

Billboard

The International Music-Record Newsweekly

Cap., Columbia Rated Top Radio Suppliers

By CLAUDE HALL and BOB GERBER

NEW YORK — Columbia Records and Capitol Records have been voted by the nation's radio stations as the record companies that provide them with the best service and information on records. In a special Billboard survey of top stations in key market by Billboard as well as small stations in secondary markets, Capitol and Columbia were rated by 59.3 per cent of the radio stations as

providing excellent service. RCA Victor Records was close behind with 58.2 per cent, followed by A&M Records with 47.2 per cent, and Atlantic Records with 40.7 per cent. (See chart in radio section.)

Actually, Capitol Records squeaked by Columbia in the total tabulation of excellent, good, fair, and poor votes—an indication that Capitol provides [\(Continued on page 19\)](#)

Industry Pours Out \$19 Mil. in Consumer Magazine Spending

By HANK FOX

NEW YORK—With the holiday figures yet to be calculated, the home entertainment industry, through its phonograph record, tape cartridge and musical instrument divisions, has already spent more than \$19 million this year through October to reach the consumer market via consumer magazines, with an indeterminable amount slotted for local newspaper advertising.

According to statistics compiled by the Publishers Information Bureau (PIB), 31 record companies representing 44 labels placed some \$13,673,000 with nationally circulated magazines. The musical instrument industry added another \$5,541,000 to that number, while tape cartridge manufacturers spent nearly \$78,000 to unveil their new products to the buying public.

While the record industry's advertising dollar received a hearty welcome from the magazine publishers, the outlay for the 10 months ended

Oct. 30, 1967, indicates that the total year's advertising budget will lag behind the banner 1966 year, in which the industry alone bought almost \$19 million in national magazine pages. More than \$5.3 million of that figure was allocated to holiday season page space. By the end of October 1966, PIB shows that some \$13.7 million of advertising was placed in the nation's magazines.

The musical instrument industry, on the other hand, significantly bolstered its allocated con-

[\(Continued on page 10\)](#)

Paramor and Bridge to Exit EMI; A&R Mgr. Plans Firm

By NIGEL HUNTER

LONDON—Geoffrey Bridge, joint general manager of the overseas division, and Norrie Paramor, international publishing and a&r manager, will shortly exit EMI. Paramor will set up his own publishing and production company.

Bridge, who leaves Dec. 31, has been manager since the beginning of this year after a surprise transfer from the company's managing directorship. His successor to the directorship was Ken East. Bridge has been managing director since July 1966.

Bridge denied rumors that he had been approached by leading American record companies planning independent British operations next year.

Paramor joined EMI in 1950, and began a&r activities two years later in partnership with Ray Martin, who left for the U. S. in 1954. Paramor has produced records for stars of the caliber of Cliff Richard, the Shadows, Frank Ifield, Judy Garland, Kay Starr, Helen Shapiro, Al Martino, Michael Holliday, Richard Anthony, Ruby Murray, Gene Vincent and Eddie Calvert.

He leaves in February, and will set up an independent company for record producing, music publishing and seeking new talent. During the past year he has been responsible for EMI's international a&r and publishing interests.

At EMI's request, Paramor will continue to record Cliff Richard, the Shadows, Frank Ifield, Gordon Waller, and Jay Justin and will produce instrumental disks with his Big Ben Banjo Band, Big Ben Hawaiian Band and his orchestra.

Transcontinental Acquires Tip Top Record for \$5 Mil.

By ELIOT TIEGEL

LOS ANGELES—Transcontinental Investing Corp. has purchased its first major rack-jobbing concern, Tip Top Record Service, for \$5 million. Tip Top operates 24 branches in the West, and two months ago made its first stab into the Midwest by opening a Chicago operation.

The purchase, as explained by Monroe Goodman, the San Francisco-based chairman of the board of Tip Top, involves a \$5 million stock-cash transaction.

The company will remain as a separate firm under the Trans-

[\(Continued on page 10\)](#)

CHRISTMAS GREETINGS

By MIKE GROSS

The time has come, the calendar shows,
To dress these columns with mistletoes.
To set a feast of turkey and partridge
For the men of the disk and stereo tape cartridge.
To sing to ASCAP, SESAC and BMI
For a bigger slice of the performance pie.
To dance a jig or roundelay
For NARAS, NARM, the R.I.-double-A.
To bang the drum and beat the cymbal
For data ticketing by Kimball.

★ ★ ★

So let us all exult this Yule
With gifts designed to blow your cool.
To Victor's Racusin, Jenkins, Skipp Tarr,
"The Sound of Music" on electric sitar.
For Columbia's Davis and Farr, the Lord be willin',
Another artist like Bobby Dylan.
For Decca's Schneider, Salkin and Sydney G.,
Another "Modern Millie" LP.
And for Capitol's Livingston and Glenn Wallichs,
Continuous joy with Beatles' frolics.
And that should keep the sales flow
Meeting quotas set by Gortikov.

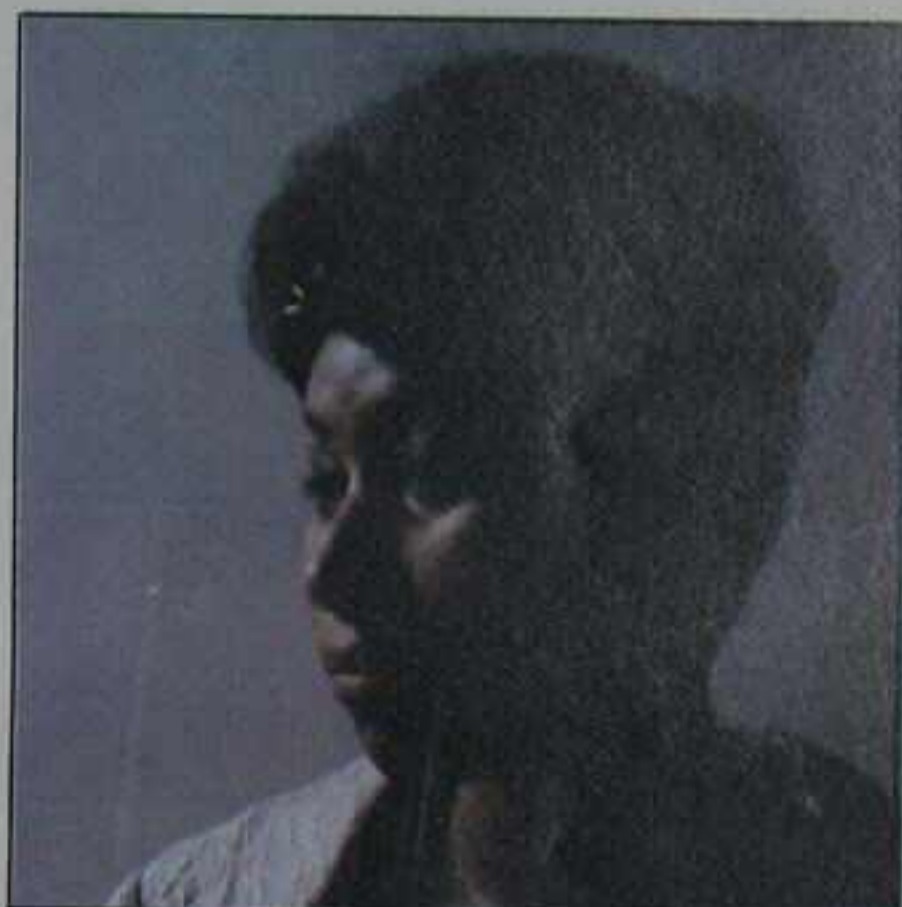
★ ★ ★

Underneath the tree, of course,
Presents for A&M's Alpert and Moss.
Fifes and flutes to keep ABC tootin'
At other labels for Larry Newton.
Packages greeted with "whees" and "gees"
By Maitland and Lee of Warner/Reprise.
And Santa Claus—to make him placiter,
Created one specially for Metro's Nasatir.
Then one for Jubilee's Blaine and an Atco Turk,
For Bennett of Liberty and Green of Merc.
For London's Toller-Bond, Goldfarb, Maguire,
For Adler of Ode and Motown's B. Gordy, esquire.
And one for a lady, of whom we're all fond,
Mrs. Florence Greenberg of Scepter/Wand.

★ ★ ★

So light up the sky and send out the flacks
To salute the men of Dial, Volt and Stax.
Sound the trumpets and polish the brass
For the Dunhill boys and Mama Cass.

[\(Continued on page 10\)](#)



Aretha Franklin scores again with her fifth successive single smash in a row, "Chain of Fools" (Atlantic 2464). Aretha is now at work recording her new Atlantic album scheduled for release in January. Miss Franklin has just completed a string of fantastically successful concert dates and will soon be seen on a forthcoming "Kraft Music Hall" TV special. (Advertisement)

CBS Int'l Eyes Plant For ECM Countries

NEW YORK—CBS International may expand its Dutch pressing plant and service member countries of the European Common Market (ECM) from one central source.

Currently, CBS presses in several European plants. However, with the elimination of tariff barriers among Common Market countries, the economics of a central pressing plant makes sense.

Some tariff barriers among Common Market countries are still in effect, but the last of these will be eliminated by Jan. 1.

The man who will make the decision as to when and where the plant expansion will take place is Ed Benou, this week named director of

[\(Continued on page 10\)](#)

(Advertisement)

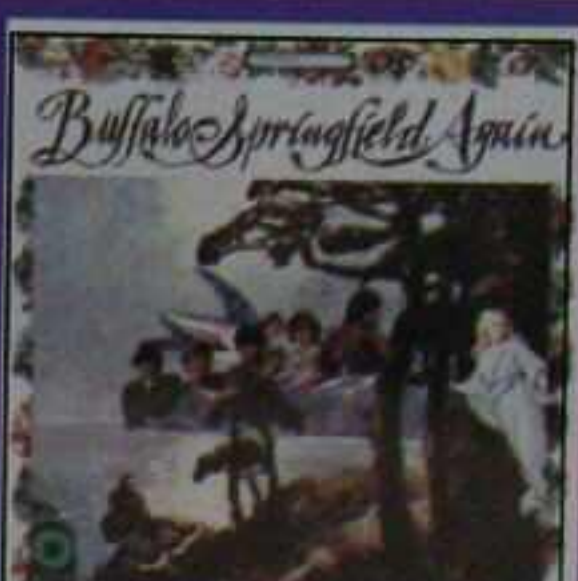
HIT SOUNDS OF TODAY ARE ON ATLANTIC-ATCO



Atlantic 8149/SD-8149



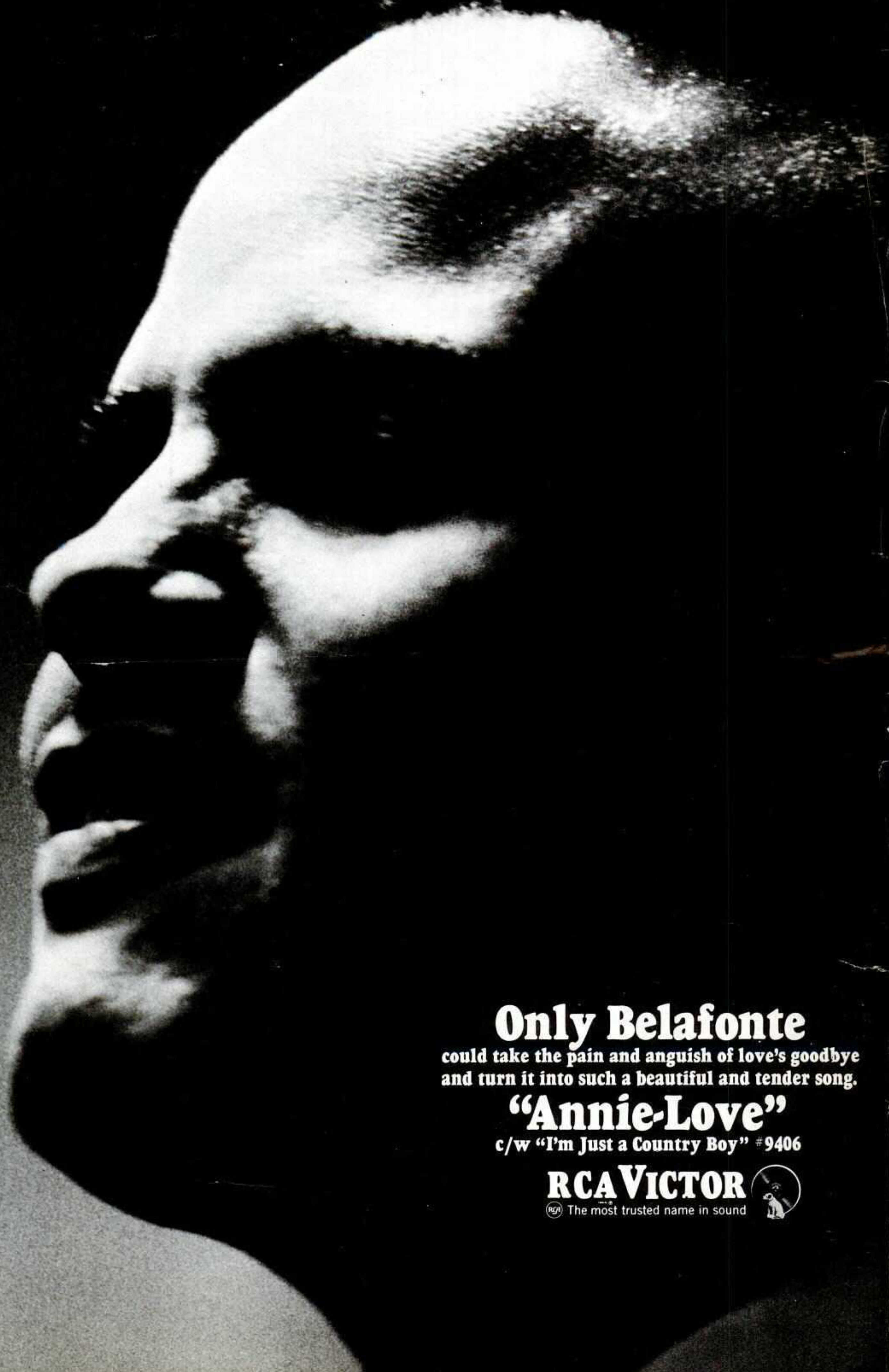
Atco 33-232/SD33-232



Atco 33-226/SD33-226



Atco 33-230/SD33-230



Only Belafonte
could take the pain and anguish of love's goodbye
and turn it into such a beautiful and tender song.

"Annie-Love"

c/w "I'm Just a Country Boy" #9406

RCA VICTOR



The most trusted name in sound



SG, Col. Films Hit by BB & D \$6 Mil. Suit

NEW YORK—Attorneys for BB&D Productions, an independent production company headed by Daniel Secunda, this week began their pre-trial examination of Screen Gems, Inc., Columbia Pictures Corp., Raybert Productions, Inc., Tommy Boyce, Bobby Hart, Lawrence S. Taylor, Gerald McGee and William R. Lewis, defendants in a multimillion-dollar lawsuit filed in New York Supreme Court here.

BB&D claims that in the fall of 1965 it organized a vocal group known as The New Order, with Taylor, McGee and Lewis among the members, and with Secunda as producer and director.

The suit further charges that after BB&D had spent money promoting the group, and had made loans to its members, Taylor, McGee and Lewis refused to perform in accordance with the terms of the contract.

According to the complaint, BB&D entered into a contract with Warner-Bros. Records in March 1966, and at that time Taylor, McGee and

Lewis agreed in writing that they were under exclusive contract to BB&D. Later, the complaint continued, Taylor, McGee and Lewis failed to perform as members of the New Order, and the Warner Bros. contract went by the boards.

On this count, BB&D seeks damages of \$1 million.

BB&D further charges that Boyce and Hart, together with Screen Gems, Columbia Pictures and Raybert, induced Taylor, McGee and Lewis to breach their contracts and subsequently were employed in the production of the soundtrack for the television series and records featuring the Monkees.

According to the complaint, Hart organized a group with Taylor, McGee and Lewis, called it the Candy Store Prophets, booked the group in clubs, cut records with the group, and worked them in a TV series in association with Screen Gems.

On this count, BB&D is suing Screen Gems, Columbia, Raybert, Boyce and Hart for \$5 million.

Ricordi to Focus on U. K. Mart

LONDON — The Italian disk company Ricordi will aim for a bigger share of the British market during 1968. Ricordi promotion and foreign liaison director Lucio Salvini gave details during his recent London visit.

"Music is international," he said. "If an English song can become No. 1 all over the world, why not an Italian one? No one has really tried before, and the only artists to score in Britain have been Domenico

Modugno, Marino Marini, Nini Rosso, and a few others."

Ricordi will spearhead its drive with acts such as Equipe 84, the Rokes, Dik Dik, Rita Pavone, Bobby Solo and Milva. The process is already under way, and Solo has recorded in English with Page One and Equipe 84 and Milva with Major Minor. Rita Pavone has had English sessions with Norman Newell.

"We think the world is coming back to melody after so much beat music," continued Salvini, "and melody is Italy's strong point."

Plans are in hand for Ricordi artists to undertake radio and TV promotional dates here as well as doing their English lyric recordings. Salvini anticipates the time when it will become practical to stage a Ricordi package show here to introduce still further the label's artists in the British market.

Cartridge Film Building Up Library for Videotape Mart

NEW YORK—Cartridge Film Productions, formed three months ago by Paul Jonelli, is building up a videotape library in anticipation of what he feels will be the eventual growth of a home videotape cartridge market.

CFP's main source of income is the preparation of color films used in record promotion. However, Jonelli has been following closely the development of Fairchild and CBS television attachments which allow the home viewer to program his own entertainment through the use of videotape.

And Jonelli believes this tape will be used in cartridge form. First CFP project is a film on the Hassles, prepared for United Artist Records. The second is a Presley film for RCA Victor Records.

CFP will either sell the master track to the record company, with the company handling distribution, or perform the distribution function. Both UA and Victor are handling their own distribution.

The film runs the length of the single being promoted. Instead of three minutes of a group performing, the film uses visual effects to create a mood. Copies are sent free of charge to television stations.

Cost of a film runs anywhere from \$2,000 up, with the average price between \$2,200 and \$2,500. Prints go for about \$13 a copy, based on 60 copies. The per-copy price goes down as the number of copies goes up.

Jonelli feels that the best market for the film is in the smaller cities, where the local TV record hop emcee would have difficulty bringing in name talent.

CFP also does films for advertising agencies and industrial accounts. Jonelli is vice-president of Chapman & Jonelli, a New York advertising agency.

STEREO 8 CLUB IS FOR BUYERS

NEW YORK—Ford's Stereo 8 Club will open its membership only to those car owners who have bought their tape CARtridge product through the Ford Motor Co., an RCA Victor spokesman said. RCA administers the cartridge club through its record club division. The spokesman took exception to the statement which appeared in last week's Billboard that said the club is open to the public.

E. Asher Gets Loose, Cadkin Distrib Rights

By ED OCHS

NEW YORK — Emil Asher Inc. has acquired distribution rights to the music library of composers William Loose and Emil Cadkin. Rights to the catalog, formerly contracted to Capitol Records, represents for Asher a 100 per cent increase in new product volume over last year, boosting the Asher library to about 300 hours of background and mood music.

The deal gives Asher the rights to distribute three libraries produced by Loose and Cadkin: Public Music Service (PMS), OK and PM. Program Music Service will provide radio and TV networks with specialized services for more rapid and convenient programming. PMS supplies stations with a multiplicity of timed, pertinent
(Continued on page 19)

Major Minor To Bow Meet

LONDON — The first international sales conference for the one-year-old independent label Major Minor will be held here at the Royal Lancaster Hotel on Jan. 19 and 20. Executives and sales staff of all Major Minor's distributors will attend. Major Minor chief Philip Solomon is paying all expenses excluding fares for those who attend. Suites in the Royal Lancaster have been reserved for the duration of the conference.

At the conference, Solomon will unveil new album product for the company's spring sales drive. More than 15 albums are scheduled for release.

Solomon will also reveal details of his new label Toast which, he says, will feature several new colored artists on singles and LPs.

In addition, extensive social activities have been arranged with gala dinners and cabarets at the hotel. Block bookings have been made for the two London shows, "Sweet Charity" and "Fiddler on the Roof." Guests will also be presented with tickets for leading football games during their stay.

'Friends' 1st Disk

NEW YORK — "Let's Be More Than Friends Tonight," by Pebbles & Shells, will be the first release under a new production agreement between Kama Sutra and Kapp Records.

CBS, Sony Setting Up A Company in Japan

NEW YORK — The Columbia Broadcasting System and Sony Corp. are forming a joint company in Japan to be known as CBS/SONY Records Corp. CBS and Sony have requested the Japanese government to approve the organization.

The new corporation, a 50-50 joint venture, will have as its main business the production, manufacture and distribution of various musical materials including phonograph records, tapes and music publications.

The extensive repertoire of the CBS Records Division and the CBS International Division will be available to the new company. It will also record

Japanese music and musicians, both classical and popular, and market these recordings throughout the world.

CBS/SONY Records will be established as soon as government approval is received. Negotiations were conducted on behalf of SONY by Akio Morita, executive vice-president, and Nuriyo Ohga, director and general manager. Representing CBS were Goddard Lieberman, president CBS/Columbia Group, and Harvey Schein, president CBS International.

Columbia product has been distributed in Japan by Nippon Columbia.

P. O. Rate Hike Bill Passed

WASHINGTON — Beginning Jan. 7, 1968, records, books, films and other special fourth-class material will go at the rate of 12 cents the first pound and 6 cents each additional. First-Class postage goes to 6 cents and airmail to 10 cents an ounce, in the final bill voted last week (Dec. 12).

The Senate version of postal rate legislation prevailed in maintaining the present exemption for entertainment papers (performing arts) from the need to publish circulation data. Senate also prevailed over the House version by killing a House proposal to charge extra for advertising and other materials inserted in newspapers and magazines.

House and Senate both agreed on a new second-class airmail to speed news and trade papers on a space-available basis, with an additional charge to be determined on a cost basis by the Postmaster General. One of the biggest stumbling blocks to final agreement was the third-class, so-called "junk mail" rate, finally set at 3.6 cents per piece (bulk mailings) effective Jan. 7, 1968, and 4 cents July 1, 1969.

The new rates are expected to add about \$850 million to Post Office revenues, but the accompanying civil service raises, including 700,000 postal workers, will offset most of the new Post Office revenue from raise in rates.

Musicor, CBS Int'l Re-Sign

NEW YORK—Musicor Records has signed a new foreign distribution deal with CBS International at twice the guarantee of a previous contract, said Musicor President Art Talmadge. The agreement, negotiated with Harvey Schein, president of CBS International, calls for distribution of Musicor around the world the next two-and-a-half years, including Great Britain and Venezuela. Dynamo

Records, distributed by Musicor, will be distributed outside of the U. S. by CBS International except in Venezuela.

Talmadge said that Musicor's foreign earnings during the first year and a half of a previous two-year deal were three times more than the guarantee. He just recently renewed contracts with EMI for Great Britain and El Palacio de la Musica for Venezuela.

Hazlewood in Global Move — Opens Publishing Offices

LOS ANGELES—Lee Hazlewood Music Corp. is opening publishing offices around the world, with "co-op" companies in England, France, Italy, Japan and South America already formed.

Up until last summer, all of Hazlewood's 100 copyrights were published by Criterion Music. Now, Hazlewood's creations are in his own repository with "Lightning's Girl" and "Lady Bird," the firm's first two hits.

Hazlewood's career is breaking open on several fronts. Although he expresses a strong desire to continue writing songs and producing records for Nancy Sinatra and for 70 per cent of the new, unexposed acts on his own LHI label, Hazlewood is being steered into a stronger position as a vocalist and as a potential actor.

His appearance as a performer and musical assistant on last week's "Movin' With Nancy" TV special, has resulted in offers for a TV special of his own and for acting roles in two films.

He is also planning to record for Reprise both as a single performer and as a duo partner with Nancy Sinatra. The

first all duet Hazlewood-Nancy Sinatra LP is half completed.

Hazlewood's distribution pact with ABC Records for his LHI line, is for one year with yearly options. He owns the masters and has been slowly adding people to work on his label. Don Owens, in the country field and Suzi Jane Hokom, in pop, are his producing associates. Tom Thacker handles national promotion for the label and publishing company.

MGM to Bow Bizarre Label

NEW YORK — MGM Records will bow a new label—Bizarre Records — within the next four months under a new deal with Frank Zappa, lead singer of the Mothers of Invention, and manager Herb Cohen. Zappa and Cohen have formed Bizarre Productions.

The Mothers of Invention will still record for Verve Records, one of the other MGM labels. Besides producing artists himself, Zappa was last week in Los Angeles searching for new producers, as well as recording artists.

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PHONOGRAPH SALES will increase 10 per cent next year, Admiral's Ross Siragusa predicts.

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Beatles' Firm, Melcher Deal

LONDON — Apple, the Beatles' music company, has signed a deal with Terry Melcher Music to publish the latter's material in this country. Melcher concluded the pact with Apple's Terry Doran.

Melcher will launch his Equinox label in America in 1968 and will start a new publishing company with the probable name of Egg in the near future.

Apple has signed its first group, the Grapefruit. Its first record, "Dear Delilah," will be released by RCA in January.

Doran said the Beatles were discussing the formation of their own label sharing the name of Apple in 1968. The foursome has used the trade name for a company, Apple Holdings, which controls the music company, a newly opened boutique and a production company.

Hurt, Hirt Claims in Suit Vs. 2

LOS ANGELES — Al Hirt has filed a suit here in Superior Court asking \$500,000 damages from two record companies he said circulated his recordings without permission.

The suit against Cadet Records and Crown Records involves an album Hirt made more than 10 years ago. The album, "Al Hirt, the Dawn Busters," includes demonstration records.

Superior Court judge Ralph H. Nutter, who issued a temporary order halting the album's distribution, will hear arguments Wednesday (20) in Department 65.

Executive Turntable

Richard Q. Kress has been appointed vice-president of North American Philips Co. Kress will be responsible for marketing a wide variety of Norelco consumer products and administering the company's \$11 million advertising budget. His appointment becomes effective Jan. 1. Also on that date, Philip C. Weinseimer Jr., a vice-president, who has been with the company for 25 years, will retire. Weinseimer introduced the Norelco shaver in the U. S. some 20 years ago and is credited with building the company to its present position.



KRESS

James Frey has been named director of MGM Records' classical division, which included Deutsche Grammophon, Archive and Heliodor. He succeeds Jerry Schoenbaum, who has been made director of MGM's Verve division. Frey, who rejoins MGM from CBS, where he was manager of special services, was MGM's first national sales manager for the Verve/Forecast label, which was started by Schoenbaum two years ago. Before that, he had 10 years of retail and distributor sales experience as merchandiser for E. J. Korvett in the Midwest. Frey will report directly to Mort L. Nasatir, MGM Records president.



FREY

Paul C. Smith Jr has been elected president of Dubbing Electronics, Inc., Copiague, N. Y., succeeding Julius A. Konins, the founder and only stockholder of Dubbing until its acquisition by Consolidated Electronics Industries Corp. in October. Before his election, Smith was president of Dysonics Corp.

Adam Ross has left Equinox Music on the Coast to become music supervisor of the Woody Woodbury TV Show. Ross headed Equinox for more than two years.

Floyd Ray has joined Eldo Records Corp., where he will have charge of record sales promotion and the sales department. Ray previously was with Victoria Records.

John Pate, Chicago arranger and artists and repertoire man, resigned as Midwest a&r manager for ABC Records. Although his plans are not yet set, Pate said he will be involved in free-lance production and arranging.

Marty Klein, director of the personal appearances department of the Gerard Purcell Agency, moves over to GAC, where he will work in the concert department, reporting to Larry Bennett, vice-president. His place at Purcell will be taken by Peter Terhune, who had been road manager for Sheila and Gordon MacRae and for Peter Lind Hayes and Mary Healy.

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ASCAP SHOW HAILS 'DIMES'

NEW YORK—The American Society of Composers, Authors and Publishers has produced a half-hour musical tribute to the March of Dimes. The color program, which is available to local TV stations for use during January, is entitled "The Song Is You." The program intersperses the story of the March of Dimes with some ASCAP standard tunes performed by artists including the Doodletown Pipers, Michele Lee and Trini Lopez. Representing ASCAP will be president Stanley Adams and composers Harold Adamson, Jimmy McHugh, Johnny Mercer, David Rose and Ned Washington.

Mills Bros.' Dad Dies at Age 85

BELLEFONTAINE, Ohio—John H. Mills, 85, father of the singing Mills Brothers, and once a member of the famed entertainment group, died in Mary Rutan Hospital here, Dec. 8.

In addition to three singing sons, he is survived by two daughters, Miss Pauline, a nurse in Denver, Colo., and Miss Dorothea Mills, with whom he resided in Bellefontaine. The mother died many years ago. John Mills Jr., another son, died in 1935.

ABC to Step Up Buying Pace; Re-Signs Newton

NEW YORK—ABC Records' acquisition program, which began three years ago with the appointment of Larry Newton as president, will continue. Newton has been signed to a new long-term contract by the label.

Since Newton took over the label, ABC has bought the Dunhill label, its Trousdale publishing subsidiary, and entered the merchandising end of the business with distributor-rack-jobbing-one-stop operations on the East Coast, Rocky Mountain and West Coast areas.

Newton said that the acquisition program will be stepped up, and that several purchases are under consideration.

Newton, who started his own label, Derby Records, in 1950, has been with ABC since 1956, serving as sales manager and sales vice-president before his appointment as president.

In other ABC moves, Bud Katzel, Alan S. Bergman, Michael S. Gusick and Barry Despenza were named to top posts.

Katzel, who joined ABC in 1966 as national sales manager, is the new vice-president and marketing director. Katzel had been vice-president and general manager of Colpix Records and had held executive positions with Decca, Roulette and Kapp Records. He is currently preparing programs for ABC's three regional meetings to be held the

first week in January. Bergman and Gusick will head the legal department. Bergman, who joined ABC in 1966, had been house counsel for the Frank Music Corp. Gusick, who joined the label in 1966, had been in private practice. Joining the legal de-



LARRY NEWTON

partment is Norman Powell, formerly with Columbia Records.

Barry Despenza will head ABC's Midwest a&r operation in Chicago. He had been co-owner of Contact Records and Despenza Records and had been an independent producer. He is also a songwriter.

Despenza will produce Midwestern artists for the label and will scout new talent.

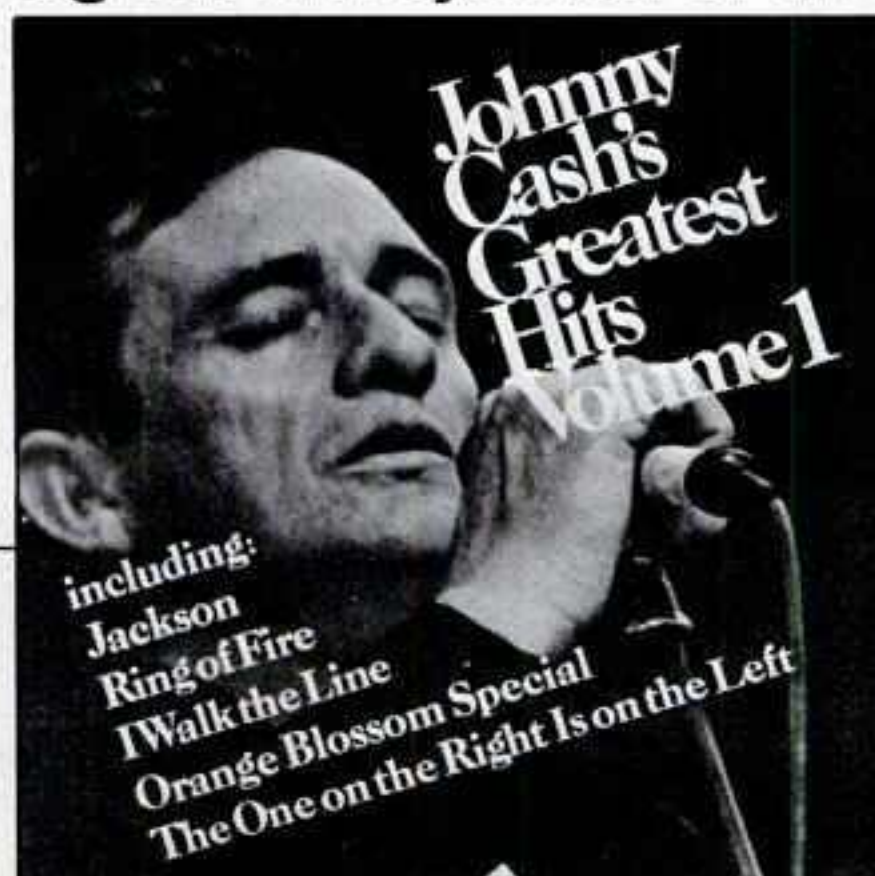
Short on Cash?

Stock up on Johnny's smash best seller...

"Rosanna's Going Wild"

4-44373

and his great moneymaker of an album!



CL 2678/CS 9478

ON COLUMBIA RECORDS 

This One



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Redding, Six Others Dead in Plane Crash

LAKE WINONA, Wis. — Otis Redding, star Stax/Volt Records' soul artist, was killed here on Sunday (10), when his plane crashed into a lake. Redding was 26. Also killed were four members of the Bar-Kays, his accompanying group; pilot Richard Frazier; and Matthew Kelly, 17, the artist's valet.

One member of the Bar-Kays, Ben Culley, survived the crash. He was reported in fair condition at a nearby hospital. Another member of the group, James Alexander, was on a different flight. Dead are Phalon Jones, 18; Ronnie Caldwell, 19; Jimmy King, 18; and Carl Cunningham, 18, all of Memphis.

The crash occurred when the private twin-engine plane was attempting to land at the Madison Airport after a flight from Cleveland. Redding's body was flown to Macon, Ga., for a funeral on Friday (15).

Redding's best-known Volt singles were "Try a Little Tenderness," "Satisfaction," "These Arms of Mine," "I've Been Loving You Too Long" and "Respect." "Respect," which Redding wrote, recently was a top seller for Aretha Franklin. He hit the Hot 100 chart twice this year with Carla Thomas in "Tramp" and "Knock on Wood," both on Stax. He had five Volt albums, one on Atco, and one with Miss Thomas on Stax.

Three months ago, Britain's Melody Maker, a fan magazine, selected Redding as the world's top male vocalist dethroning Elvis Presley, who had the top spot since 1956. Redding had been seventh last year.

Earlier this month, Redding had accepted an invitation from Vice-President Hubert H. Humphrey to head a troupe of Stax/Volt artists to entertain U. S. troops in Vietnam in the spring. Redding and the Bar-Kays were the only soul artists at the recent Monterey Pop Festival. The Bar-Kays had one album on Volt.

In August, Redding and Miss Thomas were crowned king and queen of the "Memphis Sound" at the Chicago Daily Defender's Billiken Day Parade. Redding was to have appeared in San Francisco on Tuesday (26), when Ralph J. Gleason, San Francisco Chronicle columnist, planned to produce a Redding TV special for the National Educational Television Network.

Redding owned the 300-acre Big O ranch outside of Macon, which recently was visited by a BBC-TV film crew. He had earned more than \$600,000 from public appearances this year. He was survived by his widow, Zelma, and three children.

Jazz Their 'Thing' So Buffs Form L. A. Club

LOS ANGELES — Jazz is gaining support from some unusual corners. A number of local buffs are chipping in to form Jazz Suite, a private club on the site of the former Romanoff's restaurant, which is scheduled for a spring, 1968 opening. And Local 47 of the musicians union has begun a series of free concerts Sunday afternoons at area high schools.

Romanoff's Old Crown Room is being rechristened the Main-

stream Room with a 300-seat capacity for the booking of large bands. A smaller, 125-seat lounge will be designed for jazz sessions by more intimate groups. A 37-year-old doctor, Joseph Noble, heads the organization; Gene von Baur is general manager.

Concept of the club is to provide a conducive atmosphere for listening to jazz, explains Dr. Noble, who strikes out at smokey, noisy nightclubs. Jazz Suite is seeking 3,000 members (\$50 a founders membership; \$250 preferred membership fee and annual dues of \$100), with the annual dues raking in \$30,000 monthly for talent plus management costs. Monies derived from application fees will help amortize a 20-year lease on the restaurant property at 140 South Rodeo Drive Beverly Hills.

The union's contribution to the jazz community is the successor to two previous free concert series, "Jazz at the Beach" and "Jazz in the Parks." The initial high school concert Sunday (17) featured the Russ Freeman Quintet and the new 20-piece Billy Brooks band.

Oak Books Out

NEW YORK — Oak Publications has published an auto-harp instruction book, and a collection of about 70 U. S. ski songs, including material by Bob Gibson, Oscar Brand, Ray Conrad, William B. Sleigh Jr., Mike Cohen, Bill Briggs, Jud Strunk and Len Steiner. Cohen collected and edited the 110-page booklet "To Hell With Skiing!"

Harry Taussing compiled "Folk Style Autoharp," which has accompanying folk songs in addition to an instruction method.

NBC-TV NEWS SHOW ON C&W

NEW YORK — An NBC-TV news special about country music is slated for Feb. 9. Eddy Arnold is narrator of the special, which will capsule the history of country music and some of its stars; show a performance of the "Grand Ole Opry"; show the invasion of country music into the big cities of the nation, and document the booming publishing and recording business in Nashville. Chet Hagan is producer, director and writer of the show, "American Profile: Music From the Land."

French Firm Riviera to Bow Label in Italy

By GERMANO RUSCITTO

MILAN—Riviera, one of the leading French record companies, will start Riviera-Italiana, Jan. 1, 1968. General manager will be Giampiero Simontacchi, formerly with Saar as promotion manager. Pressing and distribution will be made by Rifi Records, according to Rifi international manager Giuseppe Velona, who closed the deal in Paris.

The Riviera catalog has been distributed in Italy by CGD for three years. Its outstanding artist is Nino Ferrer. Christophe, currently with AZ of Paris and distributed by Saar, will join Riviera next year.

This move is another step in Barclay-Riviera's expansion abroad and Rifi escalation in the distribution of foreign catalogs. Barclay and Riviera are two legally separate French companies, but the same persons are in charge of their managements; two months ago, Barclay established Barclay-Espanola, under the management of Alain Milhaud, mentor of Los Bravos. Barclay-Belgium completes the present Barclay-Riviera international set up.

In 1967, Rifi acquired distribution of the following catalogs: Vox, Monument, Atlantic-Atco and associated labels, Jay-Gee, Supraphon (Czecho-Slovakia), Urania, Redifusion (U.K.). Also, Rifi started a publishing division two months ago to acquire foreign catalogs.

Miriam Makeba Ringing All Bells

LOS ANGELES—Success is coming to Miriam Makeba from all sides. Currently riding high with her "Pata Pata" single on Reprise, the South African vocalist is suddenly gaining top 40 airplay from a track out of her similarly named album. This new tune is "Ring Bells."

As a result of the disk exposure, the vocalist has become a sought after concert attraction. She has thus far worked gigs in New York and Newark, which were preceded by five appearances in England and solo shots in Holland, Belgium and Ireland. A new domestic concert schedule is being prepared.

Chi Cheetah Springs Mutual Aid Program

CHICAGO — Cheetah here has initiated a policy of cooperating with local record distributors and retailers in promoting artists during club appearances.

The program, reportedly a first for any Midwest nightclub, provides special Cheetah counter cards and wall posters to appropriate distributors for circulation to retailers and rack jobbers in conjunction with artist appearances. Such material went out last week to Royal Disc Distributors, for example, in connection with the Friday and Saturday appearance of Bang's Neil Diamond.

The policy was adopted by Cheetah manager Norman Fox

and is being implemented by club publicist Eva Dolin.

Cheetah is also influencing activity at the retail level by including record excerpts in its spots on radio stations WCFL, WLS and WVON and alluding to records in its consistent newspaper advertising. In turn, Cheetah is greatly influenced by retail activity locally with respect to bookings. Fox and Dolin conduct their own local retail survey in supplement to national chart action.

"The national charts do not necessarily reflect sales in this market," Miss Dolin said. "A big local seller may be a slow chart climber on a national scale."

Columbia 'Vaults' Exiting of Brubeck Quartet as Group

By ELIOT TIEGEL

LOS ANGELES—When the Dave Brubeck Quartet plays its final date together at year's end, Columbia Records producer Teo Macero will be prepared.

"I figured sooner or later this would happen, so I've been planning and putting things in the ice box," says the man who has been recording the group nine and one-half years.

Brubeck's exit LP release will be a live album taped last year at the Las Vegas Tropicana Hotel. The pianist's current LP—and the one some people feel is the last he recorded with the group for Columbia—is "Brave Brubeck," cut in May at a jazz festival in Mexico City.

Columbia's vaults, Macero points out, are stocked with a variety of goodies cut by the Brubeck troupe but never released. These include pairings with Tony Bennett, Charlie Mingus, Benny Goodman, Carmen McRae and Louie Armstrong. The Bennett collaboration was at a Washington concert; the Goodman performance was also cut before a concert audience. The Carmen McRae, Louis Armstrong dates are from Brubeck's own "Ambass-

ador's" project, released four years ago.

Macero is now considering teaming his ace pianist with trumpeter Miles Davis and with guitarist Charlie Byrd.

An anthology of the composer's works is also planned. During Brubeck's 12-year tenure with Columbia, he has recorded over 25 albums.

"Dave has a lot of things planned for himself," Macero said. "He's completed a church piece ("The Light in the Wilderness") which was debuted last week at the First Methodist Church of Bloomington, Ind., and we're trying to get him interested in a new career as a solo pianist-composer."

MCA Enters Merger With Spencer Gifts

NEW YORK—Spencer Gifts is merging with MCA, according to Lew R. Wasserman, president of MCA, and Max Adler, chairman of Spencer Gifts. Subject to approval of the boards of both firms and the shareholders of Spencer Gifts, MCA will exchange one-third of its common shares for each outstanding common share of Spencer Gifts. Spencer Gifts, engaged primarily in mass marketing by mail and through retail stores, reported sales of \$16,689,821 and earnings of \$1,006,531 for the year ending Dec. 31, 1966. MCA reported sales of \$218,137,751 and earnings of \$13,619,194 during the same period.

Double-Header of Gold for London

NEW YORK — London Records received gold records from the RIAA for two albums in one day recently, the Rolling Stones' "Their Satanic Majesties Request" and Engelbert Humperdinck's "Release Me."

The Stones' certification was the eighth consecutive gold record by the group for album sales of more than \$1 million and the first such award for London on the basis of orders received before the LP's release date. Humperdinck's album on the Deram label was the British artist's first U. S. album release.

2 of Cowsills to Produce for Family

NEW YORK — Two of the Cowsill family have been signed to produce the Cowsills, announced Leonard Stogel, manager of the MGM Records group. The group's current hit single—"The Rain, the Park, and Other Things,"—was produced by Artie Kornfeld. New producers Bill and Bob Cowsill are already at work in the studio on an album to be unveiled to MGM distributors at a sales meeting Jan. 6-10 in Barbados.

Betty Reinman on DGG 2-Wk. Trip

NEW YORK — Kapp Records' Betty Reinman has left for two weeks in Germany, courtesy of Deutsche Grammophon for her help in the success of the Gunter Kallman Chorus in America. Kapp previously released the Chorus' Four Corners LP, "Serenade for Elizabeth," in German. Miss Reinman is responsible for American repertoire of the Chorus and their first LP recorded in English, "Wish Me a Rainbow."

UNICEF SHOW FOR DEC. 24

LOS ANGELES—Some 250 million people are expected to view a TV show beaming Sunday (24) to 21 foreign countries, taped at a concert in Paris Dec. 15 for UNICEF.

American music personalities performing included the Beach Boys, a top-selling American act; Lena Horne, Ravi Shankar and Victor Borge. A number of American actors also performed.

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Market Quotations

As of Noon Thursday, Dec. 14, 1967

NAME	High	Low	Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
Admiral	38	18 1/2	674	19 3/4	18 1/2	18 1/4	-1 1/4
American Broadcasting	102	66 1/2	821	82 3/4	73 3/4	74	-6
Ampex	40 3/4	22 3/4	907	37 3/4	35 1/2	35 5/8	-1 1/8
Audio Devices	30 3/4	20	224	24	20 3/4	23 3/4	+1 1/4
Automatic Radio	25 3/4	3 1/4	509	22 1/2	19 1/4	20	+ 1/2
Automatic Retailer Assoc.	84 1/2	51 3/4	221	84 7/8	78 3/8	84 7/8	+6 1/2
Avnet	71 1/4	16 3/8	632	71 1/4	63 3/8	68	+2 3/4
Cameo Parkway	56	2 1/2	694	56	46 1/2	52	+4 1/4
Canteen Corp.	28 3/4	19 3/8	468	23 3/8	21 1/2	23 1/8	+ 5/8
CBS	76 3/4	47	1480	54 3/4	49 3/4	54 1/4	+4 5/8
Columbia Pic.	56	33 1/2	230	53 3/4	49 3/8	51 3/8	+2 3/8
Consolidated Elec.	57 3/4	35 1/2	302	47 3/4	41 3/8	41 3/4	- 1/4
Disney, Walt	63	37 1/2	280	59 1/4	57 1/2	57 3/8	-1 1/8
EMI	57 1/2	3 1/2	418	5	4 3/4	4 3/4	- 1/4
General Electric	115 7/8	82 1/2	1585	103	96 1/2	97 1/2	-5 3/4
Gulf + Western	64 3/8	30 3/8	1730	57	54 1/4	54 3/8	-1
Handleman	54 3/8	17 1/8	167	54	50	53 3/4	+2 3/4
Kinney Services	52 1/2	26 1/4	155	51 3/4	50 1/4	51 1/4	+1
MCA	70	34 3/4	109	70	66 1/8	69 7/8	+3 3/8
Metromedia	66 1/4	40 3/8	180	59 3/8	56 3/8	56 3/8	-3 3/8
MGM	64 3/4	32 3/4	319	57 1/4	53 1/2	55 1/2	+1 3/4
3M	96	75	579	96	92	94 3/4	+2 3/4
Motorola	146 1/2	90	967	132	119	119 3/4	-12 3/4
RCA	65 1/2	42 3/8	3088	56 3/8	53 1/8	53 1/2	-2 3/8
Seeburg	24 1/2	15	421	21 1/2	19 1/2	21	+1 1/2
Trans Amer.	51 3/8	28 1/2	804	51 3/8	49	50 1/4	-1 3/8
20th Century	32 1/2	11	4378	32 1/2	26 3/8	32 1/2	+6
WB	42 1/2	19 1/2	680	38 1/4	36 1/2	37 1/2	+ 3/8
Wurlitzer	36	18 1/8	148	26 3/8	23 3/8	24 3/8	+1
Zenith	72 1/4	47 3/4	1487	61 1/8	55	57 1/8	-3 3/8

OVER THE COUNTER*

As of Noon Thursday, Dec. 14, 1967

NAME	Week's High	Week's Low	Week's Close
GAC	8 1/2	8 1/4	8 1/2
ITCC	10 1/2	9 1/4	9 1/4
Jubilee Ind.	18 1/4	12 1/4	16 3/4
Lear Jet	25 1/8	21 1/4	25 1/8
Merco Ent.	17	15 3/4	17
Mills Music	35	33 1/2	33 1/2
National Mercantile	13 1/2	12 3/4	12 3/4
Orrtronics	6	5 1/2	6
Pickwick Int.	15 1/2	14 1/2	15
Telepro Ind.	2 7/8	2 1/2	2 5/8
Tenna Corp.	8 3/4	8 1/2	8 1/2

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

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

Consolidated Elect. Buys Bankrupt Carlton Records

NEW YORK—Carlton Records and its subsidiary firms, Carlton Records Distributing Corp., Carlton Records International, Pambile Music (ASCAP) and David Jones Mu-

Col. Gets Rights to 'Love' Score Cast

NEW YORK — The original cast album rights to "Love and Let Love," off-Broadway musical due Jan. 2, has been acquired by Columbia Records. Sam Fox Publishing Co. will publish the score by Stanley Jay Gelber (music) and John Lollo and Don Christopher (lyrics).

The musical is based on Shakespeare's "Twelfth Night" and stars Tony Hendra and Nic Ullett with Michael O'Sullivan, Barbara Ann Teer, John Cunningham, Virginia Vestoff and Joseph Sicari.

Platters At Tent

NEW YORK — The Platters will begin an eight-day run at the Westbury Music Festival, Westbury, L. I. Dec. 26. The group is currently rolling on the Musicor label with "Sweet, Sweet Lovin'" and "Sonata."

sic (BMI), bankrupt for three years, on Thursday (14) were sold at auction to Consolidated Electronics. The sale was conducted at the Federal Court House Building, with Judge Herbert Lowenthal presiding. Price was \$2,500.

Included in the sale were tapes such as "Paper Roses," "Till There Was You," "In My Little Corner of the World" and others by Anita Bryant; "My True Love," "Leroy," "Save My Soul" and other sides by Jack Scott; "Seven Little Girls," "Midnight Special," "Happy Go Lucky Me," and other sides by Paul Evans; "Lonely For You," "Lawdy Miss Clawdy Clawdy" and other sides by Gary Stites; "Look in My Eyes," by the Chantels, plus sides by Merv Griffin, Vincent Lopez, Monty Kelly and George Liberace.

Also included in the sale was a set of 20 instruction albums, and the original cast album of the Broadway show, "Rashomon."

The albums, other than the instruction packages, totaled 45 and the singles totaled 319.

Consolidated Electronics, American company owned by the Dutch-based Philips, was represented by attorney Ralph Stulz. Trustees for Carlton were represented by Demont Foley.

Harvey Radio Buys Liberty Music Shops

NEW YORK — Liberty Music Shops, a three-store chain of record and CARtridge outlets in New York, has been purchased by Harvey Radio Co., a manufacturer and retail outlet firm specializing in component parts equipment. Harvey President Harvey E. Sampson Jr., although not disclosing the price paid, said that Liberty had grossed \$3.7 million during its last fiscal year. Harvey, during the nine months ending last Oct. 31, had a net after-tax income of \$440,000 or 50 cents a share based on 881,373 shares outstanding.

Sampson said that the acquisition of Liberty will help Harvey increase its position "in the rapidly growing recreation and leisure time market, of which home entertainment is a significant part."

Rankin Ranks as Highly Effective Guitarist-Singer

NEW YORK—Kenny Rankin, guitarist-singer, was effective in his performance at the Bitter End Monday (11). Rankin, with a soft voice that demanded and got complete attention from his audience, uses jazz and folk elements in his material.

Most of his numbers were from his new Mercury album, "Mind-Dusters." Included was a moving folk number "Come Away Melinda," reminiscences of "before they had the war." His quiet opening "Cotton Candy Sandman" drifted into another good composition, "The Dolphin." "My Carousel," which he wrote with his wife, was a gem, both tender and jazzy. Rankin was given a trade reception party by Mercury Records on Monday. The artist played a Guild Mark IV guitar.

FRED KIRBY

ABC in Push on 'Dolittle' Track

NEW YORK — ABC Records is promoting the soundtrack of "Doctor Dolittle," recorded on the 20th Century-Fox label, with a giant campaign following the premiere here (19). The material includes a four-color poster, window display kit, buttons promoting "Doctor Dolittle for President of A.M.A.," a browser box and cards and color "booster" cards of scenes from the show.

Other promotion includes exposure in consumer magazines, games, toys and extensive production of songs from the score.

Major Intros Braun Line

NEW YORK — Braun Radio and Hi-Fi, high-priced equipment line manufactured in Germany, is being introduced into the U. S. market by Major Radio, Inc. Partners in Major Radio's operation handling Braun line are George Granville, manager of Major Electronics, and Nano da Silva Ramos, who handles Braun in France.

Major already has set up a few key outlets around the country for the Braun equipment and are also looking for other areas.

Also in line with Major's

Billboard SPECIAL SURVEY For Week Ending 12/23/67

BEST SELLING JAZZ LP's

Billboard Award	This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1		A DAY IN THE LIFE... Wes Montgomery, A&M LP 2001 (M); SP 3001 (S)	12
2	2		RESPECT... Jimmy Smith, Verve V 8705 (M); V6-8705 (S)	11
3	3		DANCING IN THE STREET... Ramsey Lewis, Cadet LP 794 (M); LPS 794 (S)	9
4	5		BEST OF WES MONTGOMERY... Verve V 8714 (M); V6-8714 (S)	3
5	6		DYNAMIC DUO... Jimmy Smith & Wes Montgomery, Verve V 8678 (M); V6-8678 (S)	32
6	4		74 MILES AWAY... Cannonball Adderley, Capitol T 2822 (M); ST 2822 (S)	4
7	9		GROOVIN' WITH THE SOULFUL STRINGS... Cadet LP 796 (M); LPS 796 (S)	4
8	8		ALLIGATOR BOOGALOO... Lou Donaldson, Blue Note BLP 4263 (M); BLP 84263 (S)	12
9	15		BEST OF JIMMY SMITH... Verve V 8721 (M); V6-8721 (S)	2
10	10		CRY YOUNG... Ahmad Jamal with Voices, Cadet LP 792 (M); LPS 792 (S)	4
11	14		SORCERER... Gabor Szabo, Impulse A 9146 (M); AS 9146 (S)	2
12	16		HOWARD ROBERTS—GUILTY... Capitol T 2824 (M); ST 2824 (S)	3
13	11		WAVE... Antonio Carlos Jobim, A&M LP 3002 (M); SP 3002 (S)	10
14	12		CALIFORNIA DREAMING... Wes Montgomery, Verve V 8672 (M); V6-8672 (S)	42
15	13		BRAVO BRUBECK... Dave Brubeck, Columbia CL 2695 (M); CS 9495 (S)	14
16	7		EXPRESSION... John Coltrane, Impulse A 9120 (M); AS 9120 (S)	10
17	17		THAT'S LOU... Lou Rawls, Capitol T 2756 (M); ST 2756 (S)	17
18	—		SORCERER... Miles Davis, Columbia CL 2723 (M); CS 9532 (S)	1
19	19		SERGIO MENDES & BRASIL '66... A&M LP 116 (M); SP 4116 (S)	27
20	20		BIG SWING FACE... Buddy Rich, Pacific Jazz PJ 10117 (M); ST 20117 (S)	25

Distributor O'Brien: In Tune With Action

MILWAUKEE, Wis. — The vanishing record shop listening booth and the advent of poly-wrapped LP's altered the entire character of the phonograph record industry, according to John O'Brien, of John O'Brien Distributing Co.

Seeing these changes at work, about five years ago O'Brien moved into the one-stop and rack-jobbing fields. "That's where the action is now," says the veteran disk distributor.

"The dividing lines between distributors, rack jobbers, one-stoppers and retailers keep getting fuzzier all the time," he claims. Modern Rack Sales, organized as a sideline operation in 1964, already brings one-third of O'Brien's fast growing volume. The rest stems from distribution of several dozen top-selling pop labels.

O'Brien is now moving full force into the tape cartridge business. A member of TRB, nationwide tape buying combine, he predicts a major explosion ahead in rack sales of pre-recorded tapes.

Frankie Williams, O'Brien's singles buyer, has been placed in charge of the firm's new tape department. A staffer here

takeover of Braun here, Granville is working on the possibilities of setting up Braun equipment in discotheques. Braun has developed a special discotheque line, called the Discotheque Mixer, already in use in many discotheques in France and Germany.

for three years, she formerly managed a local discount store disk department.

Despite the promising outlook for tape rack jobbing, much missionary work is needed, mainly outside of the metropolitan areas, says O'Brien. "Some sections in this State haven't even seen a tape cartridge as yet."

He also sees an urgent need for (1) uniform sized tape cartridge packages to fit location racks; (2) pilfer-proof tape racks, and (3) better coverage of pop and rock artists' releases by the tape labels.

O'Brien entered the music business as a Mercury Records salesman in 1947—one of that label's first representatives. Prior to that he had worked for the railroads and became a major in the Army during World War II. Within a year Mercury Records promoted him to territory manager. In 1950 he became owner of the Mercury branch in Wisconsin.

Ill health, however, forced him to take time out several years later. In 1957 a surprise farewell party in Milwaukee for O'Brien drew many of the top figures in the disk business. But O'Brien's "retirement" didn't take. With his health restored, a year later he founded his own distributing firm.

Last fall, the O'Brien distributing, one-stop and rack-jobbing complex moved to new, larger headquarters on Milwaukee's far northwest side. Three full-time sales promotion men out in the field keep the rest of O'Brien's employes busy filling orders.

DECEMBER 23, 1967, BILLBOARD

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The Now Generation
is on



**MGM
RECORDS**

Industry Pours Out \$19 Mil. in Consumer Magazine Spending

• Continued from page 1

sumer advertising budget for national consumer magazines. Through October 1967, instrument manufacturers spent more than \$5.5 million in advertising. This is comparable with the \$2.4 million spent in all of 1966. The surge in musical instrument advertising can be attributed to the major strides rock 'n' roll has made during the past year, with its emphasis on electronic instrumentation.

Lion's Share

Of the total \$13 million-plus spent by the record companies, the lion's share was doled out by the record clubs. And the bulk of the \$9 million in billings was split among the Capitol, Columbia and RCA Victor clubs, the Record Club of America and the Citadel Record Club of the Longines-Wittnauer Watch Co. The Columbia Club topped the list of advertisers, with more than \$3,916,000 spent through October. The Capitol Record Club was the second highest spender, with more than \$3.2 million slotted for consumer magazines.

Of the record companies, Disneyland Records posted the greatest upswing in consumer magazine advertising for the January-October 1967 period over the 1966 comparable period. This year, the company placed some \$117,000 in advertising space. Last year's figure was under \$19,000. Dot Records also considerably upped its budget, placing \$63,200 in advertising as op-

posed to its \$12,200 figure. London Records sharply cut its advertising through October (\$26,500 in 1967 vs. \$108,000 in 1966).

In the tape cartridge industry, Motorola, RCA Victor and Automatic Radio led the January-October 1967, field of national magazine advertisers. Muntz Stereo-Pak, Sony Superscope, Ampex, Roberts and Lear Jet were among the other companies buying space. According to the statistics, most of the money going into the promotion of tape cartridge products on a national basis is aimed at the 8-track market. The figures do not include multi-product advertising. Some companies do include tape cartridge products with their promotion of radios, televisions, etc.

Among the musical instrument makers, the Hammond Organ Co. dished out the most money for magazine advertising. Baldwin was second, Aeolian, third. The major portion of Hammond's \$394,000 expenditure was spent for its organ, with its Everett piano receiving only \$39,800 of the total. Baldwin split its advertising budget among three divisions—organs, pianos and "Rent-A-Piano." More than \$134,000 was spent for the Baldwin organ, with the Rent-A-Piano program receiving the second largest share—\$98,500. Aeolian spent \$126,900 to advertise its lines of pianos—Chickering, Knabe, Mason and Hamlin and the Pianola player piano. Forty-seven different lines of instruments were advertised in all, during January-October 1967, representing 37 companies.

Transcontinental Acquires Tip Top Record for \$5 Mil.

• Continued from page 1

continental banner, with Larry Nunes, Tip Top's president, functioning out of Los Angeles.

Goodman, whose firm is one of the nation's powerhouse racking operations (it services the Montgomery Ward chain throughout its selling region), explained the significance of his ties to Transcontinental, a publicly owned company listed on the American Exchange.

"Based on the acquisitions Transcontinental will make in the record business, we will end up with a national distributorship, Privilege, run by Norm Goodwin locally. Tip Top had launched Privilege two year ago.

Among the firms Transcontinental is eying are several racks with distributorships, which will give the operation footholds on both levels of distribution.

1st Step

Goodwin said the opening of a Chicago branch was the first step in expanding Tip Top's influence in the Midwest.

In other developments, Jim Schwartz, owner of Schwartz Brothers, Inc., Washington, revealed he had a brief telephone conversation with a representative from Transcontinental but again said "Schwartz Brothers is not for sale."

Schwartz turned down a request by a Transcontinental representative to visit his company and discuss business.

Transcontinental's interest in the Hartstone operation (Billboard, Dec. 16), includes the Nor-Cal Record Service in San Francisco, plus Hartstone companies in Los Angeles and Boston.

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MIDEM PREPS SHUTTLE LIFT

CANNES — The MIDEM management is arranging for regular shuttle service from outlying hotels to both the MIDEM office area at the Martinez and the Palais des Festivals, scene of evening galas, including the grand opening international gala on Jan. 21. Also listed are Czech and French national galas on Jan. 23, and Italian and British galas on Jan. 25. Classical galas are expected for Jan. 22, 24 and 26. The annual MIDEM trophy gala is listed for Jan. 27.

CHRISTMAS GREETINGS

• Continued from page 1

Ring out the old and bring in the new art
For Levy of Epic and UA's Mike Stewart.
And while grogs of cheer are being hoisted round,
Let some good share be Atlantic-bound.
To Ahmet and Nesuhi and Jerry et al
An abacus to count the Seven Arts haul.

★ ★ ★

Fill the stocking up to the knee
With global ties for Larry Finley.
Also a thought, to hold for the nonce,
Another track for the Earl of Muntz.
And resting just alongside the latter—
For Amy's Uttal, an unpurchased platter.
Soft by, a soul version of "The Anvil Chorus"
For Roulette's Levy—Moishe or Morris.
Here's a Dove-like windup doll
For Diamond Records' Kolsky and Kahl.
And there are yet gifts a lot
For Vanguard, Elektra, Colgems and Dot,
For White Whale, Monument and Hickory
Spread out beneath out bounteous tree.
There's even another sound in sight
For Project 3's Enoch Light.
And a crackling new breakfast cereal
For the flower children at Imperial.
And here's a wider recording curve
To delight J. Schoenbaum of Forecast/Verve.
And there for the brothers Chess and David Kapp,
A special Christmassy lagniappe.

★ ★ ★

Then give a yell for the p.r. crew,
Rolontz and Altshuler, the Roberts two,
Handwerker, Barter and Salidor—
The boys who have to know the score,
Like Herb Helman and Johnny Sipple—
To praise records, artists and other pipples.

★ ★ ★

But wait, dear friends, if a fink you think us
For not mentioning all who link us,

Executive Turntable

• Continued from page 4

Hermie Dressel has been promoted to head of the New York office of Scandore & Shayne Management. He has been with the firm for four years. Dressel previously was public relations director for Arthur Godfrey Records.

★ ★ ★

Frankie Mayo has joined the Jimmy Lamare Agency to co-ordinate commercial-show group activities. He will operate from the firm's New York office reporting directly to Jimmy Lamare.

★ ★ ★

Richard B. Carter has been named director, Western operations, Columbia Special products in Hollywood.

★ ★ ★

John H. Reese appointed to the position of procedures administration manager at Capitol on the Coast. He will act as liaison in the fields of policy and procedures and will be responsible for developing and publishing operating practices for field implementation.

★ ★ ★

Derek Church named advertising and merchandising manager at Liberty Records on the Coast, replacing Jack Levy who has resigned to join Dot as advertising-merchandising director.

★ ★ ★

Biff Collie, country disk jockey, has been named sales and promotion co-ordinator for Imperial Country. He will be responsible for all country artists with Liberty.

★ ★ ★

La Verne Gatling has been appointed assistant manager and director of Invincible Recording Corp. of New York. She will report to Leon Brazelton Jones, Invincible president.

★ ★ ★

Earl D. Horwitz has been appointed to the new post of Western sales manager of PlayTape. He'll report to Hal Dennis, national sales manager of the 2-track CARtridge tape firm. Horwitz was national sales manager of Muntz Stereo-Pak. Previous to that, he'd been with Capitol Records Distributing Corp. 15 years, serving as West Coast sales manager and special marketing manager.

DGG Releases 10 Albums

HAMBURG — Deutsche Grammophon has released 10 new LP's including Herbert von Karajan's recording of orchestral works by Tchaikovsky, Jochum's cycle of Bruckner symphonies and Telemann's "The Constant Music Master."

DGG is also releasing Mahler's "Symphony No. 9" with Rafael Kubelik and the Bavarian Radio Symphony Orchestra. This is the first of a Kubelik project for the recording of all nine Mahler symphonies.

Harpist Nicanor Zabaleta has recorded an LP with Paul

Kuentz and his Chamber Orchestra with music of Handel and Debussy Albrechtsberger and Ravel.

Pianist Martha Argerich is on the list with an LP of Prokofiev's "Toccatina" and Ravel's "Jeux d'eau," together with pieces by Chopin, Liszt and Brahms. Two further Argerich LP's are on the list of new Grammophon releases, including Prokofiev's "Third Piano Concerto" and Ravel's "Concerto in G" major with the Berlin Philharmonic under Claudio Abbado.

CBS Int'l Eyes Plant For ECM Countries

• Continued from page 1

manufacturing and technical operations for CBS International in Europe. The odds point to the Dutch plant as the one to be expanded, according to a CBS spokesman here.

One of the factors leading to Benou's appointment is the growth of the CBS plant in Aylesburg, England. This year the plant increased its volume by 30 per cent over 1966. Increased output is expected in 1968.

The United Kingdom, of course, will not be affected by the tariff eliminations among Common Market countries, at least until such time as the U. K. is admitted to the ECM.

The U. K. is part of the Outer Seven, a common market group which includes the Scandinavian countries, Portugal and Austria. Reduced tariffs among these nations could result in further expansion of the English plant.

Benou, who had been with RCA International, joined CBS International in 1966. He reports to Peter De Rougemont, CBS International European operations vice-president.

We've still hails for Sales,
A&R and the lawyers who ink us,
Also the publishers, including George Pincus.
So lift the cup and toast the trade
For all the happy music made.
And even let some thanks be heard
To those who make the Spoken Word.
For this is the season to rejoice in,
And we just want to get our voice in.

OTIS REDDING

Will Live On In Our Hearts

ATLANTIC RECORDS • 1967

Spotlight Singles

NUMBER OF
SINGLES REVIEWED

THIS WEEK
185

LAST WEEK
151

*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

FRANKIE VALLI—TO GIVE (The Reason I Live)

(Prod. Bob Crewe) (Writers: Crewe-Gaudio) (Saturday/Seasons' Four, BMI)—Powerhouse production ballad penned by Bob Crewe and Bob Gaudio has all the emotional and commercial ingredients to go right to the top. Fits all programming with an exceptional Valli performance and Charlie Calello lush string arrangement. Flip: "Watch Where You Walk" (Saturday/Seasons' Four, BMI). Philips 40510

BOBBY VINTON—JUST AS MUCH AS EVER

(Prod. Billy Sherrill) (Writers: Singleton-Coleman) (Roosevelt, BMI)—Back in his solid sales bag of poignant ballads thanks to "Please Love Me Forever," Vinton follows up that top 10 success with another sure-fire sing-a-long ballad. A jukebox must as well. Flip: "Another Memory" (Acacia, ASCAP). Epic 10266

TOP 60 POP SPOTLIGHT

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

KING CURTIS & KINGPINS— I WAS MADE TO LOVE HER

(Prod. Tom Dowd & Tommy Cogbill) (Writers: Cosby-Moy-Hardaway-Wonder) (Jobete, BMI)—The Stevie Wonder smash could hit all over again via this solid rocking instrumental treatment by Curtis. It's Curtis at his best and the disk swings from start to finish. Flip: "I Never Loved a Man" (14th Hour/Pronto, BMI). Atco 6547

CANDYMEN—DEEP IN THE NIGHT

(Prod. Buddy Buie) (Writers: Buie-Nix-Adkins) (Low-Sat, BMI)—Their "Georgia Pines" still riding the Hot 100 proved an initial chart entry and this easy-beat folk rocker with an intriguing lyric has the potential of fast topping that success. Good sound throughout. Flip: "Stone Blues Man" (Unart, BMI). ABC 11023

1910 FRUITGUM CO.—SIMON SAYS

(Prod. J. Katz-J. Kasenetz-E. Chiprut) (Kaskat, BMI)—Infectious rocker serves as a strong debut for the new group on Buddah. A discotheque winner, group turns in a good vocal workout as well. Flip: "Reflections From the Looking Glass" (Kaskat, BMI). Buddah 24

ANDERS 'N' PONCIA—SO IT GOES

(Prod. Anders-Poncia) (Writers: Andreoli-Poncia, Jr.) (Kama Sutra, BMI)—Marking their debut on Kama Sutra, the composers come on strong with a happy beat novelty that has all the earmarks of a fast hit. Should prove a hot chart entry. Flip: "Virgin to the Nite" (Kama Sutra, BMI). Kama Sutra 240

SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

RAY CHARLES—Come Rain or Come Shine (A-M, ASCAP). (Writers: Mercer-Arlen)—From the Atlantic Classics Revisited Series comes a potent Charles hit of the past. Top vocal performance backed by exceptional Ralph Burns arrangement. Atlantic 2470

DRIFTERS—Still Burning in My Heart (Unbelievable, BMI). (Prod. Bob Bateman & Lou Courtney)—Rocking blues wailer loaded with pop commercial dance potential . . . one of the group's finest. Atlantic 2471

PEARL BAILEY/LOUIS BELLSON & HIS ORK—So Long Dearly (Morris, ASCAP). (Prod. Andy Wisewell) (Writer: Herman)—Currently setting Broadway ablaze as the star of "Hello, Dolly!," Miss Bailey offers one of the many highlight numbers of the show. A must for jukeboxes. RCA Victor 47-9408

FATS DOMINO—Work My Way Up Steady (Bartholomew/Dumhall, BMI). (Prod. Dave Bartholomew) (Writer: Hunter)—The writing team of Domino and producer-arranger Bartholomew is reunited in this debut of the New Orleans-based label Broadmoor, distributed by Dover. It's Domino at his best with infectious Ivory Joe Hunter material. Broadmoor 104

LOU MONTE—All for the Kids (Roosevelt, BMI). (Prod. Andy Wisewell) (Writers: Radcliffe-Scott)—A compelling piece of lyric material that should be heard. Fine performance by Monte with arrangement to match by Stan Applebaum. RCA Victor 47-9405

DICK CLAIR—Hi, Dad (Asa, ASCAP). (Writers: Clair-McMahon-Scott)—A very funny spoof on the Dad-Son disk debate featuring an interesting piano solo by "Laverne." Imperial 66272

CHRIS BARTLEY—For You (Blackwood, BMI). (Prod. Van McCoy) (Writer: McCoy)—The "Sweetest Thing This Side of Heaven" winner offers a well-done Van McCoy blues ballad with an easy rhythm dance beat in strong support. Vando 3002

WALTER JACKSON—Everything Under the Sun (Saturday, BMI). (Prod. Ted Cooper) (Writers: Crewe-Knight)—Penned by Bob Crewe and Gordon Knight, this pulsating rocker serves as strong material for the wailing Jackson vocal workout. One of his most commercial outings. Okeh 7305

ANTHONY & IMPERIALS—I'm Hypnotized (Razzle Dazzle, BMI). (Prod. Teddy Randazzo) (Writers: Seymour-Randazzo-Pike)—Easy-beat rhythm item with much commercial appeal for the teen buying market. Veep 1278

DES O'CONNOR—Careless Hands (Melrose, ASCAP). (Prod. Norman Newell) (Writers: Hilliard-Sigman)—Currently riding the British charts, this smooth revival of the oldie is well done in sing-a-long fashion. Good jukebox bet. Tower 387

TAMIKO—Don't Go Breaking My Heart (Jac/Blue Seas, ASCAP). (Prod. Jimmy Wisner) (Writers: David-Bacharach)—Burt Bacharach-Hal David ballad material is treated to a fine vocal performance and dance arrangement by the stylist. December 881

AVENGERS—Everyone's Gonna Wonder (Breck, BMI). (Prod. Rick Shorter) (Writer: Malcolm)—Hot New Zealand disk sellers have much chart potential in this well-done rocker with identifiable lyric content. Good group sound. Jubilee 5609

ARLO GUTHRIE—The Motorcycle Song (Applesseed, ASCAP). (Prod. Fred Hellerman) (Writer: Guthrie)—Culled from his current best-selling LP, "Alice's Restaurant," Woody Guthrie's song has an interesting and commercial original rhythm item here. Reprise 0644

WE FIVE—High Flying Bird (Bexhill/Quartet/Sleepy Hollow, ASCAP). (Writer: Wheeler)—The Billy Wheeler folk number is given a strong interpretation here, featuring the distinctive voice of Beverly Bivens. One to watch. A&M 894

LOVE GENERATION—Maman (Morris, ASCAP). (Prod. Tommy Oliver) (Writers: Charnin-Thomas)—From the defunct musical production, "Mata Hari," this stirring piece of ballad material is well performed by the group who made a big chart dent previously with their "Groovy Summertime." Strong disk even without the show. Imperial 66275

TIM BUCKLEY—Morning Glory (Third Story, BMI). (Writers: Beckett-Buckley)—The unique style of the folkster is heard in fine form with compelling original ballad material. Elektra 45623

SAGITTARIUS—Another Time (Since, BMI). (Prod. Gary Usher) (Writer: Boettcher)—A moving, intriguing ballad set to an easy dance beat and given a strong vocal workout. Columbia 44398

BY GEORGE & CO.—When the Lovelight Starts Shining Through Her Eyes (Jobete, BMI). (Prod. Madara, White & Huff) (Writers: Holland-Dozier-Holland)—An early Supremes hit is given a wild revival via this exciting rocker loaded with discotheque appeal. Veep 1271

WILL-O-BEES—It's Not Easy (Screen Gems-Columbia, BMI). (Prod. Bill Traut) (Writers: Mann-Weil)—Big sound, big production, folk rhythm number has all the earmarks of an important commercial entry. Smooth group blend and dance beat in strong support. Date 1583

TOP 20 COUNTRY

COUNTRY

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

DAVID HOUSTON & TAMMY WYNETTE— IT'S ALL OVER

(Prod. Billy Sherrill) (Writers: Sherrill-Sutton) (Gallico, BMI)—The winning duet of "My Elusive Dreams" fame has another chart topper in this poignant ballad of lost love. The team is hard to beat with this Billy Sherrill-Glenn Sutton material. Flip: "Together We Stand" (Gallico, BMI). Epic 10274

MEL TILLIS—ALL RIGHT (I'll Sign the Papers)

(Prod. Paul Cohen) (Writer: Tillis) (Cedarwood, BMI)—Tillis wrote this rhythm ballad with strong lyric line and performs it to perfection. Has the ingredients to prove one of the top Tillis disks to date. Exceptionally well done. Flip: "Helpless, Hopeless Fool" (Cedarwood, BMI). Kapp 881

CHART

Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

LAMAR MORRIS—The Great Pretender (Panther, ASCAP). MGM 13866

JIMMY PAYNE—Where Has All the Love Gone (Glaser, BMI). EPIC 10261

GRANDPA JONES—That's All This Old World Needs (Vintage, BMI). MONUMENT 1043

OSBORNE BROTHERS—My Favorite Memory (Bronze, SESAC). DECCA 32242

BOBBY BUTTRAM—Fools Come in Three Different Sizes (Back Bay, BMI). WAYSIDE 1008

CLYDE OWENS—Wide World of Love (Yonah, BMI). CHART 59-1016

BOBBY BRADDOCK—Old Faithful (Tree, BMI). MGM 13843

GORDON TERRY—Togetherness (Peach, SESAC). CHART 1014

BILL FLOYD—It's Over, It's Finished, It's Done (Vanjo, BMI). WAYSIDE 1010

LEON RAUSCH—Dim Lights, Thick Smoke (Comet, BMI). LONGHORN 583

DEE MULLINS—I Am the Grass (Singleton, BMI). SSS INTERNATIONAL 728

BILL HOWARD—Don't You Think It's a Little Late for That (Forrest Hills, BMI). DECCA 32231

CARSON DALHART—Don't Let the Other Cowboys Know (I Cried) (Ladder, BMI). DAVIE DAL 607

GENE HOOD—There's Gonna Be Lovin' (Peach, SESAC). CHART 1011

TOP 20 R&B

R&B

Spotlights Predicted to reach the TOP SELLING R&B SINGLES Chart

CHART

Spotlights Predicted to reach the R&B SINGLES Chart

ADMIRATIONS—Wait 'Til I Get to Know You (Vapac, BMI). ONE-DERFUL 4849

JIMMY McCRAKLIN—Get Together (Metric, BMI). MINT 32033

PHIL FLOWERS—Cry on My Shoulder (Shifting Flowers, BMI). DOT 17058

TED TAYLOR—Miss You So (Excellorec, BMI). RONN 15

BROOKS & JERRY—I Got What It Takes (Arc, BMI). DYNAMO 114

LITTLE JOHN BOWIE—Go Go Annie (Rice Mill, BMI). PHIL L.A. OF SOUL 307

TOMMY YATES—If You're Looking for a Fool (Crazy Cajun, BMI). VERVE 10556

CHI-LITES—Love Me (Jalynne, BMI). REVUE 11005

TROY KEYES—Love Explosions (Zira/Floteca/Mia, BMI). ABC 11027

FUGITIVES—Human Jungle (Nom/Unbelievable, BMI). ROULETTE 4779

BOBBY WELLS—Let's Cop a Groove (Scoeber, BMI). ROMUR 0100

TOMMY COLLINS—Oh What I'd Give (Toote Town, BMI). VERVE 10565

JOHN THOMAS—Who Could Ever Love You (Web IV/Ragmar, BMI). VEOP 1272

JUNE EDWARDS—You Ain't Woman Enough (Sure-Fire, BMI). SOUTH CAMP 7008

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

DECEMBER 23, 1967, BILLBOARD

In Memoriam

JIMMY KING
RONNIE CALDWELL

PHALON JONES
CARL CUNNIGHAM

The Bar-Kays

ATLANTIC RECORDS • 1967

Musical Instruments

Bandmasters Are Beginning To Listen to New Sounds

By RAY BRACK

CHICAGO—High school and college bandmasters are about to conduct the pop musical instrument business in to a new phase, according to reports from exhibitors at the 21st annual Midwest National Band Clinic here last week.

"Bandmasters used to walk right on by our exhibit," said Herb Altman, sales promotion director for the Danelectro Co. "Now the students they have with them are pulling them over to the booth. Someday, some smart high school band directors are going to say, 'Why not guitars?' Then they'll add guitars to their school programs and the other bandmasters are going to follow. Why? Because the kids are demanding that the guitar be accepted into the schools."

Historically, the guitar has had as much difficulty getting into the schools, guitar makers report wryly, as Mainland China has had getting into the United Nations.

"But now it's happening," Altman said, "because the kids are in revolt."

The dichotomy of the typical retail operation is indicative of the problem. Exhibitors at the Clinic here recalled how in the early days of the amplified guitar boom — times have changed now — large music stores carefully separated their gaudy guitar displays from the "serious music" areas of their stores. Reason? The school music directors couldn't stand the sight of them.

"Those bandmasters who are listening to the new pop sounds," Altman said, "are changing their minds — both about the music and the instruments."

Read

Representative of the old attitude is the comment of a music stand company official who, when asked about stands for the pop music market, said, "You mean they read music?"

"They do read," said Ross Hastings of Music Publishers

Holding Corp. (now owned by Seven Arts Corp.). "They read and they're buying some of the older standards to broaden their repertoire. The kids are using charts and learning to read."

Vox was at the Clinic with its Ampliphonic sound system and a spokesman declared: "This thing is just about to break. The Bill Page record on Tower is moving in Dallas and three Los Angeles studios are strongly considering adoption of the system for increased versatility in recording sound."

Rose Bowl

He said that Herb Alpert was to have visited the Vox laboratories in Hollywood last Friday to investigate the possibility of adopting the Ampliphonic winds system for his Tijuana Brass on tour. The Brass utilizes many special effects on recordings that can be duplicated live only with a system such as the Ampliphonic. Henry Mancini is also reportedly investigating the tour-band possibilities of the system.

"And we're racing to see if we can have a marching band equipped with the system in time for the Rose Bowl parade," a spokesman said. "The speakers will be in the bandsmen's hats."

Exhibit and items of interest at the Clinic:

- Danelectro showed its Coral

New Amplifier Has 289 Cu. In.

LOS ANGELES—The newest Vox guitar amplifier costs \$30,000, seats two and is powered by 289 cubic inch Ford Cobra engine. But it's not available to retailers.

We refer, of course, to the Voxmobile, a show-case roadster with side panels shaped like Vox guitars and enough self-contained equipment to amplify 32 guitars. There's a Vox dual manual Continental organ mounted in the rumble seat region.

"We plan to make maximum use of this promotional vehicle," said Joe Benaron, president of the Vox division of Thomas Organ Co. It's already been seen on the "Dick Clark Show," "Groovy" and the "Woody Woodbury Show" and will appear in several TV shows and movies next year.



THE PERCUSSIVE CRESCENDOS, heard on "Things I Should Have Said," by the Grass Roots on Dunhill, were produced by Rob Grill, left, with his Eko violin-shaped bass. Group's lead singer, Warren Entner, is seen playing the new Eko violin-shaped six-string. Not pictured are the group's lead guitarist Creed Bratton and drummer Rickey Coonce.

electric sitar now being played by Al Nichol of the Turtles, Gabor Szabo, Richie Havens, Tom Dawes of the Circle, Don Costa and Bob Bain. The firm also showed up with a new \$139 hollow-body bass which promises to serve dual functions. It has six strings and, unlike the usual method of providing an octave higher switch for only one string, it will let the musician switch five strings up an octave to permit lead guitar chord work.

Melodica

- Gibson exhibited its Maestro Rhythm King, capable of creating 18 authentic rhythm patterns with mix, additional voices and special effects.

- Hohner showed its melodica line and a new electric piano.

- Trophy Music Co. showed its recorders — described as an ideal supplementary line for the music dealer. Sales manager Joseph H. Berger reported that sales have increased 200 per cent over the past two years.

- Jenco showed a new electric celeste.

- So did Ludwig's Musser division.

- Conn showed its Multi-Vider sound effects and tone variation unit for winds and its companion "500" amplifier.

Other exhibitors: American Music Conference, Big 3, Chicago Musical Instrument Co., Getzen, Gretsch, King, Leblanc, Lyon-Healy, Premier, Remo, Rogers, Ross, Selmer, Slingerland, Valco and Wurlitzer.

We'll have another clinic report next week.

Peer-Southern to Exhibit New Stand

CHICAGO—Peer-Southern's educational department will introduce a new display stand for their Stage Band, Concert Overture and Sing and Play folio series during the Midwest Band Clinic at the Sherman House Hotel here Dec. 12-16.

The new stand will be made available to music dealers throughout the country, according to department head Ted Black.

Peer-Southern will also introduce some new Les Kaufman choral and symphonic arrangements during the clinic.

Standel Buys Firm

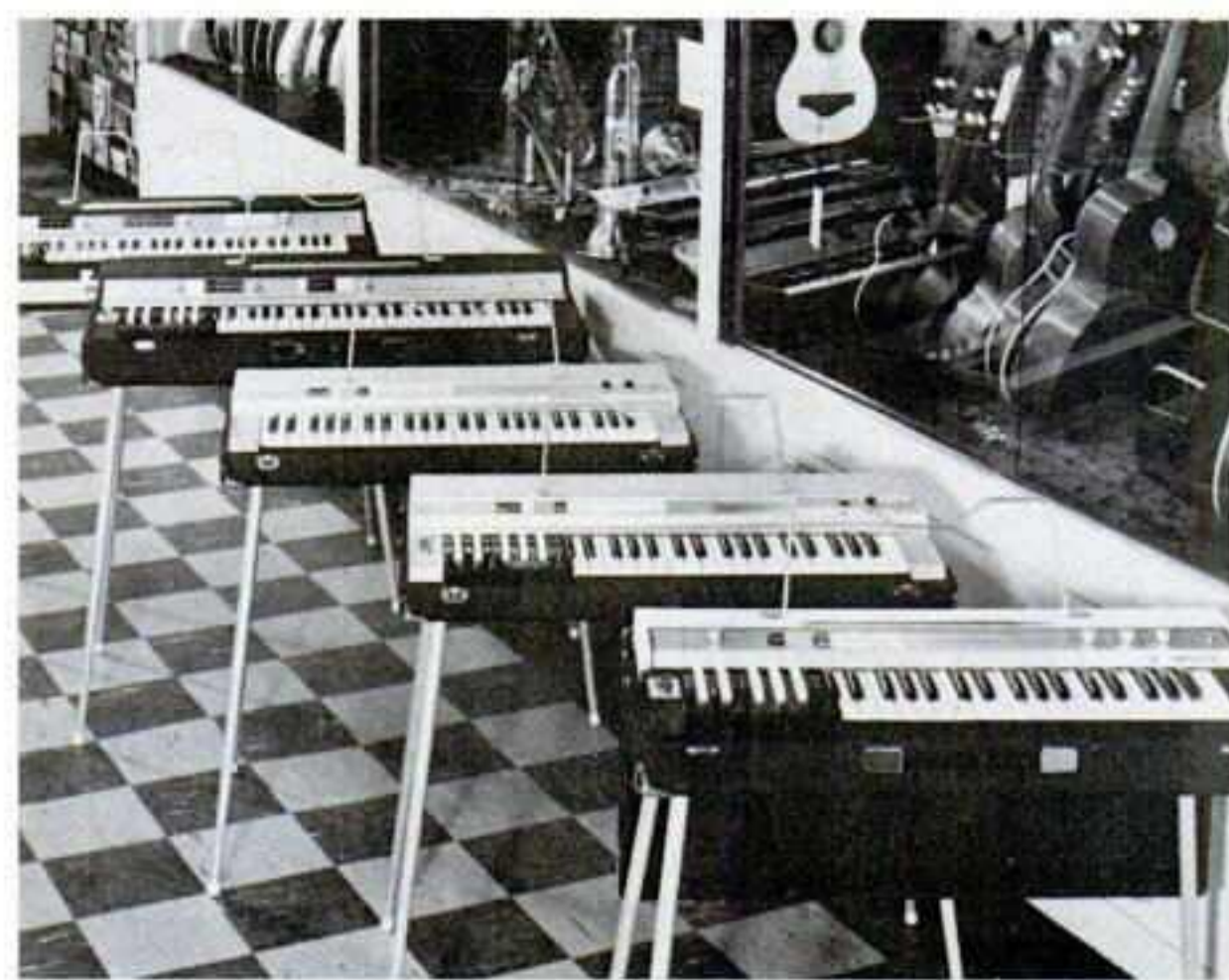
LOS ANGELES—The Standel Co., El Monte, manufacturer of guitars and amplifiers, has acquired Stephens Trusonic Co., Pasadena, and will operate it as a division.

Trusonic manufactures speaker systems and a full line of high fidelity speakers available through Standel sales representatives.

Several organizational and personnel changes are contemplated.

Store Concert

ARCHBOLD, Ohio—Grisier's Music Store here booked pop organist Al Bollington into the high school auditorium Dec. 4 for a free concert for its customers.



THE COMBO CRAZE HAS WMI CORP. introducing this new line of transistorized Teischord rock organs. The five models range in price from \$349 to \$599. They are lightweight, compact and have legs-off portability. Models B, C and C-1 are 49-key units. Models D and G have 61 keys.

Elect Officers, Trustees And Directors for AMC

CHICAGO — At a recent board meeting the American Music Conference, beginning its 21st year as the public relations arm of the music industry, elected new officers and named seven new trustees and directors.

AMC president is now James M. E. Mixer, vice-president of Baldwin Piano & Organ Co. Longview, Wash. Music dealer Ted F. Korten (Korten's) was elected vice-president. Richard V. Madden, vice-president of Chicago Musical Instrument Co., Chicago, is the new secretary, and treasurer is Jay L. Kraus, president of the Harmony Co., Chicago.

Edward A. Targ, vice-president of Targ & Dinner, Inc., Chicago, is AMC past president.

Named as new AMC trustees were Thomas A. Delaney, executive vice-president of the Gulbransen Co., Melrose Park, Ill.; Vito Pascucci, president, G. Leblanc Corp., Kenosha, Wis.; Fred Targ, vice-president, Targ & Dinner, Inc., Chicago.

New directors are William H. Beasley, Jr., vice-president, Whittle Music Co., Dallas; Marion E. Karnes, Karnes Music Co., Des Plaines, Ill.; William Ludwig, Jr., president, Ludwig Drum Co., Chicago and Lowell

D. Samuel, president, Samuel Music Co., Effingham, Ill.

Trustees

Incumbent trustees are Robert P. Schmitt, president, Paul A. Schmitt Music Co., Minneapolis; Elmer F. Brooks, vice-president, Aeolian American Corp., East Rochester, N. Y.; Alfred Dronge, president, Guild Musical Instruments, Hoboken, N. J.; Salvatore T. Chiantia, vice-president, MCA Music Corp., New York, N. Y.; John C. Koss, president, Koss Electronics, Inc., Milwaukee; David Wexler, president, David Wexler & Co., Chicago.

Directors continuing are Walter R. Benson, vice-president, The Wurlitzer Co., DeKalb, Ill.; Ted M. McCarty, president, Bigsby Accessories, Inc., Kalamazoo, Mich.; E. R. McDuff, Aeolian American Corp., Dallas; Robert H. Nelson, executive vice-president, Hammond Organ Co., Chicago and Henry Z. Steinway, president, Steinway & Sons, Long Island City, N. Y.

Record Budget

For the fourth consecutive year the directors approved a record budget for its public relations and consultation service program, including stepped-up direct services to newspaper-radio-television media in the nation's 50 major markets.

The board also approved plans for AMC exhibits at the Midwest Band Clinic, National Association of Secondary School Principals convention, American Association of School Administrators convention, Association for Supervision and Curriculum Development convention, National Association of School Boards convention, Department of Elementary School Principals meeting, National Catholic Educators Association convention and the convention and trade show of the National Association of Music Merchants.

The staff will attend the Music Educators National Conference convention.

Vox Endorsement

LOS ANGELES—The Lewis and Clarke Expedition has signed an endorsement of product contract with the Vox Guitar and Amplifier division of Thomas Organ Co.

España
ELECTRIFIED
NYLON STRING
GUITAR

Exclusive new Electronic BRIDGE PICK-UP frees guitar top of noisy mikes and controls. Picks up string vibrations only!

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THE DRONE EFFECTS on Gabor Szabo's new album, "Jazz Raga," were achieved by the Coral electric sitar from Danelectro, the artist reports. Szabo, seen here in rehearsal, said "The electric sitar is easy to tune. It is easier to handle and manipulate, especially at club dates. Tuning in to say piano or guitar is a lot easier."

the american breed

*groups may come and fads may end;
and, oh, the confusion with the change and trend;
something to last—that's the need!
and last they will...The American Breed.*

sandy duore



current single release: "bend me, shape me" (45-811)

current album release: "the american breed" (mono: a8002; stereo: a38002)

currently on nation-wide tour



acta RECORDS, HOLLYWOOD 28, CALIFORNIA/A DIVISION OF DOT RECORDS, INC.

'Dow Jones' Ticker Moves Slowly

NEW YORK — "How Now, Dow Jones" is just an average Broadway musical issue. But,

HERE'S WHAT DAILIES SAID

NEW YORK — "How Now, Dow Jones," a musical with a score by Elmer Bernstein (music) and Carolyn Leigh (lyrics), opened at the Lunt-Fontaine Theatre, New York, Dec. 7. Following are excerpts of the reviews appearing in the daily newspapers:

TIMES: "...has a score as enlivening as an endless chain of ticker tape and a story as likely as a Lonely Hearts column in The Wall Street Journal."

NEWS: "There are charming bits and pieces and people... and some cheerful songs, but the best part of the show is its title."

POST: "I feel sure 'How Now, Dow Jones' will have a long and prosperous run... a pleasant musical comedy entertainment."



Three is a special number for Wes Montgomery, now that he's added two more albums to his list of best selling jazz albums. "A Day in the Life" (A & M 2001-M; SP 3001-S) tops the list of jazz best sellers, with "The Best of Wes Montgomery" (Verve V8714-M; V6-8714S) not far behind. They join his long standing hit album, "California Dreaming" to form a trio that's an outstanding showcase for Wes' superb, versatile, demanding guitar styling—the kind few guitars can match. That's why he plays a Gibson, the outstanding choice of professionals. (Advertisement)

in these days of sparse and generally lackluster musical fare, an average musical show can get by, so this new David Merrick production has a chance to eke out a run. RCA Victor held its original cast album session Sunday (17), so it's apparent that the label is bullish about "Dow Jones" as a growth stock.

One of the most unusual things about this otherwise usual musical is that it comes to Broadway as an original and not an adaptation from a film, novel or play as so many of today's musicals are. The idea, conceived by Carolyn Leigh and elaborated into a libretto by Max Shulman, centers on Wall Street shenanigans with a story of local boy who makes good and makes out, to tie it all together. It's a simple plot and not very exciting but it does have some Shulman laugh lines to keep it from lagging.

The score, on which the fate of Victor's original cast album really rests, is a hit-and-miss affair. The lyrics by Carolyn Leigh hit but the music by Elmer Bernstein misses. Miss Leigh's rhymes are sharp and inventive but Bernstein, who is making his first Broadway try here after a string of film music clicks, gives little support. Except for the rousing "Step to the Rear," there's little melodic lilt to get the tunes a show-casing outside of the production. Some of the special material numbers, like "They Don't Make 'em Like That Anymore," "Shakespeare Lied" and "He's Here" stand out primarily because of their lyric values. Philip J. Lang's orchestrations, however, give Bernstein's music a flavorsome jazzy quality.

There is a pleasant and amiable aura surrounding the production supplied mainly by the four principals, Anthony Roberts, Marlyn Mason, Brenda Vaccaro and Hiram Sherman. Roberts is the local boy who makes good and Miss Mason is the girl with whom he makes out. They are a likable couple and make their song and dialog believable. Roberts, especially,

is a bright new face for the musical theater and has, as Shulman has him say in the script, "a future ahead of him." Miss Vaccaro is a strong supporting lady and gets the most out of a laugh line or a patter song. Sherman, too, draws the laughs but his way is so effortless, it's magical.

George Abbott, who has racked up 109 Broadway assignments with this production, was brought in during the out-of-town tryout to save the show. The patient is alive but it's not kicking. **MIKE GROSS**



BLOOD, SWEAT & TEARS, Columbia Records new group, performs at a recent party in its honor at Steve Paul's The Scene in New York. The group's director, Al Kooper, is not shown in picture.

Sherman Spins Time-Saving Tips

Following is the fourth in a series of articles by arranger-producer Garry Sherman on studio techniques.

NEW YORK — Time means money. The more time we save and the more we accomplish in a given time period, the more money we've saved and consequently the more we've earned.

At a recording session, saving time could be dangerous because it is unwise to push musicians. Pushing at a date creates tension and tension opposes rather than enhances creativity. There are a number of things that will save time on a date and a number of ways to move things along during a session without giving the impression of pushing.

To start with, call the studio with the setup as soon as possible

before the date. Many unusual miking situations, special electronic equipment, extra limiters, compressors, etc., need special preparation on the part of the engineer. In fact, it is often wise to discuss these situations with your engineer because he may have a simpler solution to your problem, or he may feel your request is impossible so you have time to make other plans. When calling in the setup, arrange to have the piano tuned as close to the time of the session as possible. An out-of-tune piano is always a trouble spot.

Next, there is the matter of production sheets. Many producers don't use production sheets depending on how well they know their material, but at times it is wise to make a production sheet for the engineer.

Janis Ian's Messages: How To Succeed by Being Grim

NEW YORK — Sixteen-year-old Janis Ian has a message. But whether its content is reality or fantasy, one theme is predominant—disintegration of the mind, leading to mental destruction of society.

Before a packed house at Philharmonic Hall Dec. 8, the Verve recording artist methodically and unemotionally

spelled out her message in song. With her crisp voice, she soared to the heights while dousing her audience with her macabre incantations. Insanity, frustration and apathy, Vietnam, poverty and loneliness—she sang them all—each with the same pessimistic view towards destruction. She sang of love, yet the air was fraught with death. She laughed, but there was a morbid echo.

Janis Ian, whose reputation catapulted when Leonard Bernstein focused attention on the lyrics of her "Society's Child" on his CBS-TV special, "Inside Rock—The Pop Revolution," drew a wide age spectrum of audience. The range varied from the teenybopper set, through the hippie adolescents to middle-aged adults. Collegians comprised a high percentage of the audience.

Miss Ian displayed a cool, unpretentious style as she unfurled her potent lyric compositions. With the backing of the New York Rock 'n' Roll Ensemble, an Atlantic Records group, and accompanying herself on the guitar and piano, she projected an invigorating delivery imbued with pessimism. The NYRRE, in its short solo performance, depicted itself as a multi-talented group destined to make it in its own right. The group is reminiscent of the minstrels of old with ballads and chamber-like music.

As for Miss Ian, it is hoped that she doesn't take all her lyrics to heart. She has the makings of one of this generation's greatest poets. **HANK FOX**

Della Reese Is a Charmer In Stint at W. Coast Hotel

LOS ANGELES — Della Reese charmed an SRO crowd at the Century Plaza Hotel here with a diversified program that skipped from blues to jazz and into the r&b field.

She borrowed Glenn Yar-

brough's "Baby the Rain Must Fall" for change-of-pace but wisely concentrated on a few standards and her own "Girl Talk" and "On a Wonderful Day Like Today," for applause. "I Get the Blues," "Something Cool" and "A House Is Not a Home" received capable treatment, as did "On a Clear Day" and "Try to Remember."

The ABC Records songstress was adequately backed by Marvin Jenkins, piano; Allan Jackson, bass, and Calvin Anthony, drums. The 14-selection program was arranged by musical director Peter Meyers. Frankie Ortega's orchestra augmented Miss Reese's sidemen. **BRUCE WEBER**

pounding is a vital percussive propellant as the fifth Edition is not heard on mike.

Thelma Camacho's operatic soprano graces the group's strong sound and her voice is both softly purring and dramatically funky. **ELIOT TIEGEL**

First Edition Is Front Page Group

LOS ANGELES — Various styles of pop music are blended in the First Edition—a vocal quartet—which made its Troubadour debut Dec. 5.

The local booking is their first since their debut Reprise LP was released several weeks ago. The four guys/one gal are a crisp, enthusiastically polished act. While their dress is a 1967 version of the 1800's, their music is extremely contemporary, with Terry Williams' amplified guitar, Kenny Roger's amplified bass and Mike Settle's guitar establishing a simple, yet firm rock foundation. Nickey Jones'

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JAY MORTON, center, rhythm and blues singer, will launch Surprise Records for owners Nat Perry, left, and Bubber Johnson. The new label headquarters in Jamaica, N. Y.

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STAND
MYSELF**

KING 6144

KING RECORDS

Merc.'s Ross Makes Hits Like Clockwork

By ED OCHS

NEW YORK — Now that Jerry Ross is Mercury's a&r director he doesn't have to cut records in a put-together studio beneath an automobile dealer's showroom in Philadelphia. These days, Ross oversees production on rock notables Spanky & Our Gang, Jay & the Techniques, Jerry Butler, Kieth and more. With arrangers Jimmy Wisner and Joe Renzetti, Ross has bolstered the Smash label with a flurry of chart contenders—and a few champions.

Ross zeroed in on his career in Philadelphia. "I got to know the business through and through," he says, "by playing the records as a disk jockey for 10 years, plugging them in promotion, and getting up every morning to the radio until I thought I knew enough about how to make a hit. Then I tried it on my own." Since he joined Mercury 19 months ago, Ross has never been off the charts. Ninety-two weeks later, Ross can read any rock chart,

turn on any radio and find "Keep the Ball Rollin'," "Lazy Day," and "Mr. Dream Merchant," as proof of his success.

Ross was Dick Clark's announcer on the original "American Bandstand" show. His career began with "When We Get Married," by the Dreamlovers (which he wrote), now a rock 'n' roll standard, and hit the top in 1966 with Bobby Hebb's version of "Sunny."

Ross feels that the "sing-along" nature of his records accounts for a good part of their commercial success. "Everybody remembers the riff," says Ross. "They remember the chorus even if they forget the words." For Ross, a song must sell itself as potentially successful no matter who sings it, and, in turn, the tune must fit the personality of the singer. He will not produce a song just because the artist is well known. Ross is a firm believer in the "ideal marriage" between artist and material.

With a good grasp on the rock bag at Mercury, he would still like a Diahann Carroll and a Jerry Vale to add depth of field. After 15 successes since he joined Mercury, Ross plans to spend the year's end in California, relaxing and "letting go." He is one of the few who can rest. After all, Ross' average is good enough to leave the rest of the business queued up behind him—at least until the first of the year, when the shuffle starts all over again.



THE CAKE, Decca Records trio, help promote the window display of their new album at Wallich's Music City in Hollywood, with the store's vice-president Ethan Caston.

Campus Dates

The **Lettermen** made their first Denver appearance Dec. 7 at Loretto Heights University.

Sitarist **Nikhil Banerjee** performed at Minnesota University Nov. 18 under the auspices of the University's South Asia Center. He was accompanied on tabla by **Kanai Dutta**.

The 1968 Bloch Young Artist and Wilson Voice Awards competition will be held Feb. 24-25 at Oklahoma City University.

The **Association** performed to a capacity house Nov. 30 at the University of Texas.

The **Ramsey Lewis Trio** played to a full house at the University of Wisconsin, Milwaukee branch, Nov. 27.

The **Three Sounds** appeared in concert Nov. 29 at the Union Ballroom at the University of Utah.

Highlight of Sigma Chi Derby Day at Arizona State University last month was an appearance by the **Turtles**.

Harry James and his orchestra appeared in McFarlin Auditorium at Texas Christian University Dec. 11.

Bryan Sennett and **Marilyn Lipsius** will head a Sennett-Weintraub Coffee House co-ordination meeting with seven regional college representatives at New York University's Loeb Center starting Dec. 31.

Sherman Spins Time-Saving Tips

• *Continued from page 16*

The musicians are entitled to three five-minute breaks in a three-hour session, but at the producer's discretion.

Once you are on the date, there are several things that hold the date down. The most critical is "getting into a tune." There are a number of ways to get into a tune faster. If you had some good rehearsals during which you hit some great grooves, they should have been recorded, then start your date by playing the rehearsal tape of the tune.

Many times a songwriter who performs his song well can play

for the musicians and get them into the groove quickly. A trick of playing a groove that was captured on commercial record also works well. You might also have the singer sing the song live for the band, or the arranger might control the whole thing, setting the tempo and explaining the feeling to the musicians. Another device often used is the metronome.

It is wise to have the engineer listen to the rundown of an arrangement in the studio. It helps give him a better perspective on the arrangement. After that, you should let the engineer get the basic sounds through the board by himself, then if you don't like something, you already have a point of departure. As so on as you have some sort of sound going in the booth, go for a take, then a playback (giving the band a five-minute break).

Most musicians will listen to the playback. It gives them an idea of where they are in relation to the whole and the sooner they know where they are, the sooner they can find the groove.

After the five-minute break, have the arranger balance the internal sounds of the section (strings, voices, horns), then shoot for another take.

In general, it is better and faster to listen monaurally, checking the four (or more) track tape mainly during the five-minute breaks. During a take if there is only a minor mistake, and the band is grooving, keep going. If a singer blows a line and the band is grooving again, don't stop. In general, if your orchestra is developing a momentum, keep go-

ing until you feel you've captured that "great take." Then listen to your playbacks. Listening between every take can kill a groove.

When the time is pressing and you see you are nearing the end of a reel, forfeit your safety tape for a moment and reload it with a fresh tape. Then, while you continue recording on the safety machine, you reload the first machine immediately putting it back into action. This could save an important five or ten minutes at the end of a date when it's usually needed most.

(Ed. note: Since Sherman's time is at a premium, reader response to this series would help draw him out of the studio to continue his discussion on recording techniques. Please write to Mike Gross, c/o Billboard, 165 West 46th Street, New York 10036.)

Signings

Florence Ballard, formerly of the **Supremes**, signed with ABC Records. **George Kerr** is producing her first ABC single. . . . **Jerry Lanning** inked by MGM Records. His first album, "Jerry Lanning Sings," will be issued next month. The **Cautions** joined Hi Records. . . . **Chris and Peter Allen** to Mercury Records. . . . **Jean Pelouquin** signed with Decca Records and MCA Music. The singer-composer's first disk will be "Mister Painter, Paint My Dad," due next month. . . . **St. Peter's Gospel Singers** to Invincible Records. . . . LRI Records signed **Danny Michaels**, a **Handful**, the **International Submarine** and **Arthur**.

The **Illusion** has signed with DynoVoice. The group's first single, produced and written by **Mitch Ryder**, will be released next month. The five-man vocal-instrumental group is now doing one-nighters in the East and will make a national tour to tie in with the release of the single.



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Radio-TV programming

Poll Rates Col. & Cap. as Providing Best Service & Information to Radio Stations

By CLAUDE HALL

• Continued from page 1

the best over-all service in the nation.

But the one record man in the nation most popular with radio stations is Don Graham of A&M Records. He received by far the most votes—more than 10 per cent—as “the national promotion man who has helped most.” He scored not only with giant Hot 100 and Easy Listening format stations, but with smaller stations like 1,000-watt KCBD in Lubbock, Tex.

Rates All Excellent

KCBD program director Bud Andrews, admitting that the power and frequency of KCBD may be the reason for poor service from most record companies, rated A&M, United Artists, and RCA Victor all excellent in service. Besides Graham on a national level, he pointed to T. A. McKusken of RCA Victor out of Dallas as an excellent local promotion man.

Graham also scored in States as far-reaching as Arkansas, Maryland, Colorado, and Georgia, as well as California and Florida. Few promotion men received more than one vote. Most stations could not name one national promotion director.

The comments from radio stations ranged from complaints about record service usually at smaller stations (most record companies find it financially impossible to provide free records to every station . . . especially to those that do not influence record sales to any great extent) to praises. Johnny Holliday, program director of KYA in San Francisco, a powerhouse Hot 100 format station, said: “Having worked in Cleveland and New York prior to San Francisco, in my opinion the guys in San Francisco certainly rate with the best in the country.” On the other hand, music director Don Gilbert of KGEK in

Sterling, Colo., said: “We need record service bad. Capitol will send us stuff that never goes, but never anything by the Beatles or the Beach Boys.” The 1,000-watt Hot 100 station exposes 10-15 new singles a week and Gilbert said that he listens to every new record (most stations don’t).

WOWO ‘Neglected’

One 50,000-watt Hot 100 power that most companies seem to have neglected is WOWO in Fort Wayne, Ind. Program manager Thom Brown pointed out that the station serves Indiana, Ohio, and Michigan and “we could very definitely use more and better service.” The only promotion man he mentioned was Si Gold of Columbia. Brown listens to every record and exposes 10-15 new records each week.

Billboard’s survey shows that 42.9 per cent of the nation’s radio stations expose less than 10 new singles a week. Those

stations exposing between 10-20 new singles each week is 37.3 per cent. About 10 per cent more stations play more than 20 new singles each week and a few more said that they play more than 30 new records each week.

Sixty-eight per cent of the radio stations responding to the questionnaire said they listened to every record sent to them.

General Complaint

One of the general complaints expressed by more than one radio station was that distributors have a tendency to pre-program for them. Bob Walters, operations and program manager of Easy Listening WFLA in Tampa, Fla., said he would prefer to get all records direct from manufacturers because “distributors have a tendency to pre-program for you . . . they figure you won’t play a record, so they don’t send it to you.” While, in truth, WFLA has undergone updating of its middle-of-the-road format. Walters said he felt there’d been enough of a change in more stations over-all “to warrant a wholesale examination of various category mailing plates by all manufacturers and distributors. An example: Although we are the second mar-

(Continued on page 21)

‘Formatitis’ Hurts Trade, Parley Says

By CLAUDE HALL

LAS VEGAS — “Formatitis” is hurting both top 40 radio and sales of singles. This was the conjecture of more than one record and radio man at the Bill Gavin Radio Program Conference here Dec. 8-10. Playing records without announcing them properly and the playing of oldies has been hurting the industry, said Voyle Gilmore, vice-president of a&r for Capitol Records. He pointed to an easy listening record as receiving enough airplay to hit high in the charts, but only reaching 9,000 in sales. He could only determine that the record was displayed wrong . . . either not announced or packaged among several in a row. “This can’t continue. If record companies don’t sell records, we cannot continue to produce records for station to play.” If the people knew that a certain record was for sale and who the artist was, “people would buy it.” Deejays don’t have to give a record a sales talk, but they could introduce the artist and the song and tell listeners that it was a new record.

Bill Gallagher, vice-president (Continued on page 20)

HOW THE LABELS RATE

LABEL	EXCELLENT		GOOD		FAIR		POOR		NONE		POINTS
	Votes	%	Votes	%	Votes	%	Votes	%	Votes	%	
CAPITOL	54	59.3	26	28.8	5	5.4	5	5.4	1	1.1	309
COLUMBIA	54	59.3	22	24.2	7	7.7	7	7.7	1	1.1	303
RCA VICTOR	53	58.2	22	24.2	6	6.6	10	11.0			300
A&M	43	47.2	17	18.7	13	14.3	8	8.8	10	11.0	258
ATLANTIC/ATCO	37	40.7	19	20.9	16	17.6	8	8.8	11	12.0	245
WARNER BROS./REPRISE	31	34.0	25	27.5	13	14.3	14	15.4	8	8.8	239
MGM	30	33.0	32	35.1	11	12.0	13	14.2	5	5.4	251
EPIC	28	30.8	27	29.7	18	19.8	11	12.0	7	7.7	240
LIBERTY	28	30.8	28	30.8	23	25.2	7	7.7	5	5.4	249
MERCURY	27	29.7	30	33.0	17	18.7	11	12.0	6	6.6	243
DECCA	26	28.8	22	24.1	23	25.2	15	16.5	5	5.4	231
DOT	24	26.3	25	27.4	18	19.8	15	16.5	9	9.9	222
ABC	23	25.2	26	28.8	25	27.4	10	11.0	7	7.7	230
UNITED ARTISTS	22	24.1	28	30.8	24	26.3	8	8.8	9	9.9	228
LONDON	21	23.0	25	27.4	17	18.7	18	19.8	10	11.0	211
HICKORY	20	22.0	33	36.2	20	22.0	7	7.7	11	12.0	226
MOTOWN	20	22.0	20	22.0	16	17.6	11	12.0	24	26.3	183
KAPP	18	19.8	31	34.0	21	23.0	14	15.3	7	7.7	221
UNI	17	18.7	21	23.0	18	19.8	8	8.8	27	29.7	
KAMA SUTRA/BUDDAH	16	17.6	25	27.4	16	17.6	13	14.2	21	23.0	
TOWER	14	15.4	18	19.8	27	29.7	19	20.9	13	14.2	
CHESS/CHECKER/CADET	13	14.2	28	30.8	18	19.8	11	12.0	21	23.0	
AMY/MALA/BELL	16	17.6	22	24.1	17	18.7	10	11.0	26	28.8	
MONUMENT	14	15.4	32	35.1	27	29.7	10	11.0	8	8.8	
WHITE WHALE	13	14.2	21	23.0	12	13.1	11	12.0	34	37.3	
JAMIE/GUYDEN	10	11.0	18	19.8	14	15.4	9	9.9	40	44.0	
PROJECT 3	9	9.9	17	18.7	18	19.8	15	16.5	32	35.1	
SSS INTERNATIONAL	9	9.9	15	16.5	13	14.2	8	8.8	46	50.6	
BANG	8	8.8	26	28.8	15	16.5	6	6.6	36	39.6	
ELEKTRA	8	8.8	18	19.8	20	22.0	15	16.5	30	33.0	
JUBILEE	7	7.7	17	18.7	27	29.7	16	17.6	24	26.3	
KING	7	7.7	15	16.5	22	24.2	14	15.4	33	36.2	
LAURIE	7	7.7	20	22.0	23	25.3	9	9.9	32	35.1	
ROULETTE	7	7.7	20	22.0	25	27.4	19	20.9	20	22.0	
MUSICOR	6	6.6	27	29.7	23	25.2	18	19.8	7	7.7	
SCEPTER/WAND	6	6.6	18	19.8	20	22.0	19	20.9	28	30.8	
CAMEO/PARKWAY	5	5.4	22	24.1	23	25.2	10	11.0	31	34.0	
PRESTIGE	3	3.2	16	17.6	11	12.0	12	13.1	49	53.9	
VANGUARD	3	3.2	15	16.4	21	23.0	22	24.1	30	33.0	
DUKE/PEACOCK	2	2.1	15	16.5	15	16.4	17	18.7	42	46.1	
COMPASS	1	1.1	9	9.9	10	11.0	10	11.0	61	67.0	
METROBEAT	1	1.1									
LITTLE DARLING			1	1.1							

Computer ‘Invaluable’ As Programming Tool

LAS VEGAS — Because of closer co-operation between local record men in Seattle and KJR, “The Letter,” by the Boxtops, sold 51,000 copies, said KJR program direction Pat O’Day. What happens is that R. A. Harland of Gordon Sales in Seattle provides O’Day with a computer list of sales from 24 rack locations in the area. This information is highly valuable for programming, said O’Day. The end result has been that record companies are earning more money “and they’re mak-

ing us more money because we’re making fewer mistakes about records.” O’Day was one of the panelists Sunday (10) during the Bill Gavin Radio Program Conference here. The session on rock programming was attended by only 50 record and radio men; this was much larger than the turnout for the other types of music such as r&b, easy listening, and country.

Dean Tyler, music director of WIBG in Philadelphia, said he (Continued on page 21)

Asher to Distribute Loose, Cadkin Songs

• Continued from page 3

themes for documentaries, news, weather, films, commercials and other radio and TV features.

OK and PM will service films and TV, with particular application to business, educational, public service, documentary and government interests. Similar to Asher’s current catalog, OK and PM will continue to provide backgrounds for TV shows, like the “Untouchables,” “Ben Casey,” “Donna Reed” and “Dennis the Menace,” some of the shows serviced by the Asher library.

Everett Asher, head of Ultra Music Service, the West Coast division of Emil Asher Inc., calls the expansion a “time-saving service” to the industry.

PMS is currently divided into four volumes. Volumes one

and two, which consist of 14 LP’s, are priced at \$85 per volume. Volumes three and four, 16 LP’s, sell for \$100 a volume.

According to Asher, the Asher library of music has been sold in the past two years to more than 630 radio and TV networks across the country, as well as 54 international stations, 108 educational houses and universities and 68 advertising agencies. The Asher library has traveled as far as Japan, Australia and Malaya.

Emil Asher Inc., once the honky-tonk music behind the silent movies, is now among the largest music library in the world. Asher also distributes the catalogs of Berry Music, Keith-Prowse, J. Weinberger, Francis, Day and Hunter, Charles Brull, Ltd., and Harrose Music.

'Formatitis' Plaguing the Trade

• Continued from page 19

of marketing for MCA, referred to format as being bad and asked the some 500 record and radio men in the audience: "What would happen if all record companies produced 'Odes to Billie Joe?' That's what you're doing to us," he said, pointing out that many stations had cut playlists and were doing everything the same way. He asked that radio station give new exciting product a chance to be heard.

Small Radio

Charlie Fach, director of record product at Mercury, pointed out that big things can happen in small-town radio. "Groovey Kind of Love" by the Mindbenders broke out of Wenatchee, Wash., because of KMEL, "a small wattage station that operates like a big-time station. He advised small stations to publish a playlist, to seek out record promotion men in the area and establish a rapport. "Bill Vermillion of WLOF in Orlando, Fla., does a good job of this." This last couple of years, something has popped up in small markets, he said—the small retailer is losing out to the mass merchandiser. Atlantic City once had 12 stores, but now has only one. However, the number of outlets has grown to 40, mostly through racks and departments in discount and department stores. So it is more difficult for radio stations in smaller markets to get information about record sales. Mercury does everything possible to service all radio stations. Nine people at the factory do nothing but mail records to deejays—a total of a million singles a year and 300,000 albums, Fach said.

People Gap

"There's a misconception that the record business is indebted to radio," said Pat O'Day, in pointing out that radio stations are failing to develop people to fill management positions that will open and this has resulted in a "people gap" in radio. "But where is the record industry developing its future executive?" he asked, and pointed out the typical type of promotion man as young and not much else.

Joe Smith, general manager of Warner Bros. Records, who followed O'Day on the stage, countered with the statement that while records and radio were two giant growing industries "pretty vital to each other" it was paradoxical that the only communication often was be-

tween a "usually underpaid, bright" man in records—the promotion man—and his radio counterpart—the "usually underpaid, bright" music director. He called upon station managers to learn more about the music his stations plays and the record industry.

The two factors that mean most to WLW in regards to its personality rosters, general manager Charlie Murdock said, was "total commitment and enthusiasm." Another key point of his speech was that music librarians must "read the trades as well as the people of the town" in selecting records to be played. Jerry Moss, co-owner of A&M records, spoke against the rock stations who have a pick album of the week and don't play it. Dick Carr, program director of WNEW in New York, spoke of top 40 music going into easy listening in style; said he was depressed more radio people weren't at the conference.

Walt McGuire, director of a&r and pop singles sales at London Records, said he felt one of the most important outlets today in radio is FM and that he hoped the programming structure would help the industry.

Country music radio is near the saturation point in most markets, said KSON general manager Dan McKinnon and the industry will "now see upgrading of facilities as 24-hour operations push out daytimers and as large wattage stations replace small wattage stations. He said the KSON playlist is repeated every seven hours to San Diego listeners and 60 per cent of the tunes are singles, the rest are album cuts.

"The public is much more willing to overlook classification of music than the record industry," said Steve Sholes, executive of RCA Victor Records. He felt that the objective of a record should be for the public and then hope it has a chance to be heard instead of aiming a record from the first at its chance for radio play.

Frank Ward, general manager of WWRL in New York, said that the word format today has "become almost a stigma to indicate creativity has stopped. Really, the opposite is true." He said that he took a personal survey once of a pop music station and found the No. 1 record was played 25 per cent less than a brand-new record and a large number of the records weren't played at all. Because of this, WWRL slates

every record for the deejay and music is chosen by one man "because you only have one man then to watch."

Marvin Antonowsky of J. Walter Thompson told the audience of the strides made in collecting radio data and demographics.

Select Negro on His Ability, Young Urges

By LEE ZHITO

LAS VEGAS — Whitney M. Young Jr., executive director of the National Urban League, appealed to radio's sense of fairness in recognizing the Negro's abilities when it comes to selecting executive personnel. He also called upon radio in its news treatment not to be intrigued by symbols and catch words such as "black power," but rather by the substance of what spokesmen have to say.

Young's talk, by far the highlight of what was presented here at the Bill Gavin Conference, was a stirring, highly articulate address which was laced with biting humor, and provided a convincing analysis of today's racial crisis. Young received a standing ovation.

The National Urban League's executive director called on radio to give the Negro "green

I don't think I've mentioned this, but Peter Martin is the new host of the WPIX-TV bandstand show in New York and it'll be called "The Peter Martin Show."

power" and not to worry about "black power." He said that the fair recognition of what the Negro can contribute to radio by properly paying for his talents will aid considerably in easing the problems in our cities.

He repeatedly returned to the media's news treatment, stating that a minute fraction of the Negro population was involved in rioting, but sensationalized news treatment tended to do more harm than good. Often, broadcasters would quote irresponsible members of the Negro community, and that these statements proved inflammatory. He asked that if broadcasters would only use the same degree of discrimination in their hiring, the problem would be considerably diminished.

BOOK REVIEW

'Radio Broadcasting'—A Sound Beginning

"Radio Broadcasting"—an introduction to the sound medium, edited by Robert L. Hilliard. Communication Arts Books, Hastings House Publishers, New York, \$6.95.

NEW YORK — The beginner and the near-novices will find this book highly valuable; it is billed as an introduction and it is that. Dr. Robert L. Hilliard, chief of the educational broadcasting branch of the Federal Communications Commission, has assembled a series of articles here encompassing programming and management, studio operation, producing and directing, writing, and performing. The article on programming is a little dry and not quite as hip to modern radio as would be desirable. The viewpoint is that of a college professor. Still, the basics are discussed here, everything from what makes a format to "psychological triggering" to create showmanship and appeal.

The article on studio facilities is excellent and gives basic details on everything from microphones to turntables. The fundamentals of voice and speech are discussed in another article, as well as performance techniques with the microphone, to wit: "Speak in a normal, conversational voice, neither too quiet nor too loud. For such average volume, the speaker should be approximately the distance of two stretched hands from the microphone. A weak voice will need to be a little closer, a stronger voice farther away, etc."

So comprehensive is this book that almost any station that hires young, novice deejays should have it on hand. Colleges teaching radio will also find it valuable. The writers include, besides Hilliard, George L. Hall, associate director of the national project for the improvement of TV instruction of the National Association of Educational Broadcasters; Donald B. Upham of the department of radio-TV-motion pictures at the University of North Carolina; William Hawes, associate professor of communication arts at the University of Houston, and Earl R. Wynn, professor of radio-TV-motion pictures at the University of North Carolina.

Hawes, of them all, strikes closest to telling it like it is. Pointing out that a clear understanding of what a station expects of its programming personnel—which this book details—should be of benefit to the aspiring radio employee, Hawes says, "Good radio is more than just a voice over the airwaves. It requires skill, artistry, and knowledge of the technical aspects of the medium, of writing, of production, of performing. It is also a complex process of knowing people—what they like to hear and what they will buy. A radio producer and director or one who serves these functions must have an intimate knowledge of all of these aspects of the radio business, if he hopes to be successful."

On that grounds, this book is invaluable.

CLAUDE HALL

Vox Jox

By CLAUDE HALL
Radio-TV Editor

Clay Cole bows the slot to devote full time to his TV show in Cleveland. Martin is the son of Canadian singer and radio personality Jack Forbes. WPIX-TV tagged him with the name change. . . . John Darrell has joined WFAA in Dallas and will handle the midnight-6 a.m. shift; he'd been on WFAA-FM. . . . John James of KNDI in Honolulu writes to say he's hosting a nightly jazz program now and bases his spins as much as possible on phone requests.

Tom Moran has been appointed music director of WIP in Philadelphia; he'd been with WKDN in Camden, N. J., and will host a weekend show in addition to his music duties. . . . Don Steele of KHJ in Los Angeles has been tagged by the Canadian Broadcasting Co. to report on the top records in his city for its "Action Set" program heard over 30 Canadian stations. . . . Don McGregor, music director and air personality on KLIF, Dallas, will take over new duties as representative for the Gordon McLendon station in south and southeast with home base in Alabama.

Skip Staples, formerly with WTIK in Durham, N. C., has moved to the Hot 100 sound of WOOW, Greenville, N. C., in a 6-9 p.m. shift. Incidentally, Skip, the charge is one beer, if and when we meet. . . . WKAQ in San Juan, Puerto Rico, is celebrating its 45th anniversary and would probably like to receive congratulations from Latin artists. Via tape, if possible. . . . Archie Rothman, former air personality has been named director of promotion for classical station WQXR, New York.

WCLV-FM, stereo classical station in Cleveland, is changing tower locations this spring and adding power. . . . Ed (Easy Ed) Dunn has dropped his early morning deejay show on KTSA, San Antonio, and become a newsmen on KBUC, same city. . . . MGM Records artist Ray Griff sent many country music deejays around the country a white lily along with his new single "Your Lily White Hands." Now we'll see if flower power means anything in country music, eh.

Veteran Cleveland personality Joe Mayer, last of WHK, will become assistant production man at WGAR, 50,000-watt Easy Listening station there, and host a weekend show. . . . Larry King, personality with WIOD, Miami, is also doing a daily column now in the Miami Herald newspaper. . . . Larry Clark is now on WSAI, Cincinnati, 9-midnight; he replaced Dave Reinhart, who has joined W. D. Gradison as a registered investment counselor. Clark had been with WCOL, Columbus, Ohio. . . . Jack Hoppus has rejoined WLAV after about a year; he'll do the 9-noon show on the Grand Rapids station.

Gene Williams was such a success with country music on WNCO, Ashland, Ohio, that the station is adding Tex Regan to the staff for a Saturday show. Walt Roberts, general manager, pleads for records "in order to continue and increase our air time with country music." You record companies should help him out. Address is Box 311. Zip is 44805. . . . Bobby Myers was recently named program director of the 50,000-watt country station owned by Buck Owens—KTUF, Phoenix. Myers is an artist; records for the A.P.I. Records label. . . . Bill Baist has been named program manager for KGU in Honolulu; he'll continue his air show 1-3 p.m.



CHATTING WITH BILL GAVIN, left, and his wife, Jeanette, are George Wilson, program director of WHAT in Philadelphia, and Ron Granger, right, of Capitol Records. The occasion was a reception at the Gavin conference last weekend in Las Vegas.

Computer 'Invaluable' As Programming Tool

• Continued from page 19

felt he could trust most promotion men's information about records except "when they get a lot of heat from their firms . . . and they do." Tyler also said that in the last three years with the exception of perhaps 100 singles, he's heard every record and mostly both sides, including albums.

Topics ranged from whether long records should be played to competition of r&b radio stations. One radio man said that it was easy to knock local r&b radio stations off in his area because they were infested with payola.

Jerry Schoenbaum, head of the Verve group at MGM Records, lashed out at the demand of radio stations for short records because "it puts creativity in a box." Ken Palmer, general manager of KIMN in Denver, voiced the opinion that the 30-record playlist had hurt record sales as well as the audience of top 40 radio. "But in the areas where there's no competition, audience ratings for top 40 radio are high."

Country Panel

Chris Lane, program director of WJJD, lashed at promotion men who don't help the field. He said one promotion man had visited the station only once and then only when the artist brought him out.

The major problem discussed during the country session, however, was the lack of product in the stores so that even when a station played it, the audience couldn't buy it. Lane said that while radio stations were not in business to sell records, they were in many cases "knocking ourselves out on a record and it's frustrating to see it just set there."

Easy Listening Panel

Easy listening programming provides a far wider audience appeal, it was agreed by those attending a panel discussion devoted to "non-rock" radio. The easy listening programmer, it was developed, can draw on the best of all types of music, whether they be rock, country or in some cases, even classical and jazz.

Also, the easy listening station can take advantage of a considerable amount of material available only in album form. Programmers attending this meeting indicated that their broadcast material ranged from 50 to 60 per cent LP tracks, which, they said, serves to broaden the scope of their programs.

The Top 40 format stations, they said, are far too restricted as to the type of material they can offer, and therefore are wearing out their welcome among listeners. Another advantage to easy listening stressed during this meeting was this type of programming's appeal to the young adult audience. One problem experienced by some easy listening programmers is that of retaining the high daytime rating during the nighttime hours. Some said they felt their audience loss was due to TV. Others blamed it on a heavier nighttime teen audience which seems to prefer the straight rock fare.

R&B Panel

More pop people like to hear r&b music than r&b rooters want to tune in pop.

This was one of the general-

izations in a seminar on r&b. "The r&b market is more consistent. There's no more fickle market than pop," said panelist Larry Uttal, president of Amy-Mala-Bell records.

Other panelists were chairman John Hardy, KDIA, Oakland, Calif.; Marshall Seehorn, New Orleans independent producer; Ken Hawkins, program director, WJMO, Cleveland; A. L. Bell, executive vice-president, Stax Records; George Wilson, WHAT, Philadelphia, and Ken Reeth, WAMO, Dynamic Broadcasting, Pittsburgh.

Should r&b stations program pop?

"No, then we give away what makes us what we are," said

(Continued on page 22)

KICA Puts Kick Into Top 40

CLOVIS, N. M. — Don't think that top 40 radio won't work in a small market. KICA, a 1,000-watt station that serves not only this city of 30,000 but a potential audience of 100,000 in northeast New Mexico and the Texas Panhandle, set out eight months ago "with what started out to be an experiment," said operations manager Jerry R. Welch. Gradually, the 33-year-old station has taken on a new image.

"Our approach to success has been in assuming that our format would have to be top 40 in its pure form, meaning all of the popular music of the day," said Welch. He added this included rock 'n' roll tunes, r&b, country, past hits, and Easy Listening. "This pattern is stretched during the day to reach a broader audience of housewives and office workers; after 4 p.m. the emphasis is on youth." Welch balances the programming in this manner because "we cannot afford to program to any one audience in a market that must rely on traffic from under 100,000 people."

This approach to programming has obviously been fairly successful; the Western Union tele-

graph office took a recent survey for the station and 46.7 per cent of the 700 people selected at random from the phone directory commented that KICA was their favorite station. Bob Gold is manager of the station, Hugh McEvoy is sales manager.

The station aims its promotions mostly at a youth image. The deejays bill themselves as the Young Americans, Welch said, and "tie themselves directly to the college (population about 4,000), to all of the activities of the local high school, and to everything to do with music. Ninety per cent of our contests are record oriented." In addition deejays work closely with local groups via hops.

On promotions and contests, KICA receives help from Joey Cash, promotion expert for Columbia Records with Craig Corp., and from Howard Williamson, manager of the Village Shop, a Clovis record outlet. Welch said that Jamie Mitchell at Kama Sutra Records in Los Angeles had also helped. The station is eager to expose new records. "Bottle of Wine" by the Fireballs received a big boost from the station. Kenny O'Dell also got a push for his "Beautiful People."

Poll Rates Col. & Cap. as Providing Best Service & Information to Radio Stations

• Continued from page 19

ket in the State and because we are a very successful professional operation, we do get good attention from manufacturers and distributors. However, because of the 'pre-programming' situation, I had a hell of a job getting records by the Cowsills and the Harpers Bizarre, to mention just a couple.

"It's also interesting to note that we played cuts from the Spanky and Our Gang album—the same ones later released as singles—a full three months before the local top 40 stations got on them. I'm not citing this as a puff thing. . . . I am sure that any successful operation has a similar story to tell. What I am saying is that the days of pre-programming on the national and distributor level should be ended." Walters also pointed out that many stations receive recordings addressed to people who haven't been there for years.

Disappointed

Don Fisher, who is general manager of 1,000-watt WFAD in Middlebury, Vt., expressed disappointment in service—"It's too bad that stations of our size can't get better service from the record companies. . . . I realize that we can't promote a record to as many people as the big AMers in the metropolitan markets, but that doesn't mean we should be ignored either. What would record companies do if radio stations laid down a policy of playing only what they got from the companies. I'm afraid they would find sales in the boondocks would go from small to not at all. And there's a lot of boondocks in this country. Let's not forget that the little stations can sell a few records, too." Fisher's station listens to every record it receives and lists service as excellent from RCA Victor (singles only) and MGM.

Dick Starr, vice-president of programming at WFUN in Miami, claims that album service is lacking from all companies except RCA Victor, Atlantic, and Warner Bros. His station exposes 20-30 new tunes a week.

Stan Richards, program director of 5,000-watt KRUX in Phoenix raises the question: "Why do radio stations get

one or two copies of the hits and 30 to 40 of the stiffs?"

Chris Lane, operations manager of 50,000-watt WJJD in Chicago, which features a country music format, listed only Monument as providing excellent service and said, "Country promotion is definitely not what it should be." His station listens to every record and plays 25-30 new records each week.

Ed Arnold, deejay and record librarian at KDAY in Santa Monica, Calif., a 50,000-watt operation, listens to every record received and exposes about 10 singles a week as well as cuts from an additional four albums, yet "not enough promotional men personally stop by with new releases. They seem to lack interest in us in spite of the fact that we've recently broken many new hits in Los Angeles and Southern California."

Pre-Programming Scored

In Spokane, Wash., at 5,000-watt KHQ, program direc-

tor Chuck Heaton was another who complained against pre-programming. "Seems distributors have a tendency to cull records instead of letting the station decide the merit!"

Program director Johnny Walker of 50,000-watt WHOO in Orlando, Fla., said, he felt his problem was common to many stations . . . some local distributors sending only one copy of a record."

Jon Roberts, program director of WPOR in Portland, Me., suggested all record companies service stations direct, as well as through distributors, to insure complete coverage. He listens to every record and plays 12-15 of them a week.

WJAR in Providence, R. I., listens to every record, too, and plays 10-15 singles and 10 new album cuts a week, said program director S. A. Strickhouser.

Tom Quain at WOOD in Grand Rapids, Mich., said promotion men never visit the station. He wishes the station received more Easy Listening records. Mike Mullins, music librarian at WHLS in Port Huron, Mich., said he listens to every record, both sides, to the last note and plays at least 10 new singles a week, but "what do we have to do to improve our album service?"

Bad Service Cited

Don Clark, program director of KIRV, Fresno, Calif., also complained that album service "stinks"; he listens to every record, plays 10 new singles a week and two album cuts per half hour, "yet I cannot get rock albums."

J. J. Mitchell, music director of KCAP in Helena, Mont., said that record promotion in his area wasn't worth mentioning.

Good bet for new records—KEEL in Shreveport, La. Don Logan at the 50,000-watt Hot 100 operation said he listens to every record and adds about 10 to the playlist each week. Darel E. Bargar, music director of 5,000-watt KMA in Shenandoah, Iowa, plays country and easy listening records. He also listens to both sides of every new record received. Yet, "I haven't see a Kansas City, Des Moines, or Omaha promotion man in a year."

Bob Crews, program director of Wonn in Lakeland, Fla., said, "Our service over-all is

good; my only complaint is that we are usually 10 days or so behind Tampa (30 miles away) in getting records."

The general feeling brought out by the survey, is that record promotion is not all that it should be, even in major markets.

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NAVY

TOP SELLING R & B SINGLES

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	I HEARD IT THROUGH THE GRAPEVINE... Gladys Knight & the Pips, Soul 35039 (Jobete, BMI)	9	26	43	COME SEE ABOUT ME... Jr. Walker & the All Stars, Soul 3501 (Jobete, BMI)	3
2	3	I SECOND THAT EMOTION... Smokey Robinson & the Miracles, Tamla 54159 (Jobete, BMI)	6	27	33	SOMETHING'S MISSING... Five Stairsteps & Cubie, Buddah 20 (Kama Sutra/Burke Family, BMI)	2
3	2	SKINNY LEGS AND ALL... Joe Tex, Dial 4063 (Tree, BMI)	7	28	35	OOH BABY... Deon Jackson, Carla 2537 (Gaucho/McLaughlin, BMI)	4
4	15	I'M IN LOVE... Wilson Pickett, Atlantic 2448 (Pronto/Tracebob, BMI)	4	29	32	WHEN YOU'RE GONE... Brenda & Tabulations, Dionn 504 (Dandelion, BMI)	4
5	5	BOOGALOO DOWN BROADWAY... Johnny C, Phil-L. A. of Soul 305 (Dandelion/James Boy, BMI)	12	30	30	A TOUCH OF THE BLUES... Bobby Bland, Duke 426 (Don, BMI)	4
6	12	HONEY CHILE... Martha Reeves & the Vandellas, Gordy 7067 (Jobete, BMI)	5	31	28	STAGGER LEE... Wilson Pickett, Atlantic 2448 (Travis, BMI)	7
7	36	CHAIN OF FOOLS... Aretha Franklin, Atlantic 2464 (14th Hour/Pronto, BMI)	2	32	37	I CALL IT LOVE... Manhattans, Carnival 533 (Sanavan, BMI)	5
8	13	I'LL BE SWEETER TOMORROW... O'Jays, Bell 671 (Zira/Floteka/Mira, BMI)	5	33	38	HAVE A LITTLE MERCY ON ME... Jean Wells, Calla 143 (Eden, BMI)	2
9	9	YESTERDAY... Ray Charles, ABC 11009 (Maclen, BMI)	6	34	40	SINCE YOU SHOWED ME HOW TO BE HAPPY... Jackie Wilson, Brunswick 55354 (Jalynne/BRC, BMI)	2
10	7	PATA PATA... Miriam Makeba, Reprise 0606 (Xina, ASCAP)	12	35	22	ON A SATURDAY NIGHT... Eddie Floyd, Stax 233 (East, BMI)	7
11	11	PIECE OF MY HEART... Erma Franklin, Shout 221 (Web IV/Ragmar, BMI)	9	36	39	A LOVE THAT'S REAL... Intruders, Gamble 209 (Razor Sharp, BMI)	4
12	6	(Loneliness Made Me Realize) IT'S YOU THAT I NEED... Temptations, Gordy 7065 (Jobete, BMI)	10	37	42	STORYBOOK CHILDREN... Billy Vera & Judy Clay, Atlantic 2445 (Blackwood, BMI)	3
13	8	I SAY A LITTLE PRAYER... Dionne Warwick, Scepter 12203 (Blue Seas/Jac, ASCAP)	7	38	18	YOUR PRECIOUS LOVE... Marvin Gaye & Tammi Terrell, Tamla 54156 (Jobete, BMI)	13
14	20	TELL MAMA... Etta James, Cadet 5578 (Fame, BMI)	6	39	41	THIS THING CALLED LOVE... Webs, Pop-Side 4593 (Emalou/Andros, BMI)	4
15	19	LOVE POWER... Sandpebbles, Calla 141 (Unbelievable, BMI)	5	40	45	SOMEBODY'S SLEEPING IN MY BED... Johnny Taylor, Stax 235 (East, BMI)	3
16	4	SOUL MAN... Sam & Dave, Stax 231 (East/Pronto, BMI)	15	41	17	GET IT TOGETHER... James Brown & the Famous Flames, King 6122 (Dynatone, BMI)	9
17	10	A NATURAL WOMAN... Aretha Franklin, Atlantic 2411 (Screen Gems-Columbia, BMI)	12	42	21	ALL YOUR GOODIES ARE GONE... Parliaments, Revilot 211 (Groovesville, BMI)	8
18	46	AND GET AWAY... Esquires, Bunky 7752 (Hi-Mi/Flomar, BMI)	3	43	44	HEY JOYCE... Lou Courtney, Pop-Side 4594 (Emalou, BMI)	4
19	14	I'M WONDERING... Stevie Wonder, Tamla 54157 (Jobete, BMI)	10	44	—	I CAN'T STAND MYSELF (When You Touch Me)... James Brown & His Famous Flames, King 6144 (Tacon/Soil, BMI)	1
20	47	IF I COULD BUILD MY WORLD AROUND YOU... Marvin Gaye & Tammi Terrell, Tamla 54161 (Jobete, BMI)	2	45	—	COVER ME... Percy Sledge, Atlantic 2453 (Pronto/Quinvey, BMI)	1
21	34	SOCKIN' 1-2-3-4... John Roberts, Duke 425 (Don, BMI)	5	46	48	WHAT ABOUT YOU... O. V. Wright, Back Beat 586 (Jac, BMI)	4
22	29	BACK UP TRAIN... Al Green & the Soul Mates, Hot Line 15000 (Tosted, BMI)	4	47	—	BABY, BABY PLEASE... Timothy Wilson, Buddah 19 (Zira, BMI)	1
23	23	O-O I LOVE YOU... Dells, Cadet 5574 (Chervis, BMI)	5	48	49	LASTING LOVE... Otis Clay, One-derful 4850 (Vapac, BMI)	2
24	24	HE AIN'T GIVE YOU NONE... Freddie Scott, Shout 220 (Web IV, BMI)	7	49	—	BABY YOU GOT IT... Brenton Wood, Double Shot 121 (Big Shot, ASCAP)	1
25	16	IN AND OUT OF LOVE... Diana Ross & the Supremes, Motown 1116 (Jobete, BMI)	5	50	50	MORE & MORE... Little Milton, Checker 1189 (Chevis, BMI)	2

Radio-TV programming

Yesteryear's Hits

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

POP SINGLES—5 Years Ago December 22, 1962

1. Telstar—Tornadoes (London)
2. Limbo Rock—Chubby Checker (Parkway)
3. Return to Sender—Elvis Presley (RCA Victor)
4. Bobby's Girl—Marcie Blane (Seville)
5. Big Girls Don't Cry—Four Seasons (Vee Jay)
6. Don't Hang Up—Orlons (Cameo)
7. Go Away Little Girl—Steve Lawrence (Columbia)
8. Release Me—"Little Esther" Phillips (Lenox)
9. You Are My Sunshine—Ray Charles (ABC-Paramount)
10. Love Came to Me—Dion (Laurie)

POP SINGLES—10 Years Ago December 23, 1957

1. April Love/When the Swallows Come Back to Capistrano—Pat Boone (Dot)
2. At the Hop—Danny and the Juniors (ABC-Paramount)
3. Jailhouse Rock/Treat Me Nice—Elvis Presley (RCA Victor)
4. Raunchy—Bill Justis (Phillips International)
5. You Send Me/Summertime—Sam Cooke (Keen)
6. Peggy Sue—Buddy Holly (Coral)
7. Great Balls of Fire—Jerry Lee Lewis (Sun)
8. Kisses Sweeter Than Wine—Jimmie Rodgers (Roulette)
9. Chances Are/The Twelfth of Never—Johnny Mathis (Columbia)
10. Rock and Roll Music—Chuck Berry (Chess)

R&B SINGLES—5 Years Ago December 22, 1962

1. Release Me—"Little Esther" Phillips (Lenox)
2. You Are My Sunshine—Ray Charles (ABC-Paramount)
3. Big Girls Don't Cry—Four Seasons (Vee Jay)
4. Hotel Happiness—Brook Benton (Mercury)
5. Two Lovers—Mary Wells (Motown)
6. Don't Hang Up—Orlons (Cameo)
7. Return to Sender—Elvis Presley (RCA Victor)
8. Limbo Rock—Chubby Checker (Parkway)
9. Ride!—Dee Dee Sharp (Cameo)
10. My Man—He's a Lovin' Man—Betty Lavett (Atlantic)

POP LP'S—5 Years Ago December 22, 1962

1. The First Family—Vaughn Meader (Cadence)
2. My Son the Folk Singer—Allan Sherman (Warner Bros.)
3. Jazz Samba—Stan Getz & Charlie Byrd (Verve)
4. West Side Story—Soundtrack (Columbia)
5. Modern Sounds in Country & Western Music, Vol. 2—Ray Charles (ABC-Paramount)
6. Girls! Girls! Girls!—Elvis Presley (RCA Victor)
7. Peter, Paul & Mary—(Warner Bros.)
8. I Left My Heart in San Francisco—Tony Bennett (Columbia)
9. Modern Sounds in Country & Western Music—Ray Charles (ABC-Paramount)
10. Ramblin' Rose—Nat King Cole (Capitol)

'Invaluable' Programming Tool

• Continued from page 21

Frank Ward, vice-president and general manager, WWRL, New York. Panelist Hawkins occasionally plays a pop tune before regular rock stations "if we like it we go on it."

To Paul Drew's question (CKLW, Detroit) on reaction to white artists, Wilson said that WHAT plays such ones

as Bobbie Gentry only when r&b record stores or jukeboxes demand it. Hawkins plays the Box Tops or the Association if he likes the record, might play more if they were brought to him.

R&b deejays getting too "format?" Hardy felt that a format helps cut down excess chatter. "Listeners are more sophisticated. Some deejays that talk the least, say the most," said Jerry Purcell, New York independent producer.

"But God help all of us when the r&b jockey loses his enthusiasm," said Joe Kolsky, Diamond Records.

How can a producer decide whether to go r&b or pop when the line is fading, Shellhorn asked.

"Don't aim an artist away from his roots. If the record is good, it'll make it. Aretha Franklin comes through to everybody," said Hardy.

WVON's LP to Aid the Needy

CHICAGO — WVON Radio has introduced an LP featuring top acts, sales proceeds from which will help finance holiday food baskets for the needy. The station, owned by Leonard and Phil Chess, has announced the availability of the LP at dealers by means of full-page ads in the newspapers. The LP features Aretha Franklin, the Esquires, Ruby Andrews, among others.

A spokesman for WVON, which bills itself "home of the soul sound," said the station wants to demonstrate that it "also has heart." The food baskets will be distributed through churches.

THE ROUTE TO I. M. FLOWERS

NEW YORK — Who is I. M. Flowers, host of the CBS-FM syndicated "Flowers Garden" show? The secret is out. Call Jerry Love at Alpha Distributors here. The Jolly Green Giant knows.

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and
GOOD GOSPEL

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TOP SELLING R & B LP'S

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	DIANA ROSS & THE SUPREMES GREATEST HITS... Motown M2-663 (M); MS 2-633 (C)	13	16	20	GROOVIN' WITH THE SOULFUL STRINGS... Cadet LP 796 (M); LPS 796 (S)	4
2	2	ARETHA ARRIVES... Aretha Franklin, Atlantic 8150 (M); SD 8150 (S)	18	17	17	REACH OUT... Four Tops, Motown M 660 (M); MS 660 (S)	20
3	4	FOUR TOPS GREATEST HITS... Motown M 662 (M); S 662 (S)	13	18	18	ALLIGATOR BOOGALOO... Lou Donaldson, Blue Note BLP 4263 (M); BLP 84263 (S)	8
4	6	MAKE IT HAPPEN... Smokey Robinson and the Miracles, Tamla T 276 (M); TS 276 (S)	13	19	16	DANCING IN THE STREET... Ramsey Lewis, Cadet LP 794 (M); LPS 794 (S)	6
5	7	DIONNE WARWICK'S GOLDEN HITS—Part 1... Scepter SRM 565 (M); SPS 565 (S)	6	20	22	I NEVER LOVED A MAN THE WAY I LOVE YOU... Aretha Franklin, Atlantic 8139 (M); SD 8139 (S)	38
6	5	SOUL MEN... Sam & Dave, Stax 725 (M); SD 725 (S)	6	21	23	ARE YOU EXPERIENCED?... Jimi Hendrix Experience, Reprise R 6261 (M); RS 6261 (S)	11
7	3	A DAY IN THE LIFE... Wes Montgomery, A&M LP 2001 (M); SP 3001 (S)	9	22	19	ODE TO BILLIE JOE... Bobbie Gentry, Capitol T 2830 (M); ST 2830 (S)	11
8	8	MARVIN GAYE & TAMMI TERRELL UNITED... Tamla T 277 (M); TS 277 (S)	12	23	21	I WAS MADE TO LOVE HER... Stevie Wonder, Tamla T 279 (M); TS 279 (S)	13
9	—	IN A MELLOW MOOD... Temptations, Gordy 924 (M); 924 (S)	1	24	25	SILK & SOUL... Nina Simone, RCA Victor LPM 3837 (M); LSP 3837 (S)	6
10	10	BEST OF WILSON PICKETT... Atlantic 8151 (M); SD 8151 (S)	6	25	13	TO SIR, WITH LOVE... Soundtrack, Fontana MGF 27569 (M); SRF 67569 (S)	6
11	12	WITH A LOT OF SOUL... Temptations, Gordy M 922 (M); S 922 (S)	20	26	24	SUPER HITS... Various Artists, Atlantic 501 (M); SD 501 (S)	19
12	11	THE TEMPTATIONS GREATEST HITS... Gordy 919 (M); S 919 (S)	54	27	26	GROOVIN'... Young Rascals, Atlantic 8148 (M); SD 8148 (S)	19
13	9	RESPECT... Jimmy Smith, Verve V 8705 (M); V6-8705 (S)	9	28	—	KING SIZE SOUL... King Curtis & His Kingpins, Atco 33-231 (M); SD 33-231 (S)	1
14	14	PATA, PATA... Miriam Makeba, Reprise R 6274 (M); RS 6274 (S)	3	29	29	HERE WHERE THERE IS LOVE... Dionne Warwick, Scepter SRM 555 (M); SPS 555 (S)	50
15	15	EVERYBODY NEEDS LOVE... Gladys Knight & the Pips, Soul 706 (M); S 706 (S)	9	30	30	WINDOWS OF THE WORLD... Dionne Warwick, Scepter SRM 563 (M); SPS 563 (S)	15

Country Music



TEX RITTER, Capitol, makes another appearance on the "Mike Douglas Show," with Douglas, left, and Kay Stevens.

Emery Plugs a Hole In Labels' Plug Side

NASHVILLE — A novelty some months ago has developed into a trend, and country music disk jockeys are rebelling against the movement, according to Ralph Emery.

Emery, frequently listed as the nation's number one country deejay, alluded to the practice of major labels—and lately some smaller ones—of selecting a "plug side" of a record. Many continue to press the same song on both sides of the disk jockey release.

"The record companies seem to think we're working for them," Emery said. "They are insulting our intelligence, trying to use us as an instrument of promotion."

He charged that the companies now are going beyond their original actions, trying to make the disk jockey "feel like a fool" if he doesn't go on the "right side."

Emery said he thought the practice would subside when complaints were lodged by large-station disk jockeys, but

Rites for Mother Of Ernest Tubb

FRANKLIN, Tenn. — A private memorial service was held here Dec. 13 for Mrs. Ella Ashton, mother of "Grand Ole Opry" star Ernest Tubb, who died at Williamson County Hospital on Dec. 11.

The body of Mrs. Ashton, a resident of Nolensville, Tenn., was taken to Fort Worth, Tex., for burial.



DECCA'S MARGIE BOWES signs an exclusive booking contract with Jimmy Key for appearances in 1968. Miss Bowes is a member of WSM's "Grand Ole Opry," Nashville.

instead it has picked up to the point where today the radio man has the alternative of having his choice made for him, buying a record to play the other side, or tossing the disk in the wastebasket.

"The disk jockey's first obligation is to his audience, not to a record company or to a publisher," Emery said. "If given a chance, the public will let you know."

Emery said some of the labels are being subtle about efforts to push one side. They put on such statements as "This is the suggested side." As a result, the disk jockey frequently calls the publisher of the "other side" and asks for a copy with both sides pressed.

"Country music fans are loyal, and want to hear both sides of any song sung by their favorite artist," Emery said. He said operators of record shops had told him they have standing orders to ship any song cut by a particular artist, no matter how good or bad it may be.

He cited several instances in which the "B" side of a record had made it over the selected side. Among them have been records by Buck Owens, Hank Williams Jr., David Houston (several times), Waylon Jennings and many others.

"The jockey is not infallible, of course," Emery said. "But neither is the record company. The only logical answer then is to allow the public to make the choice. In the long run, he said, this is the only determination as to whether a record will sell.

Students Put Best Foot Forward As Campus Country Craze Soars

ALICE, Tex. — The surfers of South Texas have "broken their boards" and made the switch to country and western music, according to observers in the area.

A surge of country music nightclubs, dance halls and theaters has taken place, with young people flocking by the thousands to such places as Alice, Kingsville, Skidmore, Corpus Christi, Robstown and Freer to dance to country music.

Not since the heyday of Bob Wills have there been such a dance interest among the college set for c/w music.

Charles Moore, general manager of KOPY, Alice, said the area is populated by "kicker" schools, a name given to colleges which lean toward country music. (The name stems from the fact that "young people

in the corrals heard this type of music and immediately start kicking up their heels.")

As a result of this move, clubs catered to the surfers are now playing nothing but music of country and western variety. "They passed right through the surfer and the psychedelic stage," Moore said, "and now they're settled on country."

Students from Texas A & I, Southwest Texas State College, Beeville County Junior College and other schools fill the dance halls in the region, and some of the dances draw crowds from as far away as Houston, Dallas, Fort Worth and Oklahoma City.

KOPY, the "big kicker station" now is programming country music around the clock. KROB, Robstown and KBUC, San Antonio, also are handling a country format.

Moore said that RCA Victor's Charley Pride was the big-

gest name in the area, and could fill any dance hall. "But so could Merle Haggard, George Jones, George Hamilton IV, Dave Dudley, or any of a number of big name country artists," Moore added.

However, a local dance band manages to keep the youngsters entertained in lieu of a big name. Al Dean and his band play dances throughout the area, and his performance at the Youth Center in Freer, Tex., every Wednesday night fills the place with more than 1,000 young people. Dean tours the south Texas area.

The VFW Hall in Alice, playing to turnaway crowds, handles 2,500 at its dances with a name artist. Pride is scheduled for the next big dance, Jan. 7. At Kingsville, Hubert's Dance Land continually plays to packed houses, with nothing but country and western dance music. The same is true for The Roundup at Skidmore. At Corpus Christi, both the Western Palms and the Frontier Club feature country music. In Houston it's the Esquire Club.

Moore estimated that half of the radio audience in South Texas now is attuned to country music. Questioned about the large Mexican ethnic groups in the area, he said there is a large country following among the Spanish-speaking people.

WPAY Top Station Promoter Of Country Music in October

NASHVILLE — Radio Station WPAY, Portsmouth, Ohio, was named by the Country Music Association this week as the station which did the most to promote country music month in October.

WPLO, Atlanta, won second place, and WMAD, Madison, Wis., was the third place winner. WJJD, Chicago, was given a special citation for a promotional idea.

WPAY, a full-time country music station, programmed 1,600 promotional spots during October telling about country music month, and tagged every station break with a reminder. It also conducted contests, did on-the-air interviews, posted outdoor signs, and conducted a newspaper advertising campaign.

WPLO was the leading major-market promoter, with scores of original ideas, and WMAD was a close third.

WJJD was cited for a promotional idea which was telecast on the Joey Bishop show.

The CMA this year received the largest number of applications ever for the annual award. Stations receiving honorable

mention were: WGRV, Greenville, Tenn.; WKDZ, Cadiz, Ky.; KBRN, Brighton, Colo.; WYNK, Baton Rouge; KGBX, Springfield, Mo.; KMMO, Marshall, Mo.; KCKN, Kansas City, Kan.; WCNW, Fairfield, Ohio; WCST, Berkeley Springs, W. Va.; KXEN, St. Louis; WXLR, Akron, Ohio; WESC, Greenville, S. C., and WPLY, Plymouth, Wis.

Cedarwood Execs Cited

NASHVILLE — Two officials of Cedarwood Publishing Co. have been cited by the Nashville Area Junior Chamber of Commerce for their contributions to the community in 1967.

J. William Denney, Cedarwood president, was named "Man of the Year" for his work on chamber activities and outside work for the general welfare of the region. A member of the board of directors of the union Chamber for four years,

(Continued on page 25)

Yesteryear's Country Hits

COUNTRY SINGLES— 5 Years Ago December 22, 1962

1. Mama Sang a Song—Bill Anderson (Decca)
2. I've Been Everywhere—Hank Snow (RCA Victor)
3. A Girl I Used to Know—George Jones & the Jones Boys (United Artists)
4. Don't Let Me Cross Over—Carl Butler (Columbia)
5. Wall to Wall Love—Bob Gallion (Hickory)
6. Ballad of Jed Clampert—Lester Flatt & Earl Scruggs (Columbia)
7. I'm Gonna Change Everything—Jim Reeves (RCA Victor)
8. Ruby Ann—Marty Robbins (Columbia)
9. Does He Mean That Much to You?—Eddy Arnold (RCA Victor)
10. Sing a Little Song of Heartache—Rose Maddox (Capitol)

COUNTRY SINGLES— 10 Years Ago December 23, 1957

1. My Special Angel—Bobby Helms (Decca)
2. Jailhouse Rock/Treat Me Nice—Elvis Presley (RCA Victor)
3. Wake Up Little Susie—Everly Brothers (Cadence)
4. The Story of My Life—Marty Robbins (Columbia)
5. Great Balls of Fire—Jerry Lee Lewis (Sun)
6. Geisha Girl/Livin' Alone—Hank Locklin (RCA Victor)
7. Fraulein—Bobby Helms (Decca)
8. Kisses Sweeter Than Wine—Jimmie Rodgers (Roulette)
9. Raunchy—Bill Justis (Phillips International)
10. My Shoes Keep Walking Back to You—Ray Price (Columbia)

"When It Came To Marriage... HE CHICKENED OUT ON ME!"



Dear Disc Jockey,
We think Bobbi Staff, and her new RCA recording are too nice for anyone to "Chicken Out" on!

Pelton Publishing Company
Room 700
333 West 52nd Street
New York, N. Y. 10019

Billboard SPECIAL SURVEY For Week Ending 12/23/67

HOT COUNTRY SINGLES

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

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
4		FOR LOVING YOU Bill Anderson & Jan Howard, Decca 32197 (Painted Desert, BMI)	9	39	44	THE ONLY WAY OUT (Is to Walk Over Me) Charlie Louvin, Capitol 2007 (Central Songs, BMI)	8
2	2	WHAT LOCKS THE DOOR Jack Greene, Decca 32190 (Acclaim, BMI)	13	40	41	I'M A SWINGER Jimmy Dean, RCA Victor 9350 (Barmour, BMI)	6
3	3	IT TAKES PEOPLE LIKE YOU (To Make People Like Me) Buck Owens, Capitol 2001 (Blue Book, BMI)	11	41	47	THE LAST THING ON MY MIND Porter Wagoner & Dolly Parton, RCA Victor 9369 (Deep Fork, BMI)	4
4	1	IT'S THE LITTLE THINGS Sonny James, Capitol 5987 (Marson, BMI)	14	42	43	WEAKNESS IN A MAN Roy Drusky, Mercury 72742 (Gallico, BMI)	7
5	7	BY THE TIME I GET TO PHOENIX Glen Campbell, Capitol 2015 (Rivers, BMI)	9	43	48	STRANGER ON THE RUN Bill Anderson, Decca 32215 (Shamley, ASCAP)	7
6	6	BURNING A HOLE IN MY MIND Connie Smith, RCA Victor 9335 (Delmore, ASCAP)	9	44	—	ROSANNA'S GOING WILD Johnny Cash, Columbia 44373 (Melody Lane/Copper Creek, BMI)	1
7	5	WHAT KIND OF A GIRL (Do You Think I Am?) Loretta Lynn, Decca 32184 (Sure-Fire, BMI)	14	45	50	ANNA, I'M TAKING YOU HOME Leon Ashley, Ashley 2025 (Gallico, BMI)	4
8	8	IF MY HEART HAD WINDOWS George Jones, Musicor 1267 (Glad/Blue Crest, BMI)	12	46	38	THIS WORLD HOLDS NOTHING (Since You're Gone) Stonewall Jackson, Columbia 44283 (Cedarwood, BMI)	12
9	20	SING ME BACK HOME Merle Haggard, Capitol 2017 (Blue Book, BMI)	6	47	36	MAKE A LEFT AND THEN A RIGHT Johnny & Jonie Mosby, Capitol 5980 (Central Songs, BMI)	12
10	9	YOU MEAN THE WORLD TO ME David Houston, Epic 10224 (Gallico, BMI)	14	48	58	TELL MAUDE I SLIPPED Red Sovine, Starday 823 (Champion, BMI)	3
11	11	I'LL LOVE YOU MORE Jeannie Seely, Monument 1029 (Pamper, BMI)	9	49	49	TENDER AND TRUE Ernie Ashworth, Hickory 1484 (Acuff-Rose, BMI)	5
12	12	A DIME AT A TIME Del Reeves, United Artists 50210 (Pass Key, BMI)	12	50	57	REPEAT AFTER ME Jack Reno, Jab 9009 (Tree, BMI)	3
13	17	LOVE'S GONNA HAPPEN TO ME Wynn Stewart, Capitol 2012 (Freeway, BMI)	7	51	52	BEFORE THE NEXT TEAR DROP FALLS Duane Dee, Capitol 5986 (Raleigh, BMI)	7
14	14	JUANITA JONES Stu Phillips, RCA Victor 9333 (Natson-Port, ASCAP)	10	52	63	WOMAN HUNGRY Porter Wagoner, RCA Victor 9379 (Owepar, BMI)	2
15	18	I HEARD A HEART BREAK LAST NIGHT Jim Reeves, RCA Victor 9343 (Hill & Range, BMI)	8	53	64	MY GOAL FOR TODAY Kenny Price, Boone 1067 (Pamper, BMI)	2
16	16	THE COUNTRY HALL OF FAME Hank Locklin, RCA Victor 9323 (Yellow River, ASCAP)	10	54	56	YOU'RE EASY TO LOVE Arlene Harden, Columbia 44310 (Four Star, BMI)	3
17	13	BOTTLE, BOTTLE Jim Ed Brown, RCA Victor 9329 (Window, BMI)	11	55	60	YOU'RE THE REASON Johnny Tillotson, MGM 13829 (Vogue, BMI)	7
18	30	HERE COMES HEAVEN Eddy Arnold, RCA Victor 9368 (Hill & Range, BMI)	4	56	51	TRAVELING SHOES Guy Mitchell, Starday 819 (Cedarwood, BMI)	8
19	25	WONDERFUL WORLD OF WOMEN Faron Young, Mercury 72728 (Cedarwood, BMI)	9	57	54	HANGIN' ON Leon Ashley & Margie Singleton, Ashley 2015 (Garpax/Alanbo, BMI)	7
20	21	BLUE LONELY WINTER Jimmy Newman, Decca 32202 (Newkeys, BMI)	9	58	—	JUST FOR YOU Ferlin Husky, Capitol 2048 (Tree, BMI)	1
21	10	DOES MY RING HURT YOUR FINGER Country Charlie Pride, RCA Victor 9281 (Jando, ASCAP)	17	59	69	BIG DADDY Browns, RCA Victor 9364 (Acuff-Rose, BMI)	2
22	15	PINEY WOOD HILLS Bobby Bare, RCA Victor 9314 (T. M./Gypsy Boy, BMI)	12	60	70	WRONG SIDE OF THE WORLD Hugh X. Lewis, Kapp 868 (Freeway, BMI)	3
23	19	I DON'T WANNA PLAY HOUSE Tammy Wynette, Epic 10211 (Gallico, BMI)	18	61	61	FUNNY Conway Twitty, Decca 32208 (Wilderness, BMI)	3
24	37	TUPELO MISSISSIPPI FLASH Jerry Reed, RCA Victor 9334 (Vector, BMI)	8	62	72	SET HIM FREE Skeeter Davis, RCA Victor 9371 (Davis, ASCAP)	2
25	26	ANYTHING LEAVING TOWN TODAY Dave Dudley, Mercury 72741 (Newkeys, BMI)	8	63	73	CHILDHOOD PLACES Dottie West, RCA Victor 9377 (Jewel, ASCAP)	2
26	27	I DOUBT IT Bobby Lewis, United Artists 50208 (Ly-Rann, BMI)	10	64	—	MY CAN DO CAN'T KEEP UP WITH MY WANT TO Nat Stuckey, Paula 287 (Stuckey, BMI)	1
27	28	BALLAD OF WATERHOLE #3 Roger Miller, Smash 2121 (Famous, ASCAP)	9	65	—	THE SON OF HICKORY HOLLERS TRAMP Johnny Darrell, United Artists 50235 (Blue Crest, BMI)	1
28	29	HEAVEN HELP THE WORKING GIRL Norma Jean, RCA Victor 9362 (Wilderness, BMI)	6	66	—	THANKS A LOT FOR TRYIN' ANYWAY Liz Anderson, RCA Victor 9378 (Glaser, BMI)	1
29	32	I'D GIVE THE WORLD Warner Mack, Decca 32211 (Page Boy, SESAC)	7	67	68	THIS ONE'S ON THE HOUSE Jerry Wallace, Liberty 56001 (Forest Hills, BMI)	5
30	40	PROMISES, PROMISES Lynn Anderson, Chart 1010 (Yonah, BMI)	4	68	—	YOUR LILY WHITE HANDS Johnny Carver, Imperial 66268 (T.M./Blue Echo, BMI)	1
31	22	HOW FAST THEM TRUCKS CAN GO Claude Gray, Decca 32180 (Vanjo, BMI)	14	69	—	DON'T MONKEY WITH ANOTHER MONKEY'S MONKEY Johnny Paycheck, Little Darlin' 0035 (Mayhew, BMI)	1
32	23	LEARNIN' A NEW WAY OF LIFE Hank Snow, RCA Victor 9300 (East Star, BMI)	14	70	—	LITTLE WORLD GIRL George Hamilton IV, RCA Victor 9385 (Windward Side, BMI)	1
33	34	EVERYBODY OUGHT TO SING A SONG Dallas Frazier, Capitol 2011 (Blue Crest, BMI)	7	71	74	SURVIVAL OF THE FITTEST Mel Tillis, Kapp 867 (Cedarwood, BMI)	2
34	24	DEEP WATER Carl Smith, Columbia 44233 (Milene, ASCAP)	18	72	—	STOP THE SUN Bonnie Guitar, Dot 17057 (Acclaim/Rapport, BMI)	1
35	33	I WOULDN'T TAKE HER TO A DOGFIGHT Charlie Walker, Epic 10237 (Window, BMI)	8	73	—	YOUR LILY WHITE HANDS Ray Griff, MGM 13855 (Blue Echo/T.M., BMI)	1
36	53	SKIP A ROPE Henson Cargill, Monument 1041 (Tree, BMI)	3	74	75	MUSIC TO CRY BY Johnny Wright, Decca 32216 (Wells/Candan, BMI)	2
37	42	A GIRL DON'T HAVE TO DRINK TO HAVE FUN Wanda Jackson, Capitol 2021 (Blue Book, BMI)	5	75	—	OH, SUCH A STRANGER Frank Ifield, Hickory 1486 (Acuff-Rose, BMI)	1
38	45	LOVE'S DEAD END Bill Phillips, Decca 32207 (Cedarwood, BMI)	6				

All My Thanks

“Just For You”

CAPITOL 2048

FERLIN HUSKY



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Country Music

Billboard SPECIAL SURVEY For Week Ending 12/23/67

HOT COUNTRY ALBUMS

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

Billboard Award	This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
2	2		TURN THE WORLD AROUND Eddy Arnold, RCA Victor LPM 3869 (M); LSP 3869 (S)	15
2	1		BRANDED MAN Merle Haggard & the Strangers, Capitol T 2789 (M); ST 2789 (S)	13
3	3		LOVE OF THE COMMON PEOPLE Waylon Jennings, RCA Victor LPM 3825 (M); LSP 3825 (S)	18
4	4		ODE TO BILLIE JOE Bobbie Gentry, Capitol T 2830 (M); ST 2830 (S)	15
5	8		SINGIN' WITH FEELIN' Loretta Lynn, Decca DL 4930 (M); DL 74930 (S)	9
6	7		BEST OF EDDY ARNOLD RCA Victor LPM 3565 (M); LSP 3565 (S)	35
7	6		BILL ANDERSON'S GREATEST HITS Decca DL 4859 (M); DL 74859 (S)	8
8	5		YOUR TENDER LOVING CARE Buck Owens & His Buckaroos, Capitol T 2760 (M); ST 2760 (S)	17
9	13		QUEEN OF HONKY TONK STREET Kitty Wells, Decca DL 4929 (M); DL 74929 (S)	8
10	10		TONIGHT CARMEN Marty Robbins, Columbia CL 2725 (M); CS 9525 (S)	17
11	11		THE PARTY'S OVER AND OTHER GREAT WILLIE NELSON SONGS Willie Nelson, RCA Victor LPM 3858 (M); LSP 3858 (S)	9
12	14		GENTLE ON MY MIND Glen Campbell, Capitol T 2809 (M); ST 2809 (S)	12
13	9		GEMS BY JIM Jim Ed Brown, RCA Victor LPM 3853 (M); LSP 3853 (S)	8
14	23		YOU MEAN THE WORLD TO ME David Houston, Epic LN 24338 (M); BN 26338 (S)	2
15	30		THIS IS JAN HOWARD COUNTRY Decca DL 4931 (M); DL 74931 (S)	3
16	18		DON'T SQUEEZE MY SHARMON Charlie Walker, Epic LN 24328 (M); BN 26328 (S)	6
17	22		ALL THE TIME Jack Greene, Decca DL 4904 (M); DL 74904 (S)	25
18	12		I'LL NEVER FIND ANOTHER YOU Sonny James, Capitol T 2788 (M); ST 2788 (S)	17
19	19		COOKIN' UP HITS Liz Anderson, RCA Victor LPM 3852 (M); LSP 3852 (S)	12
20	20		HELLO, I'M DOLLY Dolly Parton, Monument MLP 8085 (M); SLP 18085 (S)	7
21	29		CLASS OF '67 Floyd Cramer, RCA Victor LPM 3827 (M); LSP 3827 (S)	5
22	32		WHAT LOCKS THE DOOR Jack Greene, Decca DL 4939 (M); DL 74939 (S)	3
23	31		THE BUCKAROOS STRIKE AGAIN Capitol T 2828 (M); ST 2828 (S)	4
24	25		THE BIG HITS Statler Brothers, Columbia CL 2719 (M); CS 9519 (S)	12
25	16		LAURA Leon Ashley, RCA Victor LPM 3900 (M); LSP 3900 (S)	8
26	34		WHAT DOES IT TAKE (To Keep a Man Like You Satisfied) Skeeter Davis, RCA Victor LPM 3876 (M); LSP 3876 (S)	5
27	27		BEST OF CONNIE SMITH RCA Victor LPM 3848 (M); LSP 3848 (S)	8
28	15		DANNY BOY Ray Price, Columbia CL 2677 (M); CS 9477 (S)	31
29	21		HITS BY GEORGE George Jones, Musicor MM 2128 (M); MS 3128 (S)	20
30	28		JACKSON AIN'T A VERY BIG TOWN Norma Jean, RCA Victor LPM 3836 (M); LSP 3836 (S)	16
31	42		I'LL HELP YOU FORGET HER Dottie West, RCA Victor LPM 3830 (M); LSP 3830 (S)	3
32	17		CARRYIN' ON WITH JOHNNY CASH & JUNE CARTER Columbia CL 2628 (M); CS 9528 (S)	17
33	33		JOHNNY CASH'S GREATEST HITS, VOL. I Columbia CL 2678 (M); CS 9478 (S)	23
34	24		YOUR FOREVERS DON'T LAST VERY LONG Jean Shepard, Capitol T 2765 (M); ST 2765 (S)	13
35	35		SPANISH FIREBALL & OTHERS Hank Snow, RCA Victor LPM 3857 (M); LSP 3857 (S)	4
36	38		TEAR TIME Wilma Burgess, Decca DL 4935 (M); DL 74935 (S)	2
37	40		BEST OF HANK WILLIAMS JR. MGM E 4513 (M); SE 4513 (S)	2
38	39		RAY PRICE'S GREATEST HITS, VOL. 2 Columbia CL 2670 (M); CS 9470 (S)	2
39	37		MY ELUSIVE DREAMS David Houston & Tammy Wynette, Epic LN 24325 (M); BN 26325 (S)	17
40	44		OUR WAY OF LIFE Bobby Goldsboro/Del Reeves, United Artists UAL 3615 (M); UAS 6615 (S)	3
41	36		DAVE DUDLEY COUNTRY Mercury MG 21133 (M); SR 61133 (S)	13
42	43		CLASS GUITAR Chet Atkins, RCA Victor LPM 3885 (M); LSP 3885 (S)	5
43	—		MY CATHEDRAL Jim Reeves, RCA Victor LPM 3909 (M); LSP 3909 (S)	1
44	—		ENGLISH COUNTRY SIDE Bobby Bare, RCA Victor LPM 3896 (M); LSP 3896 (S)	1
45	—		THE COUNTRY WAY Charley Pride, RCA Victor LPM 3895 (M); LSP 3895 (S)	1

Nashville Scene

By BILL WILLIAMS

Dot Records' George Ritchie here to produce a session with a new young Texas discovery, Peggy Little. . . . Jack Reno reports from Peoria that the Shower of Stars show there played to turn-away crowds. The show featured Hank Snow, Willie Nelson, Jan Howard, Jim Ed Brown, Johnny Bush, Dal Perkins, Jack Greene and Waylon Jennings. It was the first sellout for the WXCL-sponsored event since the Eddy Arnold package two years ago. . . . Johnny Carver, Imperial Records, headlines the show at Nashville's Black Poodle Lounge this week. His "Lilly White Hands" is one of his best to date. . . . Tex Ritter taped the Mike Douglas show to be shown Tuesday (26). He goes on a Hap Peebles Midwest tour the following day. . . . Clyde Beavers and the Eager Beavers back from a two-week tour of Puerto Rico. During a five-night engagement, they broke attendance and money records. The show is booked solidly into the spring months of 1968. . . . Dottie West plays the New Year's Eve party at the Nashville Room in New York City. . . . WJEF, Grand Rapids, have moved to a new address: Broadcast Square, 280 Ann Street, Northwest.

Bobbi Staff's RCA Victor recording of "He Chickened Out on Me" was a pick hit at six full-time country stations in the State of Virginia. . . . Jimmy Kish, "the flying cowboy" from Painesville, Ohio, has just received his commercial pilot's license. . . . The Cumberlands, a top group which made the scene in Nashville last summer, packs them in at the Red Horse Inn in Alexandria, La., on a regular basis. Earlier they had toured with Molly Bee, covering much of the country. . . . Nat Stuckey has been invited again on Christmas to perform for the Shreveport Association for the Blind party. Nat and his wife then will vacation for a few days before launching one of his busiest years. . . .

John D. Loudermilk has joined the growing list of clients to be handled by Emily Bradshaw in her "Promotion by Emily" firm to be established the first of the year. She formerly handled promotions for WSM and the "Grand Ole Opry." Her client list will be limited. . . . WPLO continues to produce great shows in Atlanta, and keep a line-up of stars filtering through its carpeted halls. . . . Lorene Mann, who has a new duet out with Archie Campbell, has taped a Lester Flatt and Earl Scruggs TV show.

RCA Victor's Felton Jarvis has purchased a 1937 Bentley, after a long search, and will fly to



ROY ACUFF performed a farewell salute to the Screaming Eagles of the 101st Airborne Division just before the unit was transferred to Vietnam. Mrs. O. M. Barsanti, wife of the commander of the division, took a few turns on the Acuff fiddle. Others are Map. Gen. O. M. Barsanti, Clarksville, Tenn., Mayor Charles Crow and Hopkinsville, Tenn., Mayor Alfred Naff.

Boston and attempt to drive it back to Nashville. . . . Bill Anderson and Jan Howard are in the midst of a new duet album, this one titled "For Loving You." It is scheduled for a first-of-the-year release. Bill has a big tour ahead beginning Jan. 11 and not concluding until mid-February. Among other things, it will take him back through Canada. . . . Ernie Ashworth will now be booked by Smiley Wilson at the Wil-Helm agency. Ernie is getting ready to record a new session. . . . Bill Carlisle, back from Minneapolis and Washington, starts the new year off in North Carolina.

Jim Ed Brown will spend the better part of what's left in December in Florida, with a string of bookings. . . . Ray Pillow was a refreshing guest on the Bobby Lord show. . . . The same is true of Mel Tillis on the "Pop and Country" show on WSM-TV. . . . Jerry Naylor back to the Coast for a month of rest from his filming chores at WSIX-TV. . . . Starday's Charley Dick has traveled a good bit lately with promotion-minded Red Sovine. . . . Pat McKinney has signed a contract with Epic label. This refreshing young singer promptly made a guest appearance on the Stoneman Family TV show.

Cedarwood Execs

• Continued from page 23

Denney was presented an engraved watch for his efforts.

Roger Sovine, professional manager of Cedarwood, was given one of six Spotlight Awards by the Junior Chamber for his work within the organization. Among other things, he personally sold \$25,000 worth of tickets for the Music City Pro-Celebrity Open golf tournament, a part of which was sponsored by the Junior Chamber.



COLUMBIA RECORDING ARTIST JOHNNY DUNCAN prepares his first session for the label, as manager-booker Jimmy Kline, left, looks on with producer Frank Jones, right.

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Classical Music

Four Stars to Glitter on Operatic Issues Next Yr.

By FRED KIRBY

NEW YORK — Leontyne Price, Birgit Nilsson, Renata Tebaldi and Joan Sutherland all are slated for major operatic releases early next year. Two versions of Gluck's "Orfeo ed Euridice" and the first recordings of Henze's "Der Junge Lord" and Britten's "Billy Budd" also are scheduled.

Deutsche Grammophon's series of pressings by that composer, features the cast of the 1965 world premiere of the work by the Deutsche opera directed by Christoph von Dohnanyi. The cast includes Loren Driscoll, Lisa Otto, Edith Mathis, Helmut Krebs, Gunther Treptow and Vera Little. Britten will conduct his opera on London.

Angel's first major opera of the year will be Verdi's "Aida" with Nilsson, Franco Corelli and Grace Bumbry. Seraphim will begin with Gay's "The Beggar's Opera" with Elsie Morison, Monica Sinclair and Owen Brannigan, Sir Malcolm Sargent conducting.

London Release

London will open with Puccini's "La Gioconda" starring Tebaldi, Carlo Bergonzi, Marilyn Horne and Robert Merrill. Lamberto Gardelli, the conductor, also conducts Leoncavallo's "Pagliacci" with Pilar Lorengar, James McCracken, and Merrill, and Cherubini's "Medea" with Gwyneth Jones, Bruno Prevedi, Fiorenza Cossotto, Lorengar and Justino Diaz, also on London.

Other London operas will be Bellini's "Norma" with Elena Suliotis, Mario Del Monaco and Cossotto, with Silvio Varviso conducting, and Donizetti's "Daughter of the Regiment" with Joan Sutherland, Richard Bonygne conducting. A James King operatic recital also is listed.

Victor Package

RCA Victor will open the year with a Verdi operatic recital by Montserrat Caballe. The first Victor opera of the year will be Verdi's "Ernani" with Price, Bergonzi, Mario Sereni and Exio Flagello, Thomas Schippers conducting. Victor also has recorded Mozart's "Cosi Fan Tutte" with Price, George Shirley, Tatiana Troyanos and Sherrill Milnes, Erich Leinsdorf conducting, and Mozart's "Impresario" with Richard Lewis, Andre Previn conducting.

The two versions of the Gluck opera, both due just before spring are on DGG with Dietrich Fischer-Dieskau and Gundula Janowitz, Karl Richter conducting, and on Angel with Bumbry and Anneliese Rothenberger, Vaclav Neumann conducting.

Melodiya/Angel will have Russian arias by bass Boris Shtokolov of the Bolshoi Opera,

(Continued on page 27)



JIM FREY, center, new head of MGM Records' classical division, discusses specially priced Deutsche Grammophon sets with Claus Petermann, left, DGG's liaison in the United States, and Mort L. Nasatir, MGM Records president.

DGG Steps Up Mod, Special Sets Policy

NEW YORK — Continuing interest in modern music and more specially priced sets are slated for Deutsche Grammophon, according to James Frey, new director of MGM Records' classical division. In addition, a new historical series including mono-only pressings will be inaugurated on Heliodor, MGM's low-price label.

DGG, which pioneered the specially priced package with complete Beethoven and Brahms

symphonic collections conducted by Herbert von Karajan, plans an 11-record set of the complete Bruckner symphonies, specially priced, with Eugen Jochum as conductor. Release is set for early next year.

The first complete opera by Hans Werner Henze, "Der Junge Lord" also is set for early next year. Christoph von Dohnanyi conducts the world premiere cast, which includes Loren Driscoll, Lisa Otto, Helmut Krebs, Edit Mathis and Gunther Treptow. DGG plans to record many more Henze works after the company's success with that composer's five symphonies with Henze conducting.

Frey said DGG also is planning to record more Stockhausen as well as Berg, Schoenberg and Webern. He noted that DGG was the first major company besides Columbia to go into contemporary repertoire extensively.

Karajan, whom Frey said ranked behind only Bernstein and Ormandy in popularity as a conductor in the United States, currently is recording his second Wagnerian "Ring" opera, "Das Rheingold" with Dietrich Fischer-Dieskau, Josephine Veasey, Gerhard Stolze, Martti Talvela and Karl Ridderbusch. Also on tap, is a Prague recording of Mozart's

(Continued on page 30)

\$100 PACKAGES CLICKING FOR LONDON & COLUMBIA

NEW YORK—Both Columbia and London Records reported strong sales success with their \$100 packages, issued in time for Christmas business. Columbia said its initial pressing of the 14-LP set of Mahler's nine symphonies conducted by Leonard Bernstein has been sold out with almost 2,000 sets shipped.

The Los Angeles Philharmonic has sent its 8,000 subscribers an announcement of the set with an enclosed envelope to Wallach's Music City directing the store to reserve a copy. The deluxe limited-edition set has received extensive consumer advertising and also has gained favorable reviews.

The demand for London's 19-LP package of Wagner's "Ring" cycle has resulted in the doubling of the original pressing. Extra quantities of 30-by-24-inch placards for in-store and window merchandising, and more local newspaper advertising mats also have been supplied.

American, Utah Cited By Orchestra League

NEW YORK — The American Symphony and the Utah State Symphony have been designated major orchestras by the American Symphony Orchestra League raising to 30 the number of such orchestras in the United States and Canada. The American's designation made New York the only Western Hemisphere city with two major orchestras.

The Buffalo Philharmonic and the Rochester Philharmonic also

are major orchestras giving New York State the majors lead. Texas follows with three majors: the Dallas, Houston and San Antonio symphonies. States with two major orchestras each are Ohio, Cincinnati Symphony and Cleveland Orchestra; Missouri, Kansas City Philharmonic and St. Louis Symphony; California, Los Angeles Philharmonic and San Francisco Symphony; and Pennsylvania, Philadelphia Orchestra and Pittsburgh Symphony.

Other major U. S. orchestras are Atlanta Symphony, Baltimore Symphony, Boston Symphony, Chicago Symphony, Denver Symphony, Detroit Symphony, Indianapolis Symphony, Milwaukee Symphony, Minneapolis Symphony, New Orleans Philharmonic, Seattle Symphony and Washington National Symphony. The Montreal

(Continued on page 30)

Merc. Wing LP's

CHICAGO—Mercury Wing is issuing three albums this month, two with Antal Dorati and the Minneapolis Symphony. The two symphonic albums contain music of Dvorak and Prokofiev. In the third LP, Paul Paray conducts the Detroit Symphony in Ravel and Debussy.



PIERRE BOULEZ, left, French conductor-composer, enjoys himself at a CBS Records luncheon in his honor at the 21 Club in New York. Also in good spirits are, from left, John McClure, Columbia Masterworks a&r director; Thomas Shepard, Masterworks a&r producer, and Kenneth Glancy, managing director of CBS Records Ltd. of England.

RECORD REVIEW

For Everest, 13 Is Bright Number

NEW YORK—Thirteen may be an unlucky number for some, but for Everest Records it represents the fortunate and inventive total of their new product, Series II, from the Archive of Piano Music.

The package is indeed a piano music collector's delight, consisting of works played and composed by George Gershwin to shorter selections of and by Saint-Saens. In between there is a host of other recordings by other masters such as Edwin Fisher, Myra Hess, Wanda Landowska, Jose Hofmann and Ignace Paderewski.

To achieve such a grouping from such a distinguished group, Everest has transferred, and very well, a number of piano rolls made for Duo-Art between 1916 and 1925. Of course, one must overlook that all the shadings or fine detail of tone cannot be accurately reproduced, but what is really important is that these virtuosi can be heard and listened to, and are available for one's personal enjoyment.

As to the performances themselves, it is difficult to single out one above the other. The "Edwin Fisher Plays Brahms" rates high. His simplicity of style makes both the sonatas on the

LP flow easily and directly. "Myra Hess Concert," Miss Hess gives 10 selections much sensitivity and displays what a dedicated artist she is. The same is true for the "Wanda Landowska Concert," where Miss Landowska also shows much vitality. "Camille Saint-Saens Plays Saint-Saens" is teamed with "Josef Hofmann Plays Hofmann." Both sides are interesting for their poignancy and subtlety. Hofmann also is represented on two other records, "Josef Hofmann Plays Chopin" ("Concerto No. 1") a Liszt set and with Paderewski. The "Tarantella" is Hofmann at his enthusiastic best, while "Soirees De Vienne-Valse Caprice" is a personal triumph for Paderewski. Gershwin shows his superior pianistic skill in playing his own "Rhapsody in Blue." The other side contains "Make Believe," and others. On another LP, Paderewski distinguishes himself in works by Chopin, Mendelssohn, Schubert and Beethoven. His playing is witty and a tour de force.

The remainder of the package contains "Ossip Gabrilowitsch Concert," "Vladimir De Pachmann Plays Chopin," Leopold Godowsky Concert" and "Arthur Friedheim Plays Liszt." These four albums are also enthusiastically endorsed.

ROBERT SOBEL

'Makropulos': Stirring Work

NEW YORK — Janacek's "The Makropulos Case" received a gripping performance by the Little Orchestra Society at Philharmonic Hall on Tuesday (12) with a cast headed by Czech soprano Nadezda Kniplova, who displayed a powerful ringing voice as Emilia Marty. The opera, receiving its New York premiere, was sung in the original Czech.

Among the experienced singers who contributed to the effective performance before a large audience were tenor Ivo Zidk, who appears in the fine Epic recording of the opera, and baritone Chester Ludgin, who appeared in the San Francisco Opera production of the work two seasons ago with Marie Collier. Zidek also has recorded for Deutsche Gramophon, while Ludgin appears on CRI. The Epic performance features the Prague National Theater.

Miss Kniplova, a true dramatic soprano, reinforced the fine impression she made here last summer in Janacek's "Jenufa" with the Hamburg Opera. Thomas Scherman was the capable conductor.

FRED KIRBY

San Antonio, Romeros LP's

SAN ANTONIO — Two albums were recorded here recently by Mercury Records, both featuring the Romeros with the San Antonio Symphony under Victor Alesandro. In one, the guitarists play four Vivaldi concertos, including the "Concerto in G for Two Guitars," "Concerto in D Minor for Four Guitars," "Guitar Concerto in C" and "Guitar Concerto in A." All pieces are first recordings.

The other album has two Rodrigo pieces, including the "Concerto for Four Guitars," which the Romeros premiered with the orchestra here. Harold Lawrence, director of Mercury's classical division, produced the recordings at the Municipal Auditorium. The Rodrigo pressing is slated for release early next year.

Four Stars to Glitter on Operatic Issues Next Year

• Continued from page 26

Tchaikovsky songs by Irina Arkipova, and excerpts from Mussorgsky's "Boris Godunov" featuring Ivan Petrov.

Seraphim's releases will include Mozart's "Abduction From the Seraglio" with Rothenberger, Lucia Popp, Nicolai Gedda, Gottlob Frick and the Vienna Philharmonic under Josef Krips. Another Seraphim title will feature Tito Gobbi on two disks.

Bumbry also will be featured in a leader recital on Angel and in the Mozart "Requiem" with Mathis and Shirley, Rafael Fruhbeck de Burgos conducting. Christa Ludwig and Janet Baker also will be featured in Angel leader recitals. An HMV recording of "The Bear" will probably be on the 1968 list.

DGG's recording activities



BEST SELLING CLASSICAL LP's

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
		1 WEST MEETS EAST24		21	22	WAGNER: DIE WALKURE (5-12" LP's)32	
		Yehudi Menuhin/Ravi Shankar, Angel 36418 (M); S 36418 (S)				Crespin/Vickers/Various Artists/Berlin Philharmonic (Von Karajan), DGG 39 229/233 (M); 139 229/233 (S)	
2	2	BEETHOVEN: NINTH SYMPHONY16		22	23	PROKOFIEV: IVAN THE TERRIBLE (2-12" LP's)9	
		Mormon Tabernacle Choir/Philadelphia Orch. (Ormandy), Columbia ML 6416 (M); MS 7016 (S)				Various Artists/U.S.S.R. Symphony (Stasevich), Melodiya/Angel RB 4103 (M); SRB 4103 (S)	
3	3	PUCCINI: LA RONDINE (2-12" LP's)15		23	17	FRITZ WUNDERLICH: LYRIC TENOR10	
		Moffo/Barioni/RCA Italiano Orch. & Chorus (Molinari-Pradelli), RCA Victor LM 7048 (M); LSC 7048 (S)				Seraphim 60043 (M); S 60043 (S)	
4	4	LEONTYNE PRICE—PRIMA DONNA, VOL. 212		24	15	DVORAK: SYMPHONY NO. 9 (New World)/SCHUMANN: MANFRED OVERTURE11	
		RCA Victor LM 2968 (M); LSC 2968 (S)				NBC Symphony (Toscanini), RCA Victrola VIC 1249 (M); (No Stereo)	
5	6	MAHLER: SYMPHONY NO. 8 (2-12" LP's)46		25	21	PROKOFIEV: CINDERELLA (2-12" LP's)11	
		Various Artists/London Symphony (Bernstein), Columbia M2L 351 (M); M2S 751 (S)				Moscow Radio Symphony (Rozdestvensky), Melodiya/Angel R 4102 (M); SRB 4102 (S)	
6	11	MY FAVORITE CHOPIN90		26	26	MAHLER: SYMPHONY NO. 2 (2-12" LP's)3	
		Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)				Sills/Kopleff/Utah Symphony (Abravanel), Vanguard Cardinal Series (No Mono); C/10003/4 (S)	
7	8	BERNSTEIN'S GREATEST HITS27		27	27	ART OF DENNIS BRAIN31	
		New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)				Seraphim 60040 (M); (No Stereo)	
8	29	BELLINI: BEATRICE DITENDI (3-12" LP's)3		28	30	PENDERECKI: PASSION ACCORDING TO ST. LUKE (2-12" LP's)5	
		Sutherland/Various Artists/London Symphony (Bonyngel), London A 4384 (M); OSA 4384 (S)				Various Artists/Talzer Boy Choir, RCA Victrola VIC 6015 (M); VICS 6015 (S)	
9	12	HANDEL: MESSIAH (3-12" LP's)3		29	28	HOROWITZ IN CONCERT (2-12" LP's)34	
		Schwarzkopf/Hoffman/Gedda/Various Artists/Philharmonia Orch. (Klemperer), Angel CL 3657 (M); SCL 3657 (S)				Vladimir Horowitz, Columbia M2L 357 (M); M2S 757 (S)	
10	9	PUCCINI: MADAME BUTTERFLY (3-12" LP's)12		30	31	ORFF: CATULLI CARMINA4	
		Scotto/Bergonzi/Various Artists/Rome Opera House Orch. (Barbirolli), Angel (No Mono); SCL 3702 (S)				Blegen/Kness/Temple University Choir, Philadelphia Orch. (Ormandy), Columbia ML 6417 (M); MS 7017 (S)	
11	10	BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's)32		31	25	RACHMANINOFF: SYMPHONY NO. 121	
		Berlin Philharmonic (Von Karajan), DGG (No Mono); SKL 101/108 (S)				Philadelphia Orch. (Ormandy), Columbia ML 6386 (M); MS 6986 (S)	
12	39	HANDEL: MESSIAH (2-12" LP's)2		32	18	TCHAIKOVSKY: QUEEN OF SPADES (4-12" LP's)6	
		Various Artists/Mormon Tabernacle Choir/Philadelphia Orch. (Ormandy), Columbia M2L 263 (M); M2S 607 (S)				Bolshoi Theatre (Khaikin), Melodiya/Angel (No Mono); SRD 4104 (S)	
13	14	ORFF: CARMINA BURANA70		33	—	CHOPIN NOCTURNES (2-12" LP's)1	
		New Philharmonia Orch. (Frubach De Burgos), Angel 36333 (M); S 36333 (S)				Artur Rubinstein, RCA Victor LM 7050 (M); LSC 7050 (S)	
14	16	MAHLER: SYMPHONY NO. 99		34	—	MAHLER: COMPLETE NINE SYMPHONIES (14-12" LP's)1	
		New Philharmonia (Klemperer), Angel 3708 (M); S 3708 (S)				New York Philharmonic (Bernstein), Columbia (No Mono); CMS 765 (S)	
15	24	GERSHWIN: RHAPSODY IN BLUE70		35	36	HOLST: THE PLANETS28	
		New York Philharmonic (Bernstein), Columbia ML 5412 (M); MS 6091 (S)				New Philharmonic Orch. & Chorus (Boult), Angel 36420 (M); S 36420 (S)	
16	19	TCHAIKOVSKY: CONCERTO NO. 172		36	—	HANDEL: JULIUS CAESAR (3-12" LP's)1	
		Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)				Treigle/Sills/Various Artists/N. Y. City Opera (Rudel), RCA Victor LOC 6182 (M); LSC 6182 (S)	
17	20	RACHMANINOFF: CONCERTO NO. 240		37	—	BORODIN: PRINCE IGOR (3-12" LP's)1	
		Van Cliburn, Chicago Symphony (Reiner), RCA Victor LM 2601 (M); LSC 2601 (S)				Christoff/Various Artists/Sofia National Opera (Semkov), Angel (No Mono); SLC 3714 (S)	
18	7	HOMAGE TO GERALD MOORE (2-12" LP's)7		38	32	BRITTEN: A MIDSUMMER NIGHT'S DREAM (3-12" LP's)6	
		De Los Angeles/Schwarzkopf/Fischer-Dieskau, Angel (No Mono) SB 3697 (S)				Various Artists/London Symphony (Britten), London A 1385 (M); OSA 1385 (S)	
19	5	VERDI: LA TRAVIATA (3-12" LP's)9		39	40	HANDEL: MESSIAH (3-12" LP's)2	
		Caballe/Bergonzi/Milnes/RCA Italiano Orch. (Prete), RCA Victor LM 6180 (M); LSC 6180 (S)				Harper/Watts/Wakefield/Various Artists/London Symphony (Davis), Philips PHM-3-592 (M); PHS-3-992 (S)	
20	13	PUCCINI: TOSCA (2-12" LP's)14		40	—	PENDERECKI: ST. LUKE'S PASSION (2-12" LP's)1	
		Nilsson/Corelli/Fischer-Dieskau/Various Artists (Maazel), London A 4267 (M); OSA 1267 (S)				Various Artists/Cracow Philharmonia (Czyz), Philips (No Mono); PHS 2-901 (S)	

Classical Notes

Violinist Itzhak Perlman will be soloist with Louis Lane and the Cleveland Orchestra on Thursday (21), Friday (22) and Saturday (23). . . . The Metropolitan Opera Studio will present works of Henri Sauguet on Monday (18) with participants including soprano Joy Clements, mezzo-soprano Rosalind Hupp, baritone Gene Boucher and pianist George Schick. . . . Anshel Brusilow conducted Stravinsky's "L'Histoire du Soldat" with the Philadelphia Chamber Symphony on Wednesday (20). The performance will feature narrator Morris Carnovsky and the Baird Marionettes.

Nicolai Ghiaurov will sing the title role in a new Metropolitan Opera production of Mussorgsky's "Boris Godunov" during the 1969-70 season, the first time the opera will be sung in Russian at the Met. Claudio Abbado will

New Toronto Pkg. on Victor

TORONTO — The Toronto Symphony under Seiji Ozawa has recorded Messiaen's "Turangalila" and Toru Takemitsu's "November Steps" for RCA Victor. International release is planned for next year as a two-LP package, with "November Steps" as the fourth side.

The Takemitsu piece, a recording first, was commissioned by the New York Philharmonic during its 125th anniversary season. Ozawa conducted the world premiere of the work with the Philharmonic in New York this fall.

Soloists in "Turangalila," not currently in the catalog, were

conduct. Other soloists will include Raina Kabaivanska, Nicolai Gedda and Martti Talvela. . . . Pianist Robert Casadesu will be soloist with William Steinberg and the New York Philharmonic on Thursday (21), Friday (22) and Saturday (23). FRED KIRBY

pianist Yvonne Loriod (Mrs. Messiaen) and her sister Jeanne Loriod on Ondes Martenot, an electronic instrument. Peter Delheim was a&r producer for the sessions on Thursday (7) and Friday (8) at Massey Hall. The Messiaen work was featured in concerts by the orchestra on Tuesday (5) and Wednesday (6).

Previn, Houston in A Series Opener

HOUSTON—Conductor Andre Previn and the Houston Symphony opened the Houston Chronicle's three-concert series at the Sam Houston Coliseum on Saturday (16). Tickets for the three newspaper-sponsored concerts are \$1 each. Pianist Eugene List and conductor A. Clyde Roller will appear on Jan. 20. Percy Faith will conduct the March 16 concert.

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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	Wks. Ago			TITLE	Artist, Label & Number	Wks. On Chart
	1	2	3			
1	6	10	14	COLD	John Gary, RCA Victor 9361 (Sculpture, ASCAP)	7
2	4	8	12	YOU MADE IT THAT WAY	Perry Como, RCA Victor 9356 (Rose, BMI)	6
3	2	2	3	MORE THAN A MIRACLE	Roger Williams, Kapp 843 (Robbins, ASCAP)	15
4	8	12	17	CHATTANOOGA CHOO CHOO	Harper's Bizarre, Warner Bros. 7090 (Feist, ASCAP)	6
5	5	6	6	I ALMOST CALLED YOUR NAME	Margaret Whiting, London 115 (Singleton/Kemisco, BMI)	11
6	7	7	11	STEP TO THE REAR	Marilyn Maye, RCA Victor 9347 (Carwin, BMI)	7
7	1	1	1	WHEN THE SNOW IS ON THE ROSES	Ed Ames, RCA Victor 9319 (Miller, ASCAP)	13
8	3	3	5	CUANDO SALI DE CUBA	Sandpipers, A&M 880 (Miller, ASCAP)	10
9	9	11	13	HOLLY	Andy Williams, Columbia 44325 (Claudine, BMI)	9
10	10	13	18	LIVE FOR LIFE	Jack Jones, RCA Victor 9365 (Unart, BMI)	6
11	19	24	—	IN THE MISTY MOONLIGHT	Dean Martin, Reprise 0640 (4 Star, BMI)	3
12	13	17	28	BY THE TIME I GET TO PHOENIX	Glen Campbell, Capitol 2015 (Rivers, BMI)	7
13	17	26	—	THE OTHER MAN'S GRASS IS ALWAYS GREENER	Petula Clark, Warner Bros. 7097 (Northern, ASCAP)	3
14	16	22	30	WINDY	Wes Montgomery, A&M 883 (Almo, ASCAP)	5
15	15	16	16	WHAT A WONDERFUL WORLD	Louis Armstrong, ABC 10982 (Valando, ASCAP)	11
16	12	5	2	MORE THAN THE EYE CAN SEE	Al Martino, Capitol 5989 (Saturday, BMI)	15
17	11	4	4	WAIT UNTIL DARK	Henry Mancini, RCA Victor 9340 (Witmark/Norhridge, ASCAP)	9
18	18	18	10	FOR ONCE IN MY LIFE	Tony Bennett, Columbia 44258 (Stein & Van Stock, ASCAP)	16
19	14	9	9	THE LAST WALTZ	Engelbert Humperdinck, Parrot 40019 (Donna, ASCAP)	14
20	33	36	—	A VOICE IN THE CHOIR	Al Martino, Capitol 2053 (Case, ASCAP)	3
21	34	—	—	I'VE GOT TO BE ME	Steve Lawrence, Calendar 1001 (Damila, ASCAP)	2
22	22	30	—	PARADE	Sue Raney, Imperial 46265 (Formata Int'l, ASCAP)	3
23	23	35	35	I GET ALONG WITHOUT YOU VERY WELL	Karen Chandler, Dot 17049 (Famous, ASCAP)	5
24	20	21	8	JUST LOVING YOU	Anita Harris, Columbia 44236 (Chappell, ASCAP)	9
25	27	28	—	FELICIDAD	Sally Field, Colgems 1088 (Screen Gems-Columbia, BMI)	3
26	26	—	—	VALLEY OF THE DOLLS	Arbers, Date 1581 (Aljac, ASCAP)	2
27	30	31	39	LIVE FOR LIFE	Ferrante & Teicher, United Artists 50228 (Unart, BMI)	4
28	28	—	—	LEARN TO LIVE WITHOUT YOU	Bachelors, London 20033 (Donna, ASCAP)	2
29	31	33	35	HERE COMES HEAVEN	Eddy Arnold, RCA Victor 9368 (Hill & Range, BMI)	4
30	32	34	34	IN THE MORNING	Anita Kerr Singers, Warner Bros. 7085 (Wright, Ltd.)	4
31	29	29	—	I WONDER WHO'S KISSING HIM NOW	Marilyn Michaels, ABC 10979 (Marks-Vogel, BMI)	3
32	38	38	—	WALK AWAY	Damita Jo, Epic 10235 (Carwin, ASCAP)	3
33	39	—	—	LOVE IS BLUE	Paul Mauriat, Philips 40495 (BLEM)	2
34	—	—	—	WHO WILL ANSWER	Ed Ames, RCA Victor 9400 (Sunbary, ASCAP)	1
35	35	—	—	WHEN THE LIGHTS GO ON AGAIN	Kay Starr, ABC 11013 (Porgie, BMI)	2
36	36	37	—	LIVE FOR LIFE	Carmen McRae & Herbie Mann, Atlantic 2451 (Unart, BMI)	3
37	37	39	—	KITES ARE FUN	Free Design, Project 3 1324 (Winborn/Almitra/Record Songs, ASCAP)	3
38	—	—	—	GOIN' OUT OF MY HEAD/CAN'T TAKE MY EYES OFF YOU	Lettermen, Capitol 2054 (Vogue/Saturday/Season's Four, BMI)	1
39	—	—	—	I PROMISE YOU	Jane Morgan, ABC 11002 (ABC, ASCAP)	1
40	40	—	—	YOU KNEW ABOUT HER ALL THE TIME	Tammy Leonetti, Columbia 44247 (Northern, ASCAP)	2

LITTLE DRUMMER BOY
Lou Rawls (Capitol)
Harry Simeone Chorale (20th-Fox)
Bert Kaempfert (Decca)
Midnight String Quartet (Dot)
Stevie Wonder (Tamla)
Joan Baez (Vanguard)
Ed Sullivan (Columbia)
Floyd Cramer (RCA Victor)
Merv Griffin (MGM)
Do-Re-Mi Children's Chorus (Kapp)
Ferrante & Teicher (U. A.)
Lennon Sisters (Dot)

SLEIGH RIDE
Leroy Anderson (Decca)
Jim Nabors (Columbia)
Roy Rogers (Capitol)
Andre Kostelanetz (Columbia)
Henry Mancini (RCA Victor)
Andy Williams (Columbia)
Al Caiola (U. A.)
Al Hirt (RCA Victor)
New Christy Minstrels (Columbia)
Hermanos Zavala (Capitol)
Jack Jones (Kapp)
Boston Pops Orchestra (RCA Victor)

CARAVAN
Bert Kaempfert (Decca)
KEEP ON DANCIN'
Harper and Rowe (White Whale)
WHO'S SORRY NOW
Bobby Vinton (Epic)
I CAN'T BELIEVE THAT YOU'RE IN LOVE WITH ME
Virginia Wolves (ABC)
THE SHEIK OF ARABY
Jim Kweskin Jug Band (Reprise)
RED ROSES FOR A BLUE LADY
Ernie Freeman (Dunhill)

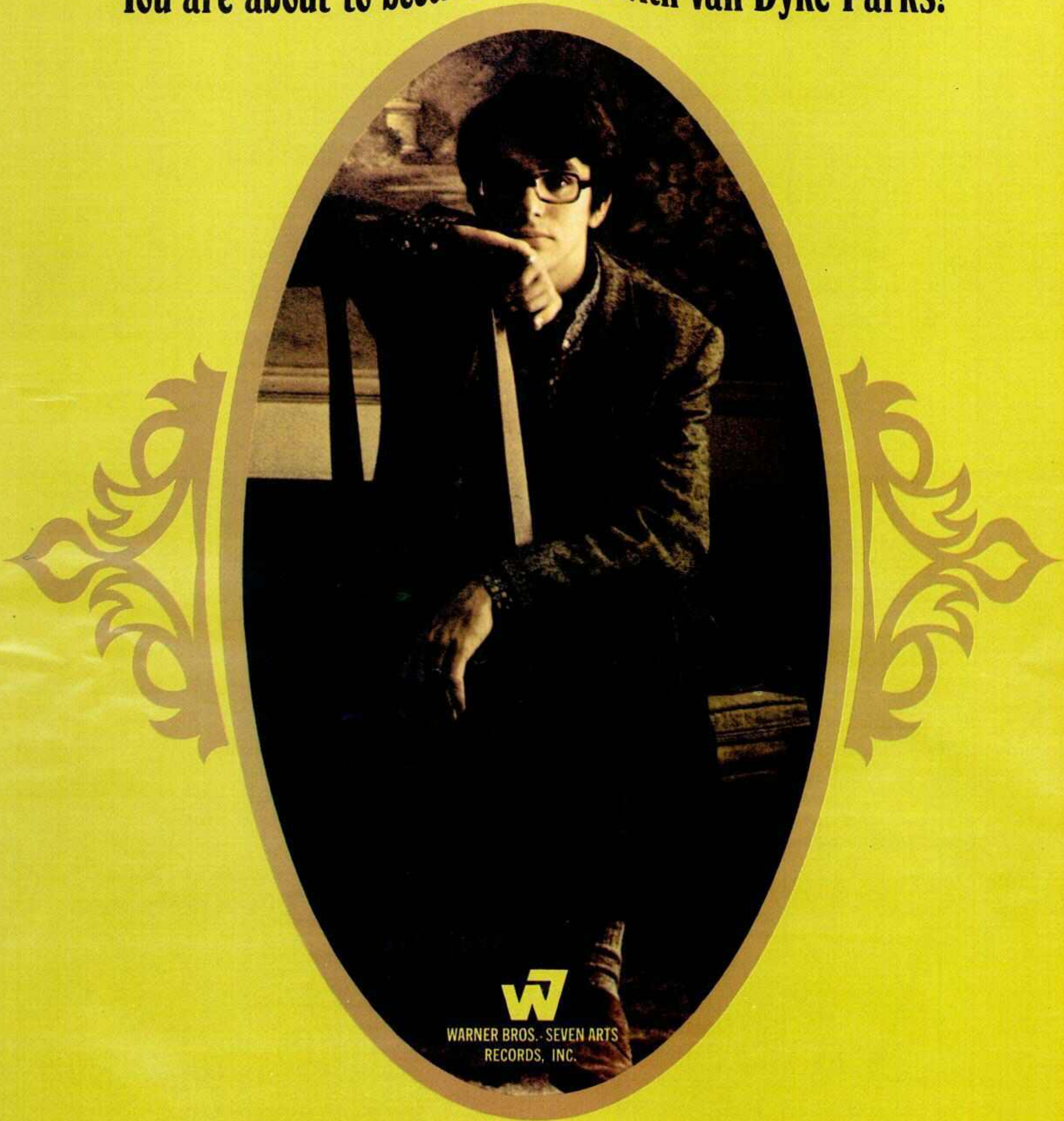
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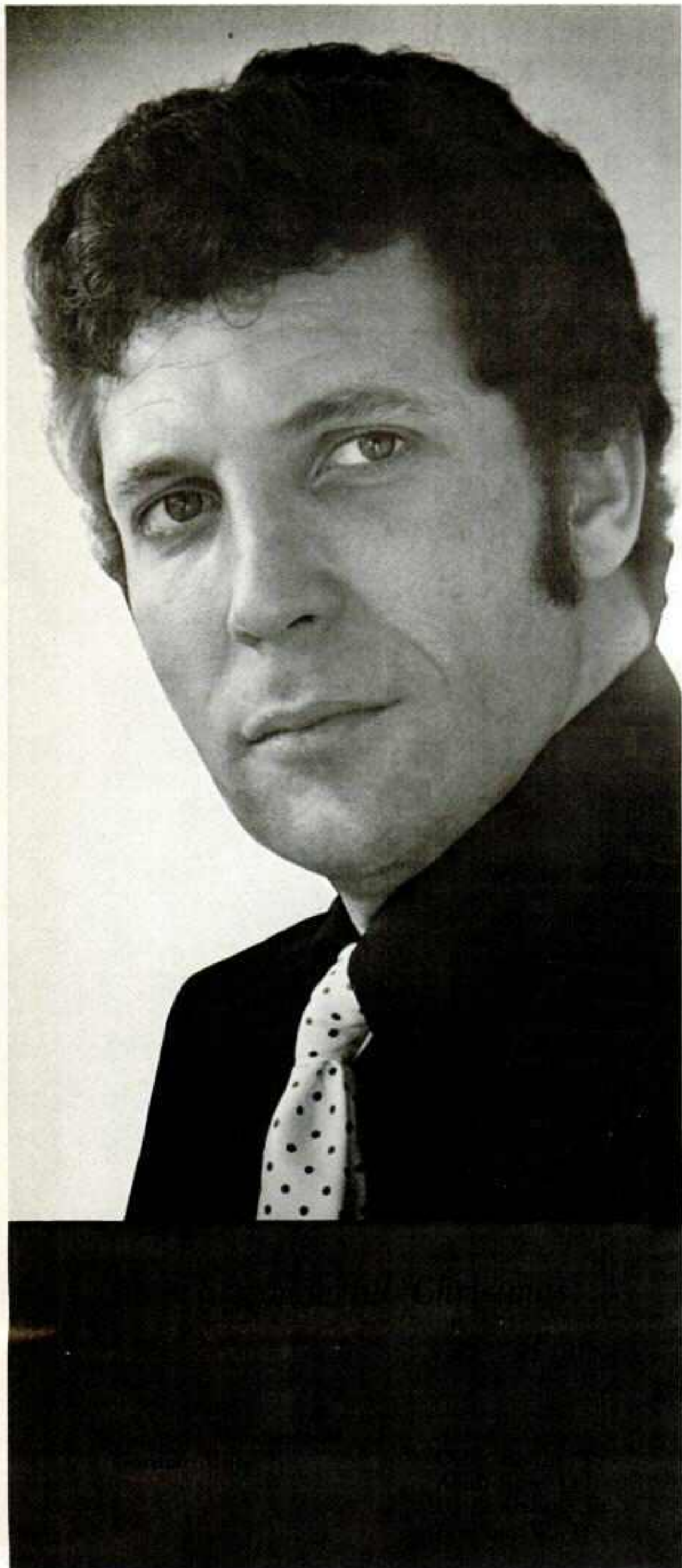


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ROBERT MYERS, left, executive producer of Capitol Records' International Division, accepts an Esther Award from Henry L. Roth, music editor of the California Jewish Voice for the excellence of Capitol's classical labels: Angel, Melodiya/Angel, Capitol Classics and Seraphim. Esther Roth, for whom the award is named, looks on. "Esthers" will be presented annually to labels which issue the best recordings in their fields.

New Album Releases

A&M

HERB ALPERT'S Ninth; 134, SP 4134
 HERBIE MANN—Glory of Love; 003, SP 3003
 THE SANDPIPERS—Misty Roses; 135, SP 4135
 TAMBA 4—We and the Sea; SP 3004
 JULIUS WECHTER & THE BAJA MARIMBA BAND—Fowl Play; 136, SP 4136
 WE FIVE Make Someone Happy; 138, SP 4138

ATLANTIC

GRASSILLA OLIPHANT—The Grass Is Greener; 1494, SD 1494
 KENNY SOLMS & GAIL PARENT—Here Comes the Bird; 8159, SD 8159

BACH GUILD

LEOPOLD STOKOWSKI ORCH.—In Dulci Jubilo; BGS 70696
 VARIOUS ARTISTS—The Art of Ornamentation; BGS 7067/8

BUNKY

THE ESQUIRES—Get on Up and Get Away; BM 300, BS 300

CAPITOL

THE BEACH BOYS—Wild Honey; T 2859, ST 2859
 THE BEATLES—Magical Mystery Tour; MAL 2835, SMAL 2835
 JIMI HENDRIX/CURTIS KNIGHT—Get That Feeling; T 2856, ST 2856

CHESSMAN

THE ZAMIR CHORALE—A New Song; CH 3001

COLUMBIA

TONY BENNETT—For Once in My Life; CL 2773, CS 9573
 THE CHAMBERS BROS.—The Time Has Come; CL 2722, CS 9522

DISNEYLAND

CAMARATA & THE MIKE SAMMERS SINGERS—Songs From Doctor Dolittle; DQ 1325

DORE

THE ZANIES; LP 321

EPIC

JHO ARCHER—Voodoo Jazz; LN 24331, BN 26331
 DONOVAN—A Gift From a Flower to a Garden; L2N 6071, B2N 171
 THE HOLLIES—Dear Eloise/King Midas in Reverse; LN 24344, BN 26344
 VARIOUS ARTISTS—The Incredible Liverpool Scene; LN 24336, BN 24336

ESP

SLAVONIC CAPPELLA ENSEMBLE (Fekula)—Music From the Orthodox Liturgy; 1065

HOB

VARIOUS ARTISTS—The Gospel at Christmas; HOB 281, HOS 281

MINIT

GENE DOZIER & THE BROTHERHOOD—Blues Power; LP 40010, LP 24010

OKEH

DOROTHY LOVECOATES & THE GOSPEL HARMONETTES; OKM 12125, OKS 14125

RCA VICTOR

BOBBY BARE/THE HILLSIDERS—The English Countryside; LPM 3896, LSP 3896
 CHARLEY PRIDE—The Country Way; LPM 3895, LSP 3895
 VARIOUS ARTISTS—Native American Ballads; LPV 548

RCA VICTROLA

BRAMMS: THE FOUR SYMPHONIES—NBC Symphony (Toscanini); VIC 6400

REPRISE

NANCY SINATRA—Movin' With Nancy; R 6277, RS 6277
 MARK TURNBULL—Portrait of the Young Artist; R 6272, RS 6272

SKYLAND

THE GALILEAN QUARTET—I'll Gladly Sacrifice; LP 4013
 THE PLASTER SISTERS Singing Their Favorite Gospel Songs; LP 4012

UNITED ARTISTS

PATTY DUKE Sings Songs From Valley of the Dolls & Other Selections; UAL 3623, UAS 6623

VANDO

CHRIS BARTLEY—The Sweetest Thing This Side of Heaven; VA 60,000, VAS 60,000

VANGUARD

SCHUBERT: SONATA OP. 162/RONDO BRILLIANT OP. 70—Alexander Schneider/Peter Serkin; VRS 1146, VSD 71146

VANGUARD CARDINAL

BLOCH: SCHELOMO/ISRAEL SYMPHONY—Nelsova/Various Artists/Utah Symphony (Abravanel); SCS 10007
 THE CAROLERS—A Music Box of Christmas Carols; VCS 10015
 GERSHWIN: CONCERTO IN F/AN AMERICAN IN PARIS/RHAPSODY IN BLUE—Lowenthal/Utah Symphony (Abravanel); VCS 10017

UTAH SYMPHONY ORCH. (Abravanel)—Fiddle Faddle & 14 Other Leroy Anderson Favorites; VCS 10016

VANGUARD EVERYMAN

SCHUETZ: CHRISTMAS ORATORIO—Various Artists (Ehmann); SRV 232, SRV 232SD
 SCHUETZ: MUSIKALISCHE EXEQUIEN—Various Artists (Ehmann); SRV 245, SRV 245 SD

VERVE

BILL EVANS—Further Conversations With Myself; V 8727, V6-8727
 VARIOUS ARTISTS—Christmas Gospelodum; V 5043, V6-5043

WARNER BROS.

ROD MCKUEN Sings the Beautiful Strangers & Other Sad Songs for Young Lovers; W 1722, WS 1722
 JACKIE MILES—J. Schwartz, New York?; W 1726, WS 1726
 VAN DYKE PARKS—Song Cycle; W 1727, WS 1727
 VARIOUS ARTISTS—Original Golden Instrumental Hits; W 1725, WS 1725

DGG Steps Up, Mod; Special Sets Policy

• Continued from page 26

"Le Nozze di Figaro" conducted by Karl Boehm.

DGG also plans concentration on several young artists including pianist Christoph Eschenbach, whose career the company has helped with financial grants after his talent was discovered by Jochum. A concerto featuring the artist with conductor Claudio Abbado, that conductor's first DGG release, is scheduled for early next year. More Abbado pressings are due during 1968. Another young artist being promoted by DGG is pianist Martha Argerich.

The company also plans more recordings by Kubelik, including operas. A major Kubelik project will be a complete Mahler symphonic cycle. DGG also is investigating the possibilities of further "live" operatic recordings, a project championed by the company with Strauss' "Daphne," "Ariadne auf Naxos" and "Die Frau ohne Schatten," and Wagner's "Tristan und Isolde."

Heliodor's historic recordings will begin next month. The label will draw from DGG material on such artists as Heinrich Schlusnus, Peter Anders, Wilhelm Furtwaengler, Victor De Sabata and Alfred Piccaver. Heliodor also will be revitalized with recent material with leading artists which is being made available by DGG in Europe.

American, Utah

• Continued from page 26

Symphony and the Toronto Symphony also are majors.

The American and the Utah previously were listed as metropolitan orchestras, a designation for orchestras with budgets of \$100,000 to \$500,000. Major orchestras are those with budgets topping \$500,000. This season's budget of the American Symphony, the sixth year of its existence, will top \$850,000. A budget of more than \$1 million is expected for the 1968-1969 season. The Utah State Symphony has expanded its scope from its former title as the Salt Lake City Symphony so it can encompass its entire State.

Tokyo with six major orchestras heads the world list. London has five.



RICHARD RODNEY BENNETT'S "A Penny for a Song" receives its world premiere at the Sadler's Wells Theater in London. Soloists are, from left, Joan Davies, Srafford Dean, John Fryatt, Emile Belcourt and Iris Saunders (on balcony).

A Direct Hit!

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International News Reports

Italian Covers Stealing Play From 'Foreigners'

MILAN—The arrival of "L'Ora Dell'Amore," by I Camaleonti, (CBS-Italiana) in the No. 1 spot in the Italian chart this week underlines the general dominance here of Italian covers over the original versions of foreign hits.

"L'Ora Dell'Amore" is the Italian adaptation of the Procol Harum's "Homburg."

Increasingly, hot international copyrights, sung by leading Italian or European artists who are freely available for TV exposure and given good Italian lyrics, are gaining over the American or British originals.

Recently Cher's "Mama" (Liberty), Anthony Quinn's "I Love You, You Love Me" (Capitol) and the Procol Harum's "A Whiter Shade of Pale" (Decca), have all taken second place to versions by Dalida (Barclay/RCA-Italiana), Alberto Lupo (Fonit-Cetra) and I Dik Dik (Ricordi) respectively. And Scott McKenzie's "San Francisco" (CBS) has had strong competition from Bobby Solo's Ricordi version.

Significantly, French singer Dalida's latest Italian single couples cover versions of "The Last Waltz" and the Richard Anthony French hit "Aranjuez Mon Amour" and both sides will be promoted on the important Italian TV show "Partitissima."

'Jerusalem of Gold' Takes 2 'Oscars' in Newspaper Poll

TEL AVIV — "Jerusalem of Gold" earned two Kinnor David (David's Violin) Awards—the equivalent of the American Oscars—in the annual show business poll conducted by the Israeli daily newspaper Yedioth Aharonot.

Singer Shuly Nathan, who recorded the song, won the Best Female Singer award and Naomi Shemer, who wrote the song, won the Best Composer award.

Award for the best male singer went to Ron Eliran and the Trio Hagashash of Israel won the award as the best variety group for the second time in five years.

Other awards were: Best film actress: Edna Flidel; best theatrical actress: Gila Almagor; best musical actress: Rachel Attas; best musical actor: Bomba Y. Tzur; best theatrical actor: Yehoram Gaon; best film director: Uri Zohar; best theatrical director: Joel Silberg.

STEREO ALBUM OUTPUT IS GAINING IN ISRAEL

TEL AVIV—Israeli record companies are producing more and more stereophonic albums as interest in two-channel listening grows rapidly.

The ground has been prepared by introductory records such as "How to Give Yourself a Stereo Check-Out" (Pax), "Stereo Action" (RCA) and "Audio Fidelity Stereodisc" (Litraton).

Pax has been releasing Phase-4 Stereo System records for some years and now Hataklit has issued six "Project 3" stereo albums. In addition, Hed-Arzi is promoting the special stereo albums on the Command label and EMI is mounting a strong sales push on the "Stereo Two" series.

For the moment the stereo market is dominated by foreign product, but CBS Israel has begun releasing a number of stereo Hebrew disks.

DGG Selling Special LP to Aid German Charity Group

HAMBURG — Deutsche Grammophon is selling a special classical LP, "Concert for Millions," to aid welfare work of the Deutsche Hilfswerk, a leading German charity organization.

The record is linked to the welfare organization's big annual fund-raising drive conducted on the West German

television networks, "Ein Platz an der Sonne fuer jung und alt."

Grammophon has compiled a "dream concert" with international artists performing their best-known numbers. Artists (and their numbers) are:

Karl Richter (Haendel's Messiah); Herbert von Karajan (Bach's Suite in D major); Wilhelm Kempff (Beethoven's Moonlight Sonata); David Oistrakh (Beethoven's Violin Romance F major); Karl Boehm (Mozart's Magic Flute overture); Rafael Kubelik (scherzo from Mendelssohn's Midsummer Night's Dream); Sviatoslav Richter (etude from Chopin's Revolutions); Ferenc Fricsay (Smetana's The Moldau) and Karajan (Johann Strauss Senior's Radetsky March).

Grammophon has priced the LP at \$1.75, of which 37 cents will go to the Hilfswerk.

POLISH FEST FOR WROCLAW

WARSAW — The sixth Festival of Polish Contemporary Music will be held in Wroclaw, Jan. 17-21. Other festival dates set for 1968 include the National Festival of Polish Song, Opole, June 20 to 23; the International Song Festival, Sopot, Aug. 22-25, and the International Jazz Festival and Jamboree, Warsaw, Oct. 17-20.

Swedisc Is Hot In Mexico Via Moonlighters

MEXICO CITY — Swedisc Records, Swedish label has not given up on Mexico. Although the Spotniks, Sweden's hottest rock group several years back, got a cold reception here last year, new Swedisc group, the Moonlighters, has packed the Camechin nightclub.

The Moonlighters have not had nearly the success in their native country as they've had here. In Sweden, they pressed a total of 15 singles and one LP. Only three times were they in Sweden's top 10.

Swedisc is distributed here by Villareal Records, a new label which records acts appearing at the Camechin and other clubs operated by Western Hotels in Mexico.

Last year, the Spotniks pressed "Spotniks in Acapulco" here but sales action was nil. The Moonlighters will not make a record here, however.

Moonlighters were requested to do a Sunday morning concert-in-the-park and drew 8,000.

Little Tony Keeps Tie With Durium

MILAN — Confusion over the future label affiliation of singer Little Tony was cleared up this week when Durium stated that the contract with this artist was continuing until 1970, in refutation of reports that Little Tony was about to switch labels. Little Tony will therefore participate in the 18th San Remo Festival (Feb. 1-3) under the Durium banner.



IMPORT MANUFACTURER JAUBERT, French firm, has marketed 1,000 of the radio cartridges pictured above for use in 4-track stereo tape cartridge players of the Muntz pattern. Another 2,000 radio cartridges are currently in production and Jaubert is planning to market two other models—one AM/FM and the other with a short-wave band. The radio cartridge, here, has three pre-selected long-wave stations—France Inter, Radio Luxembourg and Europe No. 1—with push-button selectors. Jaubert will be exporting the radio cartridges to the U. S. and Canada. Some have already been shipped to Switzerland and Italy.



TAKING A BREAK at a French Decca recording session starring French comedian Fernandel are, left to right, Billboard European editor Mike Hennessey, Billboard European director Andre de Vekey, Fernandel, Decca president Andre Jeanneret, and Guy Lafarge, producer of the session.

Barclay Opens a Set-Up in Madrid Headed by Milhaud

MADRID — Barclay has opened a management, production, promotion and public relations office in Madrid under the direction of Alain Milhaud, manager and producer of Los Bravos and former a&r man with a number of Spanish record companies.

The public relations department will be headed up by Francisco Delafuente, a journalist who has specialized in the entertainment field.

The office will undertake the production of records which have hitherto been recorded in recording studios in London or Paris. Milhaud has already signed three important Spanish groups—Los Bravos, Los Canarios and Los Pop Tops, and singer-composer Manolo Diaz.

The new organization will also take care of the management of certain foreign artists in Spain, through agreements with their personal managers. These artists include The End, managed by Rolling Stones' bass guitarist Bill Syman, and French singer Richard Anthony.

The Barclay office is an innovation in Spain where production, promotion and management have hitherto been the responsibility of record companies. Its production will not be tied to any one record company for distribution but will be offered on a record-by-record basis to whichever record company is deemed the most advantageous.

One of Milhaud's main aims will be to project Spanish artists and to make them better known internationally.

'Flambeau' Official Song At French Olympic Games

PARIS — "Sous un Seul Flambeau" (Under a Single Flag)—an anthem with a strong, modern beat, written by Michel Fugain and Georges Blanes (music) and Jean Schmitt and Michel Jourdan (lyric)—has been selected as the official song of the 10th Winter Olympic Games at Grenoble, France, from Feb. 3-18.

The song, published by Les Nouvelles Editions Barclay, has been recorded for CBS by a 21-year-old singer from Grenoble, Christine Bare, who will sing it at the Games. Her performance will be filmed for transmission on Mondovision.

Meanwhile most French record labels are preparing versions of the song, and Editions Barclay is dealing with requests for the song from Italy, Spain, Germany and Britain.

The CBS single record has the Christine Bare version on the "A" side and an instrumental version by the Michel Colombier orchestra on the "B" side.

Another Olympic Games song, "Chant Olympique," by Pierre Barouh and Francis Lai, published by Saravah, has been recorded by Mireille Mathieu on her latest Barclay album. Miss Mathieu will sing the song when she appears in a gala at Grenoble during the Games.

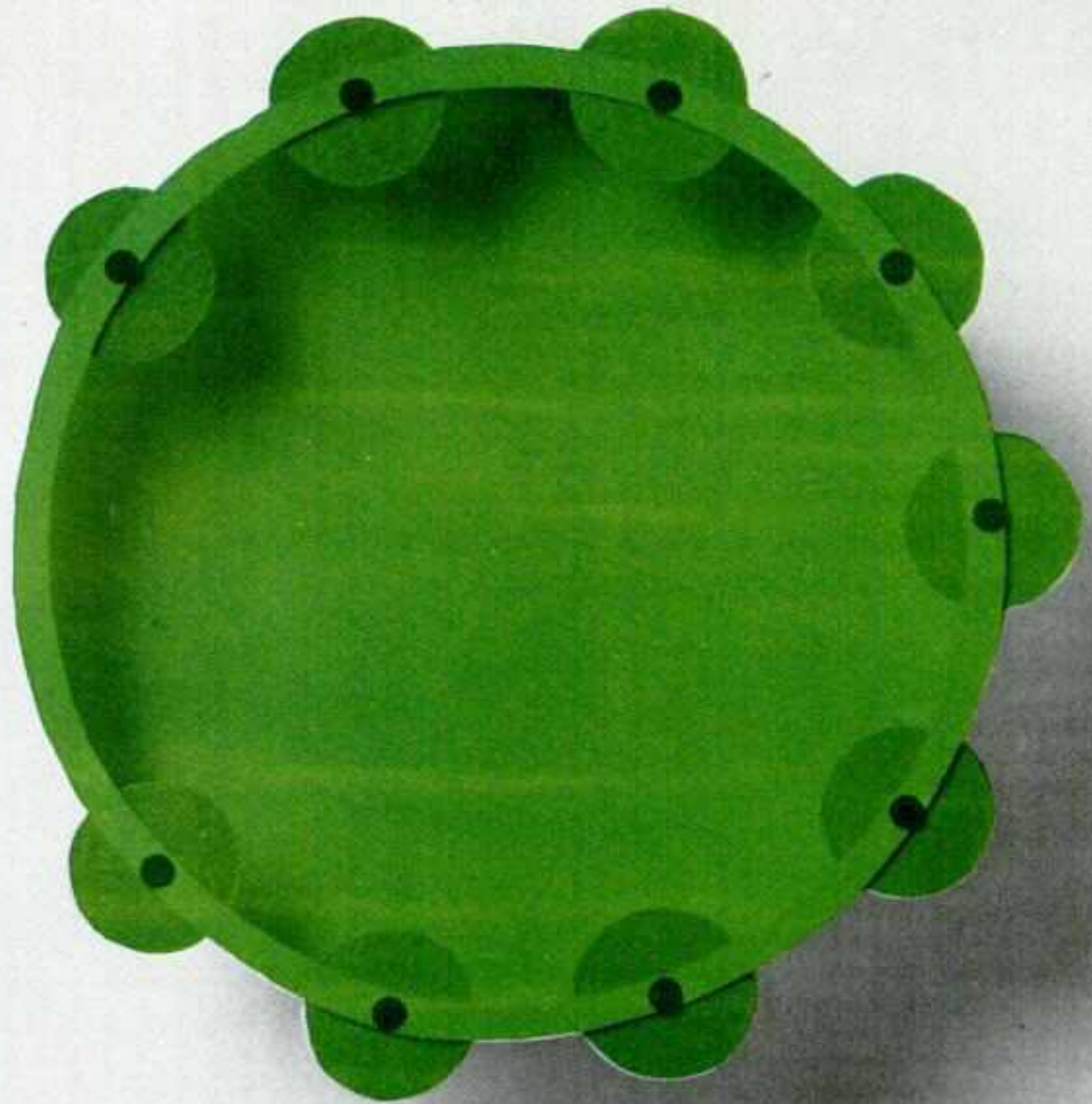
U. S. Booker for Milva, Equipe 84

MILAN — Italian singer Milva and group Equipe 84 (both Ricordi) will be represented in the U. S. by the Associated Booking Co. Milva records will be released by MGM, Equipe 84's by Imperial. This year Milva has worked in the U. S. for three months.

MINA SETS UP RECORD FIRM

MILAN — Mina, who has recorded for Rifi Records, has started a record company, PDU. First releases are an album with international standards by Mina and a single by new artist Roberto Ferri. PDU disks are distributed internationally by Durium.

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From The Music Capitals of the World

BARCELONA

Metronome has acquired Swedish distribution rights of the American Elektra label. . . . Polish pop group **Tarpany** arrived in Sweden on Dec. 2 to fulfill an engagement for Hep House. The Hep House group the **Objections** will visit Poland in January. . . . The **Steampacket** has left Polydor to join Kapp Upp. . . . **Wilson Pickett** (Atlantic) has been booked to appear in Stockholm in March. . . . **Anna-Lena Lofgren** (Metronome) went to Austria for concerts, TV and radio appearances. . . . Polydor presented **Lill Lindford** with a gold disk for topping 100,000 sales with "Du ar den ende." . . . **Mats Ohlin** recorded his first album for Polar. . . . Bill Records first album "Bubbles," by the **Slam Creepers** is making a big impact. . . . **Larrys** (Scan-Disc) has recorded a Swedish version of the theme from the TV series "Long, Hot Summer." . . . The **Mascots** left Hep House to join Polydor and their first record on the new label is "If I Had a Ship." . . . Recent Regal low-price albums feature the **Hollies**, **Marlene Dietrich**, **Jane Froman** and **Joe Loss**. . . . Swedish EMI is releasing British folk music on the Topic label.

KJELL E. GENBERG

CARACAS

Mexican singer **Sonia la Unica**, who records for RCA, is appearing at Barmun's and doing a stint on Radio Caracas TV. She has appearances set for Mexico, New York, Los Angeles and Puerto Rico, before recording English versions of her greatest hits in Nashville. The album will be produced by RCA Mexicana's **Ruben Fuentes**. . . . **Palacio** has released the fifth and last LP of a successful series by harpist **Hugo Blanco** and his group. Blanco is in Peru. . . . Argentine singer **Baby Bell** is on a Central American tour. Miss Bell has been signed by Favedica. She will start recording in January. . . . **Cesar Roldan** and **Stanley Steinhaus**, president and head of the international department of Favedica, returned from a U. S. trip. They made arrangements to have their product distributed in the Latin markets, as well as New York, Los Angeles and Miami. The first records will be released in March 1968. They also made arrangement to record U. S. record artists. A week after their return, Steinhaus announced that he quit to join Musitron S.A., local Odeon distributor. . . . **Velvet** has released a new LP by Venezuelan singer **Felipe Pirela** backed by guitars and a new album by **Lila Morillo**. . . . El Palacio de la Musica is distributing three LP's produced by Circulo Musical's Cymbal label. The three are de luxe-packaged. The first is by **Al-demaro Romero**; the second is by **Magdalena Sanchez**; the third by comic **Simon Diaz**. . . . **Clemente Vergas Jr.**, disk jockey, is organizing the local chapter of CACODI (Chain of Disk Commentators) which functions throughout Latin America. La Discoteca has signed **Wendy**. Her first single is "The Boat That I Row" and "To Sir, With Love." The label has also released LP's by **Paul Revere** and the **Raiders** (CBS), **Juan Torres** and His Organ (Musart), **Hnos. Chirinos** (Sonus) and **Roy Avila** and His Hawaiian Guitar. . . . The First Pop Song Festival will take place here, Dec. 9, with the participation of young groups and singers. . . . **Fonograma** has released a record album by **Billo's Caracas Boys** (Billo). . . . **Robegomer** awarded **Les Corraleros de Majagual** a gold record for the sales in Venezuela of their three last LP's. . . . Favedica has released the first LP of accordionist **Victor Santos**, who was with Palacio and Velvet. . . . Folk singer **Cesar del Avila** has cut an LP for Velvet

with the most representative songs written in Caracas during the last 50 years. **ELGAZA LOPEZ**

CHICAGO

John Doremus, WAIT radio record-playing personality, won the "Best On-The-Air Personality" award for 1967 from the American College of Radio Arts, Crafts and Sciences. . . . Soprano **Dolores White** and pianist **William Dawson** performed on WGN Television's "Artists' Showcase" Dec. 17. . . . Capitol's jazz discovery **Rubin Mitchell** closed at the London House Dec. 17 to be followed by the club's own **Eddie Higgins Trio** for this week only. . . . The **Girls**, the **Outsiders** and **Tut Sutton** and the **Carburetors**, the **Detroit Wheels**, the **Chambers Brothers**, **Neil Diamond**, the **Family** and **H. P. Lovecraft** have headlined Cheetah dance-in concerts during recent days. The frenetic club's New Year's Eve show will feature local favorite **Baby Huey**. . . . Philips' the **Four Seasons** will appear in concert at the Opera House Jan. 19-20. . . . Sight and Sound Productions **Fred Hossfeld** took the **Faded Blue**, the **Latest Guns** and some other local groups to entertain patients at Great Lakes Naval Hospital Dec. 11. . . . The Triangle Productions fall-winter concert series brings in **Carlos Montoya** at Orchestra Hall Jan. 12. . . . The **5th Dimension** appeared in the second—and reportedly last—"Festival of Stars" show at the Playboy Club on Dec. 11. . . . **Deejays E. Rodney Jones** and **Pervis Spann** announced a "blues battle" some months ago to crown a "blues king." They've just announced the winner **Checker Little Milton**. . . . IN THE STUDIOS: **Guy Lombardo** and **His Royal Canadians** spent three recent days at Universal for Capitol with **Lee Gillette** producing; **Erroll Garner** just finished an LP at Universal and found the setting so compatible that he's reportedly looking for a Chicago apartment so he can stay close and cut more for Octave; **Bill Traut** of Dunwich has the **Troys** in for a night of vocal over-dubbing and will bring in the **Shags** for Capitol in early January, preceded by work on the West Coast with the **American Breed** and **H. P. Lovecraft**. . . . The great **Johnny Pate** has resigned as chief of the ABC office here and is looking around. . . . **Maxine Brown** is working with **Flip Wilson** at Mister Kelly's through Dec. 24. **Allen Sherman** and **Peggy March** open Dec. 26. . . . The Chicago chapter of the National Association of Television and Radio Announcers (NATRA) sponsored a benefit Dec. 8 for "Operation Breadbasket," a campaign for needy persons during the holidays. Capitol's **Ronnie Granger** lined up talent for the event, assisted by deejays **Tony Quinn** of WGRT and **Mike McClellan** of WNUS. Chicago NATRA officers are president, **Eddie Holland**; **Lucky Cordell**, vice-president; **Anne duConge**, secretary; **George W. Leaner**, treasurer; **Bill Lee**, chaplain, and **Bruce Brown**, sergeant-at-arms. **WVON's E. Rodney Jones** is NATRA national president. . . . "The Patchett and Tarses Show," starring **Jay Tarses** and **Tom Patchett**, opens at the Happy Medium Theatre Dec. 21. . . . **Sig Sakowicz'** latest Saturday afternoon U.S.O. show featured Capitol's **Sandler and Young**. Other acts Sig has recently featured are **Kathy Keegan**, **Tony Santoro**, **Wayne Cochran**, the **Same**, **Frankie Twins**, **Rhetta Hughes** and the **Abstractions**, the **Stugs**, **Adam Wade**, **Chuck Delmar**, **Yankee Clippe**, **Bunches a Good and Stu Gilliam**. . . . Philips is excerpting the 6:37 cut "White Ship" from the **H. P. Lovecraft** LP for single release, backed by an abbreviated 2:56 version of the

same tune. Deejays may take the long or short voyage. **RAY BRACK**

CINCINNATI

The Sixth Annual Toys for Tots Show, sponsored by the Marine Corps Reserve and WKLO Radio, Louisville, attracted an estimated 30,000 to Louisville's Freedom Hall Sunday, Dec. 10, according to **Mitch Michael** (Terrell L. Metheny), WKLO program director. Some 15,000 people were on hand when the entertainment began at 12 noon Sunday. By 2 p.m., 2,000 people had been turned away, Mitch reports. The talent line-up included the **Decades**, the **Premieres**, the **Parliaments**, **Beti Webb**, the **Oxfords**, the **Lemon Pipers**, the **American Breed**, **Bobby Wood**, **We the People**, the **Royal Guardsmen**, the **Show-Offs**, **Bobby Goldsboro**, **John Fred and the Playboy Band**, the **Buckingham**s, the **Robbs**; **Soul, Inc.**, and the **Embers**. All donated their services. The toy count was expected to hit 28,000 with all to be distributed to 10,000 underprivileged children in the Louisville area.

Julie Godsey, area rep for Main Line of Cleveland, played hostess to a Christmas house party Dec. 9, with nearly 100 deejays, music men and radio execs from the territory as guests. . . . **Tel-Fi, Inc.**, Chicago, has launched a new label, **Orr Records**, with headquarters at 8010 South Cottage Grove Avenue, Chicago. The firm's initial release is "Christmas Eve" by **Candy Love**. **James L. Porter** is president of the new company.

Grey Emerson (Mike) **Spanagel**, 63, account executive at WCKY here for 15 years, died Saturday, Dec. 9, at his home in Cincinnati. Before joining WCKY in 1952, Spanagel had retired from a 30-year career as a movie exhibitor in the Ohio, Kentucky and West Virginia areas. With **Mid-States Theaters, Inc.**, the deceased operated several theaters in Cincinnati, including **Keith's**, **Capitol** and **Shubert**. Prior to joining Mid-States, Mike worked with **MGM**, **Paramount** and **Columbia Pictures** as a distributor.

Steve Kirk Productions has set **Wilson Pickett** and **Mitch Ryder**, together with their bands, singers and dancers, for a one-nighter at **Hara Arena**, Dayton, Ohio, Dec. 27. **WING Radio** is sponsoring, with ducats scaled from \$2 to \$4. The **Linda Allen Dancers** from **Steve Kirk's TV show**, will also appear.

K.&S. Recording Studio, one of the most modern in the Midwest, begins recording this week. **Jack R. Rabius** is president of the company. A complete 8-track stereo tape deck has been incorporated with a 16-channel master control console. Future plans tie in with the company's motion picture facilities, **K.&S. Films, Inc.** Negotiations are under way for filming syndicated musicals for television distribution. The first pilot shows are scheduled for filming in late spring.

MGM recording artist Beti Webb was in Cincy last week to promote her new single, "Tic-Toc." She appeared on **Vivian Della Chiesa's "Afternoon Show"**; **Bob Braun's "50-50 Club"**, and **Nick Clooney's "Teen Show"**, all on **Avco Broadcasting's WLW-T**. She also made a stand on **Ray Scott's remote radio show** via **WNOP** from the **Holiday Inn**. Before coming here, Miss Webb guested on the **Toys for Tots Show** in Louisville, staged by **Mitch Michaels** of **WKLO**, Louisville. **BILL SACHS**

HAMBURG

British **MGM artist Barry Mason** was in Germany for radio and TV promotion of "Row-bottom Square" released by Polydor. . . . **The Move** were in Germany to film their current single "Flowers in the Rain" for the TV show "Hot and Sweet." . . . **Stigwood-Yaskiel International** hosted a party for French singer **Jean-Claude Pascal** who has recorded a new single and album for Polydor. . . . Pianist

(Continued on page 35)



WAYNE NEWTON recently finished a London cafe season at the Talk of the Town and an LP for MGM with a country flavor, accompanied by a British orchestra directed by Johnnie Spence. Here at a reception in his honor Newton is flanked by MGM Records promotion men Peter Prince, left, and Richard Swainson.



VERVE JAZZ STAR Stan Getz, visiting for appearances, renews acquaintance with leading jazz disk retailer **Doug Dobell** (right) and **Dobell's store manager, Don Sollash**, in London.



PETULA CLARK'S recent week-long standing-room-only engagement at the O'Keefe Centre was the occasion for this meeting. Left to right; **Guy Latraverse**, Montreal impresario; **Clyde McGregor**, national sales manager of recently formed **Warner Bros.-Seven Arts Records** of Canada; **Bob Martin**, Toronto branch manager; **Miss Clark**; **Ken Middleton**, general manager; **Mike Reed**, promotion manager, and **Claude Wolfe**, Miss Clark's husband and manager.

U. K.'s 1st Color TV Channel Begins Regular Broadcasts

LONDON — Britain's first full-scale color TV channel started regular broadcasting Dec. 2 following pilot color program broadcasts since July. The BBC's second channel is now pumping out a minimum 25 hours of color a week and BBC-2 seems set to be a promotion vehicle for imported color music shows though these will receive narrow exposure at first due to the limited ownership of color TV sets.

The first color weekend programs included "Color Me Barbra." Other scheduled programs include "The Andy Williams Show" and the domestic hit musical show, "The Black and White Minstrels."

Currently only 15,000 color sets are installed in Britain and production is way behind demand from TV retailers and rental chains.

Color TV will become a vital music promotion medium in the U. K. in late 1969 when the BBC's first channel and the commercial network will also swing into color. The build-up in color set installations are expected to rise as color programming content goes up and prices drop in the early 1970's. The British market will also benefit from the fact that color TV is now highly developed unlike the advent of color TV more than a decade ago in the U. S. when the medium had technical imperfections.

From The Music Capitals of the World

• Continued from page 35

announced the introduction of Mexican RCA Victor 8-track tapes. . . . **Jose Alfredo Jimenez** is in Chicago. . . . **Imelda Miller** visited Los Angeles and Panama. . . . **Joselito**, Spanish artist, will be back in Mexico City soon. . . . **Ella Fitzgerald** packed the house at recent nightclub performances. . . . **Sonia La Unica** was in Los Angeles for the Latin Festival. . . . **Carlos Lico** (Capitol) was star of one-hour solo show during final

formal ball of Acapulco Film Festival. . . . The **Tijuana Brass**, opened their Latin American tour with three days in Mexico. . . . **Harry Belafonte** will do a concert here in 1968. Local production is by the Mona Moore Agency. **KEVIN M. KELLEGHAN**

MILAN

Durium has signed **Gino Paoli**, formerly with CGD. Paoli is composer of "Senza Fine." . . . TV artist **Gloria Paul** and **Miriam Del Mare** signed with Cinevox. . . . **Tiffany Records** opened a recording studio downtown. . . . The Orchestra of the Scala Theater of Milan backed the **Equipe 84** (Ricordi) recording of "Nel Cuore E Nell'Anima." . . . **Los Bravos** (Tiffany-Columbia Espanola) were

TIFFANY RECORDS presents "QUELLO CHE HAI FATTO A ME" by MARINO MARINI published by RIMI EDIZIONI MUSICALI

here for radio, TV and theater dates to launch their latest Italian release, "Going Nowhere." . . . The **Vanilla Fudge's** "You Keep Me Hanging On" has been covered in Italian by the **Woo Doo** (Rifi).

"Un Figlio Dei Fiori Non Pensa Al Domani" (A Flowers' Son Doesn't Think of Tomorrow), recorded by **I Nomadi** (EMI), will be in the soundtrack of Fellini's film "Non Scemettere La Testa Del Diavolo (Don't Gamble the Devil's Head)." . . . Cinevox issued a single from the soundtrack of "La Morta Ha Fatto L'Uovo" (Death Made an Egg), starring **Jean Louis Trintignant** and **Gina Lollobrigida**. . . . Argentine singer **Louis Aguilé** (Tiffany-Sonoplay) will be here for TV dates. **GERMANO RUSCITTO**

NEW YORK

Morgana King's recording dates will now be produced by **Don Costa**. . . . **Paul Anka**, RCA Victor artist, in Europe for TV appearances and recording sessions in Paris of a new album for RCA International. . . . The **Harpers Bizarre** on a six-month tour of the U. S. and Canada. . . . **Robert Friedman** left the Special Events Department of GAC to form his own personal management firm. . . . The **First Edition**, Reprise group, guested on **Pat Boone's** ABC-TV show Monday (18). . . . **Irving Fields Trio**, currently at El Morocco, goes into Caesars Palace in Las Vegas, Jan. 19. . . . **Jonah Jones**, Decca band leader, at the Rainbow Grill for the next three weeks.

Universal Attractions recently signed **Helena Ferguson**, Compass Records artist, and the **Stereos**, Hyde Records group. . . . Columbia Records' **Tommy Leonetti** has added a second Canadian date to his 1968 schedule with a two-week engagement at the Skyline Hotel in Ottawa starting Feb. 23. Already lined up is Toronto's **Beverly Club** for two weeks in January. . . . **Larry Lardan**, composer - member of **Every Mother's Son**, will be a panelist along with veteran lyricist **Irving Caesar** on the syndicated radio show, "Family Living" discussing the "Music That Stirs the Savage Beast." . . . Epic's **Enzo Stuarti** set for a date at the Copacabana Feb. 29 for two weeks.

Charles Strouse and **Lee Adams** will write the score for the **Norman Lear** film production, "The Night They Raided Minsky's." . . . Atlantic's **Bobby Darin** set for a one-weeker at the Latin Casino, Camden, N. J., starting Jan. 22. . . . Calypso artist **Carlos Malcolm** signed to O.L.S. Management, firm headed by

Peter Leeds, **Vic O'Gilvie** and **Nat Spear**. A six-month tour of Europe starting in the spring is being set for **Malcolm**. . . . **Clyde Otis**, who manages **Jean Welles**, singer on the Calla label, has placed his artist with Universal Attractions. . . . **White Whale Records** is now distributing a 16mm film showing the **Turtles** singing their latest single, "She's My Girl." It is now being distributed to major markets around the country for airing on syndicated and local TV shows. . . . **Jim Webb**, 21-year-old writer of the **Fifth Dimension** hit, "Up, Up and Away," will write, produce and arrange **Richard Harris'** first album for Columbia Records.

The **Critters**, currently running with a Project 3 single, "A Moment of Being With You" b/w "Good Morning Sunshine," set for a date at Madison Square Garden Saturday (23). . . . **Kenny Rankin**, Mercury artist, is making his New York nightclub debut at the **Bitter End**. . . . Philips Records' the **Four Seasons** set for **Ed Sullivan's** CBS-TV show Sunday (17). . . . **Bang Records'** **Neil Diamond** set for the **Masonic Temple**, Davenport, Iowa, Wednesday (28). . . . Philips Records' **Frankie Valli** set for **Merv Griffin's** TV show Jan. 9. . . . Columbia's **New Christy Minstrels** have a Jan. 5-6 booking at the State Fair Music Hall, Dallas. . . . Elektra's **Judy Collins** will appear on the **Smothers Brothers** CBS-TV show Dec. 31. . . . **Arlo Guthrie**, Reprise artist, goes into the **Bitter End** for two weeks starting Wednesday (20).

A daughter, **Lisa Andie Barry**, was born to the **Jeff Barrys**. The father is a record producer-writer. The mother is the former **Nancy Calcagno**, daughter of **Joe Calcagno**, music industry public relations man.

Ivan Mogull, who heads his own publishing firm, became the father of a son, **Peter Lawrence**, Dec. 6. . . . **Alan Lorber** signed **Bobby Calendar** to his production firm. . . . "Your Own Thing," a rock musical, will preview Friday (29) through Jan. 7 at the **Orpheum Theater**. . . . **Good and Plenty**, Senate Records duo, will appear on **WNEW-TV's** "The New Yorkers," Monday (25). . . . The **Glories** begin a return engagement at the **Howard Theater**, Washington, starting Monday (25). . . . The winners in **Tower Records'** "Have a Jewish Christmas . . ." window display contest are **John Ieradi** of **Mutual Distributors**, Boston; **Johnny Farrell** of **Eastern Distributors**, East Hartford, Conn.; and **Denny Vaughn** of **Eric-Mainland**, San Francisco.

Scandore & Shayne Management signed the **Jimmy King Trio**. . . . **Regalia Records'** **Peppino di Capri** arrives in the U. S. Jan. 15 for a concert tour and TV appearances. . . . **Bang Records'** **Neil Diamond** set for the **Auditorium Theater** Rochester, Dec. 31. . . . **Laurie Productions** composed and produced the music for the new **Pontiac** radio spots. RCA Victor's **Lana Cantrell** did the vocals. . . . **Billy Goldenberg**, staff writer with the **Lissauer Group of Companies**, is the music director for **Leslie Uggams'** forthcoming ABC-TV special. . . . Philips Records' the **4 Seasons** set for **Merv Griffin's** TV show Jan. 9. . . . **United Artists'** **Serendipity Singers** are set for a date at the **RKO Flushing Theater** Jan. 16. . . . **Fred Weintraub's** **Bitter End** is doubling as a rehearsal hall Mondays through Thursday from 11 a.m. to 5 p.m. **Steve Mislove** is arranging the bookings.

Ben Bart, personal manager of **James Brown**, has resumed his managerial duties after a three-month holiday in the **Caribbeans** and **Miami**. . . . ABC's the **Candyman** at the **Bitter End** until Thursday (21). . . . The **Guardians of the Rainbow** debut on **President Records** with "Cry Alone" b-w "What Do You Do When You've Lost Your Love." . . . **Linda Stone**, vocalist and TV personality, is doubling as vocal and acting coach. . . . Indie producers **Steve** and **Bill Jerome** have signed a new group, the **Front End**, to their stable of artists. . . . The **Mystic Tide** will play at the **Action House**, **Island Park**, L. I., Jan.

3. . . . **Howard Roberts** produced first Columbia session with **Rhett Hughes**. The session was arranged by **Herb Bernstein**. . . . **Bobby Scott**, arranger - composer, has formed a film production company called **Scott - Cedaridge Productions**. . . . **Arthur Gorson** back in New York after a three-week stay in Hollywood working out plans for singer-songwriter **David Blue** with **Reprise Records'** **Mo Ostin**. . . . The **Fifth Dimension** will appear on **Ed Sullivan's** CBS-TV show Jan. 28. **MIKE GROSS**

PARIS

Barclay introduced the **Buddah** line to press, radio and TV producers by sending out hundreds of lemons to promote the title "Green Tambourine" by the **Lemon Pipers** (translated into **Les Citrons Pesses** for France). . . . Actor-singer **Serge Reggiani** has signed a long-term contract with **Polydor**. . . . Composer **Francis Lai** is currently recording an instrumental album of his music which will be distributed in the U. S. by **MCA**. . . . **Editions Saravah** has acquired the rights of the music from the film "J'ai Meme Rencontre des Tziganes Heureux." . . . **Michel Fugain** has followed up "Je n'aurai pas le temps" with a new EP for **Festival** with "Daisy" as the main title.

Vogue is exploiting the increasing market for singles through its "Fashion" series which draws (Continued on page 37)

Pathe-Marconi, Raphael Ruling

PARIS — Following the decision of the Madrid Labor Court that the contract of Spanish artist **Raphael** with **Hispavox** is valid until Feb. 1, 1969, with an option in favor of **Hispavox** for further extension, the Paris Court of Appeal has ordered sequestration of all monies received by **Pathe-Marconi** from sales of records by **Raphael**.

Under the **Hispavox** contract, **Raphael's** records are released in France by **Disques Vogue**. **Raphael's** subsequent signing of a contract with **Pathe-Marconi** was held by the court to be a misunderstanding of his obligations to **Hispavox**. The court also found that **Pathe-Marconi** could not ignore **Raphael's** prior commitment to **Hispavox**.

Bennink Takes Ilcken Award

AMSTERDAM — The major jazz prize of the year, the **Wessel Ilcken Award**, has been won by Dutch drummer **Han Bennink**, 25, who has played with the **Pim Jacobs Trio**, the **Mischa Mengelberg Quartet** the **Piet Noordijk Quartet** and such American jazz artists as **Johnny Griffin**, **Sonny Rollins**, **Wes Montgomery**, **Eric Dolphy**, **Oliver Nelson** and **Nina Simone**.

Poland Will Make Grundig Recorders

WARSAW — Poland has acquired a license from the West German company, **Grundig**, to manufacture tape recorders. The license covers models **TK 120**, **TK 125**, **TK 140** and **TK 145**.

The recorders will be manufactured in the **Kasprzek** factory, **Warsaw**, and production is planned eventually to reach between 100,000 and 150,000 tape recorders annually.

A number of Poles have already received special training at the **Grundig** factory in **West Germany**.

VIOLIN AWARD TO 16-YR.-OLD

WARSAW — Poland's 16-year-old violinist **Piotr Janowski** won first prize in the 5th International **Henryk Wieniawski Violin Competition** held in **Poznan** recently. Second prize went to **Russia's** **Michail Bezwierchnyj** and third prize to **Poland's** **Kaja Danczowska**. No fourth prize was presented. Remaining awards were: 5th prize, **Eduard Tatevosjan** and **Anatolij Mielnikov** (**Russia**); 6th prize, **Michal Grabarczyk** (**Poland**); **Minczo Minczev** (**Bulgaria**). Commendations: **Maria Brylanka** (**Poland**); **Ginka Giczkova** (**Bulgaria**); and **Malgorzata Blazejewska** (**Poland**).

Moscow Unit Set For Finland Fest

HELSINKI — The **Moscow Philharmonic Orchestra** with **Sviatoslav Richter** and **Igor Oistrakh** will appear at the **Helsinki Festival**, May 16-23.

Other musical events set for 1968 are: **Turku Music Days**, **Turku**, June 9-14; **Scandinavian Song Contest**, **Vassa**, June 25-26; **Jyvaskyla Summer**, **Jyvaskyla**, June 29-July 14, featuring Finnish and international jazz, folk, traditional, classical and dance music; **Pori Jazz Festival**, **Pori**, July 12 to July 14, and the **Opera Festival**, **Savonlinna**, July 12-21, also featuring the **Moscow Philharmonic Orchestra** with **Richter** and **Oistrakh**.

Philips Launches Pop Budget Line

HAMBURG — **Philips** has started a pop budget label priced at \$3.20. It features material on the **Mercury** and **Fontana** labels.

There are 14 **Mercury** super-stereo sound titles and 12 **Fontana** titles. **Mercury** artists represented on the special list are **Quincy Jones**, **Richard Hayman** and **His Promenade Orchestra**, **David Carroll** and **His Orchestra**, the **George Barnes Guitar Choir**, **Lester Lanin**, **Clebanoff** and **His Orchestra**, **Billy Byers** **Big Band**.

Fontana artists include the **Dutch Swing College Band**, **Erroll Garner**, **Michel Legrand** and **His Orchestra**, **Brooks Benton**, **Oscar Peterson**; and **Dave Dee**, **Dozy**, **Beaky**, **Mick** and **Tish**.

Melodia Campaign Is Linked to Tour

GUETERSLOH, W. Germany — **Ariola-Eurodisc** is pressing a big sales promotion campaign for its **Soviet Melodia** repertoire, linked to the first tour of **West Germany** by the 115 musicians of the **State Symphony Orchestra of the USSR**.

The orchestra is giving concerts in **Stuttgart**, **Nuremberg**, **Munich**, **Landau**, **Freiburg**, **Wiesbaden**, **Frankfurt**, **Duisburg**, **Hanover**, **Kiel**, **Hamburg** and **Kassel**.

Its conductors for the tour of **Evgenie Svetlanov**, the chief conductor, and **Maxim Shostakovich**, the 29-year-old son of the composer, who will conduct his father's **Fifth Symphony**.

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HITS OF THE WORLD

AUSTRALIA

(Courtesy Modern Melbourne)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	THE LAST WALTZ	Engelbert Humperdinck (Decca)—Albert
2	2	MASSACHUSETTS	Bee Gees (Spin)—Abigail
3	—	THE TWO OF US	Jack Trent & Tony Hatch (Astor)—Leeds
4	5	LIVING A CHILD'S DREAM	Masters Apprentices (Astor)—Appollo
5	—	ITCHYCOO PARK	Small Faces (Stateside)—Castle
6	—	TO SIR WITH LOVE	Lulu (Columbia)—Screen Gems
7	10	GIMME LITTLE SIGN	Brenton Wood (Festival)—Copy Cont.
8	7	ALTERNATE TITLE	Monkees (RCA)—Screen Gems
9	8	HOLE IN MY SHOE	Traffic (Festival)—Essex
10	3	THE LETTER	Box Tops (Festival)—Essex

BRAZIL

(Courtesy Los Consagrados En El)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	QUIERO LLENARME DE TI	Sandro (CBS)
2	7	EL MUNDO QUE	Conocimos—Frank Sinatra (MH)
3	—	ARANJUEZ MON AMOUR	Richard Anthony (Odeon)
4	3	LA BALSAM	Los Gatos (RCA)
5	4	TODO ES MENTIRA	Palito Ortega (RCA)
6	—	AUN LOS TIEMPOS MALOS	Son—Tremeloes (CBS)
7	6	VAMOS A LA CAMA	Los Pibes Latinos (Quinto)
8	—	A QUIEN Juan Ramon	(RCA)
9	8	CUANDO TU NO ESTAS	Raphael (MH)
10	—	AMOR SECRETO	Billy Stewart (MIC)

BRITAIN

(Courtesy Record Retailer)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	HELLO GOODBYE	Beatles (Parlophone)—Northern (George Martin)
2	3	EVERYBODY KNOWS	Dave Clark Five (Columbia)—Donna (Dave Clark)
3	1	LET THE HEARTACHES BEGIN	Long John Baldry (Pye)—Schroeder (Tom Macaulay/John Macleod)
4	4	IF THE WHOLE WORLD STOPPED LOVING	Val Doonican (Pye)—Immediate (Ken Woodman)
5	10	I'M COMING HOME	Tom Jones (Decca)—Donna (Peter Sullivan)
6	5	SOMETHING'S GOTTEN HOLD OF MY HEART	Gene Pitney (Stateside)—Maribus (Stanley Kaham)
7	6	CARELESS HANDS	Des O'Connor (Morris)—Norman Newell
8	19	HERE WE GO AROUND THE MULBERRY BUSH	Traffic (Island)—United Artists (Jimmy Miller)
9	9	WORLD	Bee Gees (Polydor)—Abigail (Bill Shepherd)
10	14	THANK U VERY MUCH	Scaffold (Parlophone)—Noel Gay (Tony Palmer)
11	11	ALL MY LOVE	Cliff Richard (Columbia)—Shapiro-Bernstein (Norrie Paramor)
12	17	KITES	Simon Dupree (Parlophone)—Robbins (David Paramor)
13	15	DAYDREAM BELIEVER	Monkees (RCA Victor)—Screen Gems (Chip Douglas)
14	12	I FEEL LOVE COMING ON	Felice Taylor (President)—Ed Kassner Music (Mustang Record, Hollywood, Calif.)
15	7	LOVE IS ALL AROUND	Troggs (Page One)—Dick James (Page One)
16	13	LAST WALTZ	Engelbert Humperdinck (Decca)—Donna (Peter Sullivan)
17	8	BABY NOW THAT I'VE FOUND YOU	Foundations (Pye)—Welbeck-Schroeder (T. Macaulay)
18	18	IN AND OUT OF LOVE	Diana Ross and the Supremes (Tamla-Motown)—Jobete/Carlin (Holland, Dozier)
19	22	THERE MUST BE A WAY	Frankie Vaughan (Columbia)—Chappell
20	—	MAGICAL MYSTERY TOUCH	Beatles (Parlophone)—Northern (George Martin)
21	27	BIG SPENDER	Shirley Bassey (United Artists)—Campbell-Connelly (Norman Newell)
22	21	THERE IS A MOUNTAIN	Donovan (Pye)—Donovan Music (Mickie Most)
23	24	MASSACHUSETTS	Bee Gees (Polydor)—Abigail (Ossie Byrne/Robert Stigwood)
24	26	SO TIRED	Frankie Vaughan (Columbia)—Campbell-Connelly (Norman Newell)

25	—	WALK AWAY RENEE	Four Tops (Tamla-Motown) Flamingo (Holland, Dozier)
26	23	I CAN SEE FOR MILES	Who (Track)—Fabulous (Kit Lambert)
27	31	JUST LOVING YOU	Anita Harris (CBS)—Chappell (Mike Margolis)
28	20	AUTUMN ALMANAC	Kinks (Pye)—Davray/Carlin (Ray Davies)
29	49	TIN SOLDIER	Small Faces (Immediate)—Avakak/Immediate (Steve Marriott—Roy Lane)
30	25	SOUL MAN	Sam and Dave (Tee Pee)—Issac Hayes/David Poster
31	28	SAN FRANCISCAN NIGHTS	Eric Burdon and the Animals (MGM)—Schroeder/Slamina (Tom Wilson)
32	33	RELEASE ME	Engelbert Humperdinck (Decca)—Burlington (Charles Blackwell)
33	—	BALLAD OF BONNIE AND CLYDE	Georgie Fame (CBS)—Clan (Mike Smith)
34	45	JACKIE	Scott Walker (Philips)—Carlin (John Franz)
35	42	I ONLY LIVE TO LOVE YOU	Cilla Black (Parlophone)—Shapiro-Bernstein (Geo. Martin)
36	16	ZABADAK	Dave Dee, Dozy, Beaky, Mick and Tich (Fontana)—Lynn (Jack Baverstock)
37	43	SUSANNAH'S STILL ALIVE	Dave Davies (Pye)—Carlin (Dave Davies)
38	—	LA DERNIERE VALSE	Mireille Mathieu (Columbia)—Donna (G. Cote)
39	39	FOGGY MOUNTAIN BREAKDOWN	Flatt & Scruggs (CBS & Mercury)—Southern (Frank Jones & Don Law)
40	34	LOVE LOVE'S TO LOVE LOVE	Lulu (Columbia)—April (Mickie Most)
41	30	YOU'VE NOT CHANGED	Sandie Shaw (Pye)—Carnaby (Chris Andrews)
42	29	WILD HONEY	Beach Boys (Capitol)—Immediate (Brian Wilson)
43	—	THE OTHER MAN'S GRASS	Petula Clark (Pye)—Welbeck (Tony Hatch)
44	37	I'LL NEVER FALL IN LOVE AGAIN	Tom Jones (Decca)—Tyler (Peter Jones)
45	35	TRAIN TOUR TO RAINBOW CITY	Pyramids (President)—Kassner (Eddie Grant)
46	44	YOU'RE MY EVERYTHING	Temptations (Tamla-Motown)—Jobete/Carlin (Norman Whitfield)
47	38	I HEARD A HEART BREAK LAST NIGHT	Jim Reeves (RCA Victor)—Carlin (Chet Atkins)
48	—	HANDBAG AND GLADRAGS	Chris Farlowe (Immediate)—Immediate (Mike D'Abo)
49	40	I'M WONDERING	Stevie Wonder (Tamla-Motown)—Jobete/Carlin (Henry Cosby)
50	—	EMERALD CITY	Seekers (Columbia)—Ardmore and Beechwood (FXB Prod.)

DENMARK

(Courtesy Danmarks Radio)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	TRYLLESANGEN	Pulse Helmut (Polydor)—Multitone
2	1	GYRNERNE OG KARUSELLEN	Preben Uglebjerg (Polydor)—Wilhelm Hansen
3	3	MASSACHUSETTS	Bee Gees (Polydor)—Decapo (Odeon)—Imudico
4	4	I'M GOING OUT	Tages (Odeon)—Imudico
5	8	DET ER SAA KRONT	Keld & Donkeys (HMV)—Multitone
6	5	CAMP	Sir Henry & Butlers (Columbia)—Imudico
7	10	THE LETTER	Box Tops (Stateside)—Sweden
8	—	TREAT HER LIKE A LADY	Tages (Odeon)—Imudico
9	—	TO PA KVISTEN	Dorthe & Johnny Reimar (Philips)—Decapo
10	6	SAN FRANCISCO	Scott McKenzie (CBS)—Sweden Music

FRANCE

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LA DERNIERE VALSE	Mireille Mathieu (Barclay)—Francis Dav
2	3	SAN FRANCISCO	Johnny Hallyday (Philips)—AMI
3	2	LE NEON	Adamo (Voix de son Maitre)—Pathe Marconi
4	5	DANS UNE HEURE	Sheila (Carrere)—Carrere
5	4	SAN FRANCISCO	Scott McKenzie (CBS)—AMI
6	—	TONTON CRISTOBAL	Pierre Perret (Vogue)—Vogue Inter
7	6	THE LETTER	Box Tops (Stateside)
8	7	LE PLUS DIFFICILE	Jacques Dutronc (Vogue) (Vogue)—Alhna
9	—	AU COEUR DE SEPTEMBRE	Nana Mouskouri (Fontana)—Chapell
10	9	A QUI	Dalida (Barclay)—France Melodie

ITALY

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

This Week	Last Week	Title	Artist
1	1	MAMA	Dalida (Barclay)—R. R. Ricordi
2	4	IO TI AMO	Alberto Lupo (Cetra)—Chappell
3	6	HOMBURG	Procol Harum (IL)—Aromando
4	3	POESIA	Don Backy (Clan)—El & Chris
5	8	L'ORA DELL'AMORE	Cameleonti (CBS)—Aromando
6	2	PAROLE	Nico e i Gabbiani (City)—Ariston
7	5	SAN FRANCISCO	Scott McKenzie (CBS)—R. R. Ricordi
8	7	SENZA LUCE	Dik Dik (Ricordi)—Aromando
9	9	TENTREZZA	Gianni Morandi (RCA)—RCA
10	10	SAN FRANCISCO	Bobby Ricordi (Ricordi)—R. R. Ricordi
11	13	IL SOLE E' DI TUTTI	Stevie Wonder (Tamla-Motown)
12	11	MEZZANOTTE FRA POCO	Gianni Morandi (RCA)—RCA
13	12	ESTATE SENZA TE	Cristophe (Vogue)—MAS
14	—	LET'S GO TO SAN FRANCISCO	Flower Pot Men (Deram)
15	14	A WHITER SHADE OF PALE	Procol Harum (Deram)—Aromando

JAPAN

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LOVE YOU TOKYO	Kurosawa Akira & Los Primos (Chown)—Crown
2	2	SEKAI WA FUTARI NO TAMENI	Sagara Naomi (Victor)—All-Staff
3	3	KITAGUNI NO FUTARI (IN A LONESOME CITY)	J. Toshikawa & Blue Comets (CBS)—Watanabe
4	11	OKAL!	Dave Dee Group (Philips)
5	7	ANO HITO NO ASHIOTO	Ito Yukari (King)—Watanabe
6	8	AI NO KOKORO	Fuse Akira (King)—Watanabe
7	12	INOCHI KARETEMO	Mori Shin-ichi (Victor)—Yamada
8	5	SAN FRANCISCO	Flowers in Your Hair—Scott McKenzie (CBS)—Victor
9	4	KITAGUNI NO AOI SORA (HOKKAIDO SKIES)	Okumura Chiyo (Toshiba)
10	9	SAKU NO KOITARO	Hashi Yukio (Victor)—Oriental
11	13	KIRI NO KANATANI	Mayuzumi Jun (Capitol)—Ishihara
12	15	(THEME FROM) THE MONKEES	Monkees (Colgems)—Shinko
13	10	WAKARETA ANO HITO	Kayama Yuzo (Toshiba)—Watanabe
14	14	YUKO NO NAMIDA	Mita Akira (Victor)—Oriental
15	—	ITSUMADEMO DOKOMADEMO	Spiders (Philips)—New Orient
16	—	SUMMER WINE	Crickert Five (CBS)—Nancy Sinatra (Reprise)—Tone
17	6	MONA LIZA NO HOHOEMI	Tigers (Polydor)—Watanabe
18	20	AI WA OSHIMINAKU	Sono Mari (Polydor)—Watanabe
19	—	SHIRITAKU NAINO (I REALLY DON'T WANT TO KNOW)	Sugawara Yoichi (Polydor)—Aberback Tokyo
20	—	KOI O SHIYOYO JENNY	Carnabeats (Philips)—Shinko

MALAYSIA

(Courtesy Radio Malaysia)

This Week	Last Week	Title	Artist
1	1	TO SIR WITH LOVE	Lulu (Columbia)
2	3	SAN FRANCISCO	Scott McKenzie (CBS)
3	5	EXCERPT FROM A TEENAGER OPERA	Keith West (Parlophone)
4	2	THE LAST WALTZ	Engelbert Humperdinck (Decca)
5	4	EVEN THE BAD TIMES ARE GOOD	Tremeloes (CBS)
6	6	REFLECTIONS	Diana Ross and Supremes (Motown)
7	8	MASSACHUSETTS	Bee Gees (Spin)
8	—	BABY NOW THAT I'VE FOUND YOU	Foundations (Pye)
9	—	LADY BIRD	Nancy Sinatra and Lee Hazlewood (Reprise)
10	9	THE LETTER	Box Tops (Stateside)

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

This Week	Last Week	Title	Artist
1	2	MUSITA	Sonora Santanera (CBS)—Pham
2	7	ESTA TARDE VI LLOVER	Manzanero (RCA)—RCA
3	—	LOOK OUT	Monkees (RCA)
4	1	QUINCEANERA	Vlammers (Musart)—RCA

5	4	CARABELA	Javier Solis (CBS)—Brambila
6	5	TENGO	Carlos Lico (Capitol)—RCA
7	6	SHE	Monkees (RCA)—Mundo Musical
8	10	ADORO	Manzanero (RCA)—Emmi
9	9	THEME OF THE MONKEES	(RCA)—Mundo Musical
10	8	JUAN TATACHUN	Zorros (Orfeon)—Pham

PHILIPPINES

*Denotes local origin

This Week	Last Week	Title	Artist
1	3	I'LL BE BACK	Buckingham (CBS)—Mareco
2	1	COME ON DOWN TO MY BOAT	Every Mother's Son (MGM)—Mareco
3	2	NOW I KNOW	Jack Jones (Kapp)—Mareco
4	6	JUST YOU—Sonny & Cher	(Atco)—Mareco
5	4	DON'T YOU CARE	Buckingham (CBS)—Mareco
6	5	THIS IS MY SONG	Bobby Vinton (Epic)—Mareco
7	8	APARTMENT NO. 9	Tammy Wynette (Epic)—Mareco
8	7	SINGLE GIRL	Sandy Posey (MGM)—Mareco
9	10	HEY BABY (THEY'RE PLAYING OUR SONG)	Buckingham (CBS)—Mareco
10	—	NEVER MY LOVE	The Association (Valiant)—Mareco

SINGAPORE

(Courtesy Radio Singapore)
*Denotes local origin

This Week	Last Week	Title	Artist
1	4	MASSACHUSETTS	Bee Gees (Spin)
2	1	LACE COVERED WINDOW	New Faces (Pye)
3	3	DON'T GO OUT IN THE RAIN	David Garrick (Pye)

4	2	SAN FRANCISCO	Scott McKenzie (CBS)
5	9	TO SIR WITH LOVE	Lulu (Columbia)
6	5	YOU WERE MADE FOR ME TO LOVE	Thunderbirds (Philips)
7	6	THE LAST WALTZ	Engelbert Humperdinck (Decca)
8	—	BABY NOW THAT I'VE FOUND YOU	Foundations (Pye)
9	—	ITCHYCOO PARK	Small Faces (Stateside)
10	8	LET'S PRETEND	Lulu (Columbia)

SPAIN

(Courtesy of El Gran Musical)
*Denotes local origin

This Week	Last Week	Title	Artist
1	1	ARANJUEZ, MON AMOUR	Richard Anthony (Odeon)—Union Musical Espanola
2	2	A DOS NINAS/TRES DIAS	Juan & Junior (Novola)—Universal Jazz-Ed. Mus. Zafiro
3	4	MASSACHUSETTS	Bee Gees (Fonogram)—Armonico
4	3	LOS CHICOS CON LAS CHICAS	Los Bravos (Columbia Espanola)—Canciones del Mundo
5	7	THE WORLD WE KNEW	Frank Sinatra (Hispavox)—Canciones del Mundo
6	—	LE NEON/UNE LARME AUX NUAGES	Adamo (Odeon)—E.G.O.
7	8	EMBUSTERO Y BAILARIN	Los Pekenikes (Hispano)
8	9	MI TIERRA, MI GENTE	L. E. Aute (RCA)—RCA
9	—	THE LETTER	Box Tops (Odeon)—Aberbach Madra
10	6	NADIE TE QUIERE YA	Los Brincos (Novola)—Universal Jazz-Ed. Mus. Zafiro

From The Music Capitals of the World

Continued from page 36

from the Pye, GNP, Roulette, Warner, Reprise and Elektra catalogs and includes releases by Tommy James, Bill Cosby, the Foundations, the Doors, the Kinks, and Nancy Sinatra. . . . Thomas Schippers conducted the Orchestre National in a televised concert at the Maison de la Radio Dec. 9. To coincide with his appearance CBS issued Prokofiev's "Alexander Nevsky" by the New York Philharmonic conducted by Schippers in its "Grands Interpretes" series. . . . Riviera released the first album by Nicoletta featuring French versions of "How Can I Be Sure?" "A Whiter Shade of Pale" and "I Put a Spell on You." . . . Pathe-Marconi launched a special subscription offer of a three-disk set of the complete piano works of Ravel by Samson-Francois, retailing at \$12 instead of the normal \$15. . . . Riviera is doing strong promotion for the fifth Raymond Leve album. . . . Philips released a new EP by Herve Vilard with "L'Avion de Nullepart" as the main title. . . . Vogue released the Sammy Davis album of tunes from "Doctor Dolittle" on Reprise. . . . Philips released a fifth "Made in England" package album on Fontana, featuring tracks by the Traffic, Julie Felix, the Troggs, Spencer Davis, Manfred Mann, the Herd, the Mindbenders and Dave Dee, Dozy, Beaky, Mick and Tich.

SAN JUAN

"The Music of Rafael Hernandez," the two-record LP taken from the soundtrack of his TV-radio program two years ago, will go on sale again. WAPA-TV, Channel 4, and WOLE-TV, Channel 12, on the occasion of the second anniversary of the death of the Puerto Rican songwriter, to rebroadcast this 90-minute show Sunday (10). Hernandez, although critically ill at the time of the original broadcast (Nov. 21, 1965) managed to make an introduction to the program from his sick bed. He died shortly after. Banco Popular, the largest Puerto Rican bank, sponsored the original broadcast and the manufacture of the record album with profits going to the

Rafael Hernandez Music Scholarship. Of the artists that took part in this big program: Ruth Fernandez, Bobby Capo, Myrta Silva, Carmen Delia Dipini, Gilberto Monroig, Chucho Avellanet, Tito Puente, Rafael Torres, Tito Henriquez, Chali Hernandez, and the University of Puerto Rico Chorus, all but one or two are recording artists.

Walter Meryette, route supervisor of Mershaw of New York, Albany, was in Puerto Rico for conferences with its local distributor, Central Record Distributors. . . . Mike Lipton, export manager of United Artists Records, also is visiting Puerto Rico and UA representative Martinez Vela to promote the latest Raphael album for UA. ANTONIO CONTRERAS

SANTIAGO

The annual awards in popular music were presented to Chilean artists in several categories. The 1967 winners were: Jose Alfredo Fuentes, best male singer; Luz Eliana, best female singer; Clan 91, best vocal group; Juan Carlos, best new male singer; Carlos Gonzalez, best arranger; Los Harmonics, best music-vocal group, and Maria Larrain, best composer.

The most popular recording names in Chile were Salvatore Adamo, Rafael, Yaco Monti, Herve Vilard, Beatles, Monkees, 4 Seasons, Beach Boys, Los Iracundos and Supremes, Mamas and Papas, and Palito Ortega. Local talent receiving mention besides those mentioned were German Casas, Cecilia, Palmenia, Pizarro, Luisin Landaez and Fresia Soto. RICARDO GARCIA

TEL AVIV

The Variety Group of Nahal, Israel's fighting youth pioneers, is making a big impact with its 20

ADVERTISEMENT
**TAPE
CARTRIDGE
TIPS**

by **Larry Finley**

Dateline . . Wednesday, Dec. 13, 1967
From London

Last night's World Premiere of "Dr. Dolittle" is an experience that this writer will never forget. The Royal World Premiere held at the Odeon Marble Arch Theatre attended by Her Majesty, the Queen; Members of Parliament, stars of the picture, executives of 20th Century-Fox Film Corporation and dignitaries from all over the world, unanimously acclaim this as the outstanding musical production of all time.

After viewing the picture and listening to the audience's reaction, it is the writer's opinion, that the soundtrack album and cartridge of this fabulous score by Leslie Bricusse will be the best-selling soundtrack of all time. Our hats off to Arthur P. Jacobs, Producer of the picture, and Lionel Newman, Musical Director at 20th Century-Fox Pictures Corporation, for a truly outstanding job.

Our guests, Mr. & Mrs. Grady Brown Jr., of Brown Sales Co., in Columbia, South Carolina, were warmly greeted by the stars of the picture, as well as the executives of 20th Century-Fox. Following the premiere at the Theatre, a fabulous premiere party was held at the Dorchester House, where the Browns, our "MR. & MRS. AMBASSADOR OF THE TAPE CARTRIDGE INDUSTRY," received truly royal treatment.

Next week's column will be written by Mr. Brown, and will give you more of the details.

Yesterday's luncheon with Desmond Beatt, of Reditone/Rediffusion, gave us some very interesting facts concerning the stereo tape cartridge business in the United Kingdom. Since our last visit here, several months ago, Desmond advised us that people in the U.K. are far more cognizant of the fact that there is such a unit as a stereo tape cartridge unit. He further stated that there was much confusion as to the 4-track system and the 8-track system. However, it was his own feeling that the 8-track system will be the one adopted in this country.

Beatt also told us he felt that the home unit business would grow at a much faster rate than the automotive business. One of the reasons given is the fact that automobiles in the U.K., and throughout Europe, are such a small size. He also stated that several manufacturers are entering the field making only the home tape deck.

We saw an indication of this yesterday, when we supervised the installation of an 8-track unit from Automatic Radio and a selection of ITCC's tapes, at the Olympic Airways office in London. Just as soon as the set got into operation, we were besieged by the customers in the office, asking where the sets could be purchased, and how much they were. Everyone was most impressed with the operation of the set.

Our thanks, and the thanks of the Grady Brown Jr.'s, to Olympic Airways for the marvelous treatment accorded us on this trip; to Hertz Corporation for their marvelous cooperation in supplying us with a car and chauffeur during our stay in London; to John Pairbairn, Publicity Director of 20th Century-Fox Film Corporation; to Allan Jones (for a wonderful going-away cocktail party) and to the many people that you will read about in Grady Brown's column next week, who are making this trip truly an unforgettable experience.

DR. DOLITTLE

THE ORIGINAL SOUNDTRACK OF THIS OUTSTANDING MOTION PICTURE IS AVAILABLE EXCLUSIVELY FROM ITCC IN FOUR-TRACK AND EIGHT-TRACK STEREO TAPE CARTRIDGES.

Tape CARtridge

Frankford on How to Make Mil. Tell & Sell CARtridge Concept

By **RAY BRACK**

CHICAGO — (Crazy) Jack Frankford, a Muntz-styled tape cartridge retailer who'll do \$1.2 million in auto sound products this year, came here from Detroit last week to tell Motorola distributors how it's done.

Speaking during an automotive sound products seminar and sales clinic, the 28-year-old president of Michigan Mobile Radio said that his retailing success is based on "selling the tape CARtridge concept." He criticized his hosts and other "big companies" for too little effective national advertising.

"In Detroit we've had to educate the consumer on our own," he said. "The advertising and promotion by the big companies of tape cartridge merchandise has flopped."

Frankford played several sample radio spots for the distributors, prefacing the demonstration with this explanation:

"The consumer must know

what we're talking about when we advertise tape cartridge products. The kind of ads that are running are no more effective than would be an ad in the New York Times offering an 'Automobile Crisper' at \$19.95. Let's face it. Many people don't know what Motorola's Vibrasonic (reverb unit) is. And fewer know what Motorola's tape cartridge player is. Most customers still have a reel-to-reel image, even with all the advertising Ford has done.

"Hey, Charlie, what's that thing under your dash," goes one radio spot. The driver explains what the device is in some detail and then, incidentally, tells where he got it. The emphasis is entirely educational.

"We're not selling anything but concept right now," Frankford told the distributors. "We're not selling tape players or Michigan Mobile Radio—just concept."

Frankford's advertising budget is \$6,000 a month. This buys 43 hours of radio time, all during evening hours. ("We like to buy large blocks of time so we can saturate the listener.") Having sold concept consistently for several months, Frankford is now switching to a commercial pitch that is half sale of concept and half retail image.

"I got into this business in 1956 fixing used car radios right on the lots," Frankford said. "I opened my first retail operation in 1961, entered tape cartridges with Muntz in 1964 and became the third best retailer Earl had in the country. I'm opening a second store April 1 and may open a third store by next July or August. We're pulling a lot of customers from Canada and as far away as Toledo. Something's wrong in Toledo. Is the Toledo distributor in the house?"

Frankford moves \$800 worth of tapes in his own store, distributes all labels and racks under a separate company. Many of his racks are in car-wash installations.

He has just introduced—and copyrighted—a tape cartridge coupon book that goes with each tape player sold. The book contains 12 coupons worth \$2

Craig Adds Centers in East Areas

LOS ANGELES—Craig Panorama will move East with additional car stereo warranty service centers for its 4 and 8-track tape players. The company already has 150 such centers, half of them in California. No centers will be added in California.

Most of the new dealerships will be in the East and Midwest.

Marshall R. Brown, recently appointed to the newly created post of national sales manager, has introduced a three-to-five-day customer service/exchange program.

on any tape cartridge title. But the coupons are dated by the month, and the customer must come in once a month to redeem his coupons.

"They come back for their one cartridge and buy four or five," Frankford said. "And even at \$2 off the list price I'm making a dollar profit on the discounted cartridges."

Frankford is adamant: "This business is automotive right now—won't go into the home in a significant way for a long time."

Unit Market Unlimited, Motorola Distribs Told

CHICAGO — Motorola distributors were turned on to a 50-million-unit automobile tape player market during a special sales clinic and seminar here last week.

The potential for tape players in the automotive sound products market, said Motorola consumer products president J. F. Haley, is larger than that for all other automotive products combined.

Haley announced that the major 1967 problem, product availability, will be relieved by a new Motorola assembly line solely for tape players. The line will function 24 hours a day, five days a week, Haley said.

More than 10 million new vehicles will be sold in the U. S. during 1968, Haley said. About 6.5 million of these will be autos of domestic manufacturer, 1.5 million will be trucks and 1.25 million will be import autos. He even included new tractors in the potential market.

Most of these new vehicles will not be equipped with tape players at the factory, Haley told the distributors. To this potential market must be added the well over 40 million older vehicles on the road without tape players, 10.5 million of them, in fact, without radios.

Haley asked how many distributors did not have tape players in their personal automobiles. About a dozen hands went up.

"Because we sold them," one distributor cracked.

"Tape players are the most dynamic area of our business, and I don't exclude color TV,"

Ampex Adds Kapp In 4 and 8-Track

CHICAGO — Under a new contract, Ampex Stereo Tapes has added the Kapp Records' catalog in 4 and 8-track CARtridges. The contract renews open-reel marketing rights.

said Motorola chief engineer Al Arnold.

THE MAMAS and THE PAPAS

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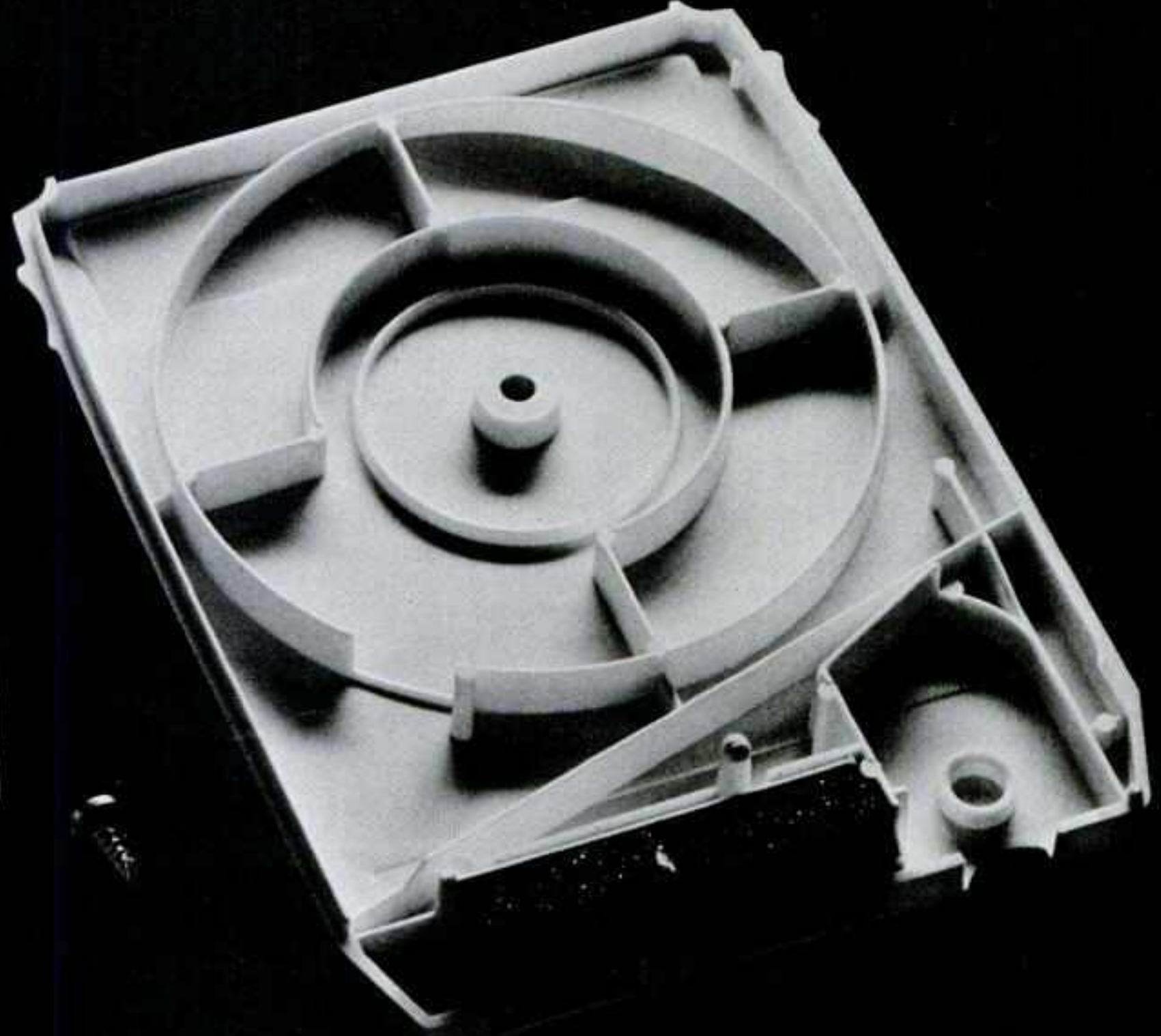
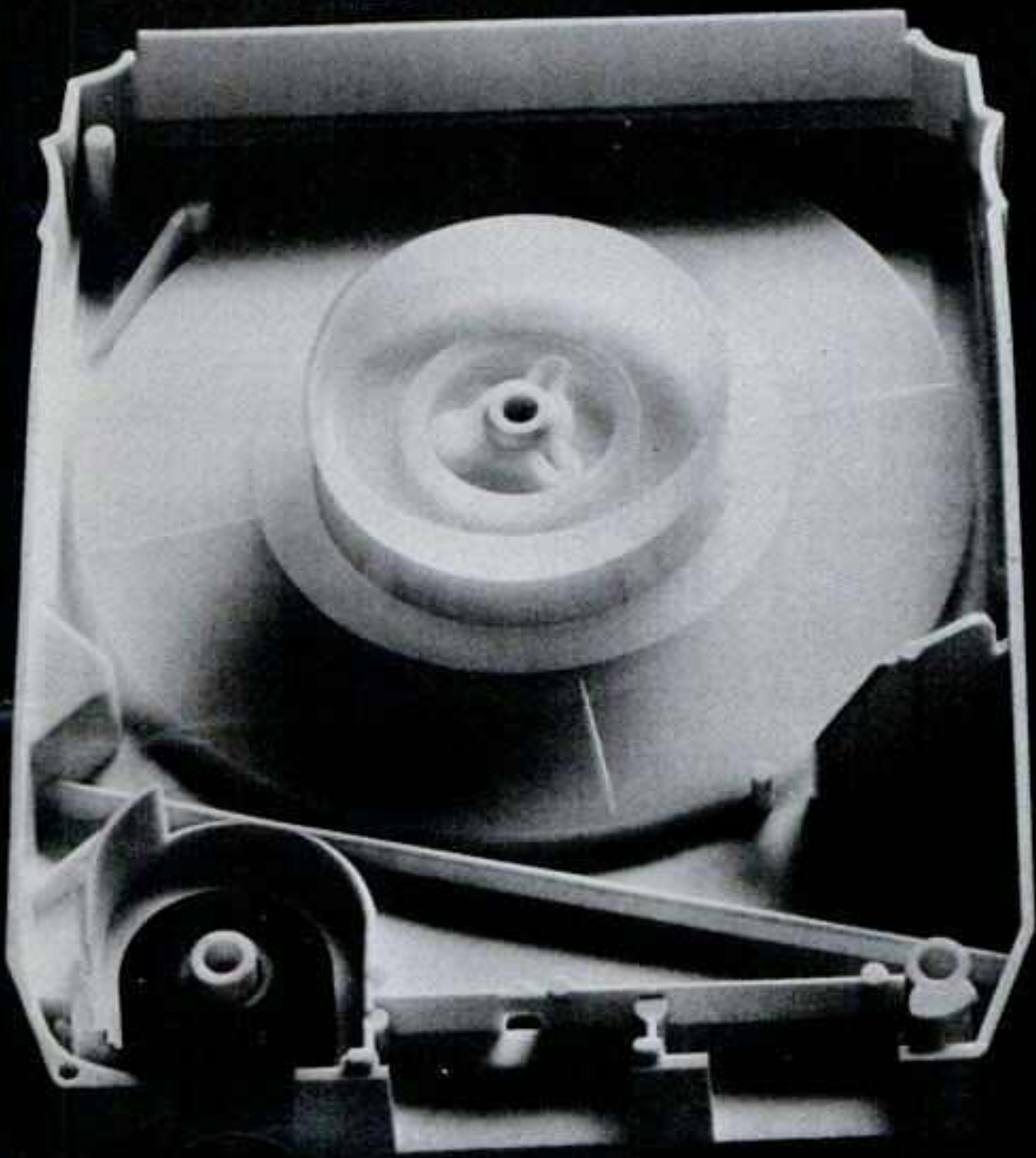
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43 Releases Are Issued by Merc.

CHICAGO — The Mercury Record Corp. has released 27 cassettes, 8 four-track and 8 eight-track cartridges. The firm now has 556 titles in the three configurations: 234 cassettes, 152 four-track and 170 eight-track.

The new 4 and 8-track releases cover recent LP releases

from Mercury, Philips, Smash and Fontana.

The new cassettes include two from Crescendo, two from Cadet, one from 20th Century, eight from United Artists, one from Veep, four from Mercury, three from Philips, two from Smash, three from Fontana and one from Limelight.



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MGM'S TAPE PRODUCT MANAGER MEL PRICE, left, confers with the head of MGM Records in the U. K., Rex Oldfield, at their meeting to set initial plans for the tape distributor meeting in London, Jan. 21.

FINE STUDIOS TO LAUNCH CASSETTE OUTPUT PLANT

NEW YORK—Fine Studios, an independent studio mastering and duplication operation here, will launch a 10-slave, automated plant for producing and duplicating cassette masters. Production is scheduled to begin this week with the new equipment.

Bob Fine, the company's president, would not give an estimate on the capacity of the 10-slave complex, but he said that the cassette tape would be duplicated off large reels at 16 times the normal 1 7/8 inches per second.

Fine Studios, which is now in its 11th year, also masters and duplicates ITCC and Command product on the 8-track continuous loop configuration. Its 10 8-track slaves have a capacity of 3,000 cartridges per eight-hour shift. In the tape field, Fine also handles reel-to-reel tapes and radio transcription production.

From The Music Capitals of the World

• Continued from page 37

Armour Corps Variety Ensemble called "Six Days in a Tank," arranged by Rafi Ben-Mosche. Tracks include "Toto" and "Not to Love You." . . . Shuly Nathan, who scored here with "Jerusalem of Gold" will represent Israel at the MIDEM in Cannes in January. . . . Columbia (EMI) has released an album of the Yiddish hit musical "Geshosn un Getrofn" (Shoot To Hit) based on

the six-day war and featuring Israel Itzhaki. EMI is negotiating for the release of the album in the U. S. . . . The civil broadcasting station, Kol Israel, is to produce a documentary record of Israel's first twenty years. The project was announced by Shmuel Almog, newly appointed director of the broadcasting service.

Gal-Ron Ltd., has acquired Israel distribution of the American label Valiant. . . . Essex Music in Britain has acquired three songs by Nachum Hayman, published here by Subar. English lyrics are being written by Leon Rosselson. Editions Essex in Paris has acquired another Hayman song and Lucy Klein is writing French lyric for six others. Nana Mouskouri has recorded a Hayman song, "Le Jour ou la Colombe,"

(Continued on page 41)

Want More Free Time? Like All Day? Every Day.

For a bedridden man in a veterans' hospital whose "free time" is all the time, the hours can hang pretty heavy. That's why the work of the Bedside Network is so important.

Since 1948, the Bedside Network of the Veterans Hospital Radio and Television Guild has been producing patient-starred radio and television programs in veterans' hospitals across the country.

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From The Music Capitals of the World

• Continued from page 40

on her last Philips album in France. . . Hed-Arzi has released the soundtrack album of the first to Israeli feature film on the six-day war, "Is Tel-Aviv Burning?—60 Hours to Suez." Music was composed by Yohanan Zarai and the album includes "Mandelbaum" (lyric: Y. Tehar Lev) sung by Edna Goren and "Sheyavo" sung by the Dudaim. . . RCA-Eastronics has released an album of seven Hebrew poets, including Nobel prize winner S. Y. Agnon, reading their own poetry. . . Hed-Ran has released an EP of the music from the film "The Sayarim," written by S. Argov and Y. London.

AVNER ROSENBLUM

TORONTO

Columbia Records will introduce a new HEL series in its Harmony budget line in January, to include Canadian talent and selected product from the U. S. and U. K., both re-releases and new productions. Initial release will include "Travellin' on With the Travellers," a re-release of an album by the popular Toronto folk group previously at regular price; a honky tonk piano LP for Eddie (Piano) Bird from Quebec, and an album by Scottish accordionist Will Starr, who tours Canada every year. An album by a Winnipeg folk and country group, the Hackamores, is also slated for early release in the new series, which is priced at \$2.49. . . Stone Records will introduce a new label, NOW, in January, for Canadian-talent pop product only, following the success of its strictly country Caledon label. NOW will bow with singles by Kelly Jay and the Jamies, a Toronto r&b group, the

Lovin' Kynd from Winnipeg, and the British North America Act from Montreal. The parent label, Stone, has just released "The Sacred Side of Jackie Davis," an album of sacred songs in one continuous cut with the U. S. organist talking informally between numbers about why he believes. Stone has also picked up "Jazz

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Loves Bach" from Bob Petrucci of Petrucci-Atwell in Boston, which is on Petrucci's Aelica label in the U. S. and Polydor in Europe. First LP issued here on the Island label, through Stone, is the Traffic's new LP, titled "Reaping."

The Amadeus Quartet has recorded an album of works by the dean of Canadian classical composers, Sir Ernest MacMillan, to be released internationally by DGG. Sir Ernest's "C Minor Quartet" and "Two Sketches for String Quartet" were recorded at the BBC in London under the aegis of the Canadian Broadcasting Corp.'s International Service as part of their extensive Centennial recording project, and will be taken from there by DGG. . . Capitol here has rush-released "Never Say Die," by the Foot-

prints, Montreal group picked up by Capitol in the U. S., with Montreal deejays kicking it off from sale copies of the disk.

Denny Gerrard, bass guitarist with Verve Forecast's the Paupers, has left the group, forcing cancellation of their dates in and around Toronto this month. . . The opening of 20th Century-Fox' "Dr. Dolittle" in Toronto Wednesday (20) is being promoted at the Bombay Bicycle Club of Julie's Restaurant early evenings this month with vocalists Dianne Beauvais and John Hammon singing numbers from the score, fashion shows of lingerie designed with a "Camelot" theme, and colored slides taken during filming on location. Warner Bros.-Seven Arts Records has donated soundtrack LP's as prizes in the nightly bingo games at the club.

Willie (the Lion) Smith and Don Ewell, whose recorded-in-Toronto album "Grand Piano" is on the local Exclusive label, play the Colonial Tavern, Dec. 11-23, with Eddie Barefield on clarinet.

Ben E. King, with two consecutive No. 1 records in Montreal in "Soul" and "Tears, Tears, Tears," played to packed houses at the Esquire Showbar, Dec. 4-16, as his current Atco single, "She Knows What to Do for Me" climbed the charts there again. Quality Records hosted a press-radio-TV cocktail party for the artist with its Atlantic-Atco merchandising manager, Liam Mullen, in from Toronto for the event. . . Bobby Vinton appeared at the Embassy in Toronto, Dec. 11-16, just as Columbia here released his new single, "Just as Much as Ever" and his "Please Love Me Forever" album. A contest on CHUM, Toronto, offered dinner with Vinton, with the LP as consolation prizes. . . Spartan reports an upsurge in sales of Ray Charles' albums as a result of recent personal appearances in London, Vancouver, Calgary, Edmonton, and three nights in Montreal, with his "Yesterday" single also seeing chart action.

KIT MORGAN

VIENNA

Wolfgang Arming, former sales manager with Polyphon, will leave for Tokyo for a three-year appointment as director and delegate of Deutsche Grammophon with the Nippon Gramophone Co. Ltd. He will represent the DGG companies in Germany, Holland and the UK. His successor as sales manager with Polyphon is Gerald Jacobs who has been with the company for 10 years. . . Bernhard Mikulski, general manager of CBS Schallplatten, Frankfurt, had talks with Hans van Grondelle, general manager of CBS Austria, aimed at achieving closer co-operation. . . Centrocord has signed to represent the Dutch label Iramac in Austria. . . Franz Lehár's operetta "The Land of Smiles" will be performed in German in Prague for the first time in 22 years next March. Through the Czechoslovakian agency Prago-Concert, the Prague State Operetta Theater has engaged Giuseppe de Stefano for the part of Sou-Chong and Dagmar Koller for the part of Mi. The orchestra, choir and ballet companies will be from Prague and negotiations are under way to engage a Viennese conductor.

Centrocord has released a low priced "Masterpieces of Music" series on the Elite Special label, featuring Teresa Stich-Randall, Schmidt-Isserstedt and the Saarländisches Kammerorchester. Records retail at \$2. . . Polyphon reports that the Bee Gees' "Massachusetts" on Polydor is its biggest seller for five years. . . Chris Barber's band played a concert in Vienna after a four-week tour of Germany. . . Centrocord is doing intensive promotion of French recordings under the title "Nouveau Style," in an effort to popularize the French chanson in Austria. The promotion effort will be strengthened by concert appearances by Francoise Hardy and Michel Polnareff.

WARSAW

Piano duettists Kiesielewski and Tomaszewski were signed by Barclay after winning the Golden Ermine at the Rennes Festival, France. Other Poles who have won the award in recent years include Violetta Villas, currently in Las Vegas, Michaj Burano (now Steve Luca) who was signed by RCA Victor, and Poland's leading beat singer Czeslaw Niemen. . . The Marek Sart-Jrzy Polomski musical "Miss Polonia" was presented at Swierdlowsk, U.S.S.R. . . Singers Ewa Demarczyk and Jerzy Polomski and the Novi vocal quartet appeared in the first song festival at Varadero, Cuba, together with singers from 13 other countries, including Eva Pilarova (Czechoslovakia), Gjulj Czocheli (U.S.S.R.) and Janie Marden (U.K.). . . Polish singer Zofia Terne, now living in London, was in Warsaw for concert appearances. . . The Polish beat group Black and Blue returned from a tour of Benelux countries. Meanwhile, another Polish group, Polanie, is touring the Soviet Union.

ROMAN WASCHKO



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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
5	1	1	★	MONKEES—Pisces, Aquarius, Capricorn & Jones, Ltd. Colgems COM 104 (M); COS 104 (S)	•	•	•	•
13	2	2		DIANA ROSS & THE SUPREMES—Greatest Hits Motown M 2-663 (M); MS 2-663 (S)	•	•	•	•
27	3	3		BEATLES—Sgt. Pepper's Lonely Hearts Club Band Capitol MAS 2653 (M); SMAS 2653 (S)	•	•	•	•
8	4	4		DOORS—Strange Days Elektra EKL 4014 (M); EKS 74014 (S)	•	•	•	•
7	5	5		MAMAS & PAPAS—Farewell to the First Golden Era Dunhill D 50025 (M); DS 50025 (S)	•	•	•	•
93	9	6		SOUNDTRACK—Dr. Zhivago MGM 1E-65T (M); 1SE-65T (S)	•	•	•	•
145	8	7		SOUNDTRACK—The Sound of Music RCA Victor LOC2 2005 (M); LS0D 2005 (S)	•	•	•	•
18	7	8		JIMI HENDRIX EXPERIENCE—Are You Experienced Reprise R 6261 (M); RS 6261 (S)	•	•	•	•
15	6	9		VANILLA FUDGE Atco 33-224 (M); SD 33-224 (S)	•	•	•	•
★	6	13	★	DIONNE WARWICK—Golden Hits, Part 1 Scepter SRM 565 (M); SPS 565 (S)	•	•	•	•
13	12	11		FOUR TOPS—Greatest Hits Motown M 662 (M); MS 662 (S)	•	•	•	•
40	11	12		DOORS Elektra EKL 4007 (M); EKS 74007 (S)	•	•	•	•
8	14	13		STRAWBERRY ALARM CLOCK—Incense & Peppermints Uni 3014 (M); 73014 (S)	•	•	•	•
★	6	22	★	ANDY WILLIAMS—Love, Andy Columbia CL 2766 (M); CS 9566 (S)	•	•	•	•
★	10	19	★	VIKKI CARR—It Must Be Him Liberty LRP 3533 (M); LST 7533 (S)	•	•	•	•
14	16	16		SOUNDTRACK—To Sir, With Love Fontana MGS 27569 (M); SRF 67569 (S)	•	•	•	•
12	18	17		WES MONTGOMERY—A Day in the Life A&M LP 2001 (M); SP 3001 (S)	•	•	•	•
★	7	21	★	BARBRA STREISAND—Simply Streisand Columbia CL 2682 (M); CS 9482 (S)	•	•	•	•
18	15	19		ARETHA FRANKLIN—Aretha Arrives Atlantic 8150 (M); SD 8150 (S)	•	•	•	•
137	23	20		HERB ALPERT & THE TIJUANA BRASS—Whipped Cream & Other Delights A&M LP 110 (M); SP 4110 (S)	•	•	•	•
★	3	101	★	CREAM—Disraeli Gears Atco 33-232 (M); SD 33-232 (S)	•	•	•	•
28	20	22		ENGELBERT HUMPERDINCK—Release Me Parrot PA 61012 (M); PAS 71012 (S)	•	•	•	•
★	6	28	★	TURTLES—Golden Hits White Whale WW 115 (M); WWS 7115 (S)	•	•	•	•
7	24	24		LULU—To Sir With Love Epic LN 24339 (M); BN 26339 (S)	•	•	•	•
18	10	25		BEE GEES—First Atco 33-223 (M); SD 33-223 (S)	•	•	•	•
54	26	26		TEMPTATIONS—Greatest Hits Gordy 919 (M); 919 (S)	•	•	•	•
30	29	27		HERB ALPERT & THE TIJUANA BRASS—Sounds Like A&M LP 124 (M); SP 4124 (S)	•	•	•	•
28	25	28		MONKEES—Headquarters Colgems COM 103 (M); COS 103 (S)	•	•	•	•
★	1	—	★	ROLLING STONES—Their Satanic Majesties Request London NP 2 (M); NPS 2 (S)	•	•	•	•
115	46	30		HERB ALPERT & THE TIJUANA BRASS—Going Places A&M LP 112 (M); SP 4112 (S)	•	•	•	•
20	17	31		YOUNG RASCALS—Groovin' Atlantic 8148 (M); SD 8148 (S)	•	•	•	•
33	30	32		ANDY WILLIAMS—Born Free Columbia CL 2680 (M); CS 9480 (S)	•	•	•	•
11	36	33		CLAUDINE LONGET—The Look of Love A&M LP 129 (M); SP 4129 (S)	•	•	•	•
15	33	34		BOBBIE GENTRY—Ode to Billie Joe Capitol T 2830 (M); ST 2830 (S)	•	•	•	•
8	35	35		COWSILLS MGM E 4498 (M); SE 4498 (S)	•	•	•	•
★	7	58	★	SOUNDTRACK—Camelot Warner Bros. B 1712 (M); BS 1712 (S)	•	•	•	•
12	34	37		EDDY ARNOLD—Turn the World Around RCA Victor LPM 3869 (M); LSP 3869 (S)	•	•	•	•
17	38	38		DEAN MARTIN—Welcome to My World Reprise R 6250 (M); RS 6250 (S)	•	•	•	•
13	37	39		SMOKEY ROBINSON & THE MIRACLES—Make It Happen Tamla T 276 (M); TS 276 (S)	•	•	•	•
11	42	40		SOUNDTRACK—Gone With the Wind MGM 1E-10 (M); 51E-10 (S)	•	•	•	•
17	27	41		BYRDS—Greatest Hits Columbia CL 2716 (M); CS 9516 (S)	•	•	•	•
16	43	42		LERoy HOLMES & HIS ORK—For a Few Dollars More United Artists UAL 3608 (M); UAS 6608 (S)	•	•	•	•
9	44	43		RAY CONNIFF—Hawaiian Album Columbia CL 2747 (M); CS 9547 (S)	•	•	•	•

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

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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
58	47	44		SOUNDTRACK—A Man & a Woman ("Un Homme Et Une Femme") United Artists UAL 4147 (M); UAS 5147 (S)	•	•	•	•
23	32	45		ASSOCIATION—Insight Out Warner Bros. W 1696 (M); WS 1696 (S)	•	•	•	•
★	11	63	★	MITCH RYDER—All Hits New Voice NV 2004 (M); NVS 2004 (S)	•	•	•	•
47	51	47		MONKEES—More of the Colgems COM 102 (M); COS 102 (S)	•	•	•	•
★	6	53	★	BUFFALO SPRINGFIELD—Again Atco 33-226 (M); SD 33-226 (S)	•	•	•	•
55	50	49		HERB ALPERT & THE TIJUANA BRASS—S.R.O. A&M LP 119 (M); SP 4119 (S)	•	•	•	•
40	55	50		JEFFERSON AIRPLANE—Surrealistic Pillow RCA Victor LPM 3766 (M); LSP 3766 (S)	•	•	•	•
33	61	51		CREAM—Fresh Atco 33-206 (M); SD 33-206 (S)	•	•	•	•
13	41	52		BEACH BOYS—Smiley Smile Brother T 9001 (M); ST 9001 (S)	•	•	•	•
6	56	53		RAVI SHANKAR—At the Monterey International Pop Festival World Pacific WP 1442 (M); WPS 21442 (S)	•	•	•	•
33	57	54		BILL COSBY—Revenge Warner Bros. W 1691 (M); WS 1691 (S)	•	•	•	•
38	54	55		ARETHA FRANKLIN—I Never Loved a Man the Way I Love You Atlantic 8139 (M); SD 8139 (S)	•	•	•	•
7	59	56		WILSON PICKETT—The Best of Atlantic 8151 (M); SD 8151 (S)	•	•	•	•
20	40	57		TEMPTATIONS—With a Lot o' Soul Gordy M 922 (M); S 922 (S)	•	•	•	•
★	6	83	★	CHER—With Love Imperial LP 9358 (M); LP 12358 (S)	•	•	•	•
21	48	59		VARIOUS ARTISTS—The Super-Hits Atlantic 501 (M); SD 501 (S)	•	•	•	•
11	60	60		GLADYS KNIGHT & THE PIPS—Everybody Needs Love Soul S 706 (M); SS 706 (S)	•	•	•	•
★	4	79	★	ELVIS PRESLEY—Clambake RCA Victor LPM 3893 (M); LSP 3893 (S)	•	•	•	•
17	31	62		PETER, PAUL AND MARY—Album 1700 Warner Bros. W 1700 (M); WS 1700 (S)	•	•	•	•
20	45	63		SONNY & CHER—The Best of Atco 33-219 (M); SD 33-219 (S)	•	•	•	•
12	62	64		JIMMY SMITH—Respect Verve V 8705 (M); V6-8705 (S)	•	•	•	•
15	39	65		DIONNE WARWICK—Windows of the World Scepter SRM 563 (M); SPS 563 (S)	•	•	•	•
★	6	77	★	SAM & DAVE—Soul Men Stax 725 (M); S 725 (S)	•	•	•	•
★	6	92	★	ARLO GUTHRIE—Alice's Restaurant Reprise R 6267 (M); RS 6267 (S)	•	•	•	•
23	65	68		ROLLING STONES—Flowers London LL 3509 (M); PS 509 (S)	•	•	•	•
14	64	69		MANTOVANI—Hollywood London LL 3516 (M); PS 516 (S)	•	•	•	•
★	9	80	★	RAMSEY LEWIS—Dancing in the Street Cadet LP 794 (M); LPS 794 (S)	•	•	•	•
101	69	71		ORIGINAL CAST—Man of La Mancha Kapp KL 4505 (M); KS 5505 (S)	•	•	•	•
11	73	72		AL MARTINO—Mary in the Morning Capitol T 2780 (M); ST 2780 (S)	•	•	•	•
37	68	73		CLAUDINE LONGET—Claudine A&M LP 121 (M); SP 4121 (S)	•	•	•	•
17	75	74		BILL COSBY—Sings/Silver Throat Warner Bros. W 1709 (M); WS 1709 (S)	•	•	•	•
133	78	75		HERB ALPERT & THE TIJUANA BRASS—The Lonely Bull A&M LP 101 (M); ST 101 (S)	•	•	•	•
12	76	76		JOHN GARY—Carnegie Hall Concert RCA Victor LOC 1139 (M); LSO 1139 (S)	•	•	•	•
5	84	77		LETTERMEN—... "And Live!" Capitol T 2758 (M); ST 2758 (S)	•	•	•	•
85	81	78		HERB ALPERT & THE TIJUANA BRASS—What Now My Love A&M LP 114 (M); SP 4114 (S)	•	•	•	•
★	4	94	★	JOHN DAVIDSON—A Kind of Hush Columbia CL 2734 (M); CS 9534 (S)	•	•	•	•
★	2	117	★	ED AMES—When the Snow Is on the Roses RCA Victor LPM 3913 (M); LSP 3913 (S)	•	•	•	•
34	88	81		BOB DYLAN—Greatest Hits Columbia KCL 2663 (M); KCS 9463 (S)	•	•	•	•
37	86	82		SOUNDTRACK—Thoroughly Modern Millie Decca DL 1500 (M); DL 71500 (S)	•	•	•	•
★	3	140	★	HARPERS BIZARRE—Anything Goes Warner Bros. W 1716 (M); WS 1716 (S)	•	•	•	•
41	90	84		LOVIN' SPOONFUL—The Best of Kama Sutra KLP 8056 (M); KLPS 8056 (S)	•	•	•	•
15	72	85		JAMES BROWN & THE FAMOUS FLAMES—Cold Sweat, Parts 1 & 2 King 1020 (M); S 1020 (S)	•	•	•	•

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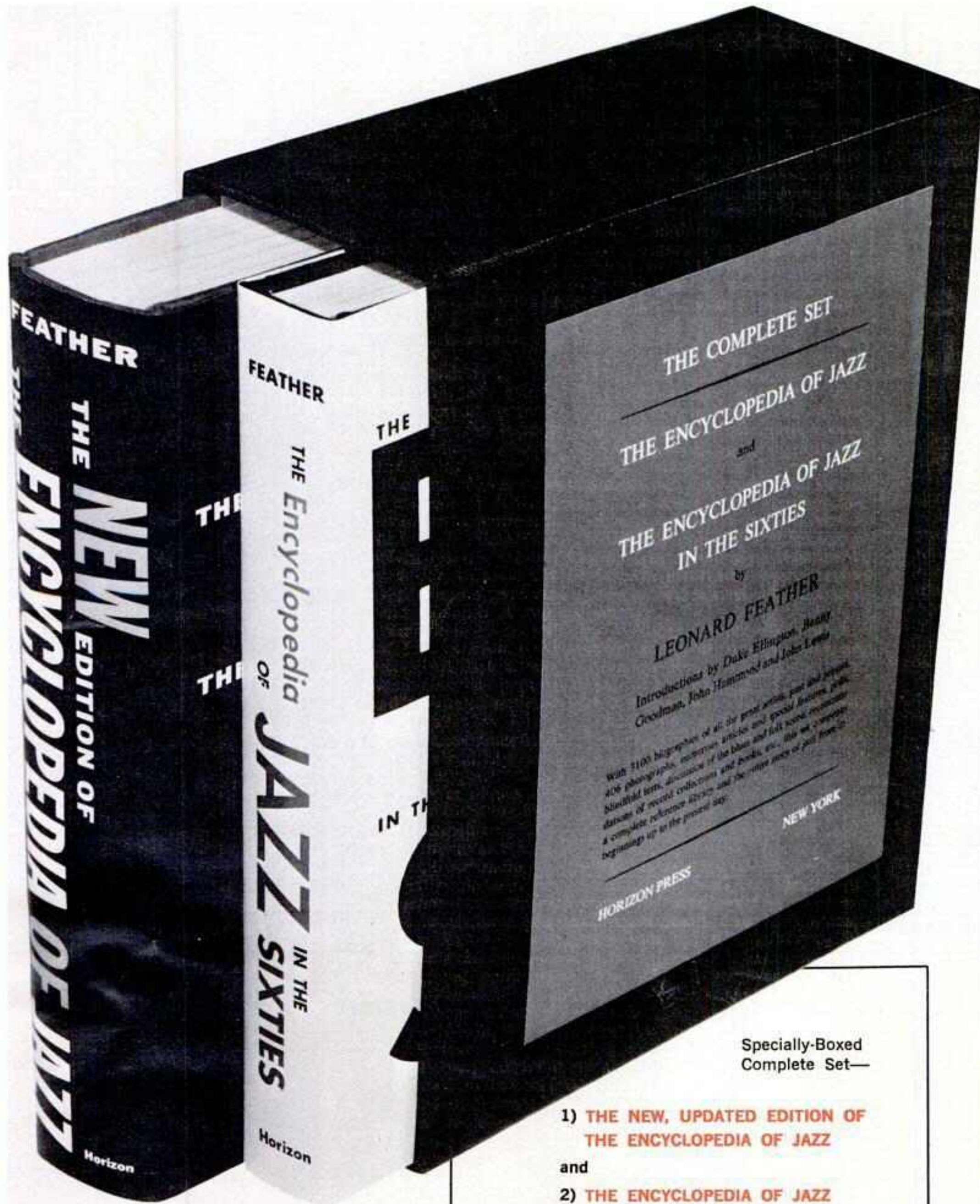
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TOP LP'S

CONTINUED FROM PAGE 44

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
88	170	161			ROLLING STONES —Big Hits (High Tide & Green Grass) London NP-1 (M); NPS-1 (S)	•	•	•	•
25	168	162			ED AMES —Time, Time RCA Victor LPM 3834 (M); LSP 3834 (S)	•	•	•	•
3	175	163			NOEL HARRISON —Collage Reprise R 6263 (M); RS 6263 (S)	•	•	•	•
59	164	164			SIMON & GARFUNKEL —Parsley, Sage, Rosemary & Thyme Columbia CL 2563 (M); CS 9363 (S)	•	•	•	•
★	4	180	165		PINK FLOYD Tower T 5093 (M); ST 5093 (S)	•	•	•	•
15	166	166			GLENN YARBROUGH —Honey & Wine RCA Victor LPM 3860 (M); LSP 3860 (S)	•	•	•	•
35	167	167			YARDBIRDS —Greatest Hits Epic LN 24246 (M); BN 26246 (S)	•	•	•	•
24	181	168			MANTOVANI —Golden Hits London LL 3483 (M); PS 483 (S)	•	•	•	•
★	4	190	169		STONE PONEYS —Evergreen, Vol. 2 Capitol T 2763 (M); ST 2763 (S)	•	•	•	•
22	172	170			MOTHERS OF INVENTION —Freak Out Verve V 5005-2 (M); V6-5005-2 (S)	•	•	•	•
55	169	171			ROGER WILLIAMS —Born Free Kapp KL 1501 (M); KS 3501 (S)	•	•	•	•
63	173	172			SOUNDTRACK —The Wild Angels Tower T 5043 (M); ST 5043 (S)	•	•	•	•
3	188	173			KING CURTIS & HIS KINGPINS —King Size Soul Atco 33-231 (M); SD 33-231 (S)	•	•	•	•
4	174	174			EYDIE GORME —Greatest Hits Columbia CL 2764 (M); CS 9564 (S)	•	•	•	•
460	177	175			JOHNNY MATHIS —Johnny's Greatest Hits Columbia CL 1133 (M); CS 8634 (S)	•	•	•	•
45	176	176			ROLLING STONES —Between the Buttons London LL 3499 (M); PS 499 (S)	•	•	•	•
3	178	177			HENRY MANCINI —Encore! More of the Concert Sound of RCA Victor LPM 3887 (M); LSP 3887 (S)	•	•	•	•

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

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
3	179	178			PHIL OCHS —Pleasures of the Harbor A&M LP 133 (M); SP 4133 (S)	•	•	•	•
★	1	—	179		SALLY FIELDS —The Flying Nun Colgems COM 1006 (M); COS 1006 (S)	•	•	•	•
★	3	199	180		HOMBRES —Let It Out (Let It All Hang Out) Verve/Forecast FT 3036 (M); FTS 3036 (S)	•	•	•	•
11	114	181			VARIOUS ARTISTS — A Collection of Sixteen Original Big Hits, Vol. 7 Motown M 661 (M); M5 661 (S)	•	•	•	•
69	197	182			RAY CONNIF & THE SINGERS —Somewhere My Love Columbia CL 2519 (M); CS 9319 (S)	•	•	•	•
20	183	183			BEACH BOYS —The Best of the, Vol. 2 Capitol T 2706 (M); ST 2706 (S)	•	•	•	•
58	120	184			MIDNIGHT STRING QUARTET — Rhapsodies for Young Lovers Viva V 6001 (M); VS 6001 (S)	•	•	•	•
23	139	185			FRANKIE VALLI —Solo Philips PHM 200-247 (M); PHS 600-247 (S)	•	•	•	•
60	200	186			JACK JONES —The Impossible Dream Kapp KL 1486 (M); KS 3486 (S)	•	•	•	•
3	187	187			JIMMY SMITH —The Best of Verve V 8721 (M); V6-8721 (S)	•	•	•	•
4	118	188			OTIS REDDING —History of Volt 418 (M); S 418 (S)	•	•	•	•
2	189	189			PAUL MAURIAT & HIS ORK —Blooming Hits Philips PHM 200-248 (M); PHS 600-248 (S)	•	•	•	•
69	193	190			BEACH BOYS —The Best of, Vol. 1 Capitol T 2545 (M); ST 2545 (S)	•	•	•	•
4	191	191			GLEN CAMPBELL —Gentle on My Mind Capitol T 2809 (M); ST 2809 (S)	•	•	•	•
17	112	192			PAUL REVERE & THE RAIDERS —Revolution! Columbia CL 2721 (M); CS 9521 (S)	•	•	•	•
28	153	193			JANIS IAN Verve/Folkways FT 3017 (M); FTS 3017 (S)	•	•	•	•
2	195	194			THE JAMES COTTON BLUES BAND Verve Folkways FT 3023 (M); FTS 3023 (S)	•	•	•	•
11	171	195			VELVET UNDERGROUND & NICO Verve V 6008 (M); V6-6008 (S)	•	•	•	•
2	196	196			ROBERT KNIGHT —Everlasting Love Monument MLP 7000 (M); SLP 7000 (S)	•	•	•	•
12	109	197			BOBBY VEE —Come Back When You Grow Up Liberty LRP 3534 (M); LST 7534 (S)	•	•	•	•
20	132	198			CANNED HEAT Liberty LRP 3526 (M); LST 7526 (S)	•	•	•	•
11	135	199			LAWRENCE WELK —Golden Hits—The Best of Dot DLP 3812 (M); DLP 25812 (S)	•	•	•	•
10	129	200			SUNSHINE COMPANY —Happy Is the Imperial LP 9359 (M); LP 12359 (S)	•	•	•	•

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Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

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Album Reviews

Continued From Back Cover



POP
THE SWEETEST THING THIS SIDE OF HEAVEN—Chris Bartley. Vando VA 60,000 (M); VAS 60,000 (S)

Chris Bartley, who made it big with this album's title single, has a soul-filled package with much material in the same bag, including "You Get Next to My Heart," "That's How Much I Love You" and "For You." Bartley wrote all 12 selections in this album and all 12 are perfect material for him.



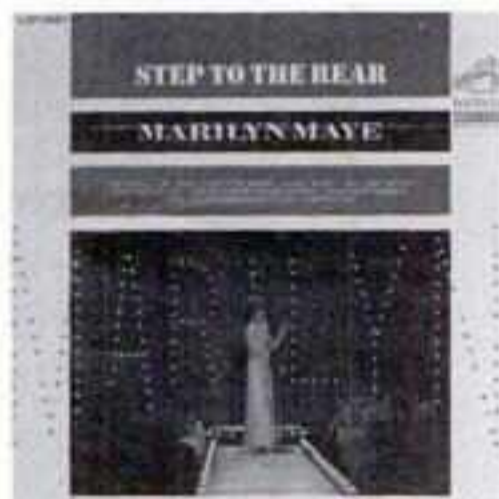
CLASSICAL
ELECTRONIC MUSIC/MUSIQUE CONCRETE—Various Artists. Mercury SR-2-9123 (S)

This first volume of a panorama of experimental music proves just that as leading composers such as Berio, Xenakis and Pousseur are included. Various electronic techniques are represented with Kagel's "Transition I" and Ferrari's "Visage V" among the most interesting cuts. Berio's "Ommaggio a Joyce" is another top selection.



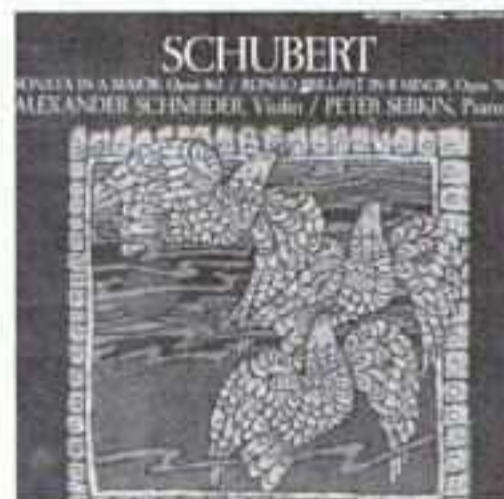
CLASSICAL
MOUSSORGSKY-RAVEL: PICTURES AT AN EXHIBITION—NBC Symphony (Toscanini). RCA Victorola VIC 1273 (M)

The recording techniques in 1949 and 1953 don't begin to compare with those of today, but there's still a magic associated with a Toscanini recording. Despite the imperfect engineering, the maestro's brilliant interpretation of "Pictures at an Exhibition" is well worth listening to.



POP
STEP TO THE REAR—Marilyn Maye. RCA Victor LPM 3897 (M); LSP 3897 (S)

Miss Maye should step to the front with this swinging, stylized and bouncy collection of recent pop tunes and upcoming Broadway production numbers. She's got a free and easy manner coupled with pizzazz in her own deliveries. The music is class "A" programming for radio and best of all, class "A" listening.



CLASSICAL
SCHUBERT: SONATA OP. 162/RONDO BRILLIANT OP. 70—Alexander Schneider/Peter Serkin. Vanguard VRS 1146 (M); VSD 71146 (S)

These two pieces get vivid readings as Schneider and the young Serkin unite their skills. Their treatments are spirited, imaginative and highly penetrating. Their interchange is extraordinary. Another fine LP by this talented team.

SPECIAL MERIT PICKS

POPULAR

WE FIVE MAKE SOMEONE HAPPY—A&M 138 (M); SP 4138 (S)
 The We Five, remembered for their single "You Were On My Mind," feature "High-Flying Bird" on their second LP. The group's musical pith is Beverly Bivins, whose deep, moody voice pitches and powers the We Five along. The arrangements are tastefully understated to tease the ear. This LP, with its jazz, blues and rock mix, could sell and propel the We Five to success.

GET THAT FEELING—Jimi Hendrix/Curtis Knight. Capitol T 2856 (M); ST 2865 (S)
 This album offers canned material with Hendrix as electric guitarist, not vocalist as he is with his successful group on another label. Curtis Knight is the belting vocalist here, but some of the material appears dated.

THE DAMONE TYPE OF THING—Vic Damone. RCA Victor LPM 3916 (M); LSP 3916 (S)
 Here's another excellent Damone album. Damone still has one of the best pop standard voices in the business, and he proves it once more with smooth and warm performances of "Time After Time," "Gone With the Wind" and "The More I See You."

SEMI-CLASSICAL

FIDDLE FADDLE & 14 OTHER LEROY ANDERSON FAVORITES—Utah Symphony Orch. (Abravanel). Cardinal VCS 10016 (S)
 Anderson's tunes have always enjoyed popularity and here a famous conductor and a famous orchestra combine their talents on an enjoyable, easy listening record. It's the first all-Anderson LP to be waxed by a major symphony unit. Songs include "Syncope Clock," "Fiddle Fiddle" and "Song of the Bells."

CLASSICAL

THE ART OF ORNAMENTATION—Various Artists. Bach Guild BGS 7067/8 (S)
 This two-record set admirably demonstrates renaissance and baroque ornamentation and embellishment with many examples, including pieces played as written and with the ornamentation. The distinguished list of artists utilized include the Deller Consort, harpsichordist and organist Anton Heiller, contralto Maureen Forrester, and violinists Eduard Melkus and Jan Tomasov, and harpsichordist Igor Kipnis.

JAZZ

FURTHER CONVERSATIONS WITH MYSELF—Bill Evans. Verve V 8727 (M); V6-8727 (S)
 Bill Evans controls the piano with energy and obvious skill. His improvisations are, indeed, as swift and liquid as conversations, with digressions and tone always returning to a memorable theme. The musical dialog Evans conducts in "Shadow of Your Smile" between fingers and keys is a total exchange of notes, mood and tempo, adding up to totally pleasant listening.

SEE ALBUM REVIEWS ON BACK COVER

CHRISTMAS

THE GOSPEL AT CHRISTMAS—Various Artists. Hob HOB 281 (M); HOS 281 (S)
 An inspirational package featuring selections by top gospel performers. The statement and refrain treatment by the Swan Silverstone Singers of "Silent Night" and a fine rendition by the Blind Boys of Alabama of "White Christmas" are two of the best selections. But, there also is Shirley Caesar's "It Came Upon a Midnight Clear," and fine efforts by the Gospel Starlets, the Raymond Rasberry Singers, the Stars of Faith, Charles Taylor and the Taylor Singers, and others.

Action Records

Albums

★ NATIONAL BREAKOUTS

THEIR SATANIC MAJESTIES REQUEST
 Rolling Stones, London NP 2 (M); NPS 2 (S)

IN A MELLOW MOOD
 Temptations, Gordy 924 (M); 924 (S)

HERB ALPERT'S NINTH
 Herb Alpert & the Tijuana Brass, A&M 134 (M); SP 4134 (S)

★ NEW ACTION LP's

These new albums, not yet on Billboard have been reported getting strong sales in major markets.

COLLECTION OF 16 ORIGINAL BIG HITS, VOL. 8
 Various Artists, Motown M 666 (M); MS 666 (S)

FOR ALL THE SEASONS OF YOUR MIND
 Janis Ian, Verve Forecast FT 3024 (M); FTS 3024 (S)

SATURDAY NIGHT AT THE WORLD
 Dick Smothers, Mercury MG 21134 (M); SR 61134 (S)

BE MY LOVE
 Mel Carter, Liberty LRP 3530 (M); LST 7530 (S)

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

BY THE TIME I GET TO PHOENIX
 Glen Campbell, Capitol T 2851 (M); ST 2851 (S)

SOMETHING ELSE AGAIN
 Richie Havens, Verve Forecast FT 3034 (M); FTS 3034 (S)

EASTER EVERYWHERE
 13th Floor Elevators, International Artists ILP-5 (M); ILP-5 (S)

SORCERER
 Miles Davis, Columbia CL 2732 (M); CS 9532 (S)

WEST COAST EXPERIMENTAL BAND, VOL. 2
 Reprise R 6270 (M); RS 6270 (S)

THE BLADES OF GRASS ARE NOT FOR SMOKING
 Jubilee JGM 8007 (M); JGS 8007 (S)

MUSIC FROM MISSION IMPOSSIBLE
 Lalo Schifrin, Dot DLP 3831 (M); DLP 25831 (S)

CIRCUS MAXIMUS
 Vanguard VRS 9260 (M); VSD 79260 (S)

LIVE FOR LIFE
 Soundtrack, United Artists UAL 4165 (M); UAS 5165 (S)

THE TIME HAS COME
 Chambers Brothers, Columbia CL 2722 (M); CS 9522 (S)

CRY YOUNG
 Ahmad Jamal with the Voices, Cadet LP 792 (M); LPS 792 (S)

ALBUM REVIEW RANKING

STAR PERFORMER SPOTLIGHT
 Cream of the week's new releases in their respective categories. Albums which are expected to reach the upper half of the Top LP's chart, any position on Billboard's special survey charts, or have long term sales.

CHART SPOTLIGHTS
 Albums which are expected to have sufficient sales to reach the Top LP's chart or have long term sales.

4-STAR
 Moderate sales potential albums which may not reach Billboard's LP chart but which should have enough sales activity to warrant their being stocked by most dealers, rack jobbers and one-stops handling that category.

SPECIAL MERIT
 New releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

WILD HONEY
 Beach Boys, Capitol T 2859 (M); ST 2859 (S)

MR. DREAM MERCHANT
 Jerry Butler, Mercury MG 21146 (M); SR 61146 (S)

SALVATION
 ABC ABC 623 (M); ABCS 623 (S)

TOM JONES LIVE!
 Parrot PA 61014 (M); PAS 71014 (S)

THE MAGIC GARDEN
 5th Dimension, Soul City SCM 92001 (M); SCS 92001 (S)

SOMETHING SUPER!
 King Richard's Fluegel Knights, MTA MTA 1005 (M); MTA 5005 (S)

DOWN TO MIDDLE EARTH
 Hobbitts, Decca DL 4920 (M); DL 74920 (S)

DON'T LOOK BACK
 Johnny Mann Singers, Liberty LRP 3535 (M); LST 7535 (S)

Singles

★ NATIONAL BREAKOUTS

THERE ARE NO NATIONAL BREAKOUTS THIS WEEK

★ REGIONAL BREAKOUTS

DO UNTO OTHERS . . .
 Paul Revere & the Raiders, Columbia 44335 (Boom, BMI) (Seattle & Houston)

LOVE IS BLUE . . .
 Paul Mauriat, Philips 40495 (BIEM) (Dallas-Ft. Worth & Minn.-St. Paul)

THIS THING CALLED LOVE . . .
 Webs, Pop Side 4593 (Emalou/Andros, BMI) (Baltimore)

BOTTLE OF WINE . . .
 Fireballs, Atco 6491 (Deep Fork, BMI) (Dallas-Ft. Worth)

(1-2-3-4-5-6-7) COUNT THE DAYS . . .
 Inez & Charlie Foxx, Dynamo 112 (Catalogue, Cee & Eye, BMI) (Baltimore)

LOVE LOTS OF LOVIN' . . .
 Lee Dorsey & Betty Harris, Sansu 474 (Marsaint, BMI) (Minn.-St. Paul)

CAN I GO . . .
 A Small Circle of Friends, A&M 876 (Irving, BMI) (San Francisco)

GOT DOWN ON SATURDAY . . .
 Roy Head, Mercury 72750 (Acuff-Rose, BMI) (Houston)

NEVER TOO MUCH LOVE . . .
 Bards, Capitol 2041 (Curton, BMI) (Seattle)

UNITED . . .
 Music Makers, Gamble 210 (Razer Sharp/Blockbuster, BMI) (Detroit)

OCTOBER COUNTRY . . .
 October Country, Epic 10252 (Living Legend/Arch, BMI) (Seattle)

★★★★ 4 STAR ★★★★★

POPULAR ★★★★★

PATTY DUKE SINGS SONGS FROM VALLEY OF THE DOLLS & OTHER SELECTIONS—United Artists UAL 3623 (M); UAS 6623 (S)

ROD MCKUEN SINGS THE BEAUTIFUL STRANGERS & OTHER SAD SONGS FOR YOUNG LOVERS—Warner Bros. W 1722 (M); WS 1722 (S)

NICK PALMER TURNS IT ON—RCA Victor LPM 3894 (M); LSP 3894 (S)

PORTRAIT OF THE YOUNG ARTIST—Mark Turnbull. Reprise R 6272 (M); RS 6272 (S)

ORIGINAL GOLDEN INSTRUMENTAL HITS—Various Artists. Warner Bros. W 1725 (M); WS 1725 (S)

GOSPEL ★★★★★

I'LL GLADLY SACRIFICE—The Galilean Quartet. Skyland LP 4013

DOROTHY LOVECOATES & THE GOSPEL HARMONETTES—Okeh OKM 12125 (M); OKS 14125 (S)

THE PLASTER SISTERS SINGING THEIR FAVORITE GOSPEL SONGS—Skyland LP 4012

CLASSICAL ★★★★★

BLOCH: SCHELOMO/ISRAEL SYMPHONY—Nelsova/Various Artists/Utah Symphony (Abravanel). Vanguard Cardinal SCS 10007 (S)

GERSHWIN: CONCERTO IN F/AN AMERICAN IN PARIS/RHAPSODY IN BLUE—Lowenthal/Utah Symphony (Abravanel). Vanguard Cardinal VCS 10017 (S)

IN DULCI JUBILO—Leopold Stokowski Orch. Bch Guild BGS 70696 (S)

LOW PRICE CLASSICAL ★★★★★

ROSSINI OVERTURES—NBC Symphony (Toscanini). RCA Victorola VIC 1274 (M)

RHYTHM & BLUES ★★★★★

BLUES POWER—Gene Dozier and the Brotherhood. Minit LP 40010 (M); LP 24010 (S)

JAZZ ★★★★★

TRIPLE PLAY—Johnny Hodges. RCA Victor LPM 3867 (M); LSP 3867 (S)

THE GRASS IS GREENER—Grassella Olyphant. Atlantic 1494 (M); SD 1494 (S)

WE AND THE SEA—Tamba 4. A&M 004 (M); SP 3004 (S)

FOLK ★★★★★

NATIVE AMERICAN BALLADS—Various Artists. RCA Victor LPV 548

COMEDY ★★★★★

J. SCHWARTZ, NEW YORK?—Jackie Miles. Warner Bros. W 1726 (M); WS 1726 (S)

COMEDY-SATIRE ★★★★★

THE INCREDIBLE LIVERPOOL SCENE—Various Artists. Epic LN 24336 (M); BN 24336 (S)

CHILDREN'S ★★★★★

SONGS FROM DOCTOR DOLITTLE—Camarata & the Mike Sammes Singers. Disneyland DQ 1325 (M)

INTERNATIONAL ★★★★★

MUSIC FROM THE ORTHODOX LITURGY—Slavonic Cappella Ensemble (Fekula). ESP 1065

A NEW SONG—The Zamir Chorale. Chessman CH 3001 (S)
 End Four Stars



Chile Sheet Music Jobbers?

Billboard BUYER'S GUIDE p. 219

Below is a list of the best selling LP's and singles to date. As the sales of Christmas product increase, so too will the number of best selling Christmas LP's and singles reported in these special charts—in accordance with sound research practices in terms of sufficient retailers reporting significant sales on specific records. These special charts will run for the next 2 issues as a special buying and stocking guide.

CHRISTMAS SINGLES

Pos. TITLE—Artist, Label & Number

1. SNOOPY'S CHRISTMAS—Royal Guardsmen, Laurie 3416
2. LITTLE DRUMMER BOY—Harry Simeone Chorale, 20th Century-Fox 429
3. LITTLE BECKY'S CHRISTMAS WISH—Becky Lamb, Warner Bros. 7154
4. WHITE CHRISTMAS—Bing Crosby, Decca 23778
5. JINGLE BELL ROCK—Bobby Helms, Decca 30513/Little Darlin' 0038
6. THE CHRISTMAS SONG—Nat King Cole, Capitol 3561
7. PLEASE COME HOME FOR CHRISTMAS—Charles Brown, King 5405
8. SILVER BELLS—Earl Grant, Decca 25703
9. LITTLE DRUMMER BOY—Lou Rawls, Capitol 2026
10. MERRY CHRISTMAS BABY—Charles Brown, Hollywood 1021
11. BLUE CHRISTMAS—Elvis Presley, RCA Victor 0647
12. LONESOME CHRISTMAS—Lowell Fulson, Hollywood 1022
13. OLD TOY TRAINS—Roger Miller, Smash 2130
14. ROCKIN' AROUND THE CHRISTMAS TREE—Brenda Lee, Decca 30776
15. I'LL MAKE EVERYDAY CHRISTMAS (For My Woman)—Joe Tex, Dial 4068
16. SILENT NIGHT—Mahalia Jackson, Kenwood 750
17. JINGLE BELL ROCK—Brenda Lee, Decca 31687
18. HAPPY BIRTHDAY, JESUS—Patti Page, Columbia 43447
19. SILVER BELLS—Al Martino, Capitol 5311
20. TWINKLE TWINKLE—Supremes, Motown 1085
21. LET'S MAKE THIS CHRISTMAS MEAN SOMETHING THIS YEAR—James Brown & His Famous Flames, King 12255
22. WHITE CHRISTMAS—Andy Williams, Columbia 42894
22. NATIVIDAD—Harvie Junevan, Kapp 875
24. THE FIRST CHRISTMAS—Danny Thomas, RCA Victor 9342
25. SILENT NIGHT—Bing Crosby, Decca 23777
26. SLEEP IN HEAVENLY PEACE—Barbra Streisand, Columbia 43896
27. IF EVERY DAY WAS LIKE CHRISTMAS—Elvis Presley, RCA Victor 8950
28. SANTA LOOKED A LOT LIKE DADDY—Buck Owens, Capitol 5537
29. LOVE IS—Lisa Miller, Canterbury 519
30. SNOW—Claudine Longet, A&M 895
31. WHAT ARE YOU DOING NEW YEAR'S EVE—Nancy Wilson, Capitol 5084
32. PLEASE COME HOME FOR CHRISTMAS—Uniques, Paula 255
33. CHRISTMAS LULLABY—Cary Grant, Columbia 44377
34. SOME DAY AT CHRISTMAS—Stevie Wonder, Tamla 54142

CHRISTMAS LP'S

Pos. TITLE—Artist, Label & Number

1. A CHRISTMAS ALBUM—Barbra Streisand, Columbia CL 2757 (M); CS 9557 (S)
2. MERRY CHRISTMAS—Johnny Mathis, Columbia CL 1195 (M); CS 8021 (S)
3. CHRISTMAS SONG—Nat King Cole, Capitol W 1967 (M); SW 1967 (S)
4. ELVIS' CHRISTMAS ALBUM—Elvis Presley, RCA Victor LPN 1951 (M); LSP 1951 (S)
5. LITTLE DRUMMER BOY—Harry Simeone Chorale, 20th Century-Fox TFM 3100 (M); TFS 4100 (S)
6. SNOOPY AND HIS FRIENDS—Royal Guardsmen, Laurie LLP 2042 (M); SLLP 2042 (S)
7. JIM NABORS CHRISTMAS ALBUM—Columbia CL 2731 (M); CS 9531 (S)
8. THE DEAN MARTIN CHRISTMAS ALBUM—Reprise R 6222 (M); RS 6222 (S)
9. MERRY CHRISTMAS HO, HO, HO—Lou Rawls, Capitol T 2790 (M); ST 2790 (S)
10. MERRY CHRISTMAS—Bing Crosby, Decca DL 8128 (M); UL 78128 (S)
11. CHRISTMAS WITH ED AMES—RCA Victor LPM 3838 (M); LSP 3838 (S)
12. A CHRISTMAS TREASURE—Julie Andrews with Orch.; Harpsichord of Andre Previn, RCA Victor LPM 3829 (M); LSP 3829 (S)
13. JAMES BROWN SINGS CHRISTMAS SONGS—King 1010 (M); 1010 (S)
14. ANDY WILLIAMS CHRISTMAS ALBUM—Columbia CL 2087 (M); CS 8887 (S)
15. SOUND OF CHRISTMAS—Ramsey Lewis Trio, Cadet 687 (M); 687 (S)

16. PERRY COMO SINGS MERRY CHRISTMAS MUSIC—RCA Camden CAL 660 (M); CAS 660 (S)
17. SANTA'S OWN CHRISTMAS—Capitol T 2836 (M); ST 2836 (S)
18. CHRISTMAS WITH THE CHIPMUNKS, VOL. II—David Seville & the Chipmunks, Liberty LRP 3334 (M); LST 7334 (S)
19. SILENT NIGHT—Mahalia Jackson, Columbia CL 1903 (M); CS 8703 (S)
20. CHRISTMAS RHAPSODIES FOR YOUNG LOVERS—Midnight String Quartet, Viva V 6010 (M); V 36010 (S)
21. MERRY CHRISTMAS—Andy Williams, Columbia CL 2420 (M); CS 9220 (S)
22. NOEL—Joan Baez, Vanguard 9230 (M); 79230 (S)
23. MERRY CHRISTMAS—Al Martino, Capitol T 2165 (M); ST 2165 (S)
24. IN THE CHRISTMAS SPIRIT—Booker T & the M.G.'s, Stax 713 (M); S 713 (S)
25. MERRY CHRISTMAS CAROLS—Robert Rheims Organ & Chimes, Rheims 6006 (M); ST 7706 (S)
26. WINTER WONDERLAND—Earl Grant, Decca DL 4677 (M); DL 74677 (S)
27. CHRISTMAS PRESENT AND PAST—Paul Revere & the Raiders, Columbia CL 2755 (M); CS 9555 (S)
28. MERRY CHRISTMAS—Supremes, Motown 638 (M); S 638 (S)
29. CHRISTMAS WITH ELLA FITZGERALD—Capitol T 2805 (M); ST 2805 (S)
30. CHRISTMAS WITH ANITA BRYANT—Columbia CL 2720 (M); CS 9520 (S)
31. WE WISH YOU A MERRY CHRISTMAS—Johnny Mann Singers, Liberty LRP 3522 (M); LST 7522 (S)
32. JOHN GARY CHRISTMAS ALBUM—RCA Victor LPM 2940 (M); LSP 2940 (S)
33. MERRY CHRISTMAS—Henry Mancini, RCA Victor LPM 3612 (M); LSP 3612 (S)
34. THE VENTURES CHRISTMAS ALBUM—Dolton BLP 2038 (M); BST 8038 (S)
35. HOLIDAY CHEER—Dean Martin, Capitol T 2343 (M); ST 2343 (S)
36. CHARLES BROWN SINGS CHRISTMAS—King 775 (M); (No Stereo)
37. 'TIS THE SEASON—Jackie Gleason, Capitol T 2791 (M); ST 2791 (S)
38. CHRISTMAS HYMNS AND CAROLS—Mario Lanza, RCA Camden CAL 777 (M); CAS 777 (S)
39. SOUND OF CHRISTMAS—Johnny Mathis, Mercury MG 20837 (M); SR 60837 (S)
40. CHRISTMAS GREETINGS—Jerry Vale, Columbia CL 2225 (M); CS 9025 (S)
41. CHRISTMAS WITH THE CHIPMUNKS, VOL. I—David Seville & the Chipmunks, Liberty LRP 3256 (M); LST 7256 (S)
42. HOLIDAY SING ALONG WITH MITCH—Mitch Miller & the Gang, Columbia CL 1701 (M); CS 8501 (S)
43. CHRISTMAS WITH RAY CONNIFF—Columbia CL 1390 (M); CS 8185 (S)
44. CHRISTMAS WITH EDDY ARNOLD—RCA Victor LPM 2554 (M); LSP 2554 (S)
45. CHRISTMAS WITH CHET ATKINS—RCA Victor LPM 2423 (M); LSP 2423 (S)
46. FOR CHRISTMAS THIS YEAR—Lettermen, Capitol T 2587 (M); ST 2587 (S)
47. MANY MOODS OF CHRISTMAS—Robert Shaw Chorale, RCA Victor LP 2684 (M); LSC 2684 (S)
48. MORMON TABERNACLE CHOIR SINGS CHRISTMAS CAROLS—Columbia ML 5222 (M); (No Stereo)
49. PAUL MAURIAT CHRISTMAS ALBUM—Philips PHM 200-255 (M); PHS 600-255 (S)
50. WE WISH YOU A MERRY CHRISTMAS—Ray Conniff Singers, Columbia CL 1892 (M); CS 8692 (S)
51. CHRISTMAS WITH PATTI PAGE—Columbia CL 2414 (M); CS 9214 (S)
52. THE KATE SMITH CHRISTMAS ALBUM—RCA Victor LPM 3607 (M); LSP 3607 (S)
53. JOLLY CHRISTMAS FROM FRANK SINATRA—Capitol W 894 (M); DW 894 (S)
54. HAVE A JEWISH CHRISTMAS . . . ?—Lennie Winrib & Various Artists, Tower T 5081 (M); (No Stereo)
55. SONGS FOR A MERRY CHRISTMAS—Wayne Newton, Capitol T 2588 (M); ST 2588 (S)
56. CHRISTMAS GREETINGS FROM MANTOVANI AND HIS ORCHESTRA—London LL 3338 (M); PS 338 (S)
57. CHRISTMAS WITH MARTY ROBBINS—Columbia CL 2735 (M); CS 9535 (S)
58. MERRY CHRISTMAS—Brenda Lee, Decca DL 4583 (M); DL 74583 (S)
59. CHRISTMAS WITH THE MIRACLES—Tamla T 236 (M); S 236 (S)
60. THE SPIRIT OF CHRISTMAS—Mormon Tabernacle Choir, Columbia ML 5423 (M); MS 6100 (S)
61. CHRISTMAS TIME—Roger Williams, Kapp 1164 (M); 3048 (S)
62. TO WISH YOU A MERRY CHRISTMAS—Harry Belafonte, RCA Victor LPM 2626 (M); LSP 2626 (S)
63. CHRISTMAS WITH BUCK OWENS—Capitol T 2396 (M); ST 2396 (S)
64. MORE SOUNDS OF CHRISTMAS—Ramsey Lewis Tric, Cadet LP 745 (M); S 745 (S)
65. SPIRIT OF CHRISTMAS—Living Strings, Camden 783 (M); S 783 (S)
66. CHRISTMAS CHEERS—Ace Cannon, Ri 12022 (M); 32022 (S)
67. SEASON'S GREETINGS FROM PERRY COMO—RCA Victor LPM 2066 (M); LSP 2066 (S)
68. SILENT NIGHT & 13 OTHER BEST LOVED CHRISTMAS SONGS—Lawrence Welk, Dot DLP 3397 (M); DLP 25397 (S)
69. LITTLE DRUMMER BOY—Living Voices, Camden 911 (M); S 911 (S)
70. CHRISTMAS WITH THE LENNON SISTERS—Dot DLP 3343 (M); DLP 25343 (S)
71. THE GLORIOUS SOUND OF CHRISTMAS—Philadelphia Orchestra (Ormandy) & the Temple University Choir, Columbia 5769 (M); MS 6369 (S)
72. CHRISTMAS WITH HANK SNOW—RCA Victor LPM 3826 (M); LSP 3826 (S)
73. STAR CAROL—Tennessee Ernie Ford, Capitol T 1071 (M); ST 1071 (S)
74. CHRISTMAS WONDERLAND—Bert Kaempfert & His Ork, Decca DL 441 (M); DL 74441 (S)
75. THE 4 SEASONS CHRISTMAS ALBUM—Philips PPM 200-223 (M); PPS 600-223 (S)
76. A MUSIC BOX CHRISTMAS—Rita Ford Music Boxes, Columbia CL 1698 (M); CS 8498 (S)
77. WE WISH YOU A MERRY CHRISTMAS—Floyd Cramer, RCA Victor LPM 3828 (M); LSP 3828 (S)
78. TWELVE SONGS OF CHRISTMAS—Jim Reeves, RCA Victor LPM 2758 (M); LSP 2758 (S)
79. THE BEACH BOYS' CHRISTMAS ALBUM—Capitol T 2164 (M); ST 2164 (S)
80. SING SONGS OF CHRISTMAS—Guy Lombardo, Capitol KAO 1443 (M); SKAO 1443 (S)
81. JOY TO THE WORLD—Andre Kostelanetz, Harmony 7432 (M); 11232 (S)
82. JIMMY DEAN'S CHRISTMAS CARD—Columbia CL 2404 (M); CS 9204 (S)
83. JIMMY ROSELLI'S CHRISTMAS ALBUM—United Artists UAL 3538 (M); UAS 6538 (S)
84. JACK JONES CHRISTMAS ALBUM—Kapp KL 1399 (M); MS 3399 (S)
85. HOLIDAY SOUL—Don Patterson, Prestige 7415 (M); S 7415 (S)
86. HAVE YOURSELF A SOULFUL LITTLE CHRISTMAS—Kenny Burrell, Cadet LP 779 (M); LSP 779 (S)
87. HAVE YOURSELF A MERRY LITTLE CHRISTMAS—Frank Sinatra, Harmony 7400 (M); 11200 (S)
88. CHRISTMAS COOKIN'—Jimmy Smith, Verve V 8666 (M); V6-8666 (S)
89. SOMEDAY AT CHRISTMAS—Stevie Wonder, Tamla T 281 (M); TS 281 (S)
90. THIS CHRISTMAS I SPEND WITH YOU—Robert Goulet, Columbia CL 2076 (M); CS 8876 (S)
91. CHRISTMAS IS . . . —Percy Faith, Columbia CL 2577 (M); CS 9377 (S)
92. CHRISTMAS IS ALWAYS—Roy Rodgers & Dale Evans, Capitol T 2818 (M); ST 2818 (S)
93. CHRISTMAS ALBUM—Bobby Vee with Johnny Mann Singers, Sunset 1186 (M); 5186 (S)
94. SOUND OF CHRISTMAS—Al Hirt, RCA Victor LPM 3417 (M); LSP 3417 (S)
95. CHRISTMAS CAROLS FOR SOLO GUITAR—Charlie Byrd, Columbia CL 2555 (M); CS 9355 (S)
96. MERRY CHRISTMAS—Jackie Gleason, Capitol W 758 (M); DW 758 (S)
97. DO YOU HEAR WHAT I HEAR—Do Re Mi Children's Chorus, Kapp KL 1368 (M); KS 3368 (S)
98. CHRISTMAS EVE—Burl Ives, Decca DL 8391 (M); DL 78391 (S)
99. EVERETT MCKINLEY DIRKSEN AT CHRISTMAS TIME—Capitol T 2792 (M); ST 2792 (S)
100. CHRISTMAS IN GERMANY—Various Artists, Capitol T 10095 (M); DT 10095 (S)
101. A-CAROLING WE GO—Fred Waring, Decca DL 4809 (M); DL 74809 (S)
102. CANDY CLARINET—Pete Fountain, Coral 57487 (M); 757487 (S)
103. WE WISH YOU A MERRY CHRISTMAS—Ferrante & Teicher, United Artists UAL 3536 (M); UAS 6536 (S)
104. WALT DISNEY PRESENTS 30 FAVORITE SONGS OF CHRISTMAS WITH CHIMES & CHORUS—Disneyland DQ 1239 (M); (No Stereo)
105. CAROLS—Billy Vaughn, Dot DLP 3148 (M); DLP 25148 (S)
106. JOY OF CHRISTMAS—Mormon Tabernacle Choir & the New York Philharmonic Orchestra (Bernstein) Columbia ML 5899 (M); MS 6499 (S)
107. COUNTRY CHRISTMAS—Loretta Lynn, Decca DL 4817 (M); DL 74817 (S)
108. HEART OF CHRISTMAS—Sergio Franchi, RCA Victor LPM 3437 (M); LSP 3437 (S)

Audio Retailing

Forecast 10% Increase in Phonograph Sales for '68

CHICAGO — Portable and console stereo phonograph sales of 5.8 million units—a 10 per cent increase—are expected during 1968.

Distributor sales of 13.5 million U. S. brand radios are anticipated in 1968, compared with an estimated 12.8 million this year. Import unit sales should boost the 1968 radio total to 20 million.

Color TV sales will surpass black-and-white business for the first time, boosting the sales total to over 11 million units.

These were among the predictions in the traditional year-end statement issued last week by Ross D. Siragusa, Admiral, Corp. chairman.

"Despite such uncertainties as higher taxes next year, inflation, the prospects for escalation of the Vietnam War, and the restlessness of labor, I am conservatively optimistic for the future," Siragusa said.

FM

While color television distributor sales will be up 12 per cent this year over 1966, he

said, he expects the rate of increase in 1968 movement will be about 15 per cent to 6 million sets.

The reasons for the continued high level of the radio business, Siragusa said, are the expansion of FM and increasing acceptance of multi-band models.

The National Association of Music Merchants (NAMA) reports that by the end of the year 60 million phonographs and nearly 275 million radios will be operating in the U. S. A total of 85 per cent of teenagers listen to the radio every day, NAMA said, compared with 70 per cent of the overall population. And there are now 64.5 million radios in cars.

Duotone Issues Perpetual Needle, Accessory Catalog

MIAMI — The Duotone Co. has introduced its first loose-leaf needle catalog and sales booster, with first copies going out to distributors last week.

Duotone President Stephen Nester said the new collection of Duotone needle and accessory facts, called the Perpetual Catalog, will be updated periodically as new needle models and accessories are introduced or prices are changed. He presented a symbolic copy of the new catalog last week to Gil Matthies, special products merchandising manager for Capital Records Distributing Corp.

In three-ring binder format,

the new reference guide contains:

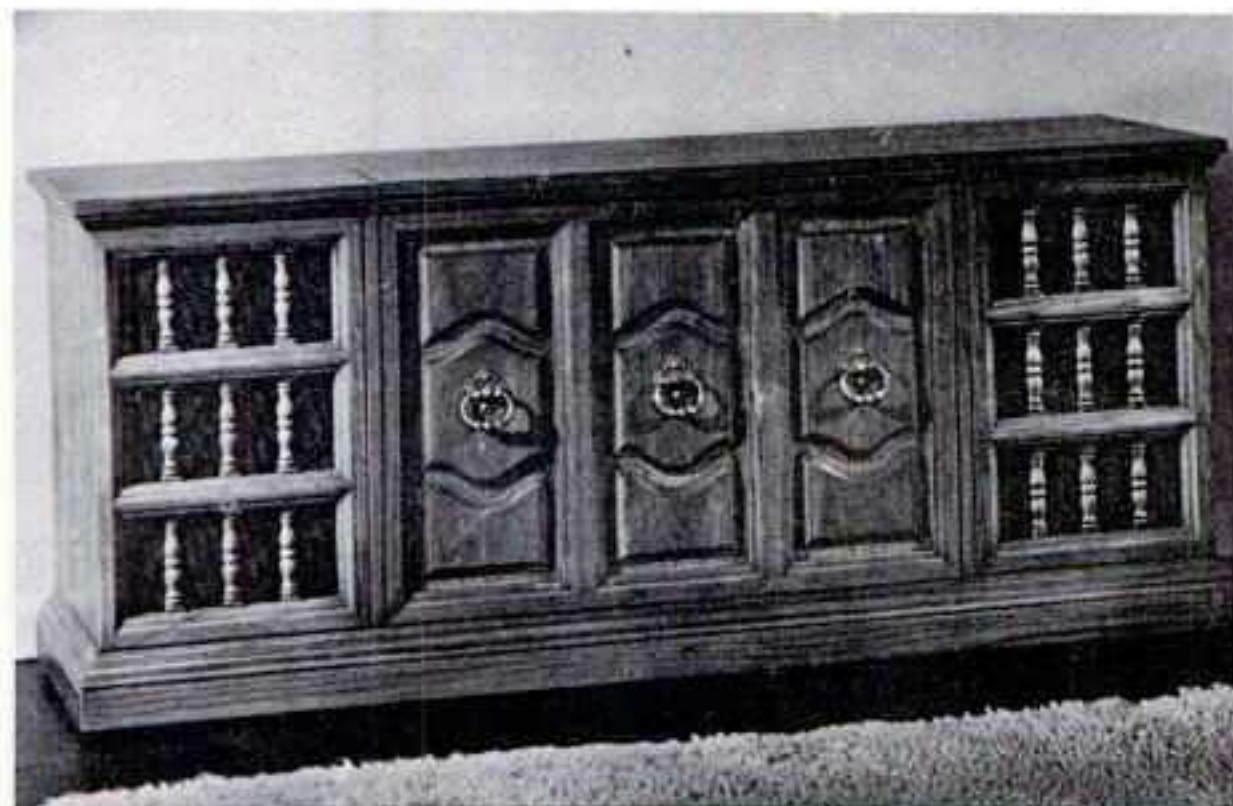
- Suggestions on how to find the proper phonograph needle for the customer's model.
- Introduction to Duotone's new "compatible" needle, which enables monaural phonograph owners to play stereo records.
- Tips on how to multiply needle sales and illustrated proof of how needle wear damages records.
- A numerical guide to cartridge manufacturers with corresponding Duotone needle numbers.

Best Sellers

- A pull-out section listing the 50 best-selling needles in Duotone's line as determined by special market surveys.
- Detailed instruction on how to remove and replace needles of the screw-mounted, crank, snap-on, slide-in, plug-in and push-up types.
- A needle replacement guide listing cartridge numbers, maker's needle number, top size and corresponding Duotone needle replacement method.
- A cross-reference guide of manufacturer's needle number with corresponding Duotone number.
- A phonograph model needle guide and latest listing of new Duotone needles.



FIRST COPY of Duotone's first Perpetual Needle Catalog is presented by company president Stephen Nester, right, to Gil Matthies, special products merchandising manager, Capitol Records Distributing Corp.



ZENITH GRANADA. The high fidelity stereo console has AM-FM stereo radio and an optional, extra-cost 8-track tape cartridge drop-in unit. Other features include 140 watt amplifier; 4-speed record changer with 2-gram "free-floating" cartridge; two 12-inch woofers, two exponential horns and four 3 1/2-inch tweeters; built-in sound control center, and tape input and output jacks. The styling is Mediterranean. Two models are available, one with oak veneers and the other with pecan veneers.



OPENING ALLIED RADIO'S new store in the Brookfield Square Shopping Center in a suburb of Milwaukee, are, left to right: Walter Skonicki, Allied store manager; Franklin Worth, mayor of Brookfield, Wis.; Shelby F. Young, vice-president, stores division manager, Allied Radio (cutting the ribbon); Joseph A. Dries, director of the new shopping center; and Milton J. Blumberg, branch stores manager for Allied Radio.

Empire State Is Distrib of Year

MIAMI BEACH, Fla. — Sylvania Electric Products, Inc., entertainment products division has named Empire State Wholesalers, Inc., Troy, N. Y., its "1967 distributor of the year."

The firm was selected for its "outstanding" marketing programs for audio products.

Recognition was also tendered Rott-Keller Supply Co., Fargo, N. D., and Marco Sales, Inc., St. Louis, during the annual distributors meeting at the Eden Roc Hotel here.



SYLVANIA has broadened its modular stereo line with this \$99.95 system, model CS-1W. It features 35 watts of peak power, is all solid-state, has a Garrard record changer and master section (center) which houses the amplifier, bass, treble, loudness and balance controls. A tinted plastic dust cover is optional, as are the speakers shown here.

microphones, electric guitars, basses, console organs . . .

PLAY 'EM ALL AT ONCE THROUGH A SINGLE AMPLIFIER



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SHURE

Take it from the Swingin' Lads . . . you too can increase the flexibility and usefulness of your amplifier, get truly professional blends of sounds and vastly superior vocal reproduction. Enables you to plug up to 5 microphones or instruments (in any combination) into a single amplifier . . . use two or more mixers for even more inputs. Each input has an individual volume control and a master volume control that covers the whole combo! Connects to any amplifier. Can be used with tape recorders, too. Transistorized, weighs only 4 lbs.

Write: Shure Brothers, Inc., 222 Hartrey Avenue, Evanston, Illinois 60204

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All Billboard Articles Are Available as Reprints

DECEMBER 23, 1967, BILLBOARD

CLASSIFIED MART

BUSINESS OPPORTUNITIES

ON BEAUTIFUL COAST OF CALIFORNIA, where redwoods meet the sea. Music Store, long established. Organs, pianos, instruments, lessons, records, stereo, TV. Fastest growing area; will sell all or part. Box 2221, Santa Cruz, California. de23

COMPOSER-ARRANGER

NEW SONG: "SOMEBODY'S GOTTA Lose." Write for tape and lead. Duke Tuttle, Composer-Arranger, Box 823, Butler, N. J. 07405. de23

DISTRIBUTING SERVICES

ATTENTION, RECORD OUTLETS: We have the largest selection of 45 rpm oldies and goodies at 25¢ each, also major label LP listings at promotional prices. Send for free listings. All orders welcome. Apex Rendezvous, Inc., 390 Kings Highway, Brooklyn, N. Y. tfn

"MAGNIFICENT RECORDING"—JUAN Mercadal. "One of the best classical guitarists in the world." Musical Courier. Twelve tremendous selections, \$2.98 mono., \$3.98 stereo, postpaid. Artree, P. O. Box 549, Miami, Fla. 33101. ja6

RELEASED — "LET'S PUT CHRIST Back in Christmas." "Walking on the Clouds," featuring Lucky Linda and her Golden Guitar, 45 rpm monaural record, \$1.15; music, \$1. Price includes tax and mailing. Delpha Oneita Foster, P. O. Box 1828, Clearwater, Fla. 33517. de30

EMPLOYMENT SECTION

HELP WANTED

LOOKING FOR ARTISTS TO RECORD new material. Variety of tunes. Contact Fred Stone, P. O. Box 75, Ithaca, New York 14846. de23

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★ BOOKING AGENT CONTACTS
★ MAGAZINE-NEWSPAPER PUBLICITY
★ RECORD PRESSING

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Mailing Address:
14881 Overlook Dr., Newbury, Ohio
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Brite-Star, 14881 Overlook,
Newbury, Ohio
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CI 7-2159

RECORD ARTISTS—PERFORM IN SUNNY Florida. We promote and arrange bookings for R&B, R&B artists with record product. Send records and photos to Azalea City Enterprises, Rt. 3, Box 139, Palatka, Fla. 32077. de23

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THE BIG TEEN CRAZE IS TO POSTERS and we have them all, including Jefferson Airplane, Beatles (Sgt. Pepper), Doors and thirty-five more. These posters are all new, not previously released. Send for free samples of these big profit-making items. Posters, Posters, Poster Dept. B, 1001 N. McCadden Place, Hollywood, Calif. 90038. fe3

WANTED TO BUY

MASTER TAPES & NEW SONGS wanted by Golden & Ebb-Tide Records. Send to P.O. Box 2544, Baton Rouge, La. 70802. ja6

WANT RECORDS: 45'S AND LP'S SURPLUS returns overstock cut-outs, etc. Harry Warriner, Knickerbocker Music Co., 453 McLean Ave., Yonkers, N. Y. Tel.: GRenleaf 6-7778. ja6

PUBLISHING SERVICES

HOW TO WRITE, PUBLISH AND record your own songs. Professional methods. Information free. Ace Publishing, Box 64, Dept. 2, Boston, Mass. 02101. de30

MISCELLANEOUS

SKATING RINK, 40X90, LIKE NEW: 200 pr. skates, grinder, sew machine, comp. music system and p.a., 3-ton air cond., mats, lights, benches, soda fount., popcorn mach. \$8,000 value for \$4,950. Prefer cash but will deal. H. W. Frey, 219-874-5291, Michigan City, Ind. de23

WIN \$5,000 IN CASH. FULL DETAILS \$1. Combined merchandise. Box 749, Columbia, S. C. 29202. ja6

35,000 PROFESSIONAL COMEDY LINES: 40 Books, plus Current Comedy, the topical gag service. Catalog free. Sample selection, \$5. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. 11510. tfn

PROFESSIONAL SERVICES

"365 DAYS OF LAUGHS" DAILY RADIO gag service. Sample a month, \$3. Box 3736, Merchandise Mart Stn., Chicago 60664. eow

USED COIN MACH. EQUIP., PARTS & SUPPLIES

PHOTOMATIC, MODEL 60. 4 PHOTOS, 25¢; 13,000 plays. Sell or trade. C. Ansley, 218 S. El Paso, El Paso, Tex. de23

USED EQUIPMENT

10 FEDERAL CUP DROP POPCORN Vendors: latest model equipped with cup anti-theft device, counter, locked coin box; check these before buying any used popcorn vendors: 1 year parts warranty. Manager, Federal Popcorn Machine Corp., 103 S. W. 4th St., Des Moines, Ia. ja6

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R.E.I.'s FAMOUS (5) WEEK COURSE for the First Class Radio Telephone License is the shortest, most effective course in the nation. Over 98% of R.E.I. graduates pass F.C.C. exams for 1st class license. Total tuition \$350. Job placement free. Write for brochure. Radio Engineering Institute of Electronics, 1336 Main St., Sarasota, Fla., or 3123 Gillham Road, Kansas City, Mo., or 809 Caroline St., Fredericksburg, Va.

RECORD SERVICES

CUSTOM RECORDS MADE. REASONABLE prices, also record promotion and consultation. Call 265-8968 for appointment. Jody Record Co., 1697 Broadway, Room 1407. de30

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INTERNATIONAL EXCHANGE

ENGLAND

BEATLES' "MAGICAL MYSTERY Tour." Package of 2 discs each with 3 new songs, plus 32-page color booklet, \$5.50 airmailed; mono or stereo. Beatles' 16-cut "Oldies" or any English album, \$6. Record Centre, Ltd., Nuneaton, England.

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100,000 Deleted Albums, 250 titles. Jazz, Classics, pop, folk, blues, light orchestral, etc. Price 9/6d. per album, Minimum quantity 250. Quantity discount 5,000 albums 9/4 each 10,000 albums 8/6d each F.O.B. 20,000 albums 8/4 each

Lists now available, and will be sent upon request, write to MIDLAND RECORD CO. (Export), LTD. 402 Kings Road Chelsea, London S. W. 10, England ja6

FIRST-CLASS GUARANTEED AIRMAIL service on British records to U. S. A. All titles available. U.K. albums \$6 each, additional albums only \$5. All breakages replaced. 24-hour service. Free catalogue. Heanor Record Center, Derbyshire, England.

FOR SALE: ONE OF THE LARGEST discotheques in Europe. 2 dance floors, 4 bars, capacity for 1,500, situated in a central tourist area on the Costa Brava, Spain. Constitutes a sound investment with a very high seasonal turnover. For further details write to Box No. 61, Billboard, 7 Welbeck, London W.1, England. tfn

UNITED STATES

RECORDING ARTISTS WITH MASTER. We will produce, press, promote and distribute internationally your records. Fee \$250 and 5¢ commission on each sold. Or place your masters material with major record company, fee \$100. (Fee in advance only.) Thunder Record Co., P. O. Box 271, Jenkintown, Pa. 19046.

BE EVERYWHERE AT ONCE via

"YOUR GLOBAL AGENT IN PRINT"

Call Billboard!

Audio Retailing



JACK FRANKFORD, president of Michigan Mobile Radio, Detroit, as he addressed Motorola Consumer Products, Inc. distributors in Chicago last week.

Scanning The News

Smith's Record Centers in New Orleans has added another store and now has locations at 2019 St. Charles and 1420 Veterans Highway. . . . Aeolian Music Co. in St. Louis has remodeled its record department, moving it to the mezzanine, and has expanded its classical catalog. . . . Cannonball Adderley appeared for an autograph party at Milwaukee's Kohl's at Hampton and Appleton on Nov. 16. . . . Sony dealers have been co-operating in a program of Vietnam videotaping of soldier messages for mailing to the U. S. during the holidays. . . . Arvin Industries, Inc., has acquired Federal Tool Engineering Co., a manufacturer of critical, small electronic parts. . . . In Nashville, Buckley's has opened a third record shop, this one at Charlotte Square. Free gifts and "Opry" stars were featured at grand opening celebrations Dec. 1-2. . . . Resco Electronics has opened a new store at 709 Arch Street in Philadelphia. . . . Sam Goody's in Philadelphia has enlarged its music department at the 1125 Chestnut Street outlet.

PERSONNEL MOVES: Roland E. Kalmbach Jr. becomes manager of promotion and communications for General Electric Tubes and Allied Products; from the appliance division, Robert K. Miller becomes special assistant to Philco-Ford Vice-President Carl E. Lantz (who has just been elected a company director); Jack S. Goldner comes to Concord Electronics Corp. as California district sales manager for the consumer products division; Turner-Pollit & Associates of Minneapolis take over as representatives for the Smpsonic Radio phonographs and TV sets in Minnesota, North and South Dakota and Western Wisconsin; Thomas Aley and James Pettee become field sales manager and product-merchandising manager, respectively, in the commercial electronics division of Sylvania Electric Products, Inc.; Richard McCloud joins the Wurlitzer Stereo Department and Gary King comes to the same firm as a regional sales coordinator; R. Harris Hesketh takes

2 Million Auto FM Potential, Says Motorola

CHICAGO — At an automotive sound products sales clinic and seminar here last week, Motorola Consumer Products, Inc., informed distributors that the potential market for auto FM radio is 20 million units.

The after-market for AM radio is 12 million, the distributors were told, and there are 7 million trucks and 3 million tractors in the U. S. that could use radios.

Motorola officials said that the potential reverb unit market is 15 million units.

The company also estimates that of the 6.5 million autos to be manufactured in the U. S. next year, 1.5 million will not be radio-equipped. And there are 1.5 million old cars on the road without radios, the distributors were informed.

3 Promotions

OKLAHOMA CITY — University Sound has launched three promotions, one aimed at the general public, the second for college students and third at home handymen.

The public is being offered an option to buy stereo LP's for \$1 at University dealers, qualifying just by listening to University sound systems.

In a series of campus newspaper ads, University systems are being offered at special prices to college students and faculty.

And a special price on University speaker kits is being offered to do-it-yourselfers.

over as general manager of Philco-Ford's parts and service division and Donald F. Johnston becomes the division's general sales manager. RAY BRACK

CLASSIFIED ADVERTISING RATES

REGULAR CLASSIFIED AD: 35¢ a word. Minimum: \$7. First line set all caps.
DISPLAY CLASSIFIED AD: 1 inch, \$25. Each additional inch in same ad, \$18. Box rule around all ads.
FREQUENCY DISCOUNTS: 3 consecutive insertions, noncancellable, nonchangeable, 5% discount; 6 insertions, 10%; 13 or more consecutive insertions, 15%.
CLOSING DATE: 5 p.m. Monday, 11 days prior to date of issue.
BOX NUMBER: 50¢ service charge per insertion, payable in advance; also allow 10 additional words (at 25¢ per word) for box number and address.

INTERNATIONAL EXCHANGE ADVERTISING RATES

International Exchange is open to all advertisers of foreign countries or American advertisers whose service or sales message is specifically directed toward an international market.

REGULAR CLASSIFIED AD: \$1 per line. Minimum: 4 lines per insertion.
DISPLAY CLASSIFIED AD: \$14 per inch. Minimum: 1 inch. Same frequency discounts as above apply.

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SEND ORDERS & PAYMENTS TO: James Flatley, International Exchange Advertising Director, Billboard, 165 W. 46th St., New York, N. Y. 10036, or Andre de Vekey, European Director, 7, Welbeck St., London W. 1, England.

Coin Machine News

The 1967 Profit Picture



MISSOURI COIN MACHINE COUNCIL president, John Masters (center), and Mel Hammer (right), United Distributors, Wichita, Kan., heard the group's secretary, Art Hunolt, read a report during a recent meeting.



'67 Grosses Up Slightly; Static Profits Are Reported

By EARL PAIGE

CHICAGO — Jukebox and game grosses for 1967 are up only 5 per cent over last year while vending revenue is up 8 per cent on the average. Profits for the year from the operation of all types of equipment are holding steady.

This was revealed last week in Billboard's annual year-end business survey. The poll included only off-street, diversified operators of jukeboxes, games and vending machines.

Here's how operators describe the year's business trends: Les Montooth, Peoria, Ill., operator, is typical of businessmen who are charging two-for-a-quarter pricing. Montooth reports his over-all revenue is up 5 per cent and credits this to his switch in pricing.

"Play picks up 10 to 15 per cent in most locations," said Montooth, one of the few exclusive jukebox operators in the country. "In most cases I haven't changed jukeboxes. I just come in with a story that shows the location that three-for-a-quarter pricing means more potential."

Not far away in rural Missouri north of St. Louis, Ira (Junior) Storts, Pike Amusement Co., Bowling Green, Mo., has gone in another direction—nickel play. "My gross is up at least 10 per cent," said Storts, whose controversial move, reported in Billboard, was noted by the Wall Street Journal, the Chicago Daily News and many other metropolitan papers.

Storts said he has changed back to a nickel per tune on

all but a few jukeboxes. "I've changed back on all that will take nickel pricing. In some cases I've gone 10 for a half dollar, sometimes 11 and 12 for a half dollar." Profits, however, have been about the same, Storts reported.

Legislation has affected the games business in several sections of the country. In North Carolina, for example, flipper games and several other types of equipment were legalized this year. Despite this fact, overall business has not flourished, although revenue from games has picked up averages.

"I would say business has stayed just about even with last year," said Blair Norris, Brady Distributing Co., Charlotte, N. C.

"Business is spotted, probably down a little," commented Lawrence LeSturgeon, LeSturgeon Distributing Co., also in Charlotte. "The legalization of games has helped but this has increased costs, too. Operators have bought more equipment."

A lot of operators were ex-
(Continued on page 62)

Direct Sales, Billiard Ban Threatening Mo. Operators

By GRIER LOWRY

SEDALIA, Mo.—The operation of pool tables is being threatened in this State by direct-to-location equipment sales and tightened regulations by city law enforcement authorities. Discussion of this problem dominated the meeting here last week of the Missouri Coin Machine Council.

The occasion found two of the regions' distributors represented and one manufacturer. Mel Hammer, United Dist., Wichita, Kan., represented this distributor which has recently added the territory originally covered out of Kansas City.

Two of the region's distributors sent representatives. Also here, was Frank Schroeder, national sales manager, Fischer

Manufacturing Co., Tipton, Mo. The distributor representatives were Mel Hammer, United Dist., Wichita, Kan., a Wurlitzer outlet which recently took over territory formerly handled out of Kansas City and Floyd Tawney, Bird Music Dist., Manhattan, Kan., a Rock-Ola distributor.

Both distributor representatives said it was the policy of their firms to support operators and distribute equipment solely through operators. Schroeder said Fischer also limited the sales of its equipment to operators.

Stress Upkeep

John Masters, Missouri Valley
(Continued on page 58)

Vendors-to-Music Is a 'Healthy' Trend: Barton

CHICAGO — The entry into jukebox operating by large nationally oriented vendors like Servomation and The Macke Co. is viewed as "healthy development" by Joe Barton, national sales manager, Rowe Manufacturing. Rowe, until recently, was a manufacturing arm of Canteen Corp., but has been purchased by Triangle Conduit & Cable Co. Inc., in a deal awaiting stockholder approval.

"Large vending companies have brought about a great

stabilization in our industry," Barton said here last week. "The vending industry is no longer a penny candy business conducted in subway stations as it was in 1930. It's climbed from a \$25 million industry to what I think will be a \$5 billion industry this year. It hit \$4.5 billion last year."

"This is an astronomical growth. In fact, vending's growth has been at between a 10 and 15 per cent rate, while the growth of our national eco-
(Continued on page 58)



HARLAN WINGRAVE, newly elected president of the Kansas Amusement and Music Association (left), with Gus Prell, vice-president (center) and secretary-treasurer Ronnie Cazal at the association's recent meeting at Emporia, Kan.

Copyright, Illinois Pin Battle Highlight Legislative Year

By RAY BRACK

CHICAGO—The patchwork quilt legislative activity pertinent to this business spanned the land during 1967, but copyright developments in Washington and the pitched pinball battle in Illinois stood out like bright green satin among grannie's dull flannels.

During the holidays, the nation's operators are celebrating significant victories in both of these crucial 1967 legislative contests.

As every operator should know, the United States House of Representatives in April approved a simple jukebox copyright plan—backed by the Music Operators of America—calling for an \$8-per-jukebox-per-year statutory royalty fee. The fee proviso was part of Section 116 of H.R. 2512, the House version of the Copyright Revision Bill.

Senate

The House action came as a blow to jukebox industry opponents, who collectively had sought fees that would have totalled into the hundreds of dollars annually per jukebox.

The Senate is said to lean toward adoption of the House version of the bill, and action is expected by that body early in 1968.

The unfolding of copyright developments in Washington, from the industry viewpoint, came rapidly. The situation was met by the

best-prepared MOA in history. This association, its Executive Vice-President Fred Granger and its officers, emerged from the Washington wars a viable and much-praised lobby for this industry.

These were the crucial copyright developments in 1967.

MARCH 11—The House Copyright Subcommittee approves the re-introduced Copyright Revision Bill without again hearing the jukebox industry. (Industry witnesses had testified in June, 1966.) The bill is approved by the full Judiciary Committee and filed with the rules committee. The industry made every effort to the last minute to gain another hearing, for in its form at that time the bill would have plunged the industry into bookkeeping chaos. MOA urged all members to write their Congressmen asking for another hearing on the matter to avoid legislation creating a royalty based on complex systems of record inventory.

MARCH 17—The Senate Copyrights Subcommittee opens hearings. Testifying for the industry are Nick Allen, Bill Cannon, Mrs. Leoma Ballard, Dick Lumpkin, James Tolisano and Ted Nichols. They took the position that Section 116 of the Copyright Revision Bill, which applied to jukebox royalties, "was unworkable, unenforce-
(Continued on page 54)

Rowe Price Is \$28 Million

CHICAGO — Canteen Corp. and Triangle Conduit & Cable Co. Inc., signed two formal agreements here last week for Triangle's purchase of Rowe Mfg. Canteen will receive \$24 million in cash and \$4 million in convertible subordinated notes from the Newark, N. J. fabricator of copper, steel, brass, aluminum and plastic tube, pipe and wire products. Triangle's stockholders must still approve the transaction.

February COIN Meet in Omaha

OMAHA, Neb. — The Coin Operated Industries of Nebraska (COIN) will meet here at the Indian Hills Motel on either Feb. 10 or 17.

Association secretary-treasurer Howard Ellis said the meeting will be much taken up with discussion of direct-to-location sales, play-back and red money, two-for-a-quarter play and other topics of current business interest.

Operators interested in attending are asked to make reservations with Ellis at 1208 Farnam Street, Omaha, Neb. 68102.

The Legislative Year

• Continued from page 53

able and burdensome." At the same time, an MOA-organized letter writing campaign brought Senators from all 50 States up to date on the problem.

Perhaps the single most telling point in the testimony was a three-foot stack of papers deposited by Bill Cannon (now MOA president) before the legislators. The pile represented the amount of paper work required to report performance of one song for one jukebox for one three-month period as required by section 116 of the copyright revision bill as then drawn up. There were 4,950 sheets of paper in the stack. Cost of the paperwork was \$6,088. Royalties that would have accrued: \$1,360.

APRIL 4—Rep. Byron Rogers (D., Colo.) launches a strong attack from the floor of the House against Section 116 of the proposed Copyright Revision Bill. Declaring the section unfair to the jukebox operator, he promised to introduce an amendment to strike the section from the bill. He charged that Rep. Emanuel Celler's Judiciary Committee had inserted the section into the bill in executive hearing without letting the industry testify on the issue in public hearings.

APRIL 11—The U. S. House of Representatives embraces the industry's jukebox royalty proposal into the Copyright Revision Bill at the last minute and votes out the measure 379 to 29. Though the legislation removed an exemption enjoyed by the industry for 58 years, most operators voiced delight because the royalty fee appeared reasonable, was limited by statute and was simple to compute. As passed by the house, the "new" section 116 of the Copyright Revision Bill provided for:

- An \$8 royalty fee annually for each jukebox on location.
 - A simple method of payment requiring only that operators file jukebox fees and serial numbers with the Register of Copyrights every January. Ten days after that the Register will issue certificates of payment for attaching to jukeboxes.
 - Payment of money to songwriters is taken out of the operators hands and placed with the U. S. District Court. Any claims from creators must be made directly to the Court.
 - Penalty for false representation or misuse of certificates is \$2,500.
- The industry now waits for the last chapter of the copyright story to be written by the Senate early next year.

The Illinois pinball battle had several notable aspects, among them the opposition (a self-styled crime fighter named Charles Siragusa), the grape-shot nature of the attack (the proposed package of legislation would have banned everything from the skill flipper games through the Chicago assembly lines where they were built) and the nature of the defense (the Illinois operators took over the main burden of the battle from the manufacturers during the hottest part of the struggle).

Here's how the battle unfolded:

MARCH 20—Eleven Republican State Senators introduce legislation that would ban all types of pinball games in Illinois—bingoes and amusement flipper games included—chiefly because, the sponsors said, law enforcement officers have difficulty telling them apart. A companion bill provided for prohibition of manufacture of such equipment in Illinois was introduced as part of a legislative grand slam sought by Charles Siragusa, executive director of the Illinois Crime Investigating Commission.

MARCH 25—Illinois Coin Machine Operators Association president Louis Casola called on all members to "stand ready to contact your State senator and representative," setting the stage for the most concerted trade effort ever mounted in the State.

APRIL 15—Casola unleashes the trade letter-writing, personal-contact campaign. Locations joined with the operators in the drive to save flipper games.

MAY 17—Armed with a letter from U. S. Assistant Attorney Fred M. Vinson Jr., declaring that the Justice Department has no difficulty distinguishing between bingo games and flipper games, and rallied behind the articulate, Lincolnesque trade attorney Rufus King, the Illinois industry testified before a key committee of the Illinois State Assembly in hearings on the proposed anti-pinball legislation. The testimony of operators and counsel was telling, for on . . .

MAY 22—The Illinois House kills the pinball ban bill in favor of a trade-backed measure prohibiting only the operation of bingos. The industry bill is sponsored by Rep. George Burditt (R., La Grange).

JUNE 3—An attempt to amend the industry version of the pinball bill to ban free play equipment is beaten down on the floor of the House.

JUNE 9—The legislative session ends with no pinball ban. Siragusa's grand slam is a strikeout. But he vows: "I'll be back next time to fight you again." The next session was two years off, but most operators took Charlie seriously. They believe he'll come back with reinforcements.

Other legislative highlights during the year:

CALIFORNIA—Astronomical cigaret tax hike throws pricing into chaos and creates bootlegging.

PENNSYLVANIA—Vendors lose battle against cigaret tax increase.

FLORIDA—Operators retrieve pool tables and pin games from prohibition in under-18 locations.

NORTH CAROLINA—Vendors win a dime-and-under exemption from sales taxes. Game operators get an unexpected gift from the State Legislature as it accidentally legalizes flipper games.

NEW YORK—Industry wins at long last its battle—personified by the Bathrick Case—to win exemptions for music and games from the State sales tax.

SOUTH DAKOTA—Background music receipts are exempted from the State sales tax.

SOUTH CAROLINA—Operators win reversal of a ruling to the effect that any location with a pool table is, per se, a billiard hall.

NEBRASKA—Music and game revenues exempted from the first sales tax in the State's history. A fair-trade law on cigarets also passed.

The Johann Sebastian Box

The following is excerpted from an address by Billboard coin machine editor Ray Brack to the ninth annual convention of the Music Operators of Virginia.

The sound of music is dimmed today by that physiological curiosity that impedes hearing at the height of a yawn.

Music is fast becoming a bore. It's the same everywhere, because music is everywhere, and everywhere music is the same.

Muzak is maddeningly uniform. I know a supermarket that gets by with 3 per cent higher prices because its only background music is that of clattering carts and cash registers. And the elevator car with its speaker cable broken is likely to have its lift cable broken by an overload.

Contemporary AM radio, locked in rigid music programming formats and titanic billing fights, plays follow-the-leader in each format category. All top 40 stations, for example, outdo themselves in their efforts to sound alike.

FM

At the beginning of 1967 when FCC rules dictated individuality in FM programming, we hoped for a surge in creative music programming. It didn't happen. For the most part we got more AM on FM. One major network began programming all its FM affiliates out of New York.

As the beat goes on, the yawns widen.

The jukebox is the chief hope for full variety in public music fare today. With all our faults, we are still the only musical medium—other than the home music playback system—offering the music the listener wants, where and when he wants it. The drawback is this: too many of our jukeboxes are programmed alike.

In its ideal role, the jukebox is not in a location. It is of a location. To illustrate, I read from a recent article by Van Gordon Sauter in the Chicago Daily News. The article is entitled "The Plain Man's Guide to Good Food in Chicago."

A Joy

One spot was described, in part, like this:

"Twenty years ago Helen G. and Hubert B. Maybell started a restaurant at 125 E. 51st with seven stools and one booth. Their specialty: traditional southern cooking. . . . The H&H is popular with visiting Negro celebrities, ranging from Joe Louis to the Temptations to Josephine Baker. The jukebox is also a joy, offering everything from hard rock to blues to spirituals."

And another location:

"In the old days, walking into the Belgrade Restaurant was like being cast in one of those spy flicks about intrigue and diplomatic hanky panky in the Balkans during the late 1930's. Today everyone is hunched over tables wolfing down some of the best ethnic food available in Chicago. . . . Spice the meal by playing G-15 on the jukebox. It's a haunting Serbian ballad. . . ."

Given the basic jukebox format, drawing upon the music in our libraries and in the label catalogs and available in the abounding quantity of new releases, we have the potential for infinite variation in music programming. The programming of a single jukebox for a specific location is in itself a creative act.

At the height of his productivity, Bach, utilizing the relatively rigid rules of harmony and chord progressing in the chorale form, created a new choral masterpiece for every Sunday of the year. It is not recorded that the congregation was bored.

Music operators: every location in America deserves a Johann Sebastian Box!

S-F-S Shipping Shine Machines

CHICAGO—The Automatic Shoe Shine Machines division of S-F-S, Inc., is now delivering three shoeshine machine models exhibited at the recent vending show here.

One model, "Guardian" model D, is said to be ideal for heavy-traffic locations. It operates on 25 cents and measures 41 inches high, 31 inches deep and 32 inches wide.

"Guardian" F-1 model measures 41 inches high, 24½ inches deep and 18 inches wide. It has a woodgrain cabinet for such locations as offices, clubs, lounges, etc.

The third model, "Guardian" P-1 has a scuff-proof plastic housing and measures 37 inches high, 21 inches deep and 17 inches wide.

All the machines offer neutral, black and brown.



COLUMBIA'S THE UNION GAP stopped by Cleveland Coin during the distributor's recent annual Christmas party featuring the new Wurlitzer Americana II. The group was in Cleveland for an appearance at a club. Otto's Grotto. Pictured here are, from left, group leader Garry Puckett, Kerry Chater, Dwight Bement, "Mutha" Withem, Paul Wheatbread and Cleveland Coin president Ronald A. Gold.

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L-200	295.00
Lyrics	175.00
K-120	175.00
K-100	150.00
K-200	275.00
J-120	175.00
J-200	250.00
L-200	225.00
H-200	195.00
H-120	150.00
Diplomats	Write
Bandstands	Write
SEEBURG	
201	\$295.00
LPC-480	295.00
222 Model	375.00
L-100	225.00
Seeburg R	175.00
WURLITZER	
Model 2000	\$100.00
Model 2310	225.00
Model 2600	375.00
Model 2700	495.00
Model 2710	475.00

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Astro	245.00
Big Bonus	75.00
Dual	75.00
Eagle	75.00
Embassy	175.00
Gypsy	125.00
Crystal	175.00
Three Way	95.00
Caravelle	245.00
Ultra	295.00
Triumphs	425.00
Gold Star	495.00
Deville	395.00
Spot-life	300.00
Strike-ball	295.00
Citations	225.00
Starlites	175.00
Red Dots	145.00
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Six Game Shuffles	75.00
Pro Shuffles	95.00
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Vending News

Vending News Digest

Pa. Cigaret Bootleggers Busy

HARRISBURG, Pa. — Lawmakers here are trying to push through a measure to give authorities more power in prosecuting cigarette bootleggers, in the wake of the State's 50-cent per carton tax hike. Cigarets sell for \$3.44 a carton or 35 cents a pack in Pennsylvania, while in Ohio, which also increased taxes, cigarettes are selling at \$2.86 a carton or 28 cents per pack.

NCA Foundation Elects President

CHICAGO — The National Confectioners Association (NCA) has elected Lyman Moore, president, Reed Candy Co. here, to head its educational and scientific foundation. The NCA foundation has just made available a brochure titled "How to Protect Dental Health While Enjoying Candy."

'Tar' Report Shakes Cigaret Sales

MINNEAPOLIS — The government's scorecard on "tar" and "nicotine" content in 59 varieties of cigarettes—almost an upside down reversal of brand popularity by sales—brought about a surge in the demand for Marvel cigarettes here. Local distributor Paul Weisman said, "The week the report came out we sold 1,000 cartons. Normally we have a difficult time selling two or three cartons." Marvel was rated lowest in "tar" and "nicotine" in the government report.

Tax Data Shows Cigaret Sales Up

RICHMOND, Va.—The volume of cigarettes on which taxes were imposed rose 1.9 per cent, according to figures compiled for (Continued on page 57)

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Coming Events

Jan. 16-18, 1968—Amusement Trade's Association annual exhibition; Alexandra Palace, London.

Jan. 20, 1968—Montana Coin Machine Operators Association, Barries, Great Falls.

Jan. 26, 1968—St. Louis Metropolitan Automatic Merchandising Council, board meeting, St. Louis.

Jan. 27-28, 1968—South Carolina Coin Operators Association, annual convention and trade show, Shrine Club, Columbia.

Feb. 5, 1968—Missouri Coin Machine Council, Daniel Boone Hotel, Columbia.

Feb. 17-18, 1968—Coin Operated Industries of Nebraska, spring meeting, Indian Hills Motel, Omaha.

Feb. 27-29, 1968—Seventh Annual Northern Amusement Equipment and Coin-Operated Exhibition, Blackpool, England.

Mar. 22-24, 1968—National Automatic Merchandising Association Western Exhibit, Ambassador Hotel, Los Angeles.

Mar. 23-24, 1968 — Kansas Amusement & Music Association, site to be announced, Eldorado, Kan.

April 5-6, 1968—National Automatic Merchandising Association regional management conference, Plaza Inn, Kansas City, Mo.

April 19-20, 1968—National Automatic Merchandising Association, regional management conference, Hotel America, Washington, D. C.

April 26-May 5, 1968—Hannover Trade Exposition, Hannover, West Germany.

April 26-27, 1968—National Automatic Merchandising Association, regional management conference, Hotel America, Houston.

May 2-5, 1968—National Vendors Association, annual convention, Pheasant Run Lodge, St. Charles, Ill.

May 10-11, 1968—National Automatic Merchandising Association, regional management conference, Gideon Putnam Hotel, Saratoga Springs, N. Y.

May 17-18, 1968—National Automatic Merchandising Association, regional management conference, Marriott Motor Hotel, Chicago.

May 17-19, 1968—Pennsylvania Automatic Merchandising Council, annual meeting, Host Farm, Lancaster.

NYBVA Honors Gordon & Thaler

NEW YORK — The New York Bulk Vendors Association (NYBVA) honored 40-year industry veteran Nathan Gordon and State Sen. Seymour R. Thaler at their annual dinner-dance, Nov. 18.

Recipients of special awards presented by the NYBVA were: Senator Thaler, for his efforts on behalf of the small businessman; Moe Mandel of Northwestern Sales and Service for his work as journal chairman; Nathan Gordon, for his long serv-

ice to the industry, and Warren Raphael, for his efforts as publicity and program chairman. The plaques were awarded by Roger Folz, president of the NYBVA and Folz Vending Co.

Senator Thaler was honored also for his instrumental role in securing a favorable exemption from the New York State Sales Tax, changes in the penal code aiding the sale of merchandise and other legislation. The dinner was held at the Boulevard Night Club in Rego Park, Queens.



GUEST OF HONOR NATHAN GORDON, right, 40-year-veteran operator and owner of Nathan Gordon Co., is congratulated at NYBVA party by Irwin Nable, manager of J. Schoenbach Co. and president of the National Vendors Association.



NEW YORK BULK VENDING ASSOCIATION officers, from left, Lou Ellis, treasurer; Harold Roth, corresponding secretary; George Klein, vice-president; Warren L. Raphael, publicity and program chairman; Roger Folz, president, and Art Bianco, secretary.



MOE MANDELL, left, president of Northwestern Sales and Service, New York, is presented a plaque for his efforts as Journal chairman for the New York Bulk Vendors Association by association president Roger Folz, Folz Vending Co., Inc. Scene was the group's recent banquet in Queens.



SEEN AT THE NEW YORK PARTY: from left, Mr. and Mrs. Arthur Bianco, A.B. Vending Co. and Mr. and Mrs. Nathan Gordon, Nathan Gordon Co. Gordon's 40 years in the bulk vending business were celebrated by the big-city vendors.



NEW YORK STATE SEN. Seymour R. Thaler is seen acknowledging the expressed appreciation of the New York Bulk Vendors Association for his efforts on behalf of the State's small businessmen. At left is Harold Folz, Folz Vending Co., Mrs. Thaler and Roger Folz, NYBVA president.



WARREN L. RAPHAEL, right, of Folz Vending Co., Inc., was honored at the New York party for his publicity work. Making the presentation is NYBVA board member Michael Goldberg, C.A.G. Vending Co., and Roger Folz, NYBVA president, is at left.

Mollengarden Dies In N.Y.

NEW YORK — Sydney Mollengarden, founding member and former vice-president of the New York Bulk Vendors Association (NYBVA) died recently, just a few months after he was honored at a testimonial dinner for his 30 years service in the industry. Mollengarden had recently retired as vice-president and operator of Star Vending, Elmont, N. Y. He entered the business as a routeman for Sun-flower Vending Co.

ART DADDIS AT VA. EXHIBIT

RICHMOND, Va. — Asked if exhibition of his products at the Music Operators of Virginia convention here two weeks ago was worth the sales results, United Billiards President Art Daddis declared: "For me as a manufacturer, the MOV has come to symbolize leadership. My coming here is akin to politicians registering for the New Hampshire primary. This association has done one of the greatest jobs in the industry." Daddis' comment was heartily seconded by Robert Bear, Wur-litzer sales manager.

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Vending News Digest

• Continued from page 56

October 1967 as against corresponding figures last year. The increase was 1,943,442,000 packages, as against 1,907,707,000 in 1966. Figures compiled by the Tobacco Tax Council here, however, showed that cumulative volume on cigarets taxed during the four-month period July-October 1967 were down 0.6 per cent, in comparison with a like period in 1966.

Canteen's Lionel Cunningham Dies

NEW ORLEANS — Lionel J. Cunningham, Canteen Service Corp. of America assistant manager, died recently after a brief illness. He was interned at Southern Baptist Hospital here at the time of his death.

Canteen Sales Soar; Earnings Dip

CHICAGO—Canteen Corp. recorded record sales during its fiscal year ended Sept. 20, 1967, but increased labor and sales cost resulted in a slight decline in profit margins. Sales amounted to \$340,671,000 as compared with \$319,904,000 in 1966. Figures including sales of franchised distributors were \$381 million, as against \$362 million last year.

Earnings totaled \$9,272,000, equal to \$1.33 per share on 6,957,398 shares outstanding. Net earnings equaled \$1.19 per share, after adjustment was made for the sale of Rowe Manufacturing (still to be approved by stockholders in mid-January 1968). Restated net earnings for 1966, to reflect additional write-offs of loans by common stock of Westec Corp. now amount to \$8,915,000, or \$1.29 per share.

Set Vendors 1968 State Meetings

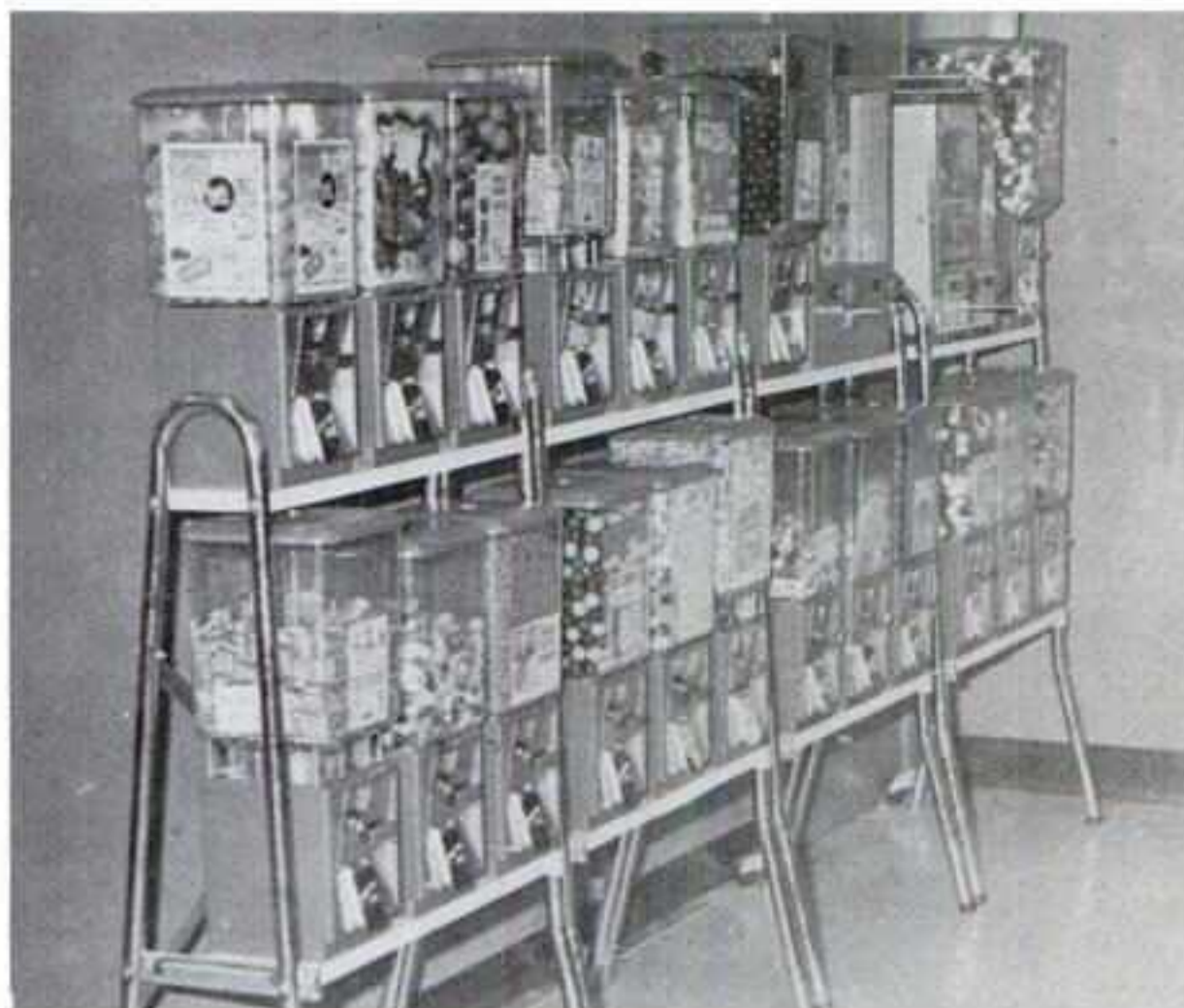
CHICAGO—National Merchandising Association 1968 State council annual meetings for the following groups were announced last week: California Automatic Vendors Council (semi-annual), El Mirado Hotel, Palm Springs, Feb. 2-4; Indiana Vending Council, Inc., Olympia Club, Fort Wayne, Mar. 22-23; Illinois Automatic Merchandising Council, Lake Lawn Lodge, Delevan, Wis., April 18-20; Pennsylvania Automatic Merchandising Council Host Farms, Lancaster, Pa., May 17-19.

Sales, Earnings Set ARA Records

PHILADELPHIA — Automatic Retailers of America (ARA) revenue, net income and earnings per share reached record highs for the year ended Sept. 29, 1967. Preliminary figures showed revenues climbed to \$366,012,000 as compared with \$325,345,000 in 1966; net income was up to \$9,545,000 from \$8,402,000; earnings per share rose to \$2.55 on a large number of shares, as against \$2.29 last year.

Ohio Vendors Hit by Thieves

COLUMBUS, Ohio—Thieves stole \$464 worth of cigarets from a truck owned by Hott Music & Cigaret Co., Circleville, Ohio, while the vehicle was parked at the rear of Garfield Novelty Co. here recently. Recent losses from vending trucks here have amounted to over \$3,400, police said.



TWENTY-FOUR-MACHINE STAND, typical of many installations made by Dothan, Ala., operator Bert Witkos. This group of units, consisting of a quartet of stands each containing six venders, is located near the rest rooms of a discount department store. Witkos finds such areas offer high traffic.

Ala. Vendor Spices Route With Games, Kiddie Rides

DOTHAN, Ala. — The use of amusement games in multiple bulk vending stands, diversification into kiddie rides and the use of a downtown repair shop in addition to one in his home are some of the enterprising ideas developed by Bert Witkos, Bert's Vending Co. here.

Witkos, at 31, is probably Alabama's youngest full-scale bulk vender. Like many other men in the field, he first entered bulk operations in the southeastern corner of Alabama after a year of employment with a wholesale candy firm in Dothan (population 50,000). Now, six years later, Witkos has more than 1,000 locations in Dothan and environs, extending out 65 miles in all directions.

Despite the fact that Dothan sits almost astride the Florida State line, only 100 of his 1,000 machines are operating in Florida. The rest are all in southeastern Alabama communities. Rapid industrialization in this part of the State has been a big help.

Husband-Wife Team

With his wife as a full-time helper—there are no children—Witkos believes not only in diversification, but in big installations. Almost from the beginning, he has concentrated on big, multiple installations, with as many as 24 machines in one location. He has major installations in discount stores, supermarkets, super drugstores, and many public buildings.

Many installations contain an amusement machine or two, along with the bulk venders. Witkos quite often installs an "electric tester" in the center, a penny-operated machine which feeds out limited, tickling voltage to those willing to experiment with it. In others locations there will be a penny-operated baseball game, a basketball game, or some other type of diversion which does not involve vending food items.

Witkos said, "It is nothing unusual for a man to step up to a 12 or 24 machine installation dig out a handful of change for the children, and enjoy himself, playing whatever game is included, while the youngsters are patronizing the bulk units.

Except for peanuts, which he flatly refuses to carry even though he is in the heart of

the nation's peanut-producing belt, Witkos covers the entire spectrum of bulk items in the 1-cent, 5-cent, and 10-cent capsule category. A typical location, for example, with 12 machines, will show 1-cent novelties, 5-cent novelties, and 10-cent capsules, 5-cent and 10-cent pow balls, sour grape gum, standard ball gum, tab gum, Boston baked beans, jelly beans, 10-cent rings, 5-cent rings, saucy



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buttons and a variety of specialized candy products.

Witkos travels his route in a Chevrolet step-van, which gives him plenty of room to carry multiple-head stands, ready for quick exchange. He operates two shops, one at this home, the other in downtown Dothan, merely to save time, with just about the same sort of tools and parts at each location.

The young Alabama operator has succeeded continuously with kiddie rides, where many other operators have given up the field in disgust. This is because he has recognized the need for constant preventive maintenance in a hot, humid climate. With his downtown shop near all kiddie ride locations, he practically strips down every kiddie ride on every service call, carefully oiling and waterproofing all mechanical parts and doubling up on electrical circuits. His kiddie rides include a wide bracket of Fer-

(Continued on page 58)

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HARLEY TRIPP, Harley's Music Co., Brookfield, Mo. (right), chats with Floyd Tawney, Bird Music Distributors, Manhattan, Kan., during recent gathering of Missouri Coin Machine Council.



MISSOURI OPERATORS Don Skinner (center) and Jack Couch (right), partners in D.&J. Amusement Co., Moberly, Mo., join in laughing at a remark with Frank Schroeder, Fischer Manufacturing Co., Tipton, Mo. The photo was taken at the recent Missouri Coin Machine Council meeting.

Vendors-to-Music a 'Healthy' Trend: Barton

• Continued from page 53

nomy, for example, has been only 5 per cent.

"Small vendors have grown right along with the large companies and have shared in this stabilization. In fact, 70 per cent of all equipment is operated by companies with nine or less employees. The small vendor is still 70 per cent of the business.

"But it's difficult for small companies to compete in the areas of some of the larger firms, which work on a 10 per cent pre-tax net profit basis. Small vendors just don't have the benefit of sophisticated cost accounting and other factors. He is often depreciating his equipment on a five-year straight line basis and paying for it in three years and getting into trouble.

"The small operator will go after the prestigious account, like a factory installation, and he often lands one. Maybe it's a plant near his city. Just as often, he gets into trouble because industrial and institutional operating is so specialized and often means you have to add a commissary and substantial investments.

"For the most part, the giant vendors are able to concentrate on industrial and institutional operating. This is not to say they're turning up their nose at off-street operating. It's just a matter of direction.

"Some of the larger vendors have branches that operate with a great deal of autonomy. If a branch sees its direction in off-street operating you can expect this type of vendor to add music in order to be competitive."

Direct Sales, Billiard Ban Threatening Mo. Operators

• Continued from page 53

Amusement Co., Lee's Summitt, the group's president, pointed out that equipment usually becomes run-down when locations own and operate it with the result that revenue drops. He drew an analogy between location owned equipment and owning, as against renting, a car.

"A man expects a rented car to be in top operating condition, but it is natural for him to let his own car go when it comes to up-keep. A location expects the operator to maintain top equipment and it is very important that the operator do this," Masters told the group.

Art Hunolt, Automatic Music Co., Trenton, secretary of the association, said, "Jukeboxes owned by locations not only pose a big problem in maintenance, but the location people have an extremely hard time obtaining the newest and best records for machines. The result is that play usually is only a fraction of what it is when jukeboxes are owned and operated by the operator."

Tough Engagement

The group discussed a condition existing in Kansas City concerning a relatively new liquor director, an ex-FBI man and ex-police chief of Independence, Missouri. The new liquor director is spearheading a series of get-tough revisions in the city's tavern operating policy. One policy, which is being studied by a committee of the city council, would ban pool tables in taverns. The premise is taken that pool cues constitute a menace in the hands of belligerent tavern patrons, and that pool tables are gambling devices.

Kansas City coin operators have made several futile attempts to discuss the matter with the liquor director but, to date, efforts to set up a conference have been to no avail.

The operators' point of view on this pending measure will be presented to the council by a topflight Kansas City lawyer with the hope that the measure can be cut down before it gets out of the council committee.

"We desperately need some type of dialogue with this man. One in which we listen as well as talk," Masters told the group.

Other Areas

It was suggested that if the

Kansas City ban went into effect there would be a good chance of a chain reaction occurring with counties over the State adopting similar bans. The importance of operators forming tighter, more vigorous stances against such problems was stressed by Masters and other members of the group.

The matter of two southern Missouri counties where the county attorneys have managed to put laws into action which rule any place with a pool table is a billiard parlor, even though it's a tavern with one pool table, was touched on briefly. However, it was pointed out that these are areas in which the Missouri association has no membership and where the coin machine business is small. But it was agreed that situations such as this should be curbed before laws are adopted, and agreement was made to maintain closer scrutiny of such problems.

The idea of a summer session at the Tan-Tara, the Lake of the Ozarks resort in central Missouri, received favorable reaction from members and it was agreed that this meeting should include wives of members. It was pointed out that such a setting would perhaps be particularly attractive to St. Louis and Kansas City operators, offering them a chance to escape their bailiwicks during the summer for a session which would blend business and lake recreation.

"We need to hold more meetings in strategic locations and cut the driving chore of members who live on different sides of the state," stated Masters.

Don Skinner of D. & J. Amusement Co., Moberly, Mo., and Masters gave a joint report on the Music Operators of America (MOA) convention in Chicago, agreeing the convention was well worth the trip. Both men praised the quality and variety of exhibits.

The next meeting was scheduled to be held in Columbia with the Daniel Boone Hotel tentatively named as the site.

Ala. Vendor Spices Route With Games, Kiddie Rides

• Continued from page 57

ris wheels, bucking horses, fire engines, space ships, and are

usually accompanied with a multiple head bulk vending installation and a popcorn machine.

One serious difficulty in diversification is the problem of finding the source of supplies for candy products which will withstand the Dothan climate, Witkos pointed out. "We need more products like Boston baked beans," Witkos said, "which have plenty of sales appeal, and withstand weather. I spend a good part of my time searching for such products. With about 60 per cent of my machines penny units, there is plenty of need for a vendable products of this type."

One of the Witkos' worst problems, as has been the case of many southern operators, is the high license fee which has been levied by the cities such as Dothan. Dothan has a flat \$500 per year business license for vendors, plus a \$7.50 tax on each 5-cent and 10-cent machine and \$1 on each 1-cent machine.

During 1967, Witkos paid license fees amounting to more than \$1,800, an amount which he feels is scarcely justified, since big manufacturing concerns in Dothan, which do volumes of more than half a million dollars per year, pay less license fees than he does.

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New Orleans Trade Builds Program for Music Therapy Study

By ROBERT BURNS

NEW ORLEANS—Five area universities here are offering degrees in music therapy as part of a special program set up 15 years ago by Durel Black and supported since then by distributors and operators of jukeboxes.

Known here as the Music Therapy Fund, the program began in 1952 with a personal contribution of \$5,000 from Black, a retired distributor, who conceived the fund as a way to help treat mentally disturbed persons and aid in the rehabilitation of convicts.

Supporters of the fund contribute both money and equipment. The program has won the endorsement of local, State and national civic organizations and groups.

Prominent in the program are J. H. Lynch, J. H. Lynch Co.; Robert A. Nims, A. M. A. Dist., Inc.; and John Elms, TAC Amusement Co. All three were represented recently when a piano was donated to a therapy class at New Orleans' DePaul Hospital.

The latest gift from the Music Therapy Fund has been dupli-

cated many times over by similar donations to other institutions using music in their healing and rehabilitation programs. Other examples include giving an automatic phonograph to Orleans Parish Prison, where music is piped to the convict tiers on a regular basis, and the donation of much equipment to a State mental hospital at Pineville.

Black conceived the idea for the program while looking for something to occupy his time after retiring from a successful career in the coin machine distributing and insurance businesses. He was convinced of the potential of music as therapy and backed up his belief with hard cash, a \$5,000 donation used to finance an experimental program at DePaul Hospital. (Since that time, Black has donated an untold amount of money and his equally valuable services as president of the non-profit fund.)

Broad Program

The aims of the Music Therapy Fund are best stated in its literature: "(1) To assist in the development of music in treatment of patients in general hospitals, both public and private, and in veterans, children's and mental hospitals. (2) To provide scholarships and fellowships for the training of music therapists. (3) To assist in the conduct of concerts or music festivals conducted by other organizations if they are of value to music therapy programs. (4) To work with various organizations in the fields of music education, psychiatry and medicine to emphasize the therapeutic value of music through listening, participation and entertainment."

Since those original aims were stated, the current experimental program at the parish prison has been added to the ambitious program.

Five New Orleans universities, Tulane, Loyola, Dillard, Xavier and Louisiana State University School of Medicine, as well as LSU's School of Music at Baton Rouge, are all active participants, offering degrees in music therapy. After degrees are obtained, students go on to six-month clinical training at a State hospital or other facility. During this latter period, the students receive a monthly stipend of \$200, as a direct result of efforts by the Music Therapy Fund.

"I remember that there were just two students in the first accredited music therapy class at Loyola University," said Black. "Last year Loyola's Music School had 152 students, of which 52 were studying to be music therapists. We also have many this year, and there are presently six studying clinical training at the Pineville State hospital. The fund is also helping in plans to institute a master's degree therapy program at Loyola. I'd say we've come a long way."

Sincere Interest

Black is modest when he speaks of his own participation in the program, but he is quick to heap praise on the jukebox operators and distributors involved. "Their contribution has been substantial because they're sincerely interested," he says.

The extent of the operator-distributor interest is evident from deed as well as word. For example, J. H. Lynch has contributed much of the equipment being used, including background music systems.

"We think that it's a most worthy cause and we have a def-



DUREL BLACK, retired New Orleans coin machine distributor (left photo) holds pamphlet explaining Music Therapy Fund, which he founded and now heads. At right, Sister Ann, DePaul Hospital, New Orleans, thanks jukebox trade representatives for piano presented to the hospital's therapy class. In photo from left, Sister Ann; Robert Nims, Lucky Coin Machine Co.; John Elms, Jr., TAC Amusement Co., and J. H. Lynch, J. H. Lynch Co.

inite feeling of affinity with the Music Therapy Fund since we both deal with the same basic commodity—music," said Nims. "The operators in the New Orleans area know that music has been good to them and they feel that this is an outstanding way to do good in the music field for the benefit of the public welfare."

Some interest goes way back —(TAC) Elms has been actively involved almost since the inception of the fund. "We've all been more than glad to help. I only wish more operators would jump in and add their assistance. They'd receive a tremendous satisfaction from this project," Elms said.

In addition to the operator-

distributor aid, many locations have contributed to the fund. In the latter case, an attractive sign bearing the sharps and flats emblem of the fund and the message, "Our jukebox supports this (Music Therapy Fund) program" is placed at the location near the jukebox.

In most cases, the location donates \$5 per year per box to the fund, and this is matched by the operator. The involved operators, however, have made other substantial contributions.

Wide Support

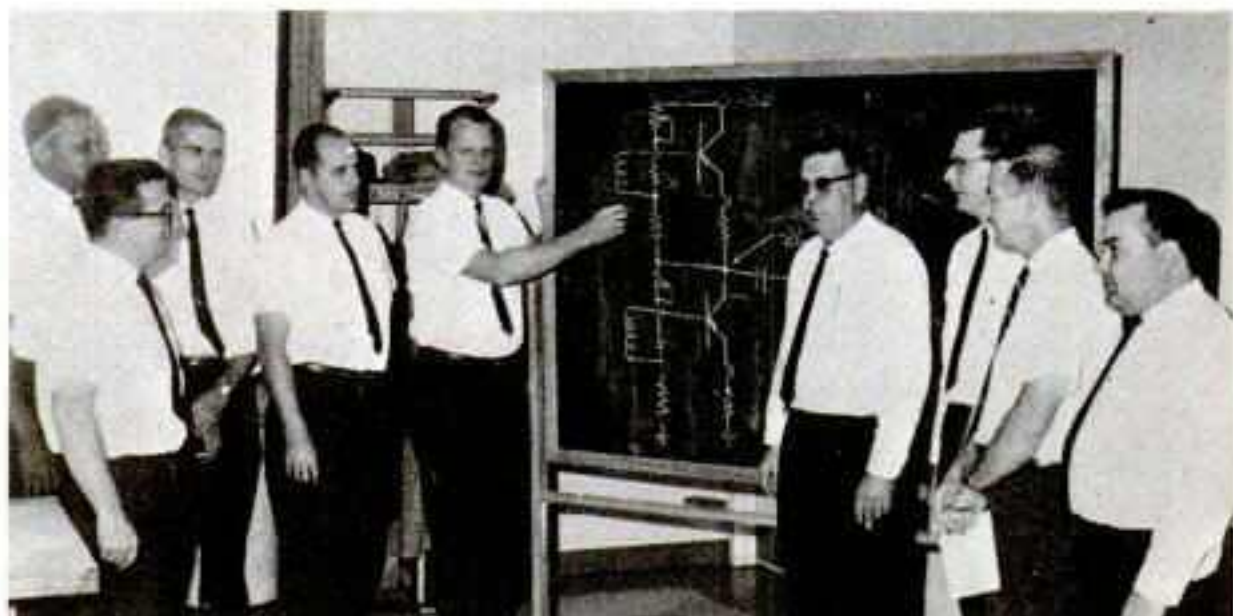
Support for the Music Therapy Fund has come from other civic-minded organizations in the New Orleans area, too, and it has been endorsed by State

(Continued on page 62)

School at Rock-Ola Plant



ROCK-OLA MANUFACTURING CORP. has conducted its first service school at the company's sprawling plant in Chicago. Among the students at the week-long phonograph and vending school were, front row, Frank Schulz, Roger Harvey and Bernard Gregg; middle row, Harry Crockett, Robert Johnson and Dallas Sperling and in the back row, instructor William Findlay, Joseph Eggner and Warren Wheatman.



AMPLIFIER CIRCUITRY was part of the Rock-Ola plant school curriculum. Attending to instruction here are, from left, Frank Schultz, Dallas Sperling, instructor William Findlay, Robert Johnson, Warren Wheatman, Harry Crockett, Joseph Eggner, Bernard Gregg and Roger Harvey.

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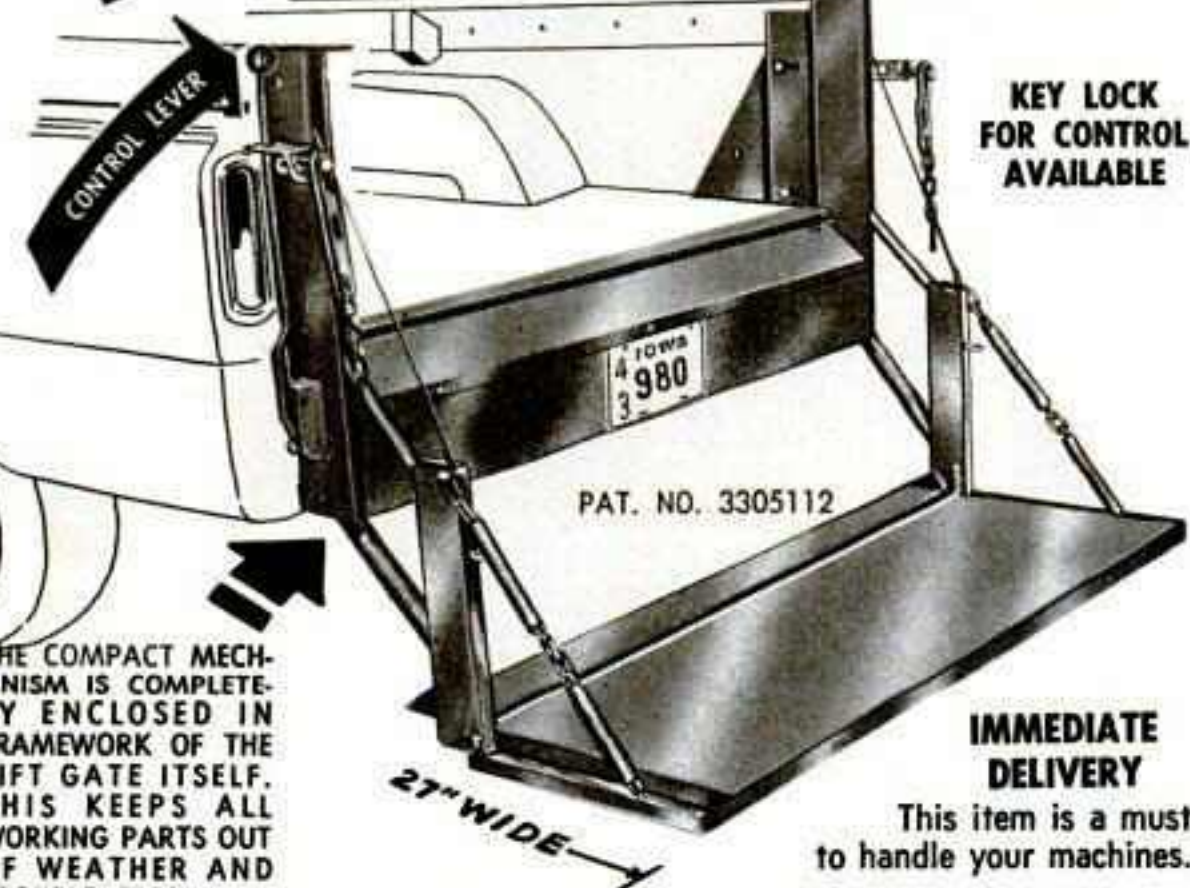
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'67 Grosses Up Slightly; Static Profits Are Reported

• Continued from page 53

cited about flipper games when this new law went into effect during the summer, but things have leveled off. I think daylight saving time has hurt operators, especially in the beach area. I think fast time has confused our leisure patterns."

George Hepel, Sanders Distributing Co., Nashville, Tenn., said, "Operators here have had a good year. I would say business is definitely up 10 per cent. We're operating a lot more games now in this State."

Location Ownership

Location ownership of pool tables has hurt business in several areas of the country according to reports. Mark Blum Jr., United Distributing, Wichita, Kan., said the problem was particularly acute in that area.

"We were able to get a \$700 operator license adopted in Wichita but then the location owners who had their own

tables complained and the city council allowed them to have a separate \$50 license. Operators are being forced out of the pool business."

Not far away in Manhattan, Kan., Floyd Evers, Bird Music Distributing, reported business off as much as 15 to 20 per cent, but he was not as certain about the reasons. "We wish we could put our fingers on it," he said.

"Farmers aren't getting good prices, for one thing, and the cost of living has gone up while wages haven't increased along with it. This is a business where you can't let a man go just because revenue drops off—men are too hard to get.

"We've been hurt on pool tables, shuffle alleys are zero and flipper games have fallen off. But if an operator has two or three men he can't let any of them go even if things fall off, so his costs stay up. We just don't have the answers."

Such factors as more 100 mm length brands, as over-all proliferation of cigaret brands, higher wholesale costs and increasing taxes have had a tremendous effect on sales this year. But the picture is optimistic, nonetheless.

"Our business is up between 5 and 10 per cent," said Alvin Nissenbaum, Wonder Novelty Co., St. Louis, a large operation handling jukeboxes, games and cigaret machines. "Our vending business fell back a little when we went from 35 cents to 40 cents but it's back to normal.

"Our problem is in converting machines to 100mm. You have to do this over the whole route. So far we have held off until we can see our way clear," Nissenbaum said.

Lou Glass, Modern Specialty Co., Madison, Wis., was equally perplexed. "There are so many brands now and a lot of them have to be double-columned. Which ones do you take out if you convert to 100mm? And how many 100mm brands can you carry?" Glass said that, in spite of the perplexity of cigaret operating, his business was holding its own and was probably up 5 per cent.

Maysard Hopkins, Hopkins Music & Vending Co., Galion, Ohio, said his business was about the same, too. "Cigarets are down right now because we've had to increase the price 5 cents. There has been some resistance."

Cigaret Problems

Another operation crediting vending sales increases as bringing about an over-all 5 to 10 per cent increase in business this year was Missouri Valley Amusement Co., Lee's Summit, Mo. "We had a bad November but business has leveled off again," said owner John Masters.

"It's hard to compare one year with the other because we're constantly adding stops, especially in vending," Masters reported.

John Trucano, Black Hills Novelty Co., Inc. and Automatic Venders Inc., Deadwood, N. D., said his music and games business was up 6 per cent and that vending was up between 9 and 11 per cent.

"Without having the exact figures at this time I would estimate our net will be off 3 per cent in each category. Oper-

ating expenses have kept profits down," Trucano said.

Another optimistic report came from Joseph Levin, Blue Ribbon Vending Co., Philadelphia. Levin, who operates music and games, is more involved in vending and specializes in full-line equipment. "Our music and games revenue is up 10 per cent but vending is up at least 12 to 13 per cent," he said.

Another operator involved in all phases of coin equipment operating, M. L. Holland, Valley Music Co., Roanoke, Va., said, "Sales are up 10 per cent across the board—music, games and vending. Profits are holding their own," he said.

Urban Renewal

Many operators are still finding it difficult to replace locations swept away by slum clearance and metropolitan development. "Business has not been too good," said Al Denver, Lincoln Vending Corp., Brooklyn, N. Y.

"They're still demolishing many slum areas and these locations don't always spring up somewhere else. There are few new licenses. Where a license transfers you often have to make an adjustment, too."

Denver said that cigaret bootlegging was another problem in New York City. "This is a day-to-day fluctuation. If the bootleggers have a good day, cigarets fall off. The next day volume may be up." Denver is also very worried over burglaries and is trying to get manufacturers to include burglar alarms on all new equipment.

Urban renewal affects operators in smaller cities, too. Hal Shinn, Star Amusement Co., Gaffney, S. C., said that cities such as Spartanburg, S. C., were undergoing a lot of changes but that he was developing new locations, in a number of instances, as a result of new developments such as freeways where elaborate truck stops are springing up.

"Our business was down about 10 per cent but in the last couple of months it's turned completely around and is up 10 per cent," Shinn said. "I can't understand it. Employment is up in this area and business should stay about the same. We did have a rainy summer and this hurt business on the beaches."

Other Conditions

Operators in resort communities report a constant fluctuation keyed to conditions in their

Music Therapy Study

• Continued from page 60

and national groups. As Bob Nims put it, "This has helped somewhat to offset the adverse publicity sometimes given to jukebox operators whereby a lot of media have us stereotyped as racketeers."

Durel Black, retired jukebox distributor, will never get music out of his blood. In addition to the Music Therapy Program, he also is co-chairman of the planning committee for the New Orleans International Jazz Festival, scheduled to take place next May in conjunction with the 250th anniversary of the founding of the Crescent City on the Mississippi. Many jazz luminaries have already been lined up to take their parts in the mammoth festival.

Mr. Black also heads up the New Orleans Jazz Museum, containing artifacts of the "Birthplace of Dixieland Jazz." All this activity has proven to be "good therapy" for Durel Black in his retirement years.

particular area. Millie McCarthy, Catskill Amusements Inc., Hurleyville, N. Y., said, "Business dropped somewhat this fall. There is always a lull when the kids go back to college. It just cuts off immediately."

Trucano, on the other hand, said his area depends on ski resorts and that business was picking up for this reason. "We have skiers from Minnesota, Wisconsin, Nebraska and all over the upper Midwest during the season."

Howard Ellis, Coin-A-Matic Music Co., Inc., Omaha, Neb., said his business was up from between 10 and 12 per cent. He operates music and games.

"But overhead is up, too," he said, "profits are not higher." Ellis said that Nebraska's new sales tax affects the purchase of new equipment, although revenue from jukeboxes and games is exempted. He said a State income tax would go into effect in 1967 and that this would reflect still another business factor.

L. M. Smith, Capitol Music Co., Jackson, Miss., could not pinpoint the reasons for fluctuations in his area. "Our business was up about 10 per cent until July and August. Since that time, it has been just the opposite."

Leonard E. Leonard, Leonard Amusement Co., Adrian, Mich., said, "Our business is definitely up 10 per cent. This is true in music and games." Leonard operates in both Michigan and Ohio.

"Business is up in our area," said William O'Connor, O'Connor Distributing Co., Dallas. "Last year was a good year and this year is just as good. I could not say business is up 10 per cent. Someone might say it is up 15 per cent. Over-all, in music and games and vending, it has been a good year. Nothing huge, but good."

Murray Fichelson, Associated Coin Amusement Co., Inc., Oakland, Calif., said, "Our operators are holding their own. This is a staple area. The big factor in this is the fact that operators are now asking locations for a minimum guarantee, usually \$20 a week on each piece of equipment."

"This has created a higher average in profits and it's the only way to operate these days. We ask for a \$20 minimum guarantee on bowlers and flipper games, \$25 on pool tables and usually \$25 or \$30 on a jukebox. It averages out to \$20. This is all spelled out in the operator's contracts."

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ALL-OUT ACCESSIBILITY
that means more money for you

Beauty is as beauty does! And *these* beauties make sure the lion's share of the "take" doesn't get eaten up in time-consuming service calls. Here's *total* accessibility—everything up-top, out-front—at eye-level, within arm's reach!

"EASY VIEW" PROGRAMMING

Hinged program holders flip down for faster title changes. Magazine has clearly visible record indicator numbers *on top* for faster, one-look loading. New slotted, precision casted magazine hub keeps records aligned for perfect indexing every time.

FLIP-TOP SERVICING

Flip up the self-locking program dome. The push-button switches are at eye-level. Album price changes are made with electrical clips, so they can't be accidentally changed. Even the amplifier and credit unit can be serviced *inside* the cabinet!

NEW PROMISE OF PROFITS

Animated top, brilliant new colors and sleek chrome trim make coins flow in like never before! New top design finally ends all danger of spillage. There's a new (optional) dollar bill acceptor and a common cash box for both coins and bills.

The new 160-play Ultra Model 437 plus its 100-play version, the new Centura Model 436 . . . and the modestly priced, compact, 100-play Concerto Model 434 . . . make ROCK-OLA the only manufacturer that covers all locations, large or small, for maximum take.

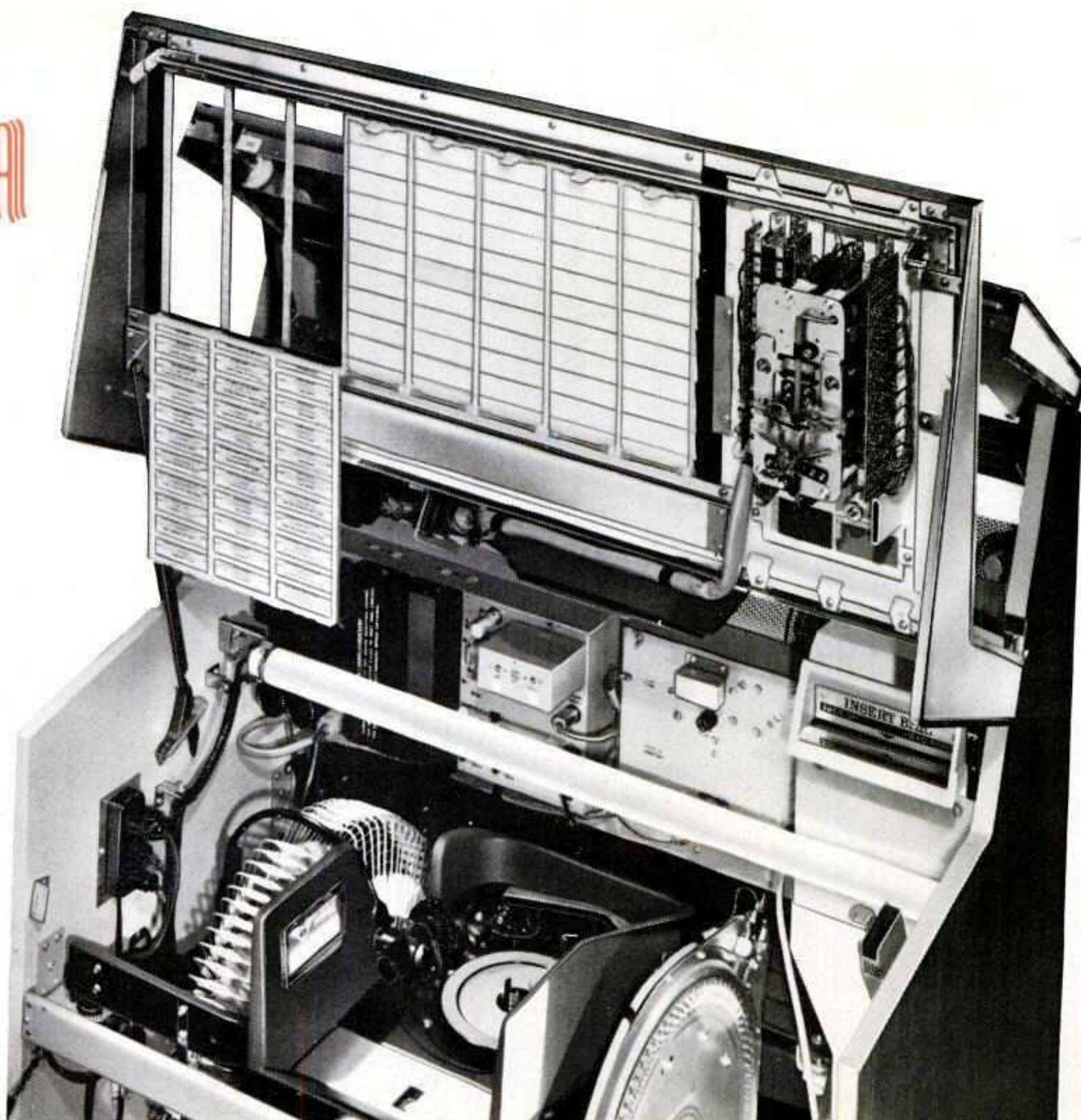
Look to

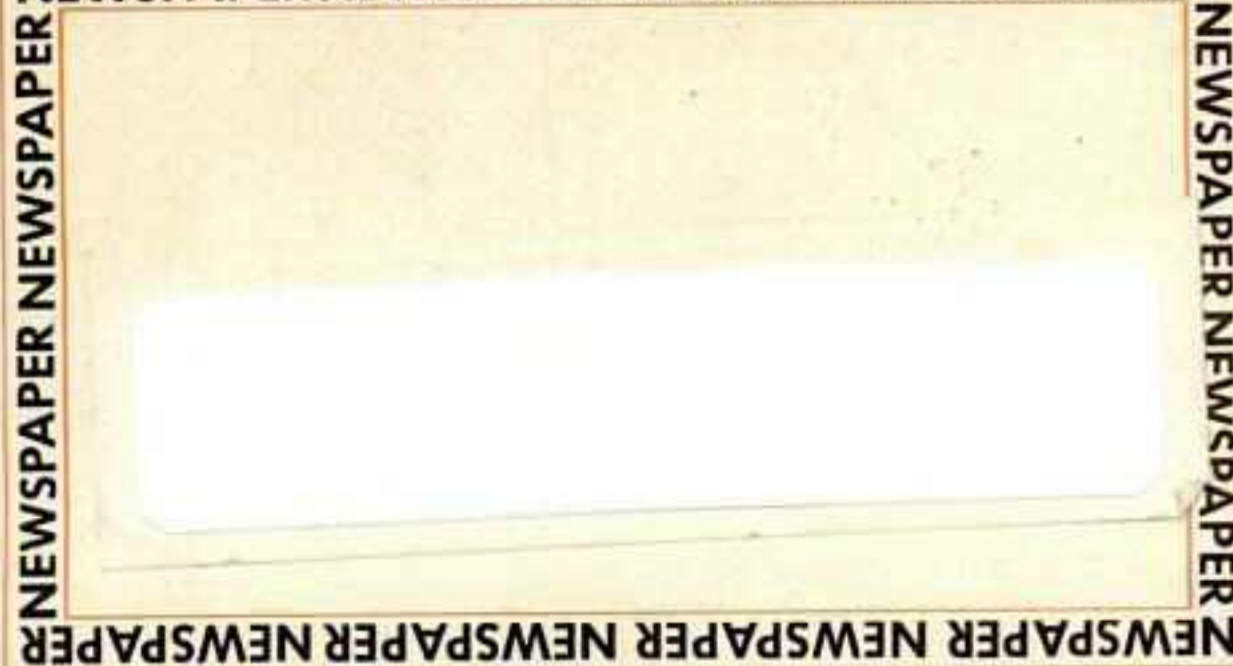
ROCK-OLA

All-out, all the way,
for profits!

NEW ULTRA!
MODEL 437
160 SELECTIONS

NEW CENTURA!
MODEL 436
100 SELECTIONS





STAR PERFORMER SPOTLIGHT—Cream of the week's new releases in their respective categories. Albums which are expected to reach the upper half of the Top LP's chart, any position on Billboard's special survey charts, or have long-term sales.

CHART SPOTLIGHTS—Albums which are expected to have sufficient sales to reach the Top LP's chart or have long-term sales.

4-STAR—Moderate sales potential albums which may not reach Billboard's LP chart but which should have enough sales activity to warrant their being stocked by most dealers, rack jobbers and one-stops handling that category.

SPECIAL MERIT—New releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

Album Reviews

More Album Reviews Inside



POP
WILD HONEY—The Beach Boys. Capitol ST 2859 (S)

The group swings away from their avant garde "Smiley Smiles" LP to the old "Beach Boys Sound." Songs such as "Country Air," "I Was Made to Love Her" and the chanting "Let the Wind Blow" are beauties, as is their barbershop harmony on "Mama Says." But "How She Boogalooed It" is far below the group's quality and "I'd Love Just Once to See You" will not get airplay. "Wild Honey" and their latest single, "Darlin'" are included.



POP
A GIFT FROM A FLOWER TO A GARDEN—Donovan. Epic L2N 6071 (M); B2N 171 (S)

English folk-poet Donovan is a serious artist with musical messages that bridge the generation gap. His poetry, clipped lamenting voice and fable-like simplicity of text are hypnotic. This double LP (available as two single LP's) featuring his compelling chants for nature and peace, sets him apart from the biting complexities of Bob Dylan. Included is his commercial single, "Wear Your Love Like Heaven."



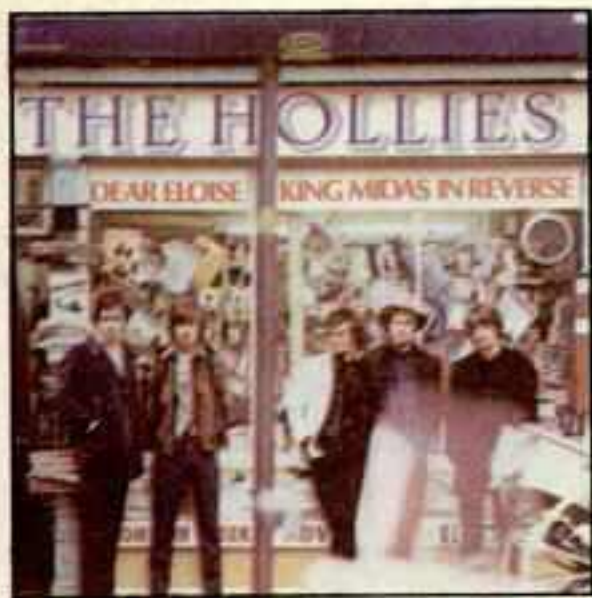
POP
THE WHO SELL OUT—The Who. Decca DL 4950 (M); DL 74950 (S)

The Who, an English group whose inventive single "I Can See Forever" ran high on the charts, have packaged an equally inventive LP scored like a radio show. With every song preceded by a clever commercial message, the album seems tailored to a d.j.'s format, programmed for radio. "Armenia City in the Sky" and "Tattoo"—as well as the hit single—are featured on this piece.



POP
FOR ONCE IN MY LIFE—Tony Bennett. Columbia CL 2773 (M); CS 9573 (S)

This LP is full of so many good tunes, both standards and contemporary, done in such a masterful fashion, that it should bring Bennett his third gold record. The rich, sensitive and vitally alive tone is always present. Arrangements are exceptionally good.



POP
DEAR ELOISE/KING MIDAS IN REVERSE—The Hollies. Epic LN 24344 (M); BN 26344 (S)

With their latest single "Dear Eloise" featured along with "King Midas in Reverse," another hit, the Hollies have a lot going for them in this album. And the other nine cuts don't disappoint. The wealth of good material, well-handled, includes "Away Away Away," "Charlie and Fred" and "Postcard."



POP
MOVIN' WITH NANCY—Nancy Sinatra. Reprise R 6277 (M); RS 6277 (S)

This soundtrack from Miss Sinatra's TV special boasts musical encounters with Dean Martin, Lee Hazlewood and "a very close relative," who, to be frank, does not fool anybody with his anonymity. Her father confirms that his voice is "Younger Than Springtime." Miss Sinatra and Lee Hazlewood sing "Jackson," and Nancy puts power in her purr for "I Gotta Get Out of This Town."



POP
RESURRECTION OF PIGBOY CRABSHAW—The Butterfield Blues Band. Elektra 74015 (S)

This third album from the band should do as well as the other two (both hit the upper reaches of the Top LP's chart). It's blues that they've become known for. Butterfield's music varies in tone, but the slow movers, such as the nine minute "Driffin' and Driffin'" head the album.



POP
GET ON UP/AND GET AWAY—The Esquires. Bunky BM 300 (F)

Featuring their hit singles "Get on Up" and "And Get Away," this LP is first rate and marks the Esquires' album debut. Their interpretations are fresh and they've got an unusual kick that will keep them on top a long time. The group is loaded with originality as writers, too.



COUNTRY
THE ENGLISH COUNTRYSIDE—Bobby Bare/The Hillsideers. RCA Victor LPM 3896 (M); LSP 3896 (S)

The novel combination of one of America's top country singers and a Liverpool quintet makes for fine versions of songs such as "I Washed My Face in the Morning Dew." The eight cuts that feature Bare with the Hillsideers are the best numbers. Other gems include "Six Days on the Road," "You All Come" and "Sweet Dreams."



COUNTRY
THE COUNTRY WAY—Charley Pride. RCA Victor LPM 3895 (M); LSP 3895 (S)

Charley Pride's LP rises from his single success, "Does My Ring Hurt Your Finger" and introduces the follow-up, "The Day the World Stood Still." Pride's LP shows a professional country style, directed to the heart of the country market, with a smooth and sophisticated voice that suffers only in its susceptibility to comparison.



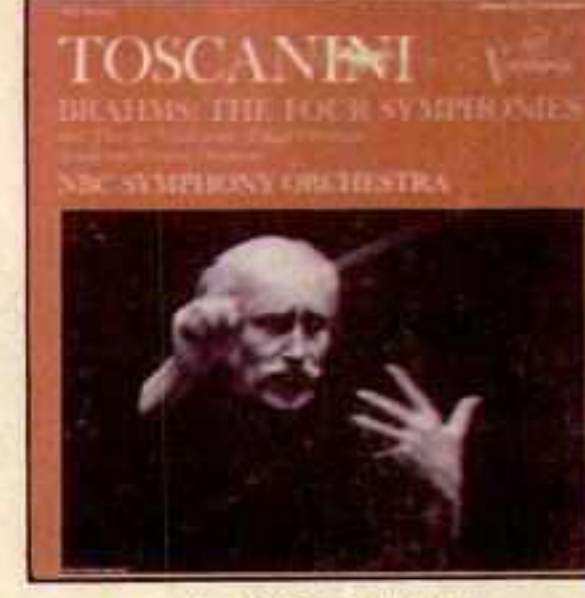
POP
FOWL PLAY—Julius Wechter & The Baja Marimba Band. A&M 136 (M); SP 4136 (S)

The Baja Marimba's greatest asset is that it doesn't take itself too seriously. The light, irreverent touch does the job in the title song. The group's treatment of "She's Leaving Home," with a few vocals tossed in, would gain the approval of the Beatles.



CLASSICAL
BERNSTEIN CONDUCTS MUSIC OF OUR TIME, Vol. 2—New York Philharmonic. Columbia ML 6452 (M); M5 7052 (S)

A powerful set of three contemporary pieces is presented by the excellent musicians of the New York Philharmonic. Schuller's "Triumph," playing choir against choir, and joining the orchestral sections is gripping, while Foss' "Phorion" demonstrates the contemporary use of simple sources. Denosiv's "Crescendo e Eimenuendo" is an interesting chamber piece.



LOW PRICE CLASSICAL
BRAMS: THE FOUR SYMPHONIES—NBC Symphony (Toscanini). RCA Victorla VIC 6400 (M)

Toscanini's incredible conducting ability becomes a marvelous and moving listening experience in this 4-LP reissue of previously separate recordings. They're filled with boldness, coloristic detail and intense gentleness. Even the overtures are treated with much depth.



JAZZ
GLORY OF LOVE—Herbie Mann. A&M 003 (M); SP 3003 (S)

Under a special deal, Herbie Mann, an Atlantic artist, has recorded one album for A&M. The package is an excellent cross section of the performer's talents, with his flute interpretations ranging from highly commercial renditions of "The Letter," the title tune, "Unchain My Heart" and "House of the Rising Sun" to his stylized "Upa Neginho" and "Love Is Stronger Far Than We." While all the songs are done well, the latter group is the best.



COMEDY
HERE COMES THE BIRDS—Kenny Solms & Gail Parent. Atlantic 8159 (M); SD 8159 (S)

The Impersonations of the Birds and their friends are sharp, and so is the script. Nancy Phillips as Mrs. LBJ walks off with the honors, but the rest of the cast is convincing. It may not all be in good taste, but who cares? It's the best political satire since "The First Family."



CHRISTMAS
SOMEDAY AT CHRISTMAS—Stevie Wonder. Tamla T 281 (M); TS 281 (S)

By combining traditional and newer material, Stevie Wonder has come up with an intense, moving package. A steady "The Little Drummer Boy" is the best of the traditional cuts, while the title song, and the soulful "The Day That Love Began" top the newer numbers. "Twinkle Twinkle Little Me" also has the full-voiced Stevie Wonder treatment. "What Christmas Means to Me" is the only rock number.



POP
MASS IN F MINOR—The Electric Prunes. Reprise R 6275 (M); RS 6275 (S)

This is not a put-on. The group performs the mass in a low tone, reverent and beautiful manner. It's an electric rock mass, sung in Latin, with the group's message soaring to the top. With jazz, blues and most importantly, electric rock, the Prunes interpret the pious work in their own terms—in the music which is their vernacular. An outstanding record.



POP
MISTY ROSES—The Sandpipers. A&M 135 (M); SP 4135 (S)

The Sandpipers have established themselves as good album sellers and this new entry should sustain their sales pace. The title song is a winner and will draw plays, as will the rest of the solid repertoire.