 a year to join. Each member receives a sponsorship agreement for each student he wishes to enroll. The student will borrow money from the association.

(Continued on page 63)

'COIN'CIDENTALLY

Just How Big Is the U. S. Jukebox Audience?

Many record people, frustrated by format radio's typically tight playlist, had their interest piqued by MOA president Bill Cannon's powerful presentation at Epic's sales convention in Las Vegas recently. Cannon reminded the Epic organization—and the industry at large—that of the 6,500 singles released annually in the U. S., 88.3 per cent never get on a radio playlist. Cannon suggested that in view of this fact, and the fact that jukebox operators have long, loose playlists that they have to hustle to fill out with good material, it would be real groovy

now if the two industry interests finally got together.

This has been happening, albeit, on a far too limited scale. The presence of Cannon at an Epic convention is indicative of that firm's belief in the value of the jukebox as a promotional medium. But the average promotional Joe, be he a regional man for a major or a local distributor man, has a strong radio bias. He was schooled in making the radio rounds, and accepts as axiomatic that one air-play is worth a thousand jukebox spins.

But is this true? Is airplay

(Continued on page 67)

New Equipment



The above two-player flipper game called Safari is the first Bally two-player flipper unit available in a choice of replay or add-a-ball since 1966. Among the 30 different score stimulating targets is a Tiger Trail feature that lends suspense for the player. When the Tiger Trail feature is illuminated, rollovers next to the flippers suddenly jump from 10 to 100. The Tiger Trail feature also activates bonus score registers on the backglass and jumps one rollover from 10 to 200. The new game also incorporates Bally's E-Z Open, free-ball gate. Bally president Bill O'Donnell said: "The sensational success of recent multiple player games proves that a two-player add-a-ball game is practical. Although the bulk of Safari games built will be in the replay version, add-a-ball operators will have another opportunity to move into the increasingly popular two-player class."

ICMOA Adding Directors; See Legislative Problems

Continued from page 61

trying to have each area of the State represented through a vice-president and two directors. One of the seven new vice-presidents will be an executive vice-president. The State has been divided into five regions, one representing Chicago, and four others representing out-State regions.

There will be two vice-presidents from the Chicago area and four from out of State. Of

the additional directors, there will be four from the Chicago area, two from each region and two at large. In each region, one director will be in charge of legislative problems, while one will be charged with membership responsibilities.

The membership goal quotas are 78 for Chicago, 14 for Northwest Illinois, 26 for the middle portion of the State and

(Continued on page 65)

Discotheque Still Works In Illinois

Continued from page 61

tant to try it. "We're doing pretty well at three for a quarter. I have the games priced this way, too."

The colorful operator is known in all the coin machine markets throughout the Mid-south, due to his usual practice of flying to such places as Memphis, Nashville, St. Louis and Louisville in a Cessna 180. He often picks up records when Mrs. Doss is in a hurry for something.



VINCENT (RED) DOSS pauses momentarily before taking off for another point on his route. He has operated in Cairo for the past 15 years concentrating on jukeboxes and amusement machines. Doss said he would consider vending, too, if the population warranted it.



"THIS IS THE RECORD THEY WANT," remarks Mrs. LaVelle Doss, as she meets her husband at the Cairo, Ill., airport. Doss, who flies the Cessna 180 seen here, often flies to Memphis, Louisville, St. Louis and Nashville on buying trips. Mrs. Doss assists her husband on the route and does much of the record programming.

Jones Frankel Dies

CHICAGO—Jones B. Frankel, president and founder, Jones Frankel Advertising Co. here, died of cancer July 13, following a long illness. He was 67. For the past 10 years the Frankel agency had handled the advertising accounts of D. Gottlieb & Co., Fischer Manufacturing Co. and Midway Manufacturing Co.

Frankel was a member of the Federated Advertisers of Chicago and the American Association of Advertising Agencies. He was an honorary director of Temple Sholom Men's Club. He is survived by his widow Florence and a sister, Gertrude.

JUKEBOX RECORD REPORT

Best Picks

for Week Ending July 27

ATLANTA

Cover: "Happy," Nancy Sinatra, Reprise 0756; Teen: "Yester Love," Smokey Robinson & the Miracles, Tamla 54167; Adult: "Angel of the Morning," Merrilee Rush, Bell 705; R&B: "The Horse," Cliff Nobles & Co., Soul 313; Oldie: "Sealed With a Kiss," Gary Lewis, Liberty 56037; Novelty: "Whiskey on Sunday," Irish Rovers, Decca 32333.

BALTIMORE

Teen: "Walking in Different Circles," Peppermint Rainbow, Decca 32316; Adult: "Autumn of My Life," Bobby Goldsboro, United Artists 50318; C&W: "Love Takes Care of Me," Jack Green, Decca 32352; R&B: "Once in My Life," Four Tops, Motown 1127.

BATON ROUGE, LA.

Cover: "Dreams of the Everyday Housewife," Glen Campbell, Capitol 2224.

BROOKLYN, N. Y.

Teen: "The Horse," Cliff Nobles & Co., Soul 313; Adult: "The Look of Love," Sergio Mendes & Brasil '66, A&M 924.

CHICAGO

Teen: "Hello, I Love You," The Doors, Elektra 45635; Adult: "Halfway to Paradise," Bobby Vinton, Epic 10350.

CHATTANOOGA, TENN.

Cover: "Can't You See Me Cry," New Colony Six, Mercury 72817; Teen: "Alice Long," Tommy Boyce & Bobby Hart, A&M 948; R&B: "Guess I'll Have to Cry, Cry," James Brown, King 45-6141.

CINCINNATI, OHIO

Cover: "Dream a Little Dream of Me," Mama Cass with the Mamas & the Papas, Dunhill 4145.

HADDONFIELD, N. J.

Cover: "Turn Around, Look at Me," Vogues, Reprise 0686; Teen: "People Got to Be Free," Rascals, Atlantic 2537; Adult: "Halfway to Paradise," Bobby Vinton, Epic 5-10350; C&W: "There's a Fool Born Every Minute," Skeeter Davis, RCA Victor 7-9543; R&B: "Yesterday's Dreams," Four Tops, Motown 1127.

FREMONT, NEB.

Cover: "Dream a Little Dream of Me," Mama Cass with the Mamas & the Papas, Dunhill 4145.

GAFFNEY, S. C.

Cover: "Slip Away," Clarence Carter, Atlantic 2508; Teen: "Girl Watcher," O'Kaysions, ABC 11094; Adult: "This Guy's in Love With You," Herb Alpert, A&M 929; C&W: "Already It's Heaven," David Houston, Epic 10338; R&B: "I'm a Midnight Mover," Wilson Pickett, Atlantic 2528; Oldie: "It Will Stand," Showmen, Imperial 041; Novelty: "Here Comes the Judge," Pigmeat Markham, Chess 2049.

GREENVILLE, S. C.

Cover: "Grazing in the Grass," Hugh Masekela, Uni 55066.

INDIANAPOLIS, IND.

Cover: "Can't Stop Dancing," Archie Bell, Atlantic 2534; Teen: "People Got to Be Free," Rascals, Atlantic 2537; Adult: "Dream a Little Dream of Me," Mama Cass with the Mamas & the Papas, Dunhill 4145; C&W: "Dreams of the Everyday Housewife," Glen Campbell, Capitol 2224; R&B: "Guess I'll Have to Cry, Cry," James Brown, King 6141.

KENOSHA, WIS.

Cover: "Don't Give Up, Petula Clark, Warner Bros.-Seven Arts 7216; Teen: "Lady Willpower," Gary Puckett & the Union Gap, Columbia 44547; Adult: "Indian Lake," Cowsills, MGM 13944; C&W: "Folsom Prison Blues," Johnny Cash, Columbia 4513; R&B: "Think," Aretha Franklin, Atlantic 2518.

NEW ORLEANS

Cover: "Mr. Bojangles," Jerry J. Walker, Atco 6594.

OAKLAND, CALIF.

Cover: "And Suddenly," Cherry People, Heritage He 801; Teen: "Born to Be Wild," Steppenwolf, Dunhill 4138; Adult: "Don't Give Up," Petula Clark, Warner Bros.-Seven Arts 7216; C&W: "Folsom Prison Blues," Johnny Cash, Columbia 44513; R&B: "I'm a Midnight Mover," Wilson Pickett, Atlantic 2528; Novelty: "Rosemary's Baby," Mia Farrow, Dot 17126.

PORTLAND, ORE.

Cover: "Dreams of the Everyday Housewife," Glen Campbell, Capitol 2224; Teen: "She's a Heartbreaker," Gene Pitney, Musicor 1306; Adult: "Walking Through New Orleans," Pete Fountain, Coral 65614; C&W: "What's Made Milwaukee Famous," Jerry Lee Lewis, Smash 2164; R&B: "I'm a Midnight Mover," Wilson Pickett, Atlantic 2528; Novelty: "Whiskey on Sunday," Irish Rovers, Decca 32333.

as reflected in a weekly poll of jukebox programmers across the country

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Alpine Club	5275
Aistar BB CC	145
Balting Chamu	195
Big League B.B.	325
Blue Ribbon	125
Broncho	125
Carnival	175
Coquette	125
Del. Baseball-Midway	125
Del. Baseball-UN	125
Double Play B.B.	195
Eager Beaver	295
El Toro	395
Fun Ball B.B.	295
Fun Cruise	95
Heavy Hitter	125
Jumping Jack	175
Merry Widow	95
Nag	95
Official Baseball	195
Par Golf	250
Pretty Baby	115
Race Way	115
Royal Flash	225
Ship Mate	150
Sky Diver	215
Sky Lines	175
Stop & Go	95
Target Bally	125
Target Gallery	125
Trio	225
Wild Wheels	195
Whoopee	115
World Fair	215
Bonanzas	95
Discotheque Bally	215
Flying Circus	95
Gold Rush Bally	275
Grand Slam	275
Little Leagues	250
King Swat	95
Oh Boy	125
Mystery Scores	150
Play Ball	95
Preview	145
Riverboats	175
San Francisco	95
Skill Ball	145
Soccer	145
Tan Hit	165

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Wall Boxes	20.
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13' Chicago Coin Vegas	
Bowler	895.
United Polaris Bowler	485.
16' Chicago Coin Tournament Bowler	445.
Chicago Coin Majestic	395.
16' United Futura	195.
16' Chicago Coin Official	295.
16' Grand Prize	195.
All Bowlers Shopped & Repainted	
AMI MM-1	795.
AMI Consolette Wall	
Boxes	149.50 ea.

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Denver School Forms Assn.

• Continued from page 61

tion, a private lending organization for the operator. This loan is paid back from the mechanic's salary after he graduates and starts work.

The association, which is shooting for a membership of 1,000, will also help find mechanic enrollees for operators.

Cooper said a survey taken by the institute revealed a need for 1,500 mechanics. The survey pulled a 26.7 response. "We get calls every day," Cooper said. But at the same time he said operators tell him they cannot spare men to send to Denver for schooling and that government sponsorship programs "run out of money."

"Right now, we're negotiating for a government contract and hoping to set up another school in Washington."

The school offers an 18-week course for \$750. The curriculum covers jukeboxes, pinballs, bowlers and vending. Courses in "special games" (i.e., bingo units) are also offered.

"There's a 20-block area of rooming houses about a mile from the school," Cooper said. "The men pay \$21.50 a week for room and board. This gives them a good breakfast, a sack lunch and dinner." Most of the students, unless they are from nearby States, stay here during the 18 weeks, he said.

The Institute has had students from Canada, Florida, Pittsburgh, Baltimore and other sections of North America and has received inquiries lately from Vietnam, Belgium and France.

Md. Slots May Gain Reprieve

WASHINGTON—On the first of this month, the slot machines in four Maryland counties were to finally go out of existence, under a law that phased them out over a three-year period. But a Calvert County court has decided that slot machines paying off only in "free games" are permissible, even if the free plays are exchangeable for merchandise.

A three-judge panel held that in spite of the Statewide slot machine ban, machines that do not give out winnings directly in coins, tokens or other objects are legal in Calvert county. If the ruling survives, slots in three other Southern Maryland counties could try for the same deal.

However, since customers have traditionally played for cash, the free plays for redeemable merchandise might not be so appealing. Opponents of any revival of slots will oppose the eased ruling partly on this basis. They say slot proprietors will sneak under-the-counter cash payoffs rather than pay off in food, drinks, cigarettes or other prizes for free plays. Chesapeake Beach Park, Inc., an amusement pavillion on Chesapeake Bay, brought the suit for permission of the free-play machines.

January Exports Up; Japan Big Customer

• Continued from page 61

Bahamas	7,430	9,655
Jamaica	4,095	No Report
Dominican Republic	No Report	1,400
Venezuela	8,689	1,099
Peru	19,244	No Report
Sweden	11,721	7,440
Norway	7,007	11,036
Denmark	3,897	13,515
United Kingdom	45,949	45,209
Netherlands	19,161	15,431
Belgium	175,450	102,370
France	10,780	2,685
West Germany	370,076	438,981
Austria	28,996	8,021
Switzerland	9,550	No Report
Portugal	2,574	No Report
Italy	68,510	79,900
Greece	No Report	1,388
Thailand	15,910	2,570
Hong Kong	33,714	No Report
Japan	108,129	251,328
Australia	6,490	20,317
Other Countries	15,743	25,311

(Continued on page 65)

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With New

- Player Control Score Feature
- Bonus Feature
- Ball Saver

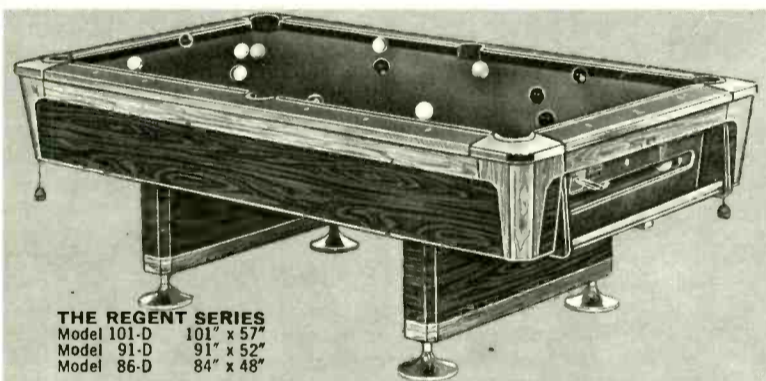


CHICAGO COIN MACHINE DIV.
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1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

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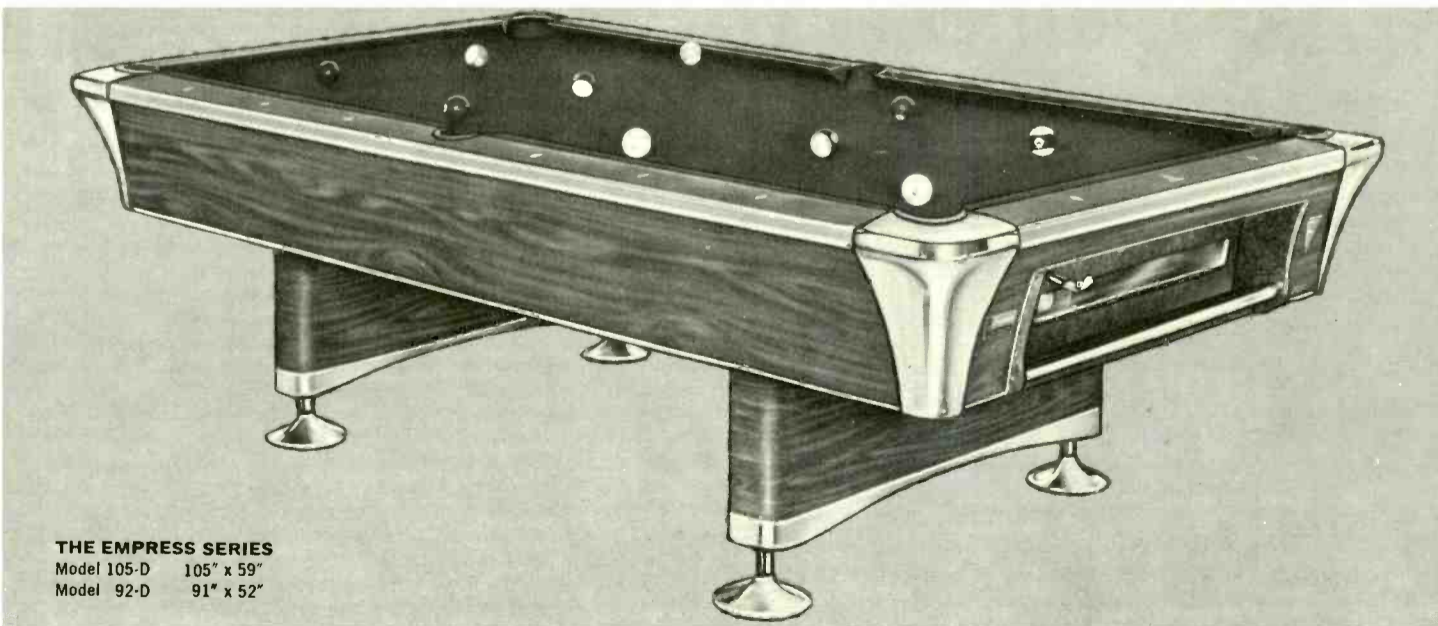
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Model 101-D 101" x 57"
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Model 86-D 84" x 48"

Compact companion to Empress line. Long-lived beauty of Walnut-look vinyl, high-lighted by chrome plated cast pocket fittings.

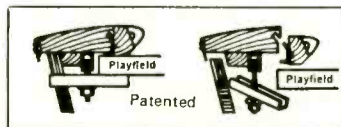


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Available in: Walnut-grained finish. Luxuriously styled and precision crafted throughout to please even the most serious players. Durability-designed to provide many extra years of use.

Exclusive Fischer Feature **WEDGE-LOCK** and Cushion assembly. 12 unit-clamps replace more than 50 wood screws . . . Wedge-lock cushions locks top rail, playfield and frame together in a single, perfectly rigid unit.

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Guggenheim to Make 2-Inch Capsule; Urges Vendors to Try 25-Cent Vending

NEW YORK—Operators who are slow in covering their locations with quarter merchandise venders may lose out to other, more aggressive competitors. This is the opinion of Robert Guggenheim, Karl Guggenheim, Inc., a manufacturer strongly committed to quarter bulk vending and which will soon introduce its own two-inch capsule.

Guggenheim and his partner, Fred Loewus, have between 75 and 100 quarter items now. The firm has just commenced producing mixes, instead of concentrating on individual items. Many items are made for Guggenheim overseas but the firm is producing more and more at its plant here.

"Quarter vending has a fantastic future," Guggenheim said. "The size of the capsule and the price range open up vistas we have never dreamed of in the bulk field. We have always been limited by the size of the capsule container and the coin."

Guggenheim anticipates that the price of quarter items might eventually be reduced but said that this could work to the detriment of the new merchandise field. "One of our best quarter items had to be discontinued because all of a sudden it started showing up as a 10-cent item over the counter.

"The essence of quarter bulk vending is having a good value. You can't cheat customers very

long. Actually, the mark-up in quarter items isn't that bad and the turnover is there. As long as the turnover is fast, the mark-up isn't that important.

Guggenheim said it is easy to understand why so much quarter merchandise is showing up from importers, some of which are relatively unfamiliar with the bulk field.

"We sit on both sides," he said, "both as a U. S. producer and an importer. We've made heavy investments in plants overseas. For the most part, U. S. manufacturers haven't made the investment in molds and production facilities because there hasn't been enough quarter equipment out on the street.

"We're now in a position to do more production here if the item doesn't require a lot of hand labor and if we need fast shipment on it." Guggenheim said certain items, such as the firm's new Oogie, make overseas production necessary because of the large amount of hand work. This item, available in seven different styles, is hand-painted.

Guggenheim is just commencing

its own production of displays and mixes. "Up to now we've concentrated on individual items. Now we have three mixes in production. They each contain from 10 to 20 items," Guggenheim said.

More equipment suitable for vending quarter capsules will have a significant effect in the field, Guggenheim said. "I understand Northwestern is preparing a machine for quarter vending and that Oak is now ready with a quarter wheel for its Titan unit.

One other handicap to quarter vending—the fact that vinyl items eat through transparent capsules—is being overcome. "Our new capsule will be impervious to vinyl. It will be opaque, perhaps translucent," Guggenheim said. "You can't have a transparent capsule that is impervious to vinyl.

Guggenheim said the new capsule will be ready for operators sometime in August.



THE OTHER RAY GREINER. Most people in the bulk vending industry know W. R. (Ray) Greiner as the friendly sales manager, Northwestern Corp., Morris, Ill. Many will not know that he is also owner of Station WRMI-FM, Morris. He is seen here with station personality Mary Talty.

new mix featuring these compasses includes jumping bean, white false teeth, princess head, sheriff charm and green monster.

In 5-cent mixes, Penny King has introduced button bracelets, dolls of all nations, weird space creatures, hand-painted birds and a key ring with car emblem. Another 5-cent mix is highlighted by toy tank and tow trucks and soldiers, with a display piece featuring watches, tiny guns, cowboy hat, 8-ball and trophies.

Another 14-cent mix in highlighted by Penny King's new Checkerboard ring. A skeleton, birthstone rings, key chain and vinyl monster are included in the display piece.

Two other 5-cent mixes spotlight an assortment of vinyl creatures and monster heads, whistles and tops.

Karl Guggenheim

This New York manufacturer has recently introduced a line of rings that glow in the dark. The item, called Go Glow rings, is available in assorted sizes. They are packed 1,000 to the bag and come with five free display pieces.

New Products

Penny King

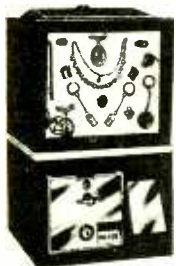
Heavenly Brooches, pins with angelic figures, highlight a new 1-cent mix from Penny King. The display piece features baby bottles, birthstone rings, skeletons, bugs, black and white dogs and skulls.

Baseball buttons and comic buttons, the latter with over 40 different sayings available, are among other new items. Another new item is Pretty Baby Rings and ivory dice for 1-cent merchandising.

A new 10-cent mix is highlighted by a High Bouncing Baseball. One half of this mix includes five items such as tiny dice, key ring, plastic lobster and funny feet.

Penny King has also reintroduced its 20mm compass. A

NEW VICTOR 77 GUM & CAPSULE VENDORS



A REAL SALES STIMULATOR IN ANY LOCATION

Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel.

Vends 100 count gum, V.

V-1 and V-2 capsules. Available with 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism.

Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

PRICE \$39.00 each with chrome front

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N.W. Model 49, 1¢ or 5¢ \$14.50
N.W. Deluxe, 1¢ or 5¢ Comb. ... 12.00
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Atlas 1¢ & 5¢ 100 Ct. Ball Gum 12.00
Acorn 8 Lb. Globe 10.50

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CAPSULES

250 PER BAG with MONEY MAKING DISPLAYS

5¢ All Ring Mix \$4.60
5¢ Trick & Game Mix 5.00
5¢ Creepy Bugs 5.00
5¢ Northwestern Mix 4.25
5¢ Latest Assorted Mixes 5.00
10¢ Jewelry Mix 8.00
10¢ Lighter Mix 8.00
10¢ Big Dice Mix 8.00
10¢ Assortment Mix 7.00
10¢ Western Mix 8.00
Empty V-V1-V2 CAPSULES

Wrapped Gum—Fleets 4M pcs. \$14.00
Wrapped Gum—Pal, 4M pcs. 14.40
Rain-Bio Ball Gum, 2100 per ctn. 7.25
Rain-Bio Ball Gum, 1800 printed per carton 6.65
Rain-Bio Ball Gum, 5550 per ctn. 8.75
Rain-Bio Ball Gum, 4300 per ctn. 8.85
Rain-Bio Ball Gum, 3550 per ctn. 8.85
Malfettes, 2400 per carton 8.40

15 Cartons minimum prepaid on all Leaf Brand Rain-Bio Ball Gum.
Adams Gum, all flavors, 100 ct. .45
Wrigley's Gum, all flavors, 100 ct. .45
Beech-Nut, 100 ct. .45
Hershey's Chocolate, 200 ct. 1.30
Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator. One-Third Deposit, Balance C.O.D.

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Vends 100 count gum, V, V-1 and V-2 capsules. Available with 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism. Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules. Chrome front optional.

Write for Beautiful Illustrated Circular and Prices.

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Whether it's in a supermarket or super service station, the Model 60 is an operator's profit package. Simple changes of the brush housing and merchandise wheel allow you to dispense all types of popular items. The Model



60 has the most foolproof coin mechanism in its field. Extra-wide chute and interchangeable globe accommodates all sizes of products. Model 60's attractive, modern design is sure to corner profits for you—at any location. Wire, write or phone for complete details.

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Vending News Digest

NAMA Changes Non-Members Fees

CHICAGO—Fees for non-members attending the National Automatic Merchandising Association (NAMA) show in Philadelphia Sept. 14-17 have been changed. This year, non-members will be charged \$25, the fee for admission to the Philadelphia Civic Center event, and for all convention meetings. Previously, non-members were charged \$35 for the show and meetings and \$10 for the show only. All fees apply toward dues should delegates chose to join NAMA.

NAMA Raises Dues

CHICAGO—The National Automatic Merchandising Association (NAMA) has raised its dues in several categories. Dues for equipment manufacturer members \$15,000, from a previous \$12,500 per year. A special bottler member category now carries a \$100-a-year minimum. Allied members are also set for a dues increase, pending a study by a special committee. NAMA president Meyer Gelfand pointed out that the association's operating costs and the addition of new services in the past 10 years made the increases imperative. Minimum annual dues for operating members will be \$100 for the company and for the first two persons reported. Dues rates will be \$13 per full-time employee; \$7 per part-time employee.

Tax Revenue Up in Nevada

CARSON CITY, Nev.—A higher cigaret tax collection for May was reported by the State's tax commission. The 7-cent-a-package cigaret levy produced \$528,010, well above the \$374,508 collected in May 1967.

(Continued on page 65)

January Exports Up; Japan Big Customer

• Continued from page 63

Games		
	1967	1968
Canada	75,912	51,714
Honduras	No Report	1,500
Mexico	No Report	2,842
Panama	1,196	No Report
Bahamas	1,748	30,376
Venezuela	17,575	3,715
Argentina	No Report	2,756
Sweden	18,656	26,916
Norway	6,622	No Report
Finland	No Report	2,425
Denmark	95,778	34,058
United Kingdom	649,652	687,444
Ireland	13,049	24,888
Netherlands	22,647	22,140
Belgium	278,748	179,790
France	531,937	147,914
West Germany	463,151	363,678
Austria	15,160	32,936
Switzerland	184,918	618,323
Spain	2,315	No Report
Portugal	2,100	No Report
Italy	369,815	545,533
Greece	1,147	5,869
Jordan	1,699	No Report
Thailand	13,400	No Report
South Vietnam	37,324	39,834
Korean Rep.	No Report	22,885
Hong Kong	1,575	No Report
Japan	64,211	261,131
Australia	9,367	8,408
Canary Islands	6,310	11,217
Kenya	No Report	1,127
Other Countries	25,887	8,680

Vending Machines		
	1967	1968
Canada	168,133	249,788
Mexico	4,909	6,975
Panama	No Report	138,176
Guatemala	12,179	No Report
Bermuda	No Report	9,252
Honduras	1,690	No Report
Bahamas	No Report	1,493
Costa Rica	1,757	No Report
Jamaica	No Report	11,290
Bahamas	2,401	No Report
Fr. West Indies	No Report	4,797
Sweden	9,925	6,925
Venezuela	No Report	12,475
Columbia	No Report	1,200
Finland	11,800	8,229
Norway	No Report	1,751
United Kingdom	82,435	27,265
Belgium	37,359	50,663
France	32,595	75,759
West Germany	114,991	82,253
Austria	16,072	No Report
Switzerland	3,800	No Report
West Germany	No Report	82,253
Spain	9,347	5,199
Italy	2,250	14,380
Lebanon	No Report	32,215
Japan	46,668	60,035
Hong Kong	No Report	6,750
Australia	2,814	2,790
Republic of South Africa	23,633	No Report
Other Countries	28,977	8,016

Coming Events

July 26-27—Montana Coin Machine Operators Association, board and election meeting, site to be announced, Helena.

Aug. 6, Missouri Coin Machine Council, election meeting, Jefferson Hotel, Macon.

Aug. 18—Wisconsin Music Merchants Association, annual meeting, Dell View Hotel, Lake Delton, Wis.

Aug. 25-26—South Dakota Music & Vending Association, regular meeting, site to be announced, Aberdeen.

ICMOA Problems

• Continued from page 62

20 for Southern Illinois. ICMOA currently has 55 members and is shooting for 200.

In other areas, ICMOA is mailing its new legislative contact brochure, which gives operators suggestions on how to approach local representatives and senators. An insurance brochure has also been mailed each operator in the State.

The calendar of events for ICMOA: General meeting Sept. 13-14, Holiday Inn East, Springfield; board meeting, Oct. 11, Sherman House Hotel, Chicago; regular meeting, Jan. 10, 1969, Holiday Inn East, Springfield; five regional meetings in March 1969; a board meeting April 18 and July 18, 1969, and an annual meeting Oct. 17-19, 1969.

Vermont Revives 'Lost' Tax

MONTPELIER, Vt. — Vermont's vending machine operators are up in arms over a discovery by James Kendall, head of the State Audit Department, that they have been escaping payment of this State's rooms and meals tax on soda dispensed in their machines.

The blow came when Kendall put 15 cents into a soda pop machine and suddenly realized that the State has been losing this source of revenue under the rooms-meals levy.

The 1968 legislature increased the tax from 3 to 4 per cent, but no provision was made to

change any other section of the law other than the rate of the tax.

Meanwhile, increased costs, higher wages, general inflation and other factors resulted in vendors hiking the price of cold soda from 10 to 15 cents, and the extra nickel reportedly makes the vendors liable for paying the rooms and meals tax.

It has been estimated that some 1,000 vending machines now dispense soda pop in Vermont. The operators are being notified by the Vermont Tax Department that they must li-

(Continued on page 67)

• Continued from page 64

New NAMA Membership Categories

CHICAGO—The National Automatic Merchandising Association (NAMA) has created several new membership classifications. These will include, sustaining members, allied members distributor members and subscribers.

Emerson Develops New Pump

ST. LOUIS—Emerson Electric Co. here has developed a new carbonator pump replacement motor for use in vending machines. The unit features an extended hub and short-shaft, permitting the motor to be mounted directly to a close-coupled pump.

If your competition is giving you location trouble . . .

you may find the answer to this problem by operating the most advanced idea in bulk vending—the all new Victor—

SELECTORAMA® 77-88 CONSOLE

With six different combinations to select from to fit any of your locations. Will vend a variety of merchandise and coin combinations—1c, 5c, 10c, 25c.

Front door operation saves 50% to 75% service time. Bigger display, more profits. See your distributor for information and delivery date.

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WHY!

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Manufacturers Representative
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If this ad is returned with order.

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10c CAPSULE MIXES (all 250 per bag)
Monte Carlo \$8.00
Indian Craft Rings 9.50
Asst. Items with Lighter 8.00
Precious Gem Rings 7.50
Jewelry Mix 7.00-8.00
Jumbo Dice Mix 8.00
Jumbo Creepy Bugs 8.00
Mini Books (3 per capsule) 8.00

HOT 5c VEND ITEMS (all 250 per bag)
Asst. Economy Mix \$4.25
Bugs 5.00
Rings 5.00
Economy Ring Mix (no front) 4.00
Regular Deluxe Assmt. 5.00
Asst. Jewelry (Bangles & Beads) 5.00

1c CHARM MIXES & ITEMS
From \$3.50 to \$24.00 per M.
Parts, Supplies, Stands & Globes.
Everything for the operator.
One-third deposit with order, balance C.O.D.

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THE VERY BEST IN USED MACHINES.

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Write—Wire—Phone for prices.

MERCHANDISE & SUPPLIES

5c CAPSULE MIXES—250 Per Bag
Ring Mix \$5.00
Key Chain Mix \$5.00
Trick & Game Mix \$4.50
Econ Mix \$4.00
#32 Mix (Deluxe) \$5.00

10c CAPSULE MIXES—250 Per Bag
10c Ring Mix \$8.00
10c T & N Mix (Deluxe) \$8.00
10c Key Chain Mix \$8.00
10c Deluxe Wiggle (bug) \$8.50
10c Mini Book Mix \$8.50

All 5c and 10c Capsule Mixes include beautiful & appealing MACHINE DISPLAY—FREE

25c SPECIAL CAPSULE MIXES
BOX OF 100
25c — V-1 Jewelry \$10.00
25c — V-2 Jewelry \$10.00
25c — V-2 Flub (it's big) \$10.00
25c — V-2 Jumbo Wiggle \$10.00

LOGAN'S "PEP-UP" COLORFUL 25c DISPLAYS
V-1 Jewelry \$1.85 each
V-2 Jewelry \$2.50 each
V-2 Flub \$.65 each
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Ball gum, all sizes, nuts, candies, coin wrappers, stamp folders, pens, stands, bulk charms, wall brackets, stamp machines, all new & used bulk venders, empty capsules. Write or phone for low, low prices.

Get and hold the best locations with

Victor's Selectorama® Console

6 different styles



Save 50% to 75% servicing time. Unlock front door to fill and collect.

KING'S One Stop service for all BULK VENDING MACHINE OPERATORS

MERCHANDISE—Leaf ball gum, wrapped gum, charms, filled capsules, panned candies, bulk & vacuum packed nuts, ball point pens, combs, 1c tab, 5c package gum, 5c & 10c vending pack candy bars.

SUPPLIES—Empty capsules V-V1-V2, coin weighing scales, counters & wrappers, stamp folders, decals, route cards, padlocks, spray paints, machine cleaners & lubricants, paper cups for hot nut venders & hot beverages.

EQUIPMENT—All Northwestern bulk venders, cast iron stands, wall brackets, sanitary & stamp venders, new & reconditioned bulk venders of all kinds, parts for all bulk venders.

Mail this coupon for details and prices on the Northwestern SUPER SIXTY (illustrated). Vends gum-charms. Also ask for information on other Northwestern machines.

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ADDRESS _____
CITY _____ STATE _____ ZIP _____
Fill in coupon, clip and mail to:

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DEPENDABLE FAST SERVICE, LOWEST PRICES FROM LARGEST INVENTORY IN THE U.S.

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- New foolproof Rowe Alarm System.
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- New, simplified Dollar Bill Acceptor.
- New 2-Wire Systems for remote volume and cancel control.
- Easy "Lift Off" front door.
- PhonoVue film compatibility.

See your Rowe distributor for all the profit-building details.

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rowe international, inc.

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75 TROY HILLS RD, WHIPPANY, N. J. 07981

'COIN'CIDENTALLY

Just How Big Is the U. S. Jukebox Audience?

• Continued from page 61

worth that much more promotionally than jukebox play? Perhaps it's time we compared audiences. Jukebox audience analysis data is virtually nonexistent. Though it has been estimated by industry leaders that the typical jukebox is heard by 100 different adults daily. This is a total U. S. daily jukebox audience of 50 million different adults. That's about 45 per cent of the adult population of the U. S.

Much study has been made of the radio audience. For example, NBC Radio's 1965 Cumulative Radio Audience Method (CRAM) study, made public in 1966, showed that in a typical day 92.1 million different adults over 18 years of age listen to radio. That is 75.1 per cent of the adult population of the U. S.

Billboard's Charts tell it like it REALLY is!

This figure includes FM as well as AM listeners. Since AM is still far more effective in promoting pop records than is FM, about half the FM audience—or 10 million adults—should be subtracted from the responsive record-buying total reached by radio. This leaves an adult radio audience of about 80 million compared with that of 50 million for jukeboxes. The under-18 audiences for both media are ex-

cluded from the comparison due to lack of data.

For the promotion man to get as much exposure from jukebox plays as he does from radio, he would have to get the record played on 150 jukeboxes for every radio play. (There are about 100 jukeboxes for every AM radio station in the U. S.) This may at first appear to be an impossible job. But today a single call on a jukebox programmer can result in a record being picked for up to 500 locations. And all 500 of these records will be added to the sales figures, rather than subtracted from the promotional and advertising budget, as are the freebies to radio stations. A record that

goes on all the jukeboxes in the U. S. is a half-million seller.

No sharp promotion man ever ignores the factors of concentration and impact. And even though the jukebox offers from 100 to 200 selections, it has greater capacity for concentration on a record than does radio. A hot record can be heard 20 times on a jukebox in an hour, while on the radio it would be heard only once during the hour. And the impact of today's big-sound pop music played on a jukebox's full-fidelity sound system is much greater than that of the record played on the radio.

These are conservative estimates of the promotional reach of the jukebox. And in the light

of such data, the axiom should perhaps be revised: one air-play is worth one and one-half jukebox spins.

Vermont Tax

• Continued from page 65

cense the machines at \$1 each, and keep a set of books on the amount of money made by each machine.

Ironically, according to one tax department official, two additional clerks will be required to handle the paper work and could cost the State more than it receives from the soda machine levy.

**SPECIALS!
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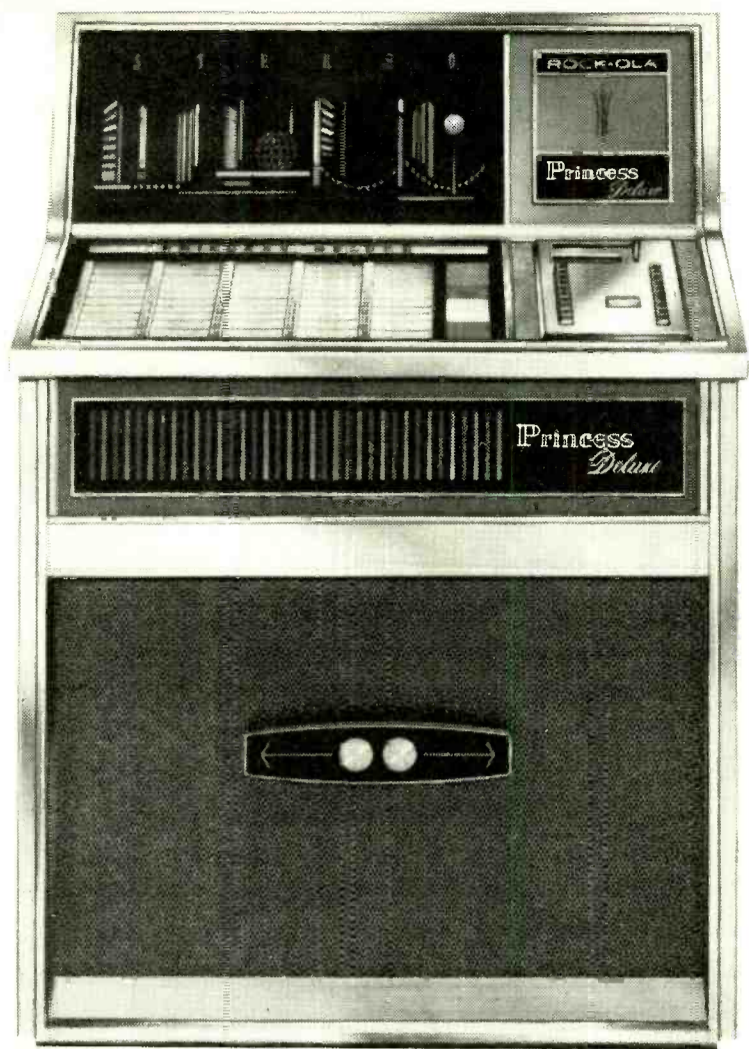
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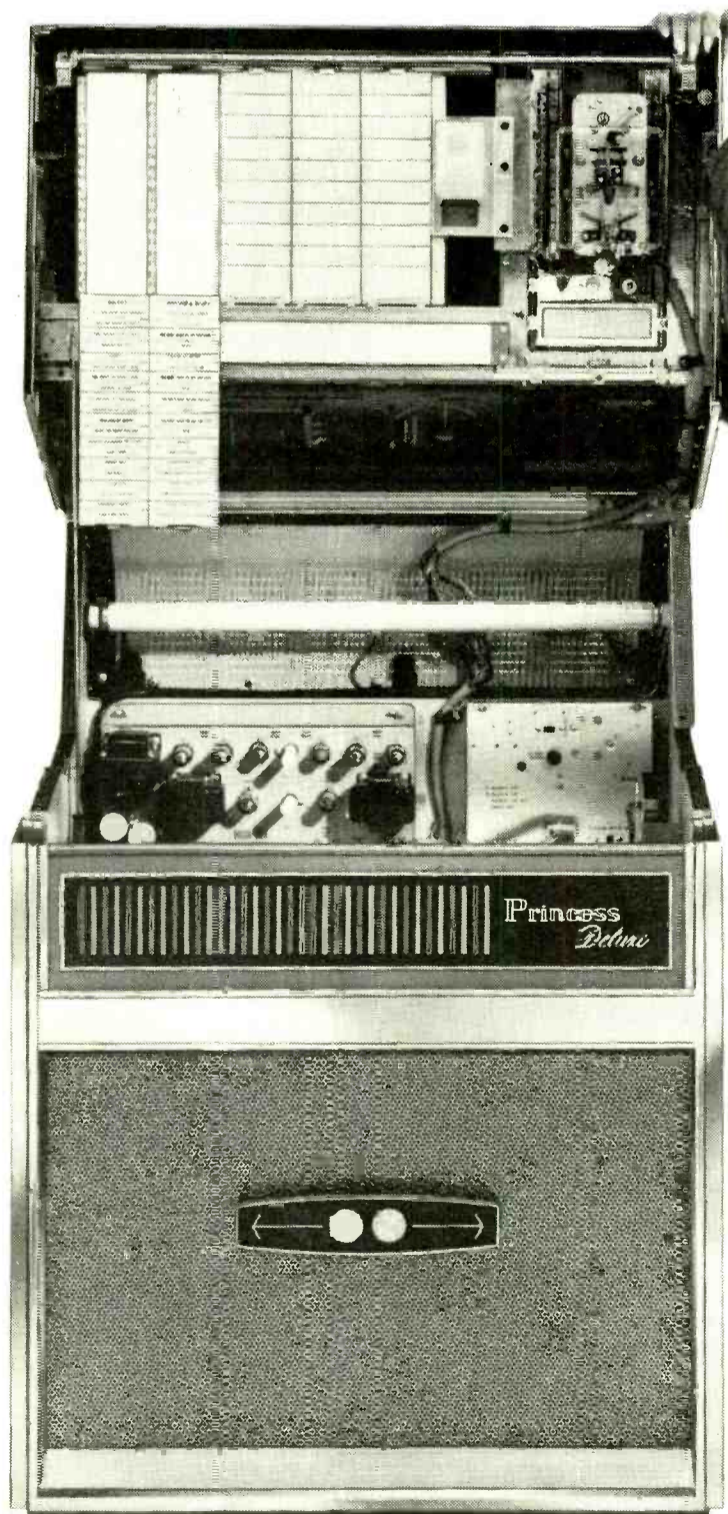


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*Publisher's estimate of average paid circulation for the first five months of 1968.

Tape CARtridge

Philco-Ford Cassette Bid Looms; 6 Pacts Are Set

By HANK FOX

NEW YORK—Philco-Ford's consumer electronics division will enter the tape cassette duplicating and marketing field. While company officials refused to comment on the report, it is believed that Philco's move will be announced at the midyear meeting of the National Association of Record Merchandisers (NARM) in September.

Philco is negotiating licensing agreements with several record companies. Six exclusive contracts covering some 300 album titles have been concluded.

Philco will also seek nonexclusive contracts.

The company with supplement its regular distribution channels for its cassette home entertainment products with regular tape cartridge distributors.

A latecomer in the cassette software field, Philco faces stiff competition from Ampex, General Recorded Tape and Mercury, all of whom have been licensing record labels for cassette duplication and marketing for several years.

Philco has been flirting with the record industry since last

September when it introduced the Hip Pocket disk, a four-inch vinyl record. As with the Hip Pocket record, Philco's involvement with music is seen as a move to bolster its division's hardware sales. Philco executives have previously stated their company's commitment to the cassette system. At this year's Consumer Electronics Show the company added substantially to its cassette equipment line, while deleting some 8-track players for the fall.

Finley Quits ITCC; Sets Up New Firm

• Continued from page 1

U. S. publishing operation of Robert Mellin for \$2 million during the previous week (Billboard, July 20).

NAL will issue cartridge product in 8-track and cassette forms only. Finley said the company's tape division also will market blank cassettes and blank videotape. He said the company soon will announce its line-up of labels. NAL's duplication will be handled by Al Weintraub's A&B Duplicators.

Finley said the new company will feature guaranteed 48-hour delivery on all cartridge product

to distributors. Also, he said the firm will enter the cartridge equipment field, handling private label playbacks.

Other immediate plans call for the firm to become engaged in the premium field, embracing both cartridges and disks. (Prior to the formation of ITCC, Finley was in charge of premium sales for MGM Records and Dot Records.)

Jerry Tenney, Omega Equities' president, confirmed his firm's participation in NAL, stating: "An agreement in principle has been reached, subject to the execution of a satisfactory contract."

In addition to the Mellin publishing holdings, Omega Equities is in the process of acquiring two West Coast-based printed circuitry firms, National Technology and Western Technology, and Raleigh Clothes, a manufacturing company in Baltimore. The company has commercial real estate and hotel properties in the U. S. and Canada.

Finley said that within several weeks he will announce NAL's plans for activities in other areas of the leisure time field. NAL's attorneys include Warren Troob here and Gregson Bautzer in Los Angeles.

Audio Devices French Plant Set for Tape

NEW YORK—Audio Devices has earmarked a section of its new manufacturing plant in Annemasse, France, for tape cartridge production.

The company also has established four new sales offices in England, France, Germany and Austria to market its tape product. Initially, the sales office will concentrate on magnetic computer tape, but according to Bill Hack, president of Audio Devices, and Bob Fraser, supervisor of European operations, the company is anticipating a sufficient market in cartridges to warrant tape cartridge production.

"We see the European cartridge market," Hack said, "as similar to the American market some three years ago. The demand for cartridges will be a function of the number of machines at the dealer level."

Although most of the cartridge sales so far are for blank cassettes, Fraser believes that as Europe becomes more pre-recorded tape conscious (mostly through 4 and 8-track cartridge exploitation), the cassette pre-recorded market will also blossom. Audio Devices markets its products in more than 60 countries.



MERCURY'S AUTOMOBILE cassette player functions on the Starr loading principle. Cassette is inserted in slot, tape opening first. At the end of a side of music, the cassette stops automatically and is ejected from the machine. A night light is included for night driving.

Magnetic Tape, A&M Set Deal for Tape

LOS ANGELES—A&M Records has signed Magnetic Tape Duplicators to handle all its tape configurations, with the first product appearing through the label's own distribution network Sept. 1.

Magnetic Tape Duplicators (MTD), located in Hollywood, recently was purchased by the Certron Corp., an Anaheim-based manufacturer of blank tape. MTD is key custom duplicating house for a number of record companies.

A&M will beef up its tape department so that it can develop stronger field contacts for this form of product with its distributors and subdistributor accounts.

While Ed Rosenblatt presently oversees the tape operation, he is expected to shortly become more entrenched in the sale of both records and tape in his new post of national sales manager.

Concord Electronics' Triple-Front Drive

LOS ANGELES — Concord Electronics has begun a major sales, promotion and marketing campaign to promote its new line of cassette equipment.

The West Coast-based company, which introduced its new equipment at the Consumer Electronics Show in New York, will put additional marketing emphasis on cassette product, according to Richard Hansen, sales executive.

Concord will use promotions at the consumer level and in-store marketing techniques at its outlets to achieve sales, Hansen said.

The sales promotion campaign will encompass heavy advertising schedules in both magazines and metropolitan news-

papers and major trade publications, according to a spokesman in marketing.

The marketing drive at Concord outlets will include contests, product giveaways and sales incentive programs for dealers. Concord also plans new dealer displays for its cassette line.

Concord's four new cassette products are:

- Model F-400, a portable stereo tape recorder that plays pre-recorded cassettes.
- Model F-98, a portable tape recorder. Price: under \$120.
- Model F-95, a AM radio-corder. Price: under \$100.
- Model F-50, a recorder with automatic record level control that plays back pre-recorded cassettes. Price: \$59.95.

W. Va. Car Wash Expands Stereo Retailing

By RAY BRACK

CHARLESTON, W. Va.—The Minit-Man car wash on busy Kanawah Boulevard here—the first such facility in the country to enter car stereo retailing—will move at least \$20,000 worth of software and about the same volume in hardware this year. And, influenced by the recent Consumer Electronics Show in New York, Minit-Man's owner will soon supplement his 8-track lines with cassette merchandise.

"We are going to add cassettes to our stereo inventory as soon as possible," said Tom Morehead, the wash's owner. "We expect cassettes to contribute significantly to our projected sales of \$20,000 worth of tapes this year and \$30,000 next year. Morehead entered the full-service car wash business 14 years ago.

Morehead decided to begin selling car stereo in November 1966 when he observed an increasing number of stereo-equipped autos coming through the wash. Morehead claims to first full-service car wash to enter car stereo retailing.

With no background in the music business, Morehead first considered capitalizing on the tape cartridge concept by operating a tape rental library

out of the car wash. But after investigation, he rejected the library enterprise as having unsatisfactory financial return potential. A high rate of tape loss seemed likely.

Morehead then discovered that the Handleman rack-jobbing branch in Kanawah City could supply 8-track tapes from all labels.

"We laid a carpet in a corner of the shop and were in the car stereo business in a rather crude way. Soon we added the Lear Jet hardware and built a stereo showroom.

Touch 'n' Buy

The showroom is partitioned in glass to permit customers, who must pass through a large display of auto accessories, to view the tapes and players. Patrons paying for their car washes can hear the music. And the partitioned area enhances the stereo effect during equipment demonstration.

Minit-Man's stereo sales are managed by Mrs. Charla McClave, who has learned the business from scratch over the past year and a half.

"We wrestled with the issue of to lock or not

(Continued on page 72)

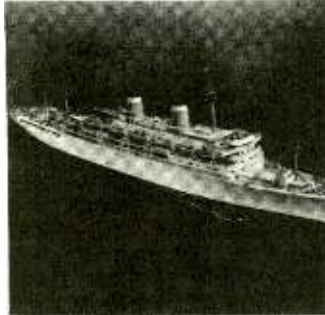


CUSTOMERS' EYE VIEW of the car stereo showroom at Minit-Man car wash in Charleston, W. Va. Photo was taken from near cashier's cage. Patron eyeing the auto cleaning accessories in the foreground are attracted to the stereo in the glass-partitioned room.

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\$1000 Prize

Bob Alexander
Moss Seat Cover Sales Co.
Eldon, Missouri

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Portland Records
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Charlie Shaw
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\$100 Prize
Bernie Cohen
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\$100 Prize
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Portland Records, Inc.
Portland, Maine

\$100 Prize
Dave Schoen
Associated Distributors
Indianapolis, Indiana

Luther Choate
Stereo Tape Center
Seattle, Washington

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Huish Distributing Co.
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Walter Terral
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Chuck Wright
Action Records/Active Elec.
Denver, Colorado

\$100 Prize
William Moore
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Bob Morris
Moss Seat Covers Sales Co.
Tulsa, Oklahoma

\$100 Prize
J. Johnson
Top Tunes
Marietta, Georgia

\$100 Prize
James Moss
Stereo Panorama
St. Petersburg, Florida

Mini Mod Award From Rachlin Furniture Company

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Ingles Bountiful Music
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4 to **Paul Laberduri**
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Fairfield, Maine; Rockland,
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ITCC 663 Fifth Ave., New York, New York

Minit-Man Adds Cassettes

• Continued from page 70

to lock the tape cases for some time," she said, "before deciding that we'd keep them unlocked. No other system makes much sense."

"We sell a lot of the teen stand-bys like Diana Ross and the Supremes and the Temptations. And the adult customers keep me reordering Glenn Miller and Henry Mancini. I cannot keep Glenn Miller in stock." She also observed that country and western tape sales have spurted recently.

The best-selling hardware right now, Mrs. McClave reported, is the Lear \$144.95 model. Also selling satisfactory is the Automatic Radio \$129.95 player, which does dual duty in the home if desired. Minit-Man added the AR line a month ago.

Trade-Ins

Software repeat business is stimulated through tape trade-ins and a tape club. Club members who buy 10 tapes get a \$6.95 cartridge free. Trade-ins in good condition net \$2 off on a new or used tape. Used tapes retail for \$3. "We get a lot of trade-ins," Mrs. McClave reported. "This permits people to dispose of tapes they don't like."

Accessory items displayed in Minit-Man's stereo showroom include a variety of tape storage cases and cartridge and playback maintenance equipment. The new Channel Marketing tape storage case has just been added. Installation is contracted to West Virginia Communications, the Lear Jet warranty station in the State.

The car-wash's physical plant is well-suited to exposing motorists to car stereo. As the automobile moves through the soap, water and brushes, its driver is routed past the stereo showroom.

"It only takes three minutes to wash the car," said Mrs. McClave, "so we do all we can to hold the customers up. If they appear to be interested in browsing or getting a demonstration, we even run their cars around into Sears' parking lot. (The adjacent Sears store is a traffic boon.)"

Muntz Goal: The Player as Premium Item

LOS ANGELES — Stereo cartridge players as premium items—that's the goal of the newly formed premium division at Muntz Stereo-Pak. Named to head the new operation is Jere Davis, formerly sales manager for the company's private label line of audio stereo machines.

The company has already established working relationships with a number of American companies in which cartridge players have been offered as premiums. These clients include Culligan, Levi Strauss, Seagrams, Bardahl and Monroe Shock Absorbers.

Culligan, Davis points out, began using taped sales messages for its own field staff after it found that the machines drew favorable reactions from the public. Muntz is now developing a second campaign for the Culligan staff which will utilize the Porta Four portable.

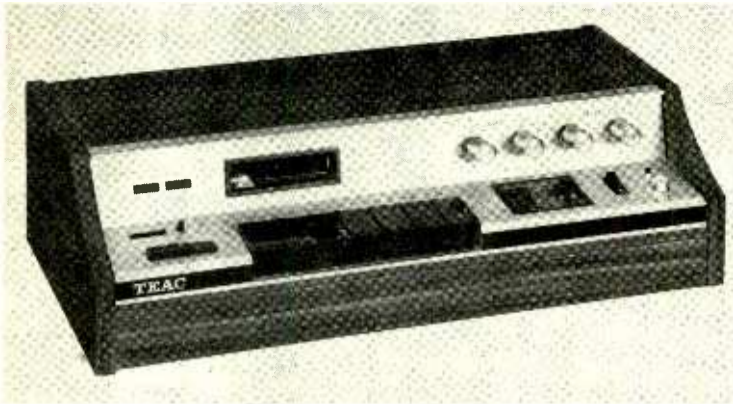
Levi Strauss, Davis says, advertised the Muntz players in a national radio campaign.

Echotuner to Hit Market

TOKYO — Kodama Chemical Industry Co., Ltd., will market a cassette-type tuner this August. The accessory will turn any cassette recorder into a radio.

Called Echotuner, this device—the same size of a cassette—can be fitted into the recorder, thereby using the machine itself for its power.

Two types of radios will be marketed—one for AM, the other for FM. Another for short-wave may also be introduced. The unit will sell in Japan for about \$6.



LETTERBOX FEED cassette deck will be available from TEAC Corp. of America in late December. The player/recorder features automatic reverse for continuous play. Two separate capstans are used in conjunction with three heads, a record/playback head and two erase heads. For record purposes, the unit includes a 3 3/4-i.p.s. speed as well as the standard 1 7/8 i.p.s.

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GLEN CAMPBELL—A New Place in the Sun; (2) 0871

GLEN CAMPBELL—Burning Bridges; (2) 0872

'Cuore Spezzato' Wins at Naples

NAPLES—"Cuore Spezzato" (Broken Heart), a romantic melody performed by Durium's singer Mirna Doris and King's Tony Astarita won the 16th Festival of the Neapolitan Song, July 11-13, at the Politeama Theater. Authors and composers are G. Russo and Mazzocco, publisher is Durium. The three nights were broadcast and televised on the national network. Emcee was the Italo-American Mike Bongiorno.

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From The Music Capitals of the World

VIENNA

Emmerich Danzer, world ice skating champion, made his second record for Polydor with songs by "Salome" composer Robert Stolz. Danzer will promote the songs during his appearance on the European tour of the Vienna Ice Revue. . . . Hans van Grondelle, general manager of CBS-Austria, attended the Columbia international convention in Puerto Rico June 22-27. . . . The earliest opera of the American continent—"La Purpura de la Rosa," by Thomas Terrejon de Velasco and Calderon, written in Lima in 1701—will be performed for the first

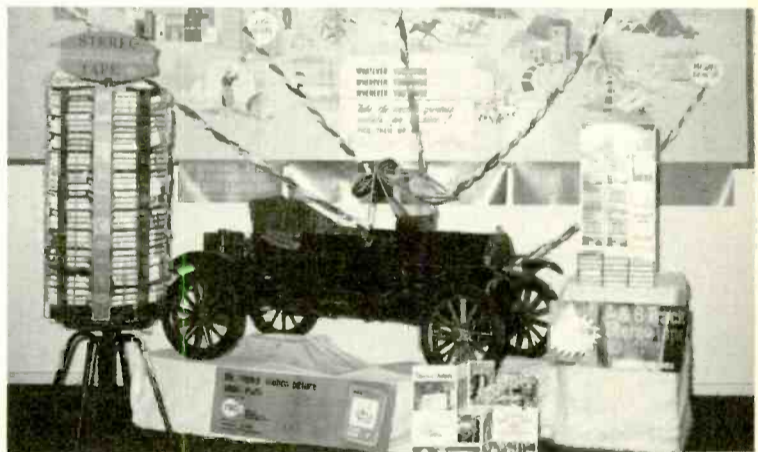
time in Europe by the Musica Antiqua ensemble in the 1968-69 season. The ensemble will be touring Finland, the Soviet Union and Hungary. . . . Swiss musician Hazy Osterwald is working on a musical with two Viennese writers. . . . The Salzburg European Chamber Music Weeks included a week of eight concerts of Czech chamber music by the Smetana Quartet, the Foerster Trio and the Czech Philharmonic Wind Quartet. . . . Folk singer Odetta was in Vienna for a concert appearance. **MANFRED SCHREIBER**



TOP PRIZE WINNER in International Tape Cartridge Corporation's "Dr. Dolittle" contest was Donald Graves of Pay-Less Drug & Department Store in Salem, Ore. He, his wife and Mr. and Mrs. Stan Jaffe of Consolidated Record Distributors in Seattle will go to Hollywood via New York on a global flight.



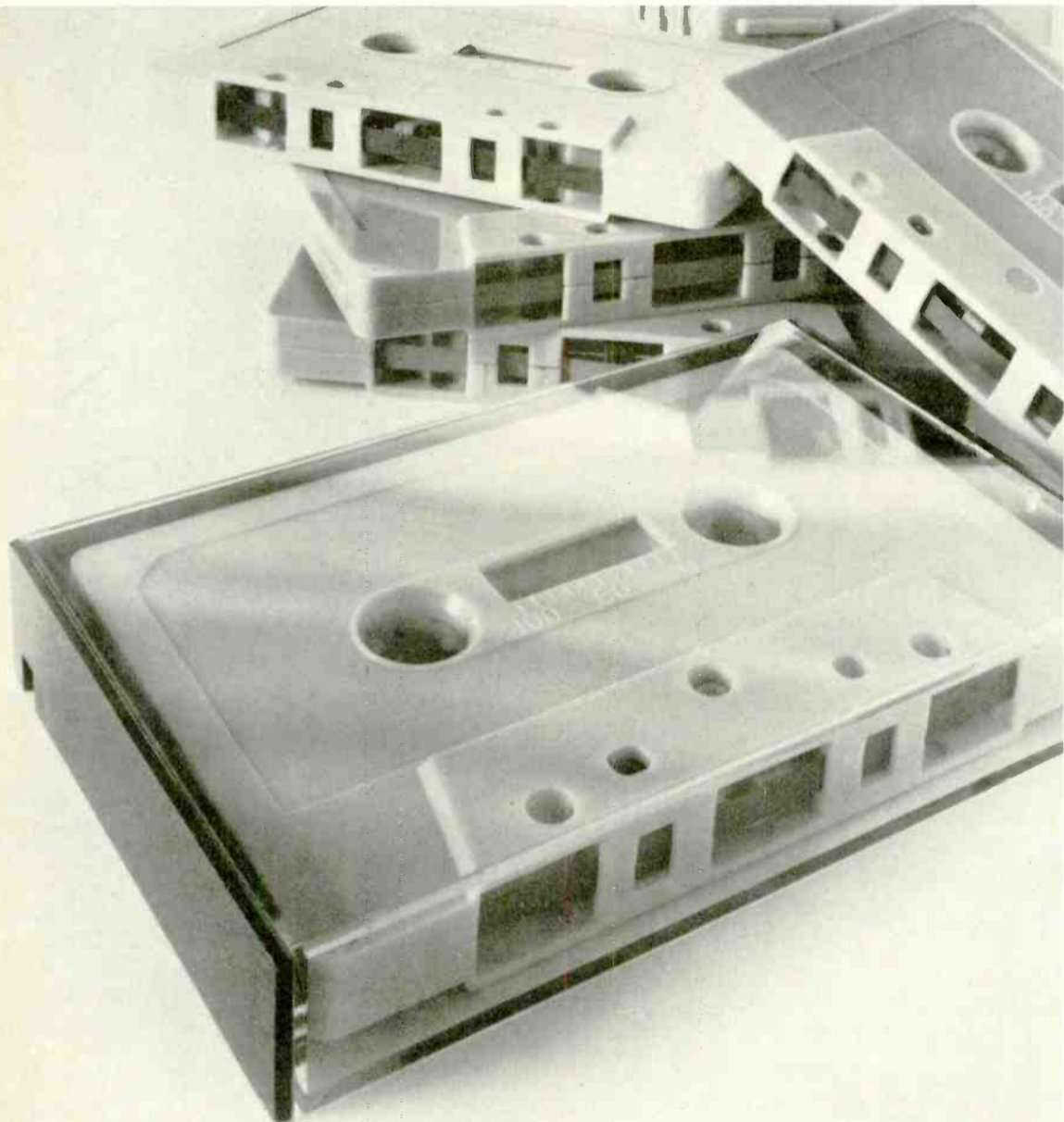
GRAVES decorated the store tape CARtridge aisle with a carnival flavor, using bright colored streamers, stuffed animals and poster-laden automobiles. Larry Finley, president of ITCC, planned the contest to motivate dealers to adequately promote tape cartridges at the consumer level. Its primary goal was to further acquaint consumers with the cartridge concept by catapulting it into the store spotlight.



HARRY VERDON of Verdon Music Co. in Eldon, Mo., captured the second prize with his fantasy Dr. Dolittle wall. He, his wife and Mr. and Mrs. Dana Moss of Moss Seat Cover Sales in Tulsa, Okla., will tour Mexico and the A&M studios (with Herb Alpert) in Hollywood.



TED HACKETT'S home entertainment center took on a new look as he renamed his store "ITCC Tape Mine." Hackett, the third prize winner, converted the storefront into a mine entrance, complete with a live mule, loaded with cartridge players, and an old miner. Total number of prizes in the contest was 1,092.



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When Answering Ads . . . Say You Saw It in Billboard

BRITAIN'S TOP 50

JULY 10, 1968

RECORD
RETAILER

THE TOP TEN

- 1 ¹ BABY COME BACK
- 2 ² SON OF HICKORY HOLLER'S TRAMPO. C. SMITH
- 3 ⁵ **I PRETEND** **DES O'CONNOR**
- 4 ⁸ YESTERDAY HAS GONE
- 5 ³ JUMPING JACK FLASH
- 6 ⁴ HURDY GURDY MAN
- 7 ⁶ LOVIN' THINGS
- 8 ⁹ MY NAME IS JACK
- 9 ¹¹ YUMMY YUMMY YUMMY
- 10 ⁷ BLUE EYES

EQUALS

- CUPID'S INSPIRATION
- ROLLING STONES
- DONOVAN
- MARMALADE
- MANFRED MANN
- OHIO EXPRESS
- DON PARTRIDGE

residen 107 195

035 1343

MA 100 0017

WAMS 26-3500

1001 E 1202

307 24 1007

013 500

101428 11 240

210 19 25000

010001 03 0413

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MARSHALL MARCUS

32362



Spotlight Singles

NUMBER OF
SINGLES REVIEWED

THIS WEEK
182

LAST WEEK
127

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

TOP 20 POP SPOTLIGHT

Spotlights Predicted to reach the top 20 of the HOT 100 Chart

TEMPTATIONS—PLEASE RETURN YOUR LOVE TO ME

(Prod. Norman Whitfield) (Writers: Whitfield-Strong-Neeley) (Jobete, BMI)—A fast, hot topper for "I Could Never Love Another" is this strong easy beat ballad loaded with sales appeal for both r&b as well as pop charts. Flip: "How Can I Forget" (Jobete, BMI). **Gordy 7074**

THE WHO—MAGIC BUS

(Prod. Kit Lambert) (Writer: Townshend) (Fabulous Music, BMI)—Their "Call Me Lightning" went high on the Hot 100, but this pulsating and infectious rocker has the power to take them right to the top this time out. Powerful entry. Flip: "Someone's Coming" (New Action Ltd., ASCAP). **Decca 32362**

TOP 60 POP SPOTLIGHT

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

JAY & THE TECHNIQUES—SINGLES GAME

(Prod. Jerry Ross) (Writers: Brown-Bloodworth) (Saturday, BMI)—Group has a winner here to fast follow up "Baby, Make Your Own Sweet Music" with more sales potency and discotheque appeal. Flip: "Baby, How Easy Your Heart Forgets Me" (Legacy, BMI). **Smash 2171**

*NOEL HARRISON—THE WINDMILLS OF YOUR MIND

(Prod. Jimmy Bowen) (Writers: Bergman-Bergman-Legend)—Harrison comes up with his most commercial entry to date with this compelling piece of material from the Steve McQueen-Faye Dunaway starrer "The Thomas Crown Affair." Backed by Michel Legend's orchestra, this should prove a much programmed item, with sales to follow. Flip: "Leith on the Beach" (Dorval, ASCAP) Reprise **0758**

JENNIFER—CHELSA MORNING

(Prod. Marty Cooper) (Writer: Mitchell) (Siguomb, BMI)—Exceptional rhythm ballad material penned by Joni Mitchell gets a powerful workout by unique newcomer, Jennifer. Culled from her brand new LP, this should quickly establish her as a top disk seller. Flip: "The Park" (Little Darlin', BMI). **Parrot 328**

THE CAMEL DRIVERS—SUNDAY MORNING 6 O'CLOCK

(Prod. Artie Fields) (Writers: Rhys-Dominguez) (Rocking Chair, BMI)—Detroit master purchased by Buddah is loaded with national sales appeal, and should quickly prove a top Hot 100 item. Solid rhythm backs a smooth vocal treatment. Flip: "Give it a Try" (Fields, BMI). **Buddah 61**

MICKEY MURRAY & CLARENCE MURRAY—HOW DO YOU THINK I CAN LIVE WITH SOMEBODY AFTER WHAT I BEEN USED TO

(Prod. Huey P. Meaux & Bobby Smith) (Writers: Thomas-Mcree-Thomas) (Crazy Cajun, BMI)—Driving raucous blues rocker moves from start to finish and should have no trouble making a big dent in both the pop and r&b charts. Flip: "The Pig and the Pussycat" (Tobi-Ann, BMI). **SSS International 743**

SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

***ED AMES—All My Love's Laughter** (Canopy, ASCAP) (Prod. Jim Foglesong) (Writer: Webb)—Penned by Jim Webb and performed beautifully by Ames, this potent ballad is a fine topper for his recent "Apologize." **RCA Victor 47-9589**

***PAUL MAURIAT & HIS ORCH—San Francisco (Wear Some Flowers in Your Hair)** (Wingate/Honest John, ASCAP). (Writer: Phillips)—I Waited for You (Ce Soir Je T'Attendais) (Emarcy, ASCAP) (Writers: Kesslair-Chaumelle)—Two lush gems from that "Love Is Blue" man. First is a fresh treatment of Scott McKenzie's hit while the flip is a commercial, catchy rhythm item. **Phillips 40550**

***DES O'CONNOR—I Pretend** (Morris, ASCAP) (Prod. Norman Newell) (Writers: Reed-Mason)—From the pen of Les Reed and Barry Mason, this moving ballad is currently riding toward the top of the British chart. Strong entry with much potential for the U. S. **Diamond 247**

FREDDIE SCOTT—(You) Got What I Need (Double Diamond/Downstairs, BMI) (Prod. Gamble & Huff) (Writers: Gamble-Huff)—The hot writing and producing team of Gamble & Huff comes up with a strong one for Scott with sales potential for the r&b and pop charts. **Shout 233**

***EYDIE GORME—This Girl's in Love With You** (Blue Seas/Jac, ASCAP) (Prod. Mike Berniker) (Writers: Bacharach-David)—Following Herb Alpert's phenomenal success, Miss Gorme has much of the feel and flavor of the initial hit with the female lyric line. **Calendar 63-1004**

***SHIRLEY HORN—For Love of Ivy** (Ameco, ASCAP) (Prod. Quincy Jones) (Writers: Jones-Russell)—From the Sidney Poitier film, the title tune from the pen of Quincy Jones is a pretty ballad with top performance by Miss Horn, who is also featured on the film soundtrack. **ABC 11108**

KEITH—I Can't Go Wrong (Act Three/Tattersall, BMI) (Prod. Jerry Ross) (Writers: Ross-Wayne)—Smooth easy beat rocker with much teen and discotheque appeal. **Mercury 72824**

HUTCH DAVIE CALLIOPE BAND—D. W. Washburn/L. David Sloane (A Good Man Is Hard to Find) (Screen Gems-Columbia/Meager, BMI) (Mayfair, ASCAP) (Prod. Bob Crewe) (Writers: Leiber-Stoller/Meshel/Martin/Green)—Combining two recent hits and a standard, Davie has a wild novelty idea here with gimmicks that could prove a commercial outing. **Dynovoice 922**

LULU—MORNING DEW

(Prod. Mickie Most) (Writers: Rose-Dobson) (Nina, BMI)—This compelling fast paced folk ballad backed by a catchy rhythm arrangement is just the one to put Lulu back in the "To Sir, With Love" selling bag. Watch this one go! Flip: "You and I" (Lu-Mar, BMI). **Epic 10367**

JOHNNY NASH—HOLD ME TIGHT

(Prod. Johnny Nash & Arthur Jenkins) (Writer: Nash) (Nash, ASCAP)—By far Nash's most commercial entry ever, this clever original rhythm item, already a smash in Jamaica, has the same sales potency for the States. Summertime sound makes it a hot contender to hit hard and fast. Flip: "Cupid" (Kags, BMI). **JAD 207**

*RAMSEY LEWIS—SINCE YOU'VE BEEN GONE

(Writers: Franklin-White) (14th Hour/Cotillion, BMI)—The recent Aretha Franklin smash has hit sounds all over again via this powerful instrumental dance treatment. A juke box and discotheque must. Flip: "Les Fleurs" (Ramsel, BMI). **Cadet 5609**

NAZZ—OPEN MY EYES

(Prod. Nazz & Michael Friedman) (Writer: Rundgren) (Screen Gems-Columbia, BMI)—New label handled by Atco and new group with a hot commercial entry right in the teen buying market. Good dance beat in strong support. Flip: "Hello It's Me" (Screen Gems-Columbia, BMI). **SGC 001**

CHARLIE RICH—RAGGEDY ANN

(Prod. Billy Sherrill) (Writers: Frazier-Owens) (Blue Crest/Hill & Range, BMI)—One of the most poignant lyric lines of the week and a top sensitive performance by Rich makes this a hot contender for both pop and country charts. Flip: "Nothing in the World (To Do With Me)" (Makeamillion, BMI). **Epic 10358**

APHRODITES CHILD—RAIN AND TEARS

(Writers: Papanthasiov-Bergman) (MRC, BMI)—Currently topping the charts in France, this folk flavored ballad and an interesting performance should meet with top chart sales success here. Flip: "Don't Try to Catch a River" (MRC, BMI). **Phillips 40549**

DEEP PURPLE—HUSH

(Prod. Derek Lawrence) (Writer: South) (Lowery, BMI)—New British import, loaded with teen appeal as they perform Joe South's rhythm number which made noise by Billy Joe Royal. Backed by a big promotion campaign by Bill Cosby's label, group should break through big. Flip: "One More Rainy Day" Ganja, ASCAP. **Tetragrammaton 1503**

THE MIRAGE—MYSTERY LADY

(Prod. Larry Page) (Writers: Stein-Fay) (Aim, BMI)—Infectious teen rhythm item with a smooth vocal workout backed by an easy dance beat. Strong debut. Label handled by Bell Records. Flip: "Chicago Cottage" (James, BMI). **Page One 21006**

JUDY WHITE—Girls Can't Do What the Guys Do (Sherlyn, BMI) (Prod. Lewis Merenstein & Larry Fallon) (Writers: Reid-Clark)—Equal potential here for both r&b and pop in this bluesy rhythm ballad currently making noise via the Betty Wright entry. **Buddah 620**

KANGAROO—Such a Long Time (Anaga Ranga/Apothecary, BMI) (Prod. Bob Wyld & Art Polhemus) (Writer: Hall)—backed by a top promotion campaign, new group has much potential for the teen market in this rocking debut. **MGM 13960**

JASON CORD—I've Got My Eyes on You (Donna Ltd., ASCAP) (Prod. David Balfie) (Writers: Reed-Rae)—New talent and label handled by London records, with the initial outing a smooth folk flavored ballad with a strong vocal workout. **Chapter One 2901**

GALT McDERMOT—Good Morning Starshine (Channel H, ASCAP) (Prod. Rick Shorter) (Writers: McDermot-Ragni-Rado)—From the B'way hit musical "Hair" comes this infectious rhythm number with a pop instrumental treatment by the composer of the music score. **Verve Forecast 5089**

SALT & PEPPER—The Real McCoy (Vesuvius, ASCAP) (Writer: Knox)—Hot blues rocker that moves and grooves in a wild dancebeat and exciting performance. **Pompeii 6671**

***GRADY TATE—The Windmills of Your Mind** (United Artists, ASCAP) (Writers: Bergman-Bergman-Legend)—The much-recorded ballad from the film "The Thomas Crown Affair" is given a sensitive, dramatic reading, a vocal first for the successful drummer. **Skye 455**

JOE BARRY—Today I Started Loving You Again (Blue Book, BMI) (Prod. Fred Carter Jr. & Bud Reneau) (Writer: Haggard)—Written by country's Merle Haggard and performed in a country blues bag, this strong entry has equal potential for both markets. **Nugget 1023**

***ALAN COPELAND—Mission: Impossible Theme/Norwegian Wood** (Bruin/Maclean, BMI) (Prod. Bob Thiele) (Writers: Schifrin-Milano-D'Aleo/Lennon-McCartney)—The Copeland singers come up with a clever idea of combining the popular TV theme with the Beatles pop number and it should garner much play and sales. **ABC 11088**

THE FEMININE COMPLEX—I've Been Working on You (Alpine, ASCAP) (Prod. Richard D. Powell) (Writer: Dalton)—Solid beat rocker with much teen appeal introducing new group and label out of Nashville. **Athena 5003**

TOP 20 COUNTRY

COUNTRY

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

BILL ANDERSON—HAPPY STATE OF MIND

(Writer: Anderson) (Stallion, BMI)—Hot on the heels of his "Wild Weekend," Anderson has another top of the chart winner in this powerful rhythm item. Flip: "Time's Been Good to Me" (Stallion, BMI). **Decca 32360**

CHARLIE LOUVIN—HEY DADDY

(Prod. Kelso Herston) (Writer: Chrysler) (Southtown, BMI)—Louvin went high on the chart with his "Will You Visit Me on Sunday" and this follow-up has all the sales potency of that hit. Strong ballad material with a top Louvin vocal performance. Flip: "She Will Get Lonesome" (Acuff-Rose, BMI). **Capitol 2231**

JIM GLASER—GOD HELP YOU WOMAN

(Prod. Danny Davis) (Writer: Glaser) (Glaser, BMI)—From the group, Tompall and the Glaser Brothers, comes a potent initial solo disk outing for Jim. Original ballad material is strong with a performance to match. Flip: "She Was Too Good to Me" (Harms, ASCAP). **RCA Victor 47-9587**

CHART Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

CARL BUTLER & PEARL—Punish Me Tomorrow (Pamper, BMI). **COLUMBIA 44587**

TEX RITTER—Texas (Vidor, BMI). **CAPITOL 2232**

JOHNNY BUSH—Undo the Right (Pamper, BMI). **STOP 193**

LAMAR MORRIS—DR 1-7309 (Forest Hills, BMI). **BONANZA 101**

BOBBY BARNETT—Love Me, Love Me (Gallico, BMI). **COLUMBIA 44589**

RAY CORBIN—Sing the Blues to Daddy (Return, BMI). **MONUMENT 1082**

LARRY STEELE—Tall, Down on My Knees (Smokey, SESAC). **K-ARK 837**

FLOYD TILMAN—Pour Me a Heartache (Glad, BMI). **MUSICOR 1316**

BOBBY BUTTRAM—The Weeds Grow Tall (Back Bay, BMI). **WAYSIDE 1022**

BOBBY EDWARDS—Just Ain't My Day (Yonah, BMI). **CHART 59-1045**

PETE DUVAL—Seven Mile Bridge (Seashell, BMI). **COLUMBIA 44588**

ANNY MARCUS—That's When the Hurting Sets In (East Star/Glad, BMI). **MUSICOR 1318**

WARREN SMITH—When the Heartaches Get to Me (Combine, BMI). **MERCURY 72825**

LEONA PAYNE—The Kissin' I've Been Missin' (Moss-Rose/Sinray, BMI). **SUNRAY 600**

SMILEY MONROE—H-A-P-P-Y (Central Songs, BMI). **NEWHALT 6806**

TOP 20 R&B

R&B

Spotlights Predicted to reach the TOP 20 of the TOP SELLING R&B SINGLES Chart

THE SANDPEBBLES—SOUL KEEPS ROLLING ALONG

(Prod. Teddy Vann) (Writer: Vann) (Unbelievable, BMI)—Loaded with sales impact for both the pop and r&b chart that "Love Power" group has a sure fire winner in this blues belter that moves all the way. Flip: "Let It Be Me" (MCA, BMI). **Calla 153**

ERMA FRANKLIN—I'M JUST NOT READY FOR LOVE

(Prod. Freddie Scott) (Writers: Harrison-Harrison) (Web IV/Luvada, BMI)—She had a chart winner in "Piece of My Heart," and this driving rhythm item has the same sales potential for the pop and r&b market. Strong entry. Flip: "The Right to Cry" (Screen Gems-Columbia, BMI). **Shout 234**

CHART Spotlights Predicted to reach the R&B SINGLES Chart

EDDIE HINTON—Railroad Trestle in California (Cedarwood, BMI). **PACE-MAKER 754**

QUEENIE LYONS—Good Soul Lovin' (Falls City/Counterpart, BMI). **SIMS 104**

MAJOR HARRIS—Just Love Me. **OKEH 4-7314**

BOBBY PATTERSON & THE MUSTANGS—The Good Ol' Days (Jetstar, BMI). **JETSTAR 112**

WILLIE HIGHTOWER—It's a Miracle (Soul Sound/Too Late, BMI). **CAPITOL 2226**

MAJOR IV—Just Another Lonely Night (Jobete, BMI). **VENTURE 619**

BOBBY WOMACK—Fly Me to the Moon (Almanac, ASCAP). **MINIT 32048**

JEAN WELL—Ease Away a Little Bit at a Time (Eden, BMI). **CALLA 152**

JUNIOR WELLS—Stop Breakin' Down (St. Louis, BMI). **VANGUARD 35069**

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

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BY THE TIME I GET TO PHOENIX
THE SHADOW OF YOUR SMILE
SPANISH EYES
A MAN AND A WOMAN
WHAT A WONDERFUL WORLD
WONDERLAND BY NIGHT
FROM HERE TO ETERNITY
QUANDO QUANDO QUANDO
CALL ON ME



71022



LONDON

Billboard TOP

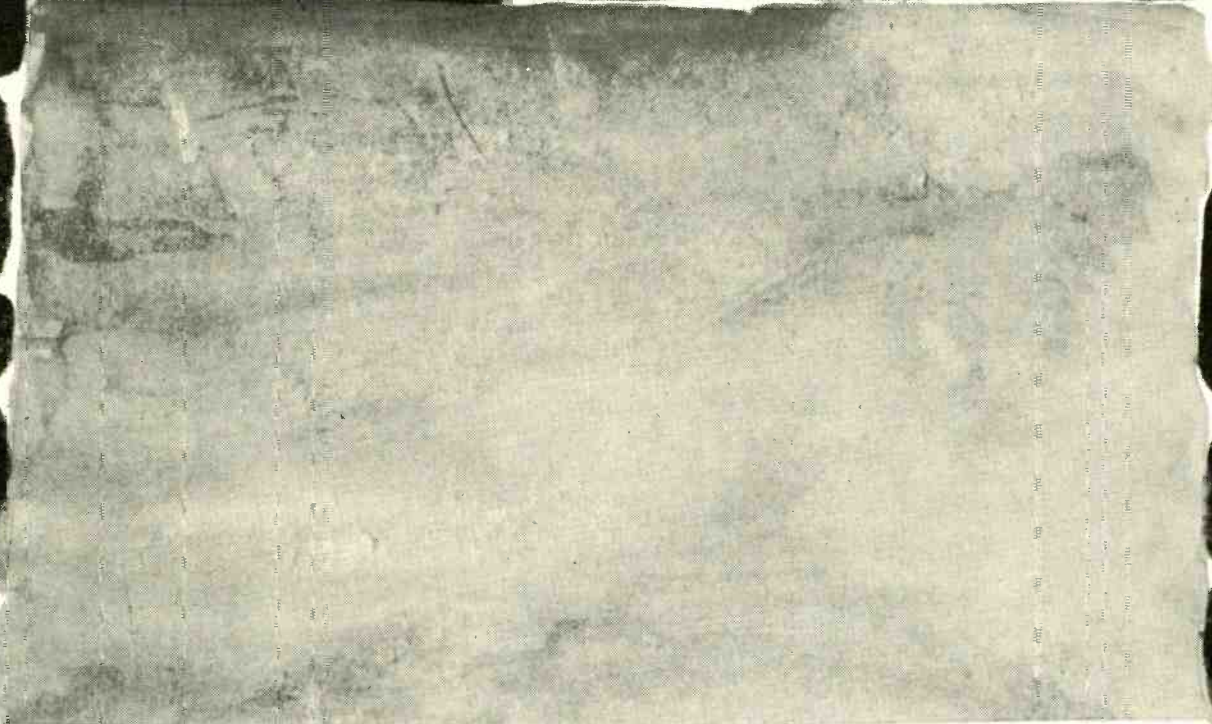
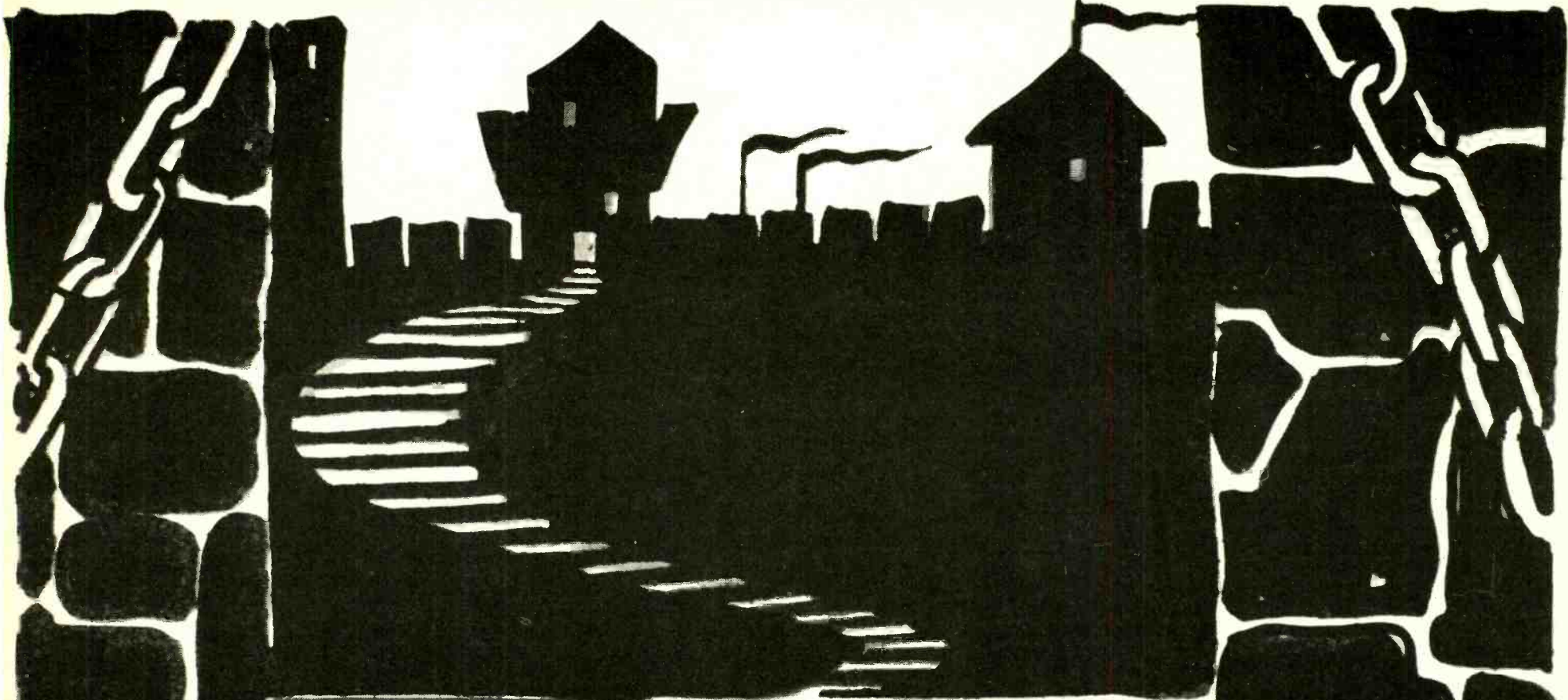
FOR
WEEK
ENDING
JULY 27,
1968

LP'S

RIAA Million Dollar LP Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE			
					8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
	12	2	1	HERB ALPERT & THE TIJUANA BRASS—The Beat of the Brass A&M (No Mono); SP 4146 (S)				
★	3	28	2	CREAM—Wheels of Fire Atco (No Mono); SD 2-700 (S)				
	14	1	3	SIMON & GARFUNKEL—Bookends Columbia (No Mono); KCS 9529 (S)			NA	
	11	4	4	RICHARD HARRIS—A Tramp Shining Dunhill (No Mono); DS 50032 (S)				
	20	3	5	SOUNDTRACK—The Graduate Columbia (No Mono); OS 3180 (S)			NA	
	21	5	6	SERGIO MENDES & BRASIL '66—Look Around A&M (No Mono); SP 4137 (S)				
	49	8	7	JIMI HENDRIX EXPERIENCE—Are You Experienced Reprise (No Mono); RS 6261 (S)				
★	3	29	8	ARETHA FRANKLIN—Aretha Now Atlantic (No Mono); SD 8186 (S)				
★	3	52	9	RASCALS—Time Peace/Greatest Hits Atlantic (No Mono); SD 8190 (S)				
	8	10	10	ANDY WILLIAMS—Honey Columbia (No Mono); CS 9662 (S)			NA	
	34	6	11	CREAM—Disraeli Gears Atco 33-232 (M); SD 33-232 (S)				
	13	7	12	TINY TIM—God Bless Reprise (No Mono); RS 6292 (S)				
	71	11	13	DOORS Elektra (No Mono); EKS 74007 (S)				
	15	9	14	BOBBY GOLDSBORO—Honey United Artists UAL 3642 (M); UAS 6642 (S)				
	90	13	15	SIMON & GARFUNKEL—Parsley, Sage, Rosemary & Thyme Columbia CL 2563 (M); CS 9363 (S)			NA	
	12	15	16	MONKEES—The Birds, the Bees & the Monkees Colgems COM 109 (M); COS 109 (S)	NA	NA	NA	
	10	16	17	MAMAS & PAPAS—Papas & Mamas Dunhill (No Mono); DS 50031 (S)				
	17	20	18	BILL COSBY—To Russell, My Brother, Whom I Slept With Warner Bros.-Seven Arts (No Mono); WS 1734 (S)				
	23	17	19	ARETHA FRANKLIN—Lady Soul Atlantic 8176 (M); SD 8176 (S)				
	44	18	20	DIANA ROSS & THE SUPREMES—Greatest Hits Motown (No Mono); MS 2-663 (S)				
	11	21	21	GARY PUCKETT & THE UNION GAP—Young Girl Columbia (No Mono); CS 9664 (S)			NA	
	10	24	22	TEMPTATIONS—Wish It Would Rain Gordy (No Mono); 7072 (S)				
	16	23	23	NANCY SINATRA/LEE HAZLEWOOD—Nancy & Lee Reprise (No Mono); RS 6273 (S)				
	31	19	24	GLEN CAMPBELL—By the Time I Get to Phoenix Capitol T 2851 (M); ST 2851 (S)			NA	
	24	12	25	HUGO MONTENEGRO—Music From "A Fistful of Dollars," "For a Few Dollars More," "The Good, the Bad & the Ugly" RCA Victor LPM 3927 (M); LSP 3927 (S)	NA	NA		
★	8	32	26	HUGH MASEKELA—Promise of a Future Uni (No Mono); 73028 (S)				
★	5	98	27	JOHNNY RIVERS—Realization Imperial (No Mono); LP 12372 (S)				
	44	31	28	FOUR TOPS—Greatest Hits Motown (No Mono); MS 662 (S)				
★	9	35	29	DEAN MARTIN—Greatest Hits, Vol. 1 Reprise (No Mono); RS 6301 (S)				
	17	30	30	IRISH ROVERS—Unicorn Decca DL 4951 (M); DL 74951 (S)				
	21	71	31	STAPPENWOLF Dunhill (No Mono); DS 50029 (S)				
★	3	53	32	COUNTRY JOE & THE FISH—Together Vanguard (No Mono); VSD 79277 (S)				
	58	27	33	BEATLES—Sgt. Pepper's Lonely Hearts Club Band Capitol MAS 2653 (M); SMAS 2653 (S)			NA	
	124	25	34	SOUNDTRACK—Dr. Zhivago MGM (No Mono); 1SE-6ST (S)				
★	7	40	35	JOHNNY CASH—At Folsom Prison Columbia (No Mono); CS 9639 (S)			NA	
★	9	41	36	RAY CONNIF & THE SINGERS—Honey Columbia (No Mono); CS 9661 (S)			NA	
	19	26	37	OTIS REDDING—The Dock of the Bay Volt 419 (M); S 419 (S)				
	25	14	38	SOUNDTRACK—The Good, the Bad & the Ugly United Artists UAL 4172 (M); UAS 5172 (S)				
	33	22	39	PAUL MAUR'AT & HIS ORK—Blooming Hits Philips PHM 200-248 (M); PHS 600-248 (S)				
	30	39	40	JUDY COLLINS—Wild Flowers Elektra (No Mono); EKS 74012 (S)				
	46	62	41	VANILLA FUDGE Atco 33-224 (M); SD 33-224 (S)				

RIAA Million Dollar LP Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE			
					8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
	14	37	42	STEVIE WONDER—Greatest Hits Tamla (No Mono); 282 (S)				
	16	44	43	EDDIE HARRIS—Electrifying Atlantic 1495 (M); SD 1495 (S)				
	25	59	44	JIMI HENDRIX EXPERIENCE—Axis: Bold as Love Reprise (No Mono); RS 6281 (S)				
	74	48	45	SIMON & GARFUNKEL—Sounds of Silence Columbia CL 2469 (M); CS 9269 (S)			NA	
	21	46	46	DIONNE WARWICK—Valley of the Dolls Scepter (No Mono); SPS 568 (S)				
	27	42	47	BOB DYLAN—John Wesley Harding Columbia CL 2804 (M); CS 9604 (S)			NA	
	13	45	48	ASSOCIATION—Birthday Warner Bros.-Seven Arts (No Mono); WS 1733 (S)				
	64	76	49	CREAM—Fresh Atco 33-206 (M); SD 33-206 (S)				
	23	49	50	SMOKEY ROBINSON & THE MIRACLES—Greatest Hits, Vol. 2 Tamla (No Mono); TS 280 (S)				
	13	54	51	WES MONTGOMERY—Down Here on the Ground A&M (No Mono); LP 3006 (S)				
★	10	57	52	DELLS—There Is Cadet (No Mono); LP 804 (S)				
	21	74	53	GLEN CAMPBELL—Gentle on My Mind Capitol (No Mono); ST 2809 (S)	NA	NA	NA	
	16	47	54	JOHNNY MATHIS—Love Is Blue Columbia (No Mono); CS 9637 (S)			NA	
	7	58	55	TOM JONES—Fever Zone Parrot (No Mono); PAS 71019 (S)				
	14	56	56	SPANKY & OUR GANG—Like to Get to Know You Mercury (No Mono); SR 61161 (S)				
	39	70	57	DOORS—Strange Days Elektra (No Mono); EKS 74014 (S)				
	71	69	58	ANITA KERR/ROD MCKUEN/SAN SEBASTIAN STRINGS—The Sea Warner Bros.-Seven Arts (No Mono); WS 1670 (S)				
★	7	72	59	EDDY ARNOLD—The Romantic World of RCA Victor LPM 4009 (M); LSP 4009 (S)	NA	NA	NA	
	9	61	60	NANCY WILSON—Easy Capitol (No Mono); ST 2909 (S)			NA	NA
	85	63	61	TEMPTATIONS—Greatest Hits Gordy (No Mono); 919 (S)				
	176	51	62	SOUNDTRACK—The Sound of Music RCA Victor LOCD 2005 (M); LSD 2005 (S)			NA	NA
	43	50	63	WES MONTGOMERY—A Day in the Life A&M (No Mono); SP 3001 (S)				
	16	67	64	RAY CHARLES—A Portrait of Ray ABC (No Mono); ABCS 625 (S)				
	26	60	65	SOUNDTRACK—Walt Disney Presents the Story & Songs of the Jungle Book Disneyland 3948 (M); SD 3948 (S)			NA	NA
	14	55	66	DIANA ROSS & THE SUPREMES—Reflections Motown (No Mono); 665 (S)				
	16	66	67	CLAUDINE LONGET—Love Is Blue A&M (No Mono); SP 4142 (S)				
	38	68	68	MAMAS & PAPAS—Farewell to the First Golden Era Dunhill (No Mono); DS 50025 (S)				
	23	33	69	ED AMES—Sings "Who Will Answer" and Other Songs of Our Times RCA Victor LPM 3961 (M); LSP 3961 (S)			NA	NA
	23	78	70	CANNED HEAT—Boogie With the Liberty Liberty (No Mono); LST 7541 (S)				NA
	17	43	71	SOUNDTRACK—Bonnie & Clyde Warner Bros.-Seven Arts (No Mono); WS 1742 (S)				
	14	73	72	BOX TOPS—Cry Like a Baby Bell (No Mono); 6017 (S)				
	37	64	73	DIONNE WARWICK—Golden Hits, Part 1 Scepter SRM 565 (M); SPS 565 (S)				
	38	34	74	SOUNDTRACK—Camelot Warner Bros.-Seven Arts (No Mono); BS 1712 (S)				
	32	36	75	BEATLES—Magical Mystery Tour Capitol MAL 2835 (M); SMAL 2835 (S)				NA
	16	38	76	LETTERMEN—Goin' Out of My Head Capitol (No Mono); ST 2865 (S)	NA	NA	NA	NA
	36	65	77	LETTERMEN—"And Live" Capitol T 2758 (M); ST 2758 (S)	NA	NA	NA	NA
★	7	100	78	DON RICKLES—Hello Dummy! Warner Bros.-Seven Arts (No Mono); WS 1745 (S)				NA
	15	82	79	SPIRIT Ode 212-44003 (M); 212-44004 (S)			NA	NA
	22	79	80	RASCALS—Once Upon a Dream Atlantic 8169 (M); SD 8169 (S)				
	21	83	81	RAMSEY LEWIS—Up Pops Cadet LP 799 (M); LPS 799 (S)				
	13	88	82	MOBY GRAPE—Wow Columbia (No Mono); CXS 3 (S)				NA
	13	84	83	MOODY BLUES—Days of Future Past Deram DE 16012 (M); DES 18012 (S)			NA	NA
	22	91	84	VANILLA FUDGE—The Beat Goes On Atco 33-237 (M); SD 33-237 (S)				

TOP LP'S



Kapp Records

a division of Universal City Records, Inc.

**THE
IMPOSSIBLE
DREAM** K-907

**by Roger Williams
is happening
all over**

TOP LP'S

CONTINUED FROM PAGE 80

RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE			
						8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
		17	86	85	GLEN CAMPBELL—Hey Little One Capitol (No Mono); ST 2878 (S)	NA		NA	
		59	87	86	5TH DIMENSION—Up, Up & Away Soul City (No Mono); SCS 92000 (S)				
		17	85	87	ERIC BURDON & THE ANIMALS—The Twain Shall Meet MGM (No Mono); SE 4537 (S)				
		168	89	88	HERB ALPERT & THE TIJUANA BRASS—Whipped Cream & Other Delights A&M (No Mono); SP 4110 (S)				
		19	81	89	IRON BUTTERFLY—Heavy Atco LP 33-227 (M); SD 33-227 (S)				
★		2	107	90	OTIS REDDING—The Immortal Atco (No Mono); SD 33-252 (S)				
★		3	109	91	VANILLA FUDGE—Renaissance Atco (No Mono); SD 33-244 (S)				
★		5	139	92	MASON WILLIAMS—Phonograph Record Warner Bros.-Seven Arts (No Mono); WS 1729 (S)				
		116	93	93	HERB ALPERT & THE TIJUANA BRASS—What Now My Love A&M (No Mono); SP 4114 (S)				
		32	95	94	HERB ALPERT & THE TIJUANA BRASS—Ninth A&M (No Mono); SP 4134 (S)				
		146	96	95	HERB ALPERT & THE TIJUANA BRASS—Going Places A&M (No Mono); SP 4112 (S)				
		22	75	96	IMPRESSIONS—We're a Winner ABC (No Mono); ABCS 635 (S)				
★		2	117	97	IRON BUTTERFLY—In-A-Gadda-Da-Vida Atco (No Mono); SD 33-250 (S)				
		35	80	98	OTIS REDDING—History of Volt 418 (M); S 418 (S)				
★		6	140	99	GLEN CAMPBELL—A New Place in the Sun Capitol (No Mono); ST 2907 (S)			NA	NA
		14	104	100	TRAFFIC—Mr. Fantasy United Artists UAL 3651 (M); UAS 6651 (S)	NA	NA		
		21	77	101	BLUE CHEER—Vincebus Eruptum Philips PHM 200-264 (M); PHS 600-264 (S)				
		24	105	102	CHAMBERS BROTHERS—The Time Has Come Columbia CL 2722 (M); CS 9522 (S)			NA	
		24	92	103	RAY CONNIFF & THE SINGERS—It Must Be Him Columbia CL 2795 (M); CS 9595 (S)			NA	
		26	94	104	SOUNDTRACK—Valley of the Dolls 20th Century-Fox (No Mono); S 4196 (S)				
		37	90	105	ARIO GUTHRIE—Alice's Restaurant Reprise (No Mono); RS 6267 (S)				
		15	106	106	ELECTRIC FLAG—A Long Time Comin' Columbia (No Mono); CS 9597 (S)			NA	NA
		24	102	107	UNION GAP FEATURING GARY PUCKETT—Woman, Woman Columbia CL 2812 (M); CS 9612 (S)			NA	
		59	97	108	ENGELBERT HUMPERDINCK—Release Me Parrot PA 61012 (M); PAS 71012 (S)				
		32	103	109	TEMPTATIONS—In a Mellow Mood Gordy (No Mono); 924 (S)				
		32	101	110	ENGELBERT HUMPERDINCK—The Last Waltz Parrot PA 61015 (M); PAS 71015 (S)				
		27	108	111	SIMON & GARFUNKEL—Wednesday Morning, 3 AM Columbia CL 2249 (M); CS 9049 (S)	NA	NA	NA	NA
		36	112	112	MONKEES—Pisces, Aquarius, Capricorn & Jones, Ltd. Colgems COM 104 (M); COS 104 (S)			NA	NA
★		8	131	113	PAUL MAURIAT ORK—Mauriat Magic Philips (No Mono); PHS 600-270 (S)				
		42	114	114	SOUNDTRACK—Dr. Dolittle 20th Century-Fox (No Mono); DTCS 5101 (S)				
		49	110	115	FLIP WILSON—Cowboys & Colored People Atlantic 8149 (M); SD 8149 (S)			NA	
		74	116	116	ED AMES—My Cup Runneth Over RCA Victor LPM 3774 (M); LSP 3774 (S)			NA	NA
		36	119	117	TURTLES—Golden Hits White Whale WW 115 (M); WWS 7115 (S)				
		33	115	118	BOBBY VINTON—Please Love Me Forever Epic LN 24341 (M); BN 26341 (S)			NA	NA
		132	111	119	ORIGINAL CAST—Man of La Mancha Kapp KL 4505 (M); KS 5505 (S)				

★ STAR PERFORMER—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.
NA Not Available

TOP LP'S A-Z (LISTED BY ARTIST)

Herb Alpert & the Tijuana Brass 1, 88, 94, 95	Chambers Brothers 102	Aretha Franklin 8, 19, 166
Amboy Dukes 139	Ray Charles 64	Marvin Gaye & Tammi Terrell 154
Ed Ames 69, 116	Judy Collins 40	Bobby Goldsboro 14
Eddy Arnold 59	Ray Conniff Singers 36, 103	Arlo Guthrie 105
Association 48	Bill Cosby 18, 126, 184	Eddie Harris 4
Burt Bacharach 127	Country Joe & the Fish 32	Neal Hefti/Jack Lemon/Walter Matthau 199
Beach Boys 134	Cream 2, 11, 49	Jimmi Hendrix Experience 7, 44
Beatles 33, 75	Creedence Clearwater Revival 174	Engelbert Humperdinck 108, 110
Bee Gees 143	John Davidson 165	Impressions 96
Blood, Sweat & Tears 152	Dells 52	Incredible String Band 173
Blue Cheer 101	Donovan 157	Intruders 129
Box Tops 72	Doors 13, 57, 172	Irish Rovers 30
James Brown & His Famous Flames 153	Bob Dylan 47, 164	Iron Butterfly 89, 97
Eric Burdon & the Animals 87	Electric Flag 106	Tommy James & Shondells 193
Jerry Butler 197	Percy Faith 161	Tom Jones 55
Glen Campbell 24, 53, 85, 99	Jose Feliciano 141	Anita Kerr/Rod McKuen/San Sebastian Strings 5B, 158
Canned Heat 70	Fever Tree 163	
Vikki Carr 144	5th Dimension 86, 159	
Johnny Cash 35	Flatt & Scruggs 192	
	Four Jacks & a Jill 171	
	Four Tops 28, 123	

Gladys Knight & the Pips 195	Moody Blues 83	Smokey Robinson & the Miracles 50	2001 Space Odyssey 155
Lettermen 76, 77	Jim Nabors 187	Diana Ross & the Supremes 20, 66	Valley of the Dolls 104
Jerry Lee Lewis 194	New Colony Six 169	Rotary Connection 186	Wild in the Streets 145
Ramsey Lewis 81, 179	Wayne Newton 200	Lalo Schifrin 147	Spanky & Our Gang 56
Claudine Longet 67	Ohio Express 175	Simon & Garfunkel 3, 15, 45, 111	Spirit 79
Mamas & Papas 17, 68	Original Cast Camelot 137	Nancy Sinatra/Lee Hazlewood 23, 135	Stephenwolf 31
Mantovani 133, 160	Man of La Mancha 119	O. C. Smith 148	Temptations 22, 61, 109
Pigmeat Markham 128	Patti Page 198	Soundtrack Bonnie & Clyde 71	Joe Tex 182
Dean Martin 29, 136	People 167	Camelot 74	Tiny Tim 12
Al Martino 146	Peter, Paul & Mary 178	Walt Disney Presents the Story & Songs of the Jungle Book 65	Traffic 100
Hugh Masekela 26	Wilson Pickett 150, 151	Dr. Dolittle 114	Turtles 117
Johnny Mathis 54	Elvis Presley 162	Dr. Zhivago 34	Ultimate Spinach 130
Paul Mauriat & His Ork 39, 113, 122	Gary Puckett & the Union Gap 21, 107	Good, Bad & Ugly 38	Vanilla Fudge 41, 84, 91
Sergio Mendes & Brasil '66 6, 121	Quicksilver Messenger Service 138	Graduate 5	Various Artists Super Hits 131
Midnight String Quartet 189	Rascals 9, 80, 125, 185, 190	Man & Woman 177	Super Hits, Vol. 2 149
Steve Miller Band 176	Lou Rawls 132, 180	Planet of the Apes 196	This Is Soul 188
Mills Brothers 120	Otis Redding 37, 90, 98	Sound of Music 62	Super Oldies, Vol. 3 142
Joni Mitchell 191	Paul Revere & the Raiders 168	Speedway 156	Bobby Vinton 118, 170
Moby Grape 82	Don Rickles 78		Dionne Warwick 46, 73
Monkees 16, 112	Righteous Brothers 183		Andy Williams 10, 140
Hugo Montenegro 25	Johnny Rivers 27		Mason Williams 92
Wes Montgomery 51, 63, 124			Flip Wilson 115
			Nancy Wilson 60
			Stevie Wonder 42



ON THE ROAD AGAIN

56038

Produced by Dallas Smith

La Vene

LIBERTY



CONTINUED FROM PAGE 82

RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST—Title—Label & Number	TAPE PACKAGES AVAILABLE			
						8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
22	147	162			★ ELVIS PRESLEY —Elvis' Golden Records, Vol. 4 RCA Victor LPM 3921 (M); LSP 3921 (S)		NA	NA	NA
11	169	163			FEVER TREE Uni 3024 (M); 73024 (S)				
61	167	164			★ BOB DYLAN —Greatest Hits Columbia KOL 2663 (M); KOS 9463 (S)				NA
5	170	165			JOHN DAVIDSON —Goin' Places Columbia (No Mono); CS 9654 (S)				NA
79	168	166			★ ARETHA FRANKLIN —I Never Loved a Man the Way I Love You Atlantic 8139 (M); SD 8139 (S)				
1	—	167			★ PEOPLE —I Love You Capitol (No Mono); ST 2924 (S)	NA		NA	NA
22	171	168			PAUL REVERE & THE RAIDERS —Goin' to Memphis Columbia CL 2805 (M); CS 9605 (S)				NA
2	173	169			NEW COLONY SIX —Revelations Mercury (No Mono); SR 61165 (S)	NA		NA	NA
7	164	170			BOBBY VINTON —Take Good Care of My Baby Epic (No Mono); BN 26382 (S)	NA	NA	NA	NA
6	161	171			FOUR JACKS & A JILL —Master Jack RCA Victor LPM 4019 (M); LSP 4019 (S)		NA	NA	NA
65	127	172			THE ASSOCIATION —Insight Out Warner Bros.-Seven Arts (No Mono); WS 1696 (S)				
2	174	173			INCREDIBLE STRING BAND —Hangman's Beautiful Daughters Elektra (No Mono); EKS 74021 (S)				NA
2	179	174			CREEDENCE CLEARWATER REVIVAL Fantasy (No Mono); 8382 (S)				NA
4	180	175			OHIO EXPRESS Buddah (No Mono); BDS 5018 (S)				NA
5	—	176			★ STEVE MILLER BAND —Children of the Future Capitol (No Mono); SKAO 2920 (S)	NA		NA	NA
69	178	177			SOUNDTRACK —A Man & a Woman ("Un Homme Et Une Femme") United Artists UAL 4147 (M); UAS 5147 (S)				
31	176	178			PETER, PAUL & MARY —Album 1700 Warner Bros.-Seven Arts (No Mono); WS 1700 (S)				

Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST—Title—Label & Number	8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
★	2	197	179		RAMSEY LEWIS —Maiden Voyage Cadet (No Mono); LPS 811 (S)				
★	2	196	180		LOU RAWLS —You're Good for Me Capitol (No Mono); ST 2927 (S)	NA		NA	NA
	32	181	181		VENTURES —Golden Greats by the Liberty LRP 2053 (M); LST 8053 (S)				
	1	—	182		JOE TEX —Soul Country Atlantic (No Mono); SD 8187 (S)				NA
	46	183	183		RIGHTEOUS BROTHERS —Greatest Hits Verve (No Mono); V6-5020 (S)				
Ⓢ	127	184	184		BILL COSBY —Is a Very Funny Fellow, Right? Warner Bros.-Seven Arts (No Mono); WS 1518 (S)				
	68	186	185		YOUNG RASCALS —Collections Atlantic 8134 (M); SD 8134 (S)				
	20	190	186		ROTARY CONNECTION Cadet Concept (No Mono); LPS 312 (S)				
	3	187	187		JIM NABORS —Kiss Me Goodbye Columbia (No Mono); CS 9620 (S)		NA	NA	NA
	20	189	188		VARIOUS ARTISTS —This Is Soul Atlantic 8170 (M); SD 8170 (S)				
	14	172	189		MIDNIGHT STRING QUARTET —Love Rhapsodies Viva V 6013 (M); V 36013 (S)				
	48	191	190		YOUNG RASCALS Atlantic 8123 (M); SD 8123 (S)				
	7	—	191		JONI MITCHELL Reprise (No Mono); RS 6293 (S)				
	4	192	192		LESTER FLATT & EARL SCRUGGS —The Story of Bonnie & Clyde Columbia (No Mono); CS 9649 (S)				NA
	1	—	193		TOMMY JAMES & THE SHONDELLS —Mony Mony Roulette (No Mono); SR 40012 (S)				NA
	5	195	194		JERRY LEE LEWIS —Another Place, Another Time Smash (No Mono); SRS 67104 (S)				NA
	8	193	195		GLADYS KNIGHT & THE PIPS —Feelin' Bluesy Soul (No Mono); S 707 (S)				
	1	—	196		SOUNDTRACK —Planet of the Apes Project 3 (No Mono); PR 5023 SD (S)				NA
	1	—	197		JERRY BUTLER —The Soul Goes On Mercury (No Mono); SR 61171 (S)	NA		NA	NA
	1	—	198		PATTI PAGE —Gentle on My Mind Columbia (No Mono); CS 9666 (S)	NA	NA	NA	NA
	1	—	199		NEAL HEFTI/JACK LEMON/WALTER MATTHAU —The Odd Couple Dot (No Mono); DLP 25862 (S)				NA
	4	200	200		WAYNE NEWTON —Best of Capitol T 2797 (M); 2797 (S)	NA		NA	NA

Awarded RIAA seal for sales of 1 Million dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers.

PACKAGES AVAILABLE

With a population of nearly 500 million and an ever-growing interest in Western Music someone, someday, is going to sell an awful lot of records in India.

INDIA

POPULATION
492,000,000 (est 1965/66)
AREA 3,268,081 sq km

MAJOR CITIES
Bombay 4,654,000
Calcutta 3,026,000
Delhi (incl. New Delhi) 2,369,000
(capital)
Madras 1,865,000
Hyderabad 1,251,000

POPULATION BY AGE GROUPS (1961)
0-14 180,000,000
15-24 73,000,000
25-49 134,000,000
50 52,000,000

NUMBER OF FAMILY UNITS 98.4 million (1961)

EXCHANGE RATE
£1 Rupees 21.00
PER CAPITA INCOME PER ANNUM
£32
BLOC MEMBERSHIP
Commonwealth and Sterling Area
offering preferential tariff facilities to members

Size of Domestic Record Market 1965/66

78 rpm	41%
45 rpm S	6%
45 rpm EP	19%
33 LP	34%
	100%

Mix of Records Manufactured
Popular 95% Classical 5%

Domestic and export sales 1965/66
Domestic 75% Domestic 1966/67 76%
Export 25% Export 24%

Number of Radio Stations
42 Govt.-owned stations

Radio Receiver Ownership About 1.1% of families

Television broadcasting of records
Only one experimental station in Delhi—mainly educational programmes
Number of families with TV 3,000

Pre-recorded tape
Estimated number of playback units 75,000
Pre-recorded tapes not produced or sold

Miscellaneous
Motion Picture Theatres: 3,566 Permanent 1,440 Touring
Films are a most important promotional medium for records in India, as records featuring film music outnumber other records in the proportion of 9 : 2 of issues. Attendances at cinemas are about 80% of capacity and the cinema is the most universally popular mass medium.

Record Magazines: Trade Publications 1
Consumer Periodicals: Record Sangeet (EMI)

Number of Record Companies
Major 1 (EMI) Others 7

Number of Record Pressing Plants 1 (EMI)

Number of Recording Studios of Major Record Manufacturers 4 (EMI)
Number of Recording Studios of Other Record Manufacturers 4

Number of Record Labels
Indigenous labels currently active 15
Indigenous labels of major manufacturers 3
Additional foreign-owned labels 18

Number of Wholesale Record Distributors 4

Number of Retail Record Outlets 1,000

Estimated number of Record Players & Radiograms 175,000
Estimated number sold annually 45,000

Total number of Juke Boxes in operation
Approx. 300

Number of Records Manufactured (1966)
By playing speed
78 rpm 50%
45 rpm 37.5%
33 rpm 12.5%

1 Dr. Zahir Hussain, President of India, with Mr. Bhaskar Menon, Managing Director of the Gramophone Co. of India Ltd.
2 Mr. J. G. Stanford, Managing Director (Overseas) of EMI Ltd., presenting an album of Nehru's speech records to the late Prime Minister of India, Lal Bahadur Shastri.
3 HMV artists with Prime Minister Mrs. Indira Gandhi.
4 The up display for the Cliff Richard film "Summer Holiday" in a Delhi cinema foyer.
5 HMV artists performing at the mammoth gathering for Republic Day in Calcutta.
6 The late Prime Minister Jawaharlal Nehru at the HMV stall at the British Pavilion at the India Exhibition, New Delhi, admiring an HMV super-de-luxe radiogram.
7 A window display in Bombay for The Sound of Music.
8 Managing Director Mr. Bhaskar Menon presenting an LP recording of speeches to Mrs. Indira Gandhi, Prime Minister of India.

In terms of population, India is the second largest country in the world with a rapidly increasing population expected to be 530 million by 1970/71. This vast population is however with colossal economic and human problems as the world and will not rank as one of the major record markets until the fundamental problems of famine and unemployment are successfully conquered.

However the country is rich in culture and musical tradition. In India EMI is the gramophone record industry with manufacturing plant in the country. Its roots go deep to 1907 when the Gramophone Company of India established its first foreign factory, and even before that date when the recording engineers made vernacular recordings on Europe. The company's present factory at Dum Dum, Calcutta, is up to date in all manufacturing techniques and is well conditioned. The Gramophone Company of India (P) maintains recording studios plus distribution depots in Bombay, Delhi and Madras and, despite the size of the country maintains direct distribution arrangements with record dealers. The "family relationship" between the company built up by their joint associations over the years is something quite unique in the record business. Their knowledge of the country for successful marketing of records is the problem of language, for there are several dialects and dialects in the country, each with its own culture and repertoire. The Indian company market nearly 40 different languages—folk songs and music—a great classical music of India, now gaining increasing in the West, as performed by such eminent artists as Pt.

The above is just one page from the intriguing and informative 80 page book recently produced by E.M.I. (the World's Greatest Recording Organisation). A limited number of copies are now offered free for the benefit of the World Record industry. If you would like a copy write to E.M.I. Group Record Services, E.M.I. House, Manchester Square, London, England, W1A 1ES, and say so.



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Album Reviews



SOUNDTRACK
MRS. BROWN, YOU'VE GOT A LOVELY DAUGHTER—Soundtrack. MGM SE 4548 ST (S)

Top sales are insured for this package from Herman's Hermits forthcoming film including two of their biggest hits, the title tune and "There's a Kind of Hush," along with some fresh commercial numbers. New entries that stand out are "Ooh, She's Done It Again" and Peter Noone's solo on the poignant ballad "The Most Beautiful Thing in My Life."



POP
DO YOU KNOW THE WAY TO SAN JOSE?—Baja Marimba Band. A&M SP 4150 (S)

Group adds their special winning flavor to some strong pop hit material as well as some from films and Broadway. The result will be another top seller chart item for the group. Standouts, aside from the title tune are their current single, "Yes Sir That's My Baby," and "The Ballad of Bonnie and Clyde." The true artistry of leader, Julius Wechter comes through beautifully in a unique treatment of "Sunrise Sunset."



POP
BRING A LITTLE LOVIN'—Los Bravos. Parrot PAS 710 1 (S)

Those pulsating "boys from Spain" come on strong with this powerful sales package that includes their recent hit "Bring a Little Lovin'," and their initial smash "Black Is Black." From their film "You Got Until the Morning," is a driving rhythm ballad with much singles hit potential. Clever humor of the group comes through the novelty "When the Sun Goes Down."



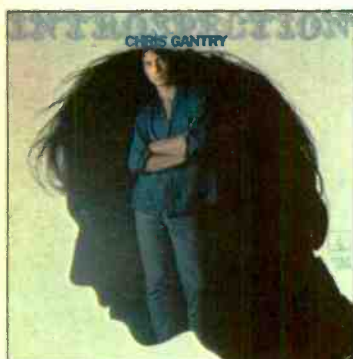
POP
THE SOUND OF BOOTS—Boots Randolph. Monument SLP 18099 (S)

The Nashville-based sax artist has given his distinctive interpretation to a dozen tunes, including such great ones as "Jackson," "Gentle on My Mind," "By the Time I Get to Phoenix" and many more. Virtuosity and individuality are Boots' hallmarks. The package is sure to sell in both pop and country markets.



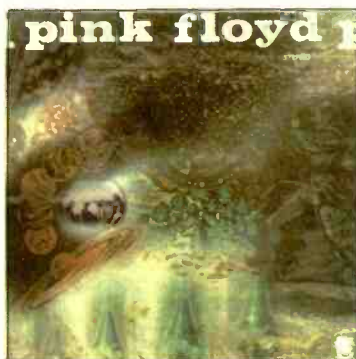
POP
I CAN REMEMBER EVERYTHING—Jennifer. Parrot PAS 71020 (S)

Marking her album debut, this distinctive new voice (in the folk vein) and off-beat style should fast make a big dent in the LP chart. Backed by a big promotion campaign that kicks off with a guest who has a most unusual sound, especially with Joni Mitchell's "Chelsea Morning," the Beatles' "Here, There and Everywhere," and Mick Jagger's "I Am Waiting."



POP
INTROSPECTION—Chris Gantry. Monument SLP 18100 (S)

The composer of the current hit "Dreams of the Everyday Housewife," Gantry has a hot package here in which he displays a fresh, pop-folk sound that should hit hard and fast. In this, his debut LP, the material is all his own and he weaves some beautiful patterns . . . from the touching ballad, "If Only She Had Stayed" to the compelling "Jamaica Avenue" to the exceptional lyric line of "Louisville-Nashville Southbound Train" . . . a gem.



POP
A SAUCERFUL OF SECRETS—Pink Floyd. Tower ST 5131 (S)

Pink Floyd presents an encore of psychedelic trickery, complete with twilight zone twangings, weird noises and other bits of electric monkey business. "Remember a Day," "Corporal Clegg" and "A Saucerful of Secrets," a 12-minute excursion, highlight the group's graduate course in trip music aimed right at the FM listener and the thriving underground market. May even surface for some pop play.



POP
11 P.M. SATURDAY—The Bagatelle. ABC ABCS 646 (S)

The Bagatelle, a nine-man soul band, adds notably to ABC's rock revival. Gospel, blues and soul our out of the group, who blend exciting instrumental work with some "Back on the Farm" and tight harmony on "Every Night" are special soul treats. The group's debut LP also features goldies from the 50s.



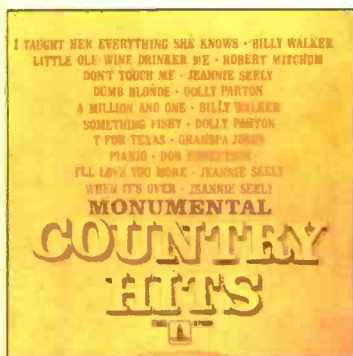
COUNTRY
BILLY WALKER SALUTES THE COUNTRY MUSIC HALL OF FAME—Monument SLP 18101 (S)

A country buff's hands will tremble over this one. Walker has packaged tunes ranging from "Wabash Cannonball" to the Jimmie Rodgers classics, "Waitin' for a Train" and "T for Texas." Others are "Bouquet of Roses," "Cold, Cold Heart" and "Walking the Floor Over You." A great one for those who relish the standards.



COUNTRY
I'M GONNA BE A COUNTRY GIRL AGAIN—Buffy Sainte-Marie. Vanguard VSD 79280 (S)

Buffy Sainte-Marie's first country album makes it all the way. Miss Sainte-Marie, accompanying herself on guitar and mouth bow, is backed by Nashville's best, including Floyd Cramer on piano. Most of the material, written by the performer, will appeal in the country, folk and pop markets.



COUNTRY
MONUMENTAL COUNTRY HITS—Various Artists. Monument SLP 18095 (S)

This is mixed bag of fascinating country material—from the standpoint of both song and artist. Billy Walker does "I Taught Her Everything She Knows"; Robert Mitchum, "Little Old Wine Drinker Me"; Grandpa Jones, "T for Texas," and there are others by Dolly Parton and Jeannie Seely.



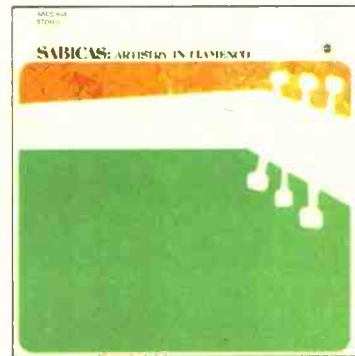
CLASSICAL
WEST MEETS EAST: ALBUM 2—Yehudi Menuhin/Ravi Shankar. Angel S-36026 (S)

The tremendous success of the original "West Meets East" demanded that a second volume be forthcoming, and it has arrived. Once again, Menuhin and Shankar create electric magic with their performances of two ragas. Alone, Shankar treats with a sitar solo, and Menuhin, accompanied by Neil Gotkovsky, offers Bartok's "Six Duos for Two Violins."



INTERNATIONAL
CANTA EN ESPANOL Vol. 2—Charles Aznavour. Monument SLP 18098 (S)

The renowned French composer-performer once again turns to the romantic Spanish language as he offers a program of sparkling original material. He's in exceptional vocal form with "Sarah," "O Tu Mi Vida" and a beautiful "Amo Paris en el Mes de Mayo." His fans both French and Spanish, will be racing his American fans to the stores for this one.



INTERNATIONAL
SABICAS ARTISTRY IN FLAMENCO—ABC ABCS 614 (S)

Sabicas was never in finer glory than in this new LP. Fingers of golden fire burn into the nerves on "Los Caireles," a farruca on which he either accompanies himself or is assisted by a second guitarist; the stereo effect is beautiful. "Aries de Marbella" is a sensitive piece. While "Mosaico Flamenco" is a beautiful item.



POP
THE HORSE—Ventures. Liberty LST 8057 (S)

One of the most consistent chart groups over an extended period, the Ventures, in their 29th album, have come up with another winner. And they range the contemporary pop gamut from "Here Come the Judge" to "Tip-Toe Thru the Tulips With Me." The latter is a sheer delight. "The Horse" theme is maintained with the spirited title song as well as "Crazy Horse," "The Gallop" and "Horse Power."



POP
THIS IS AMERICA—Kim Weston. MGM SE 4561 (M)

Americana has not sounded so good in years. Miss Weston, in her first MGM release, displays the pizzazz needed to vault her high on the Top LP's chart with songs such as "When Johnny Comes Marching Home" and "This Is America." In the former, she couples a smart arrangement with a stern, modulating and powerful delivery which becomes more arousing with each stanza.



POP
POPCORN—Luiz Henrique/Walter Wanderley. Verve V6-8734 (S)

Two outstanding Brazilian talents combine for a topnotch album, with strong jazz as well as pop appeal. Henrique's guitar playing and vocalizing, Wanderley's playing of organ, electric piano and harpsichord as well as fine work by the other musicians create new pieces out of such familiar songs as "Cabaret" and "Home on the Range" and Latin rhythmic treatment of original material.



POP
BEFORE THE WAR—Bo Grampus. Atco SD 33-246 (S)

A new quartet offers an intriguing first album that indicates there's quite a future for them on the pop disk scene. The material, including "Yesterday's Streets" and "Travelin' in the Dark" is top quality and the production work of Felix Pappalardi is first rate. Progressive rock stations will start the ball rolling for Bo Grampus, and it won't be long before they are riding high.



POP
TEN YEARS AFTER—Undead. Deram DES 18016 (S)

Blues of the first water by a British group—Ten Years After—that's getting a lot of U. S. exposure through live appearances and progressive rock airplay. LP features live performances of "I May Be Wrong, But I Won't Be Wrong Always," "Woodchopper's Ball," "Summertime" and "Spider in My Web."



POP
THE AMERICAN REVOLUTION—Flick Disc FLS 45,002 (S)

The new MGM label, Flick Disc, introduces a brand new group with a smooth and commercial pop sound. Their initial single "Cold Wisconsin Nights" is but one of the cuts that shows their versatility, and "Come On and Get It" is one number that shows promise. Producer Harley Hatcher is to be commented.

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