

# Billboard

The International Music-Record Newsweekly

## TV Film Key Outlet As Artist Promoter

By HANK FOX

NEW YORK—An audience of 40 million teen-agers, potential singles buyers, is rapidly establishing video exposure of recording artists via film as a major promotion tool. As radio programming remains tight, record companies are breaking singles on TV with no radio airplay.

"We've been experimenting with different methods and media for years," said Fred Frank, Epic Records' national promotion manager, "but this is the best area we've touched upon." Epic Records, one of several companies moving heavily into film promotion, has already broken two singles of unknown groups by way of TV film promotion—"Run, Run, Run," by the Third Rail and "Dance to the Music," by Sly and the Family Stone. Atlantic Records, another company in the forefront of television film promotion, is now gearing production for several of the label's artists, with the pitch aimed at the performers' album product (Billboard, July 22, 1967, and Feb. 10, 1968).

While Frank could not divulge the amount of promotion money being allocated to film promotion, he said that the company has slated many of its hot artists for film work. The Tremelos, for one, are currently shooting footage for their "Suddenly You Love Me" single and Georgie Fame, who is on a national promotion tour, is using his film to complement his exposure.

(Continued on page 8)

## April-Blackwood Into 3-Pronged Offensive

By MIKE GROSS

NEW YORK — Neil Anderson, who took over as vice-president of April/Blackwood last June, is now steering his publishing firms into the "new" music business.

It's Anderson's theory that a music publisher can no longer operate solely in the area of acquiring songs and shooting for a recording showcase. There are three areas of operation today, says Anderson, and the nature of the modern music business is such that it demands a publisher's total participation in all. The three areas, according to Anderson, are the acquisition of staff writers, effort in fields such as Broadway scores and movie songs and formation of a production outlet with self-contained artists who can write, perform and produce their own records. "A production company," says Anderson, "is an absolute necessity for a modern publishing operation because it's getting too difficult to bring songs to a record company since so many artists have developed their own sources for material.

Anderson recently set up Daylight Productions to expedite his

publishing firm's recording needs. It's paid off already with the click of "Storybook Children" on Atlantic Records. The disk, performed by Billy Vera and Judy Clay, was produced

(Continued on page 12)

## Producers Offer Pkg. to Lure Mfr.

By CLAUDE HALL

NEW YORK — The trend in the independent record production field packaging is growing. Today many producers offer the record company such extra frills as photography, art work and album cover design, promotion and publicity, as well as the artist and the master.

Wes Farrell, who produces Every Mother's Son, the Good & Plenty, and the Beacon St. Union, among others, has spent up to \$20,000 developing such a "package" before approaching a record company.

"Bringing an artist or a group to a label in a total form gives

(Continued on page 10)

## DECCA PUSHES ITS JAZZ PACE

NEW YORK — The market for old jazz recordings has perked up to such an extent that Decca Records has revised its release policy for its "Jazz Heritage" series. When the line was introduced last October, the plan was to release the re-packaged monaural and enhanced-for-stereo albums on a sporadic basis. It's now been decided to release one or more LP's in the "Jazz Heritage" line on a monthly basis. Among the jazz artists already released are Chick Webb, Fletcher Henderson, Andy Kirk and Eddie Condon.

## Jazz Punch Gives Pop New Wallop

By ELIOT TIEGEL

LOS ANGELES — Jazz musicians are moving into the pop scene. And, concurrently, pop and hippie groups are using jazz techniques in building, what many consider to be, a new form of jazz.

The jazz field's two top working band leaders, Count Basie and Duke Ellington, are now performing with pop vocalists. Basie has recorded with Jackie Wilson (Brunswick) and the Mills Brothers (Dot), and Ellington has recently recorded with Frank Sinatra (Reprise).

Basie's first single with Wilson, "Up Tight," is already win-

ning air play on rhythm and blues stations. The album is due later this spring.

Although Basie's arrangements of the old Stevie Wonder hit offer the commercial insurance of a strong guitar sound, the band's familiar precision section work is very much in evidence.

Basie's band is probably reaching more young people than any time in the past 10 years because of his work on the single with Jackie Wilson. His just released album with the Mills Brothers is providing

(Continued on page 10)



Tiny Tim, the incomparable troubadour who's delighted millions on the "Rowan and Martin Laugh-In" recently, tops that success with a memorable new Reprise album, "God Bless Tiny Tim" (RS 6292). Reprise merchandising forces are going all out on the remarkable talent. Another important debut on the very hot Reprise label. (Advertisement)



Society's Child, Janis Ian, gives off with her finest Verve/Forecast performance to date, "Lonely Child" (KF-5079). The compelling ballad, last week's Spotlight Single, comes from Janis' current hit album, "For All the Seasons of Your Mind" (FT/FTS-3024). (Advertisement)

## Singleton on a Spree; Buys Pub Firms From Mercury

NASHVILLE—Shelby Singleton has acquired several publishing firms—Raleigh, Fingerlake and Brookville (BMI), and Prize Music (ASCAP)—from Mercury Records Corp.

The various firms contain more than 2,000 copyrights dating back through 1948. This includes the Dave Dreyer catalog purchased in 1964. Songs include "Such a Night," recorded by more than 20 artists such as Elvis Presley, Johnnie Ray and Dinah Washington; "Got You on My Mind," recorded by 18 artists, and "Am I That Easy to Forget," recorded by more than 30 artists ranging from Patti Page and Teresa Brewer to Little Esther Phillips and Ernest Tubbs.

(Continued on page 12)

## AFM Attacks Shady Mgrs.

LOS ANGELES—The American Federation of Musicians, Local 47, is declaring war on unscrupulous managers who have been taking advantage of young rock 'n' roll musicians.

"Musicians are being victimized by managers who practice

(Continued on page 12)

(Advertisement)

Double The Pleasure. Turn On The Heat.



LRP—3526/LST—7526



LRP—3526/LST—7526



LST—7541



LST—7541



CANNED HEAT.



# What are all these Victor artists doing together?

## doing great!

Maxine Brown, formerly one of The Browns, making her debut as a single artist. **"UNDER THE INFLUENCE OF LOVE"** c/w "Never Love Again" Chart Records\* #59-1024



Norma Jean following up her hit "Heaven Help the Working Girl": **"TRUCK DRIVING WOMAN"** c/w "Supper Time" #9466



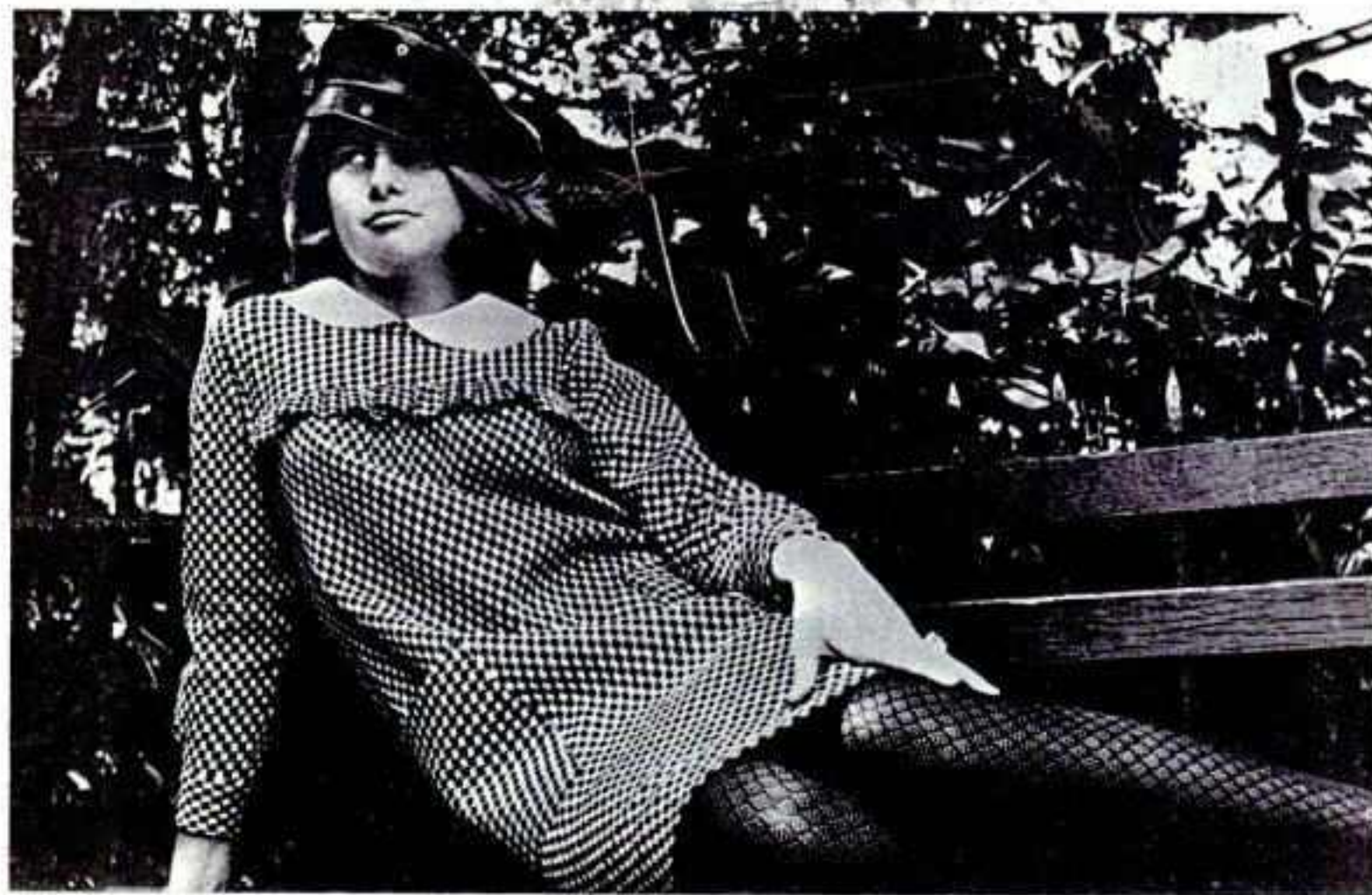
Stone Country—a West Coast rock group—appearing at the Ice House, performing: **"LOVE PSALM"** c/w "Magnolias" #9472



# RCA



Sergio Franchi coming on in his driving upper register. **"TIME ALONE WILL TELL"** c/w "I'm a Fool to Want You" #9471



Beverly Ann is swinging for today as only a teeny-bopper can. **"YOU'VE GOT YOUR MIND ON OTHER THINGS"** c/w "Until You" #9468



Vernon Oxford singing with his true down-home country style. **"THIS WOMAN IS MINE"** c/w "Touch of God's Hands" #9467



# Folkways Goes Mod In Cover, Marketing

NEW YORK — Folkways Records is contemporizing both its look and outlook. The authentic folk, international and educational label has completely redesigned its cover art and is gearing its product for consumer mass merchandising.

Key to the sweeping revamping is a drop in price to \$4.79 of its new product line. The new educational disks will, however, remain at \$5.79 as was Folkways' entire product line until now. The company is also holding the price on its catalog material.

Along with the price drop, Folkways will focus on new artists and repertoire and spring-board campaigns aimed at mass marketing. Included are in-store display promotions, advertising and the release of singles.

"We test-marketed our new emphasis," said Folkways' Robin McBride, "and we found that this was the way to go. Our first release, 'This Land Is Your Land,' by Woody Guthrie, became one of the year's (1967) biggest sellers for us within two months. From now on, we're go-

ing to be moving with the dealer; we're going to break out of our 'librarian' connotation."

Folkways' cover art and price renovations are in line with the company's expanding range of merchandising. According to McBride, the company is looking toward consumer market, specifically in rack merchandising. In implementing its aim, the corporate body, Scholastic magazine, has formed a trade sales division to exclusively promote its record product.

In a related move, Folkways is opening new distributorships. Already added are Big State in Dallas, All South in New Orleans and other outlets in Cleveland and the Baltimore-Washington region. First of the new product will include 25 albums, with an additional 25 in the fall.

## 600 Spoken Word Records Bow McGraw-Hill Library

By FRED KIRBY

NEW YORK—The McGraw-Hill Record Library is ready to roll with more than 600 spoken word titles plus cabinet and filing aids. A classical music library is being prepared for later this year. While the units are geared for library purposes from junior high up, McGraw-Hill also is readying pre-packs for bookstore use.

The book publisher, which took over distribution of London Imports in January, is retaining the retail distribution that

## PINCUS GETS 2 POPP SONGS

NEW YORK — Publisher George Pincus has acquired the American and Canadian rights to two new songs written by Andre Popp, composer of "Love Is Blue," the top tune on the Hot 100 via the Paul Mauriat recording on Philips. Pincus negotiated the deals on his recent European treks to MIDEM and San Remo. The tunes are "Dawn of Love" ("On N'Oublier Jamais"), published in France by Editions Bagatelle, and "Maria, Maria," published by Editions Musicales Igloo.

In the U. S. the tunes are in Pincus-Gil Music. American disks will be forthcoming shortly.

The American lyrics to "Maria, Maria" and "Dawn of Our Love" were written by Earl Shuman and Dick Ahlert respectively.

## Report Cameo Being Probed By the SEC

NEW YORK—Cameo/Parkway Records failed to open on the American Stock Exchange all last week (19-23). Trading on the C/P stock was halted Feb. 16.

It's been reported that the Security & Exchange Commission is conducting a broad investigation of the company and already has taken testimony from Allen Klein, a director and controlling shareholder, and Abbey Butler, a broker and large stockholder in the company.

Meantime, it's understood that the Morgan Guaranty Trust Co. is no longer taking bids for the acquisition of Chappell & Co. in the U. S. and Chappell Ltd. in England. Klein had been in talks for the purchase of both Chappell companies for \$60 million but negotiations were terminated last week.

A spokesman for Chappell said that everything is now in limbo and everyone is hush, hush.

## Ishmael Sets Up Foreign Outlets

LOS ANGELES — Ishmael Music (BMI), publishing arm of White Whale Records, will release its catalog to RCA-Italiana, Agence Musicale Internationale in France and Belgium, RCA - Espanola, Ediciones in Spain and Portugal, and Musicales in Spain and Portugal.

Initial White Whale-Ishmael product to be released under the new agreement is "Sound Asleep," by the Turtles.

## Pacific Ocean Set

LOS ANGELES — Joe Leahy, Don Blocker and Joe Gottfried have formed Pacific Ocean Productions, a record-music publishing-artist management company. Initial acts signed by the new firm are the American Brass Company and the Beautiful People.

Argo, Telefunken, L'Oiseau Lyre, and Societe Francais du Son, the labels involved, had when they were handled by London Records here.

In addition to Argo's extensive spoken word catalog, the library sets will contain Caedmon, Spoken Arts and Decca spoken disks. These three labels, however, are only being supplied to libraries by McGraw-Hill, which does not have retail distribution rights for them.

(Continued on page 38)

## Top-Drawer Names to Be Presenters at NARAS Fete

NEW YORK — Some of the greatest names in the record industry will be presenting awards Thursday (29) across the nation. Lined up to present Grammy Awards here at the annual National Academy of Recording Arts and Sciences dinner are the Association, Tony Bennett, Gary Burton, Lana Cantrell, the Cowsills, Stan Getz, Duke Ellington, Lesley Gore, Morton Gould, Arlo Guthrie, Skitch Henderson, Woody Herman, Janis Ian, Tom Jones, Anna Moffo, Tony Randall, Lou Rawls, Frankie Valli, Dionne Warwick, Margaret Whiting and Quincy Jones. B. B. King has been added to the slate of performers.

Presenters in Hollywood include Henry Mancini, Carol Burnett, Mel Carter, Tex Williams, Lynn Anderson, Anita Kerr, Bronislas Kaper, Lalo Schiffrin, Petula Clark, and Greg Morris. Stan Freberg will emcee. Past presidents of NARAS attending will include Paul Weston, the first president; Robert Yorke, John Scott Trotter, F. M. Scott III. Current president Pete King will also be there. A sellout crowd of 1,200 was expected as of last week.

Ed Ames will perform at the Hollywood dinner.

In Chicago, Ken Nordine will emcee and names of winners will be flashed on a screen in psychedelic patterns. Deejays will hand over the awards. Arthur Prysock has been added to the slate of entertainers.

Nashville presenters: Roy Orbison, Boots Randolph, John D. Loudermilk, Harold Bradley, Jim Ed Brown, Chet Atkins and Mary Lynch, Bobby Lord, the Jordanaries, Bill McElhiney, Brenton Banks, Charlie Lamb,

Congressman Richard Fulton, Tupper Saussy, Felton Jarvis, Skeeter Davis, Mari John and Bucky Wilkins, Archie Campbell, Felice and Boudleaux Bryant, Don Schroeder, John Richbourg, Buzz Cason, Willie Mitchell, Clara Hieronymous, Gene Wyatt, Bill Williams, Red O'Donnell, Porter Wagoner, Jimmie Davis, George Hamilton IV, Tex Ritter, David Houston, Jeannie Seely, Ferlin Husky, Frank Jones, Bill Anderson, Lin Folk, Ray Stevens, Glen Snoddy and Dollie Parton.

## Atl. Hits Peak Single Orders

NEW YORK — Atlantic Records reached a new high in single orders last week by fulfilling requests for more than 1,100,000 copies.

The precedental sales spurt was sparked by Aretha Franklin's "(Sweet Sweet Baby) Since You've Been Gone," which topped 450,000 orders in one week. Otis Redding's "(Sittin' On) the Dock of the Bay" (on Volt) and Sam & Dave's "I Thank You" (on Stax) were also among the firm's top sellers. Other hit-selling singles for the company included the Fireballs' "Bottle of Wine," the Bee Gees' "Words," Wilson Pickett's "Jealous Love," Joe Tex's "Men Are Getting Scarce" (on Dial), the Cream's "Sunshine of Your Love," Billy Vera and Judy Clay's "Country Girl-City Man" and King Curtis' instrumental version of "The Dock of the Bay."

# Executive Turntable

Marty Hoffman, former New York publicity director of Mercury Records, has been named director of creative services for United Artists. He will be responsible for all label publicity, trade advertising and the co-ordination of album packaging. Filling Hoffman's position at Mercury will be Rick Bolsom. Bolsom will report to John Sippel, Mercury's public Relations director in Chicago. Bolsom comes to Mercury from Michael Goldstein Public Relations, where he was an account executive.



HOFFMAN

★ ★ ★

Frank Rand has been named promotion manager, Midwest Region, of Date Records. He will report to Bruce Hinton, sales and promotion manager of Date, Ode and Immediate Records and will be responsible for promoting product of the three labels. He will be based in Chicago. Rand previously was in record promotion. . . . Ira Marks has joined Elan Associated, Ltd., a talent management and theatrical promotion firm, as vice-president. He will be in charge of talent development and packaging. Marks' previous post was with Nemperor Artists. He formerly was associated with Herbert S. Gart Management, Inc., and the Michael Hartig Agency.



RAND

★ ★ ★

Bob Johnston has been appointed executive producer-at-large for Columbia and Epic Records. In his new berth, Johnston will be responsible to Jack Gold, vice-president of a&r for Columbia, and to David Kapralik, vice-president of a&r for Epic. Johnston, who will operate from Nashville, will continue to record Bob Dylan, Johnny Cash, Marty Robbins, Flatt and Scruggs and Johnny Seay on Columbia, and Dino Valente on Epic. He was appointed director of country a&r for Columbia in March, 1967. Before joining Columbia, Johnston was an independent producer in Nashville for two years.



JOHNSTON

★ ★ ★

G. Edward Leatham has been elected president of Capitol Records, Ltd., of Canada, succeeding Lloyd W. Dunn, international vice-president of Capitol Records, Inc., who is now chairman of the board and chief executive officer of the Canadian company. Leatham, the first Canadian to head the Canadian outlet, joined the firm in July, 1962 as director of sales. That October, he was made vice-president. Before joining Capitol, he was advertising and public relations manager of John Inglis Co., after having been an executive with Addison's Ltd., former distributors of Columbia Records in Canada.



LEATHAM

★ ★ ★

Billy Sherrill has been named executive a&r producer for Columbia and Epic country product. Sherrill will be responsible to Jack Gold for Columbia and Date artists and to David Kapralik for Epic. Sherrill will continue to operate from Nashville, where he most recently was director of country a&r for Epic/Okeh Records. He was an independent producer for three years before joining Epic/Okeh. His songwriting credits include "Almost Persuaded," with David Houston, which won several Grammy awards last year. . . . Russ Molloy has joined the Telex Communications Group, Minneapolis division of the Telex Corp. manufacturing headphones and tape recorders, assuming responsibilities as national sales manager of consumer products.



SHERRILL

★ ★ ★

Irv Biegel has been promoted to vice-president and director of sales for Bell Records. Biegel, who joined Bell more than a year ago, has been the firm's sales manager. . . . Irwin Rawitz has been appointed director of national promotion and publicity for Musicor Records. Rawitz, who will supervise releases to trade and consumer magazines, newspapers, plans personal appearances of the label's artists, and work with Bob Scerbo, Musicor international director, on releases and publicity for artists in foreign markets. . . . Ken Revercomb has been promoted to national director of sales and distribution for Dot Records. . . . Dick Bowman has been appointed Dot's national sales manager.



BIEGEL

★ ★ ★

Frank Calamita has been appointed executive assistant to Harvey Schein, president of CBS International. Calamita had been director of promotion and merchandising at CBS International since January 1966. He will continue to direct the promotion, merchandising, advertising and information services of CBS International. In his new position, Calamita will be responsible for the division's administration, planning, diversification program and the formulation of nonfinancial policy. In addition, he will be responsible for co-ordinating CBS International's pop, Latin-American and classical product, and artists and repertoire functions. . . . Charles H. Dodson was appointed marketing product manager for Ampex consumer tapes. He is responsible for marketing blank audio consumer tape products in the U. S.

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# Billboard

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HOW AN AUDIO RETAILER makes a profit with collectors' items.

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## NARM Parley: Fete Nightly

NEW YORK — During each evening of the upcoming 10th Anniversary NARM convention, March 17-22 at the Hotel Diplomat, Hollywood Fla., a different record manufacturer will host a dinner party for the entire registration.

RCA Records will be host Sunday evening (17) at a party featuring Harry Belafonte and his show; Motown will host the Monday (18) evening, featuring the Temptations, Martha Reeves and the Vandellas and Little Stevie Wonder. Capitol, host of the Tuesday (19) dinner, will feature a country talent evening with Bobbie Gentry, Glen Campbell and Buck Owens; and Columbia will host the Wednesday night (20) dinner,

featuring Johnny Mathis, Anita Bryant and the Electric Flag.

On Thursday evening (21) NARM will host by annual NARM awards banquet, with William B. Williams of WNEW, New York, master of ceremonies.

Entertaining at the banquet will be the Cowsills (MGM), Lulu (epic) and Jack Jones (RCA). A special grand prize drawing will be held, for a de luxe trip for two people to any point in the United States (includes first-class air fare, de luxe hotels and all expenses for one week.

Eleven hundred industry members and guests will be in attendance at the banquet.

**MYSTERY SHOPPER REPORT:**

### RIGHT NEEDLE'S THE TRICK TO GETTING BETTER SOUND

Billboard's "Mystery Shopper Cash Award Contest" is devised to aid the consumer of monaural product in making the transition to stereo-only. Billboard correspondents across the country will explore what is being done on the retail level to convert the monaural customer as the record industry shifts its footing to stereo. Reports will be judged by Billboard's editors as to the most constructive sales pitch by retail personnel to help the consumer. Winners will receive a \$25 cash award and will be notified directly by Billboard.

**Lee Lewin**  
Lowe's Discount Records  
Chicago, Ill.

Billboard's mystery shopper bought a copy of Aretha Franklin's "Lady Soul" at Lowe's Michigan Avenue store and learned from Mrs. Lee Lewin that Lowe's had no monaural version of the album available.

When informed that the customer had an "older" monaural phonograph, Mrs. Lewin asked: "How old is your player?" The answer was "approximately six years." She replied: "Well, get a stereo needle. You won't hear stereo, but you will hear a good sound, and it won't damage the record."

The customer was told to bring in his old needle and have it replaced with a stereo needle. "Everybody is doing this now," said Mrs. Lewin.

**Mary Antonecchia**  
E. J. Korvette Store #15  
Scarsdale, N. Y.



ANTONECCHIA

"If you're worried about your needle on your monaural record player, I'd advise you to get a stereo needle," said Mrs. Antonecchia. "They aren't very expensive. But all record players made in the past several years can play a stereo record without hurting it."

Though the store was crowded, Mrs. Antonecchia explained the details to the mystery shopper, confused by the lack of monaural records on the shelves and the monaural-stereo dilemma. "We still have a few monaural records," she said, "but monaural prices will soon be the same as stereo. Eventually, there won't be many monaural records made at all."

She advised the customer to go ahead and buy stereo records since he would probably purchase a stereo player in the future. Meanwhile, she added, the monaural player wouldn't hurt the stereo records.

**Diane Glenn**  
Bill Baer Record Dept.  
Winter Park, Fla.



GLENN

Said Miss Glenn: "You have nothing to worry about in attempting to play stereo records on your old phonograph—if you use the right needle. We can sell you a needle right now which will pick up almost all the stereo sound from the two tracks."

Miss Glenn reminded Billboard's Bob Latimer that if he bought his phonograph within the past year, it already has the right needle. Miss Glenn added that the record department would soon stock a special needle priced between \$2.50 and \$4. "You need a lightweight playing arm of course, but most of the newer phonographs already have them, with the right cartridge to handle the stereo effect. Why don't you bring in your phonograph and let us test it for you?"

## Songs, Scores That'll Vie for Oscar Awards

LOS ANGELES — The Academy of Motion Picture Arts and Sciences nominated the following songs and scores for this year.

In the best song category in the 40th annual competition, the five titles include: "The Bare Necessities" (from "Jungle Book"); "The Eyes of Love" (from "Banning"); "The Look of Love" (from "Casino Royale"); "Talk to the Animals" from ("Doctor Dolittle") and "Thoroughly Modern Millie," from the film of the same name.

In the best original score category are "Cool Hand Luke," "Doctor Dolittle," Far From the Madding Crowd," "In Cold Blood" and "Thoroughly Modern Millie."

"Dolittle" and "Millie" are also among the contenders in the best scoring category, which is rounded out by "Camelot," "Guess Who's Coming to Dinner" and "Valley of the Dolls."

The awards will be presented April 8 at the Santa Monica Civic Auditorium. The Academy voting membership selects the winners in all categories. The organization's music branch selected the above nominees. "Dolittle" led the films with music candidates with nine nominations; "Millie" received seven nominations; "Camelot," five; "Luke" and "In Cold Blood," both received four.

## Industry Brass To See Cosby TV Screening

LOS ANGELES — Warner Bros. Records will screen Bill Cosby's forthcoming NBC-TV special in seven cities for industry influentials. The showings are part of a three-pronged campaign designed to exploit Cosby's TV show, a new comedy LP release and a concert tour.

The TV show will be screened Saturday (2) in Chicago, Boston and Cleveland; Saturday (9) in San Francisco and March 16 in Seattle, Los Angeles and Detroit. The dates are all on the weekend, with families of disk jockeys, distributors and retailers invited to the free showing (at rented theaters). The TV show airs March 18.

Cosby's comedy LP, "Russell, My Brother, Whom I Slept With," will be released March 15. A special EP of Cosby cuts from his catalog will be given away at the TV screenings.

The artist begins a 10-city concert tour March 29, with WB buying 30-second and one-minute spots on radio stations within those concert cities to promote the LP. Field promotion men will work to tie in the concert with his album in those markets. WB will buy concert tickets for distributor use.

### Peter Pan Signings

NEW YORK — Peter Pan Records, a subsidiary of Ambassador, has signed "Romper Room," a nationally syndicated television children's show to a four-album plus singles contract. The label also signed the "Capt. Kangaroo" show for its first album in several years.



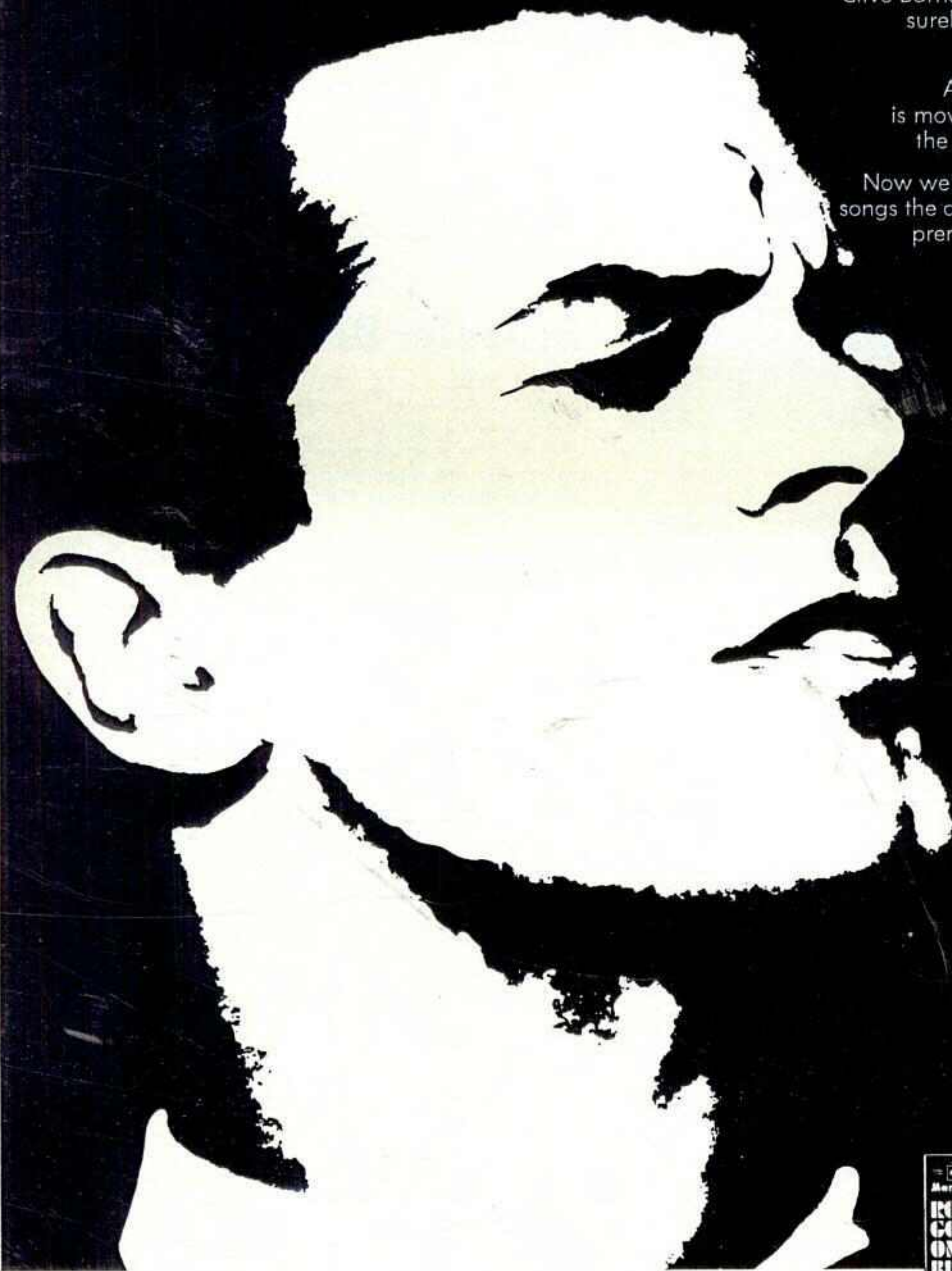
# Robert Goulet: A personal triumph in "The Happy Time."

## "The Happy Time" is a hit single for Robert Goulet.

Robert Goulet is again King of Broadway. Clive Barnes of the *N.Y. Times* calls him "superlative... surely one of the finest voices to be on our musical comedy stage for years."

And WCBS-TV said, "Robert Goulet is moving, real and strong, and has probably the best stage voice of the last 20 years."

Now we have Goulet's definitive version of the two songs the audience came out humming after the show's premiere. "The Happy Time" c/w "I Don't Remember You." (4-44466)



And here are two of his hit albums:



CL 2586/CS 9386\*†



CL 2727/CS 9527\*††

Any way you look at it, Robert Goulet's a hit on  
**COLUMBIA RECORDS**



# Block Bookers Blockbuster Meet

CHARLOTTE, N. C.—From a campus caucus in 1963, the Block Booking Conference has emerged nationally into a "talent exchange" for over 400 agents, students and faculty members eager to book jointly the best acts at a savings.

This year's conference, held at the White House Inn, featured exhibits, seminars and a nightly talent showcase with name entertainment including Bobby Vinton, Tommy James and the Shondells, Mitch Ryder and the Platters. The keynote speaker for the sixth annual conference was Dick Clark.

During the day, agencies touted their lists of talent to students, advising them on the advantages of block booking. Participants also attended open panel discussions on concert pro-

motion, contract negotiations, the coffee house circuit and the possibility of a national organization.

Dave Phillips, conference coordinator, invited film and art industry representatives as well as local, regional, and national agents and managers. This year's conference also included lecture bureaus and drama troupes, broadening the scope of campus attractions.

Block booking brings top talent at lower individual costs to schools in proximity to one another that purchase the same act. This co-ordinating of talent saves the artists time and travel expenses, enabling them to offer their services at a savings.

## Representatives

Represented were: Alkahest Attractions, American Program

Bureau, American Theatre Productions, America's Best Attractions, Arnold Agency, Ashley Famous, Associated Booking, Audio Film Center, Bowmar Productions, Bud Filippo Attractions, the Cambridge Arts Ensembles, C.I.E.M. Williams Films, Columbia Artists Management and Dick Clark Tour Productions.

Also, Dimensions in Talent, Films, Inc., General Artists, Gerald W. Purcell Associates, Grove Press Films, Hits Attractions, United Entertainment (Jokers Three), Joni Agency, Bill Lowery Talent, National Shakespeare Company, Norca Talent, Premier Talent Associates, Queen Booking, R.P.C. Agency and S.C.C. Management.

And Star Productions, Swank Motion Pictures, Talent Attractions, United Productions of America, Universal Education and Visual Arts, Talent Management Associates, Tom Linder Jr., Twyman Films, Wide World Lecture Bureau, Willard Alexander, William Morris Agency, William T. Cash and Yorktown Talent Associates.



MIKE MARTINEAU, of Premier Talent Associates, New York, tells students and faculty members at the Block Booking Conference about his agency's talent and their availability for campus dates.



IRV SQUIRE, center, of Creative Management, answers questions from students and faculty members on the concept of block booking at this year's conference in Charlotte, N. C., Feb. 14-17.

## White Whale Seeks to Spout Anew With Drive for Artists

LOS ANGELES — White Whale Records, successful with the Turtles, is looking to expand its stable of artists.

White Whale owners, Ted Feigin and Lee Lasseff, expect to launch two new acts this year. Nino Tempo and April Stevens have just joined the label, and Lasseff would like to cut an album live with the singers during their engagement at the Sands Hotel in Las Vegas.

Just back from Europe, Feigin and Lasseff devoted much of their time to international sales and promotional activity on the Turtles.

As part of the company's promotion on the group, it is distributing a 16mm film showcasing the Turtles singing "Sound Asleep," a single to be released during an 18-city concert tour.

Feigin also set up 8 four-country, 18-day European promotional tour for the group, with stops, in Italy, France, Germany and England.

"After two and a half years in business," says Lasseff, "we're looking toward Europe and British Decca, our worldwide distributor, to expand our sales and promote product on the Continent." Quality distributes White Whale in Canada.

Lasseff recently strengthened his domestic operation by adding a promotional director. Additional sales and merchandising personnel also are planned.

White Whale is affiliated with General Recorded Tape (4 and 8-track and reel-to-reel), Ampex (cassette), Muntz Stereo-Pak (4-track), RCA (8-track) and TTCC (4 and 8-track).

## Rock, Classical Combining In Concerts for Teen-Agers

NEW YORK — The Elephant's Memory, a rock group, will appear with the American Symphony on Thursday (29) in the first two of 12 free teenage concerts for high school students. The concerts will be conducted by the orchestra's associate conductor, Joseph Eger, who discovered the group.

The Elephant's Memory will appear with the orchestra in "Brahms With a Beat," which will counterpose the first movement of Brahms' "Symphony No.

4" and "Secret Saucy Thoughts of Suzy," a rock number developed from that symphony's main theme.

Members of the group also will perform in the second movement of Ives' "Symphony No. 4" and excerpts from Mussorgsky's "Pictures at an Exhibition." Lighting and dance effects also are slated. The concerts, sponsored by the Samuel Rubin Foundation, will be repeated at the same hours on Friday (1), Tuesday (5), 12, 15 and 19.

## Chancellor Pitch on Radio

LOS ANGELES — Newly reactivated Chancellor Records will emphasize local promotions tied to radio stations, reports Bob Marcucci, label president.

The emphasis on grass roots appearances for artists is a throwback to a pattern established by Marcucci during Chancellor's halcyon days from 1957-1963 when he built Frankie Avalon and Fabian into top record names.

Marcucci, who has been away from record ownership for the past four years is striving for a "now" sound for his label, but he feels strongly that his company has to return to the pattern of promoting acts in markets of varying sizes.

The new Chancellor label has secured 30 distributors, 50 per cent of whom formerly handled the old rock 'n' roll company.

Marcucci wants to sign a distribution deal with a major label to free him of these responsibilities. He has been delving into personal management during the past several years and is only signing acts for the label which he can manage.

He envisions a small roster initially. The following artists are among his first acquisitions: Ray Chayfin (whose "Girl With the Flower Smile" is the first disk released), Linda Carr and the duo of King and Martinez. The latter two acts are rhythm and blues-oriented.

Bob Finiz, who handles East Coast a&r out of Philadelphia, is steeped in r&b production. The label's West Coast a&r chief is John D'Andrea, whom Marcucci has been managing. All three executives will work on the first disks and then spread out.

## Schaefer Brews Up Contest

NEW YORK — A talent search launched by the F. and M. Brewing Co. will select 10 new soloists or groups to record the Schaefer beer jingle for radio. The Schaefer Talent Hunt,

planned for March, will give the artists chosen over 25 weeks of air play in the Northeast.

Tom Villante, who heads the Schaefer account for Batten, Barton, Durstine & Osborn advertising agency, expects the search to attract several hundred applicants of professional and non-professional standing with any type of musical sound. Applicants must be at least 21 years old and must submit a demonstration tape or record.

Applications should be mailed to the Schaefer Talent Hunt, P. O. Box 1752, Grand Central Station, New York 17, N. Y., no later than Friday (1).

## Kate Smith Disk With Boston Pops

NEW YORK — Kate Smith is celebrating her 12th album for RCA as the first solo singer to appear with Arthur Fiedler's Boston Pops since the orchestra started recording in 1935. At the same time, Miss Smith has re-signed as an exclusive RCA recording artist.

Miss Smith's album with the Pops is "America's Favorite." The Red Seal album is included in RCA's March release.

## Paula's New 'Judy' Album Cover, Title

SHREVEPORT, La. — Capitalizing on John Fred & His Playboy Band's No. 1 single, "Judy in Disguise (With Glasses)," Paula Records has redesigned its album cover and changed its title. Formerly titled after the moderately successful "Agnes English," the title of the new brightly colored jacket now Reads, "Judy in Disguise With Glasses." The order numbers remain the same.

## Presser's Pub Shifts Policy

NEW YORK — Theodore Presser announced that as of April 1, 1968, it will fill mail orders only for publications from its own catalog and the catalogs of the companies for whom it acts as agent. The retail store facilities, located at Bryn Mawr, Pa., will be discontinued. The change of policy is in line with the company's emphasis on its publishing program, its expanding rental library of symphonic, ballet and operatic works and the increasing number of catalogs for whom it acts as agent.

Domestic catalogs include Theodore Presser Co., Oliver Ditson Co., John Church Co., Merion Music Inc. and New Music Edition. Foreign catalogs include Universal Edition, London, Vienna, Zurich; Huegel & Cie, Paris; Impero Verlag, Wilhelmshaven, and Editions Musicales Transatlantiques, Paris.

## Jamie/Guyden to Issue Groop in U.S.

PHILADELPHIA — The Groop, Australian vocal and instrumental artists, will be released in the U. S. through the Jamie/Guyden label. The team's current record, "Woman You're Breaking Me," will be released soon. A promotion campaign is planned for the Group, which records for CBS in Australia.



HAL RAY, of the William Morris Agency, talks to students.

## Gamma Forms Outlet in U. S.

NEW YORK — Gamma Records of Montreal is establishing U. S. distribution. The American operations are being headed by Chester Fox at 18 W. 70th St., here. The first three albums for U. S. distribution under the new set-up include two pressings by Claude Gauthier. A third album features Quebec singer-composers. The disk contains performances by Pauline Julien, Gauthier, Jean-Paul Filion, Raymond Levesque, Clemence Desrochers, Herve Brousseau, Bruce Mackay, Louise Forestier, and Georges Dor. French-English translations are included.

## ARETHA SETS CONCERT MARK

DETROIT — Aretha Franklin's "homecoming" concert at Cobo Hall here Feb. 16 set a record for the auditorium. The concert hit a \$60,000 gross playing to an audience of 12,000.

Feb. 16 was named "Aretha Franklin Day" by the mayor of Detroit, Jerome Cavanaugh, to mark the Atlantic record artist's first concert in Detroit in over a year. Following the concert, Jay-Kay Distributors and Atlantic Records held a party for the singer at the Pontchartrain Hotel attended by local disk jockeys, dealers and friends and family of Miss Franklin.





**"IT'S A HAPPENING WORLD"**

#17076

pat boone

**"LOLLY"**

#17074

billy vaughn



the  
whole world  
is happening...  
and dot's got it!



This One



GE30-HR6-FNPK

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# TV Film Key Outlet As Artist Promoter

• Continued from page 1

The films, generally running the length of the artist's single, are being promoted on national network programs and television disk jockey shows in 75 markets, according to Michael Joyce, general manager of Records-On-Film Corp., a company which produces films exclusively for record companies and distributes all films free of charge.

Some of the TV shows which key a significant part of their time to films are "The Hy Litt Show" on WKBS-TV, Philadelphia; "Swingin' Time," with Robin Seymour (CKLW-TV) in Detroit; "The Jerry Blavat Show" (WFIL-TV), Philadelphia; "Wing Ding," with Scott Wallace (WDCA-TV), Washington; the "Kerby Scott Show" on WBAL-TV, Baltimore, and "The Brad Davis Show" on WTIC-TV, Hartford. In addition, Joey Bishop, Mike Douglas and Ed Sullivan are including these short films in conjunction with the artists' live appearance.

One of the films' main benefits is that they are not a one-shot deal. Joyce, who produces these films with a three-man crew in generally two days, chooses locales and scripts which allow repetition without boredom. "Most disk jockeys repeat the film more than five times. And stations which couldn't afford talent are grouping films together. The recording artist can't appear everywhere, but his films can."

An added area of exposure for the recording artist and a strong weapons for the deejay is the record hop. As the number of clubs and go-go cafes continue on the upswing, they pose stiff competition for the deejay record hops. "Deejays are now taking projectors along with them," reports Epic Records' Fred Frank, "to hold their audience. Because of the diversity of talent they can supply and because the films also counter the clubs' use of psychedelic lighting, deejays are eager to obtain the movies."

Artist managers and booking agents, too, are seeking films as major sales tools. By simply showing a 16mm. movie in less than three minutes, the potential buyer, be he a record label or a club owner, can see exactly what he is considering to purchase. With the use of videotape, MGM Records has set up an operation to capture the auditions of new groups in order to inform its own executives of the group and to introduce the group to booking agents and to the general public via television (Billboard, Feb. 17).

"Sophisticated recording techniques," Joyce said, "make it difficult for the artists to sing their hit singles on television as well as when they were recorded in the studio. Network shows want the performer to be present and films allow them to sing their hit on film and then do something more relaxing in person. "Besides," Joyce continued, "few network programs permit the performers to record on video tape prior to the taping of the entire show and they don't want the songs mimed. The films, recorded on location, also serve as a conversation piece for the host."

Distribution, coupled with extra services, has been the key to Record-On-Film's success. "The film's promotion is more important than its production," Joyce said. "Many companies produce films only. Record labels have had film produced in the past and then didn't know what to do with them. The trick is in establishing close promotional ties with the television deejays. The films are an added bonus for them in their formats." Records-On-Film, to promote the film concept of promotion, will not only distribute its product free of charge, but will distribute free any record company's film product, regardless of who produced it. As another free service, the company will re-synchronize and edit foreign-made films (mostly English) for use on American television and will adjust these films for the proper audio level. "We are doing this to demonstrate the impact the films can achieve for the record label," Joyce said.

Video tape recording had been attempted by several record companies before, Joyce said, but none had been successful. "It's too expensive to duplicate video tape, he explained, and it is inherently limited because only a few copies can be made from each master." Cost of an entire film production has already plummeted from \$1,000 to an average of \$2,000.

The next evolutionary step for record companies will be to reduce the size of the films to 8mm. from its original 16mm. and duplicate them for mass marketing. As labels turn to video exposure, cost of production is already steadily dropping. And with mass merchandising and production, Joyce predicts the cost to consumers will approach that of a record.



CLIVE DAVIS, right, president of CBS Records, welcomes Big Brother and the Holding Co. to Columbia Records at a party last week in New York. With Davis are, Albert Grossman, the group's manager, and James Curley, David Getz, Peter Albin, Sam Andrews and lead singer Janis Joplin, members of the group.

## SG-COL. SIGNS MARTHA SHARP

NEW YORK — Songwriter Martha Sharp has signed with Screen Gems-Columbia Music. Her current record, "Maybe Just Today," by Bobby Vee for Liberty Records, is the first song under the new contract.

Miss Sharp, a pop and c&w writer, also wrote "Come Back When You Grow Up" by Bobby Vee, "Born a Woman" and "Single Girl" by Sandy Posey and songs for artists like Tom Jones, Val Doonican and Brook Benton.

## Super K Bus Talent Hunt

NEW YORK — Armed with a bus, Super K Productions has launched a rolling studio in search of talent . . . to get them on tape. Hy Gold, professional manager of KasKat Music, the music publishing wing of Super K, made his first trip searching for talent last week, hitting both Columbus and Dayton in Ohio. The studio bus resulted in the signing of two new groups, as yet unnamed.

The bus is equipped with a 4-track tape deck and four mikes. The studio is sound-proofed. Gold said that he can

## Kapp Starts Williams Push

NEW YORK—Kapp Records has started a two-month promotion campaign for Roger Williams, including merchandising display kits, consumer catalogs and radio contests.

A dealer window display contest features incentives for salesman with awards for special displays of the Williams catalog.

Radio stations have received a two-record set with selections from the Roger Williams catalog, and local promotions are being prepared in cities where the artist will appear in concert.

## Peak Earnings, Sales at Ampex

CHICAGO — For the third quarter and nine-month periods ended Jan. 27, Ampex Corp. achieved record earnings and sales.

Sales for the nine months were \$171,015,000, up 12 per cent from \$153,008,000 the previous period. Net earnings after taxes were \$7,915,000 (83 cents per share), up 13 per cent from \$7,011,000 (74 cents per share).

Third-quarter sales were \$58,934,000, up from \$51,743,000 a year ago. Net earnings were \$2,841,000 (30 cents per share) compared with \$2,558,000 (27 cents a share) last year.

## Consolidated Elect. Declares Dividend

NEW YORK — Consolidated Electronics Industries Corp. declared its regular quarterly dividend of 25 cents per share. The dividend will be paid April 3, 1968, to stockholders of record as of March 20, 1968.

## Dot Sets Art Dept.

LOS ANGELES—Dot is setting up its own art department, with Christopher Whorf named art director under Jack Levy, ad-merchandising director. The new department will operate from Dot's Vine St. offices.

## London Releases 2-LP Set Featuring Dr. C. Barnard

NEW YORK — London Records is issuing a de luxe, two-LP package featuring Dr. Christian Barnard, pioneer in the development of heart transplant surgery. The set is being issued in Barnard's South Africa by Brigadier Records.

Barnard moderates a roundtable discussion on the surgery with the panel consisting of his colleagues in the transplant field. The recording is being marketed by British Decca, London's parent company. International rights were obtained through

Gallo Records, British Decca's South African affiliate.

The album was produced by Albie Venter of Brigadier on Jan. 12 at the Capetown Medical School. Proceeds from the set's sale, which will carry an \$11.58 list, are slated for the Chris Barnard Fund for Surgical Research, which is being used to underwrite the establishment of complete transplant research facilities in Capetown.

Barnard's liner notes are included in the American release, which will have a full-color photo of the surgeon on the box. In addition to the professional and educational, and normal consumer markets, the package will be made available to selected manufacturing and service companies as an institutional offering to customers clients and business associates.

## Vicky in the U. S. On a Promotion Tour

NEW YORK — Vicky, who recorded "Love Is Blue" on the Polydor label in Germany and the independent Vicky Records here, arrived in the U. S. Friday (23) from Hamburg for a 21-day promotion tour. The first leg of her trip this week will take on a tour of the New England States.

# Market Quotations

As of Closing Thursday, February 22, 1968

NAME	High	Low	Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
Admiral	38	16½	280	18¾	16¾	18½	+1½
American Broadcasting	102	47¼	544	50	47¼	49	-2¼
Ampex	40¾	22¾	495	31½	29½	30½	Unchg.
Audio Devices	33½	20	142	29½	26¾	29½	+2½
Automatic Radio	25½	3¼	98	19½	17	19	+1½
Automatic Retailer Assoc.	86¼	51¾	84	80¾	78¾	19	Unchg.
Avnet	53¾	12½	541	39¾	36½	37¼	+¾
Canteen Corp.	28¾	19¾	257	24¾	22½	24¾	+2¾
CBS	76¾	46½	576	48	46½	47¾	-½
Columbia Pic.	30½	13	385	29¾	26¼	29¼	+2
Consolidated Elec.	57¾	35½	129	40	37¼	39¾	+1¾
Disney, Walt	63	37½	134	53	50¼	52½	+¾
EMI	7¼	3½	460	6¾	6¾	6¾	-¾
General Electric	115¾	82½	910	88¼	86½	87¾	-½
Gulf + Western	66¾	30¾	4087	49¾	44¼	44¼	-5¾
Handleman	58	17½	101	48¾	45¾	48¼	+2½
Harvard Ind.	34	4	29	21½	20	20¾	-¾
Kinney Services	65½	26¼	74	63½	62¾	63½	+¾
MCA	74	34¾	12	58¼	57¾	57¼	-½
Metromedia	66¼	40¾	127	56	52¾	56	+¾
MGM	64¾	32¾	694	45¼	40½	44	+3½
3M	96	75	345	84	82¼	82¾	-¾
Motorola	146½	90	326	112	101¼	111	+9½
RCA	65½	42¾	826	49¾	48¾	49½	+¾
Seeburg	30¾	15	953	28¾	25	28¾	+2¾
Trans Amer.	58	28½	603	49¾	46¾	48	-¾
Transcontinental Invest.	21¾	1¾	1412	17½	16½	17	+½
20th Century	35½	11	498	29¾	27¾	29	+¾
WB-7 Arts	42½	19½	140	33¾	32	33	-1½
Wurlitzer	36	18½	27	21¼	20¾	20¾	-¾
Zenith	72¼	47¾	475	57¼	53	57	+3

## OVER THE COUNTER\*

	Week's High	Week's Low	Week's Close
As of Closing Thursday, February 22, 1968			
GAC	11½	10½	16
ITCC	10½	10	8½
Jubilee Ind.	19	17¼	19
Lear Jet	20	19¼	18
Merco Ent.	12	11	12½
Mills Music	32	31	31
National Mercantile	9¾	8½	7¾
Orrtronics	6¾	6½	6¼
Pickwick Int.	16¾	15¾	15¼
Telepro Ind.	3½	2¾	2¾
Tenna Corp.	8¾	8¼	9½

\*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.



*"Cotton Candy Sandman"*

#7172



*A Sentient New Single Becomes A Foregone Chart Conclusion,  
Produced By Lenny Waronker, Spectacularly Performed By*

**HARPERS BIZARRE**



WARNER BROS. - SEVEN ARTS RECORDS, INC.



# Producers Offer Pkg. to Mfr.

• Continued from page 1

the record company executives a chance to visualize it. All they have to do is sell it. That's why a major label is so important to me," Farrell said.

Farrell, who heads up Coral Rock Productions, had eight months of time and more than 100 hours in studio expenses invested in Every Mother's Son before he took the group to MGM Records. "I tied up everything I had in the group," Farrell is the writer of many hit songs, including "Hang on Sloppy."

## Aims for LP

In this total packaging concept, the producer seldom goes after a single; he aims for the entire album with the hope that maybe a single will be lifted from it. "I produce LP's because they have a meaning today. They sell like singles. Too, most radio stations are too excited about what an artist has to offer so that only an album

gives them enough of the artist."

He produces at his own expense and says that MGM paid him what he'd spent and, even more important, offered bonus promotion. His second project was Good & Plenty and ABC Records gave him his own label—Senate—for the group. He's also going to have the Bubble Gum Machine on Senate. Farrell said he spent three months in the studio with the Bubble Gum Machine and the time was cut so short only because "the group is a great in-person group."

The third project Farrell took was the development of the Beacon St. Union, a Boston group that he finally tracked down in New York's The Scene. He'd spent several weekends searching the Boston area for the group. After finding them, he took them into a studio of 100 hours before selling the final package to MGM/Verve.

He's searching other cities for

groups because he feels "success can happen anywhere." His latest find is the Basement Wall, a Baton Rouge group that has been earning \$1,500 a night live, even with a record. But, after trying to record the group in New York, he took them to Robin's Studio in Tyler, Tex. Robinhood Bryant, the engineer and owner of the 8-track studio, is "the most co-operative person I've ever come across. A hip son of a gun who knows where it's at. He has designed an echo chamber with an eight-second delay that's out of this world." The Basement Wall will go on the Senate label.

In the meanwhile, Farrell is expanding; he's opening up a West Coast office in Los Angeles in the next week or so.

## Minogue Adds to Songwriting Staff

NEW YORK — Dennis Minogue, who heads ABC Records' publishing subsidiaries, Ampco Music and Pamco Music, is planning a build-up of his songwriter staff. The company also plans to expand its professional staff with the addition of offices on the West Coast and the hiring of personnel to assist Larry Fogel, its music representative, in the promotion of its copyrights.

Ampco and Pamco began signing staff writers in late 1966 and now has a staff that includes Johnny Cymbal, Mike Lindell and the team of Cashman, Pistilli and West. In 1967, the publishing operation clicked with such copyrights as "Mary in the Morning," "Sunday Will Never Be the Same" and "Richard and Me."

Minogue headquarters at ABC Records' home office in New York.

## Stevens Forms Justin Mgmt.

NEW YORK—Warren Stevens has left Shaw Artists Corp. to form his own agency, Justin Management Corp., with offices at 39 West 55 Street here. Artists signed to Justin include Ahmad Jamal, Ray Bryant, Kenny Burrell, Jerome Richardson, Johnny Hartman and Quartette Tres Bien.

Justin is completing details for an Australian tour for Hartman and also is negotiating for acts to appear at the Festival de Jazz, scheduled for June 12-16 in Lausanne, Switzerland. Before joining Shaw, where he headed the jazz department, Stevens was associated with John Levy's management enterprises.

## Plato Label Formed

MILTON, W. Va. — Plato Records, a new label, was recently formed here by Pat Wisman and Robert Ullom. The label's first release, by the Satisfied Minds, a rock group, will be issued in March. The group was runner-up on the March of Dimes Battle of the Bands held recently in Huntington, W. Va. Plato quarters here are at 1028 Mason Street.

## ASCAP Meeting Set

NEW YORK — ASCAP's semi-annual West Coast membership meeting will be held on Wednesday (28) at the Ambassador Hotel in Los Angeles.

# Jazz Punch Gives Pop New Wallop

• Continued from page 1

exposure on middle-of-the-road stations. And for Dot Records, which also has Basie interpreting music from the film, "Half a Sixpence," the Association has added a new dimension to its image.

## Provides Backing

Duke Ellington's orchestra provided the foundation for Frank Sinatra's newest Reprise LP which features Billy May's arrangements. Although Ellington has been on the Reprise roster for several years, he had never collaborated with Sinatra on an album. This LP has been picking up pop and jazz radio air play. For Sinatra, working with Ellington, and having previously cut a live performance in Las Vegas with the Basie band, the exposure from both projects has helped him retain a firm grasp in the pop and jazz markets.

The search for new identities among the jazz fraternity has resulted in flutist Paul Horn working with Indian musicians on the World Pacific label. And, Mel Torme, after an unsuccessful stint with Columbia Records, is now aiming for the youth market at Liberty Records.

Extended solos, generally of a blues nature, which have always been a prime requisite in the jazz field, are beginning to show up strongly in the sounds and styles of a number of the pop/hippie groups. Among the groups who have taken a cue

from the jazz field are Jefferson Airplane, Grateful Dead, the Cream, the Fugs, Mike Bloomfield Blues Band, Clear Light, Mothers of Invention, and Steppenwolf.

## Studied by Hippie

Among the jazz musicians studied by the hippies are John Coltrane, Django Reinhardt, Charlie Christian, Albert Ayler, Charles Lloyd, Charlie Mingus, Archie Shepp, Elvin Jones, Tony Williams, Pharaoh Saunders, Cecil Taylor and John Hand. The emphasis, however, is on the avant-garde.

The influence of the avant-garde jazzmen on the pop musicians is helping build a new form of jazz which is combining the excitement of blues chorded improvisation with a strong lyrical message. And of prime importance, this is the kind of material young people are supporting.

## 'Pepper' NARAS Bid

NEW YORK—"Sgt. Pepper's Lonely Hearts Club Band," by the Beatles on Capitol Records, produced by George Martin, is one of the Grammy Awards nominations for Best Contemporary Album. It was inadvertently omitted from the list last week of Grammy Award nominations of the National Academy of Recording Arts and Sciences. Kelly Gordon produced "Ode to Billie Joe" album, featuring Bobbie Gentry on Capitol Records.

## Garrett Adds Four Acts in New Production Offensive

LOS ANGELES — Snuff Garrett will produce album product for Trini Lopez, Gary Lewis, Gene Pitney and the Lennon Sisters.

Garrett recently resigned as vice-president in charge of a&r at Dot Records, to concentrate on the expansion of his production company—Snuff Garrett Productions—and Viva Records, which is distributed by Dot.

The producer will record art-

ists in the company's new North Hollywood studio, outfitted with new 8-track equipment. Garrett will continue to take on other assignments for Dot from his home base as an outside producer.

To strengthen Viva Records, Ed Silvers, partner in Garrett Productions, is negotiating with various artists and companies. In addition, Silvers has increased the firm's music publishing companies by adding Zapata Music (ASCAP) and Siesta Music (ASCAP) to Viva Music (BMI), Glo-Mac Music (BMI), Stone Canyon (BMI) and Baby Monica Music (BMT), all in the Silver Garrett stable.

Garrett plans to record Trini Lopez in March, and wants to give the Reprise artist "something new, perhaps a country slant." Gary Lewis and Gene Pitney will record this month, while the Lennon Sisters, now on Mercury, will cut their first album for Mercury under Garrett's supervision.

The company also established arrangements with Stu Phillips to provide background music and theme songs.

## Monument Plugs Acts on Overseas TV

LOS ANGELES — A campaign to promote artists through overseas TV appearances is underway by Monument Records.

A series of TV appearances by Sam Baker, Sound Stage 7 artist, will kick off the exposure campaign with dates set up in Germany, Holland and France.

Monument's licensee in Germany, Teldec, organized TV dates for Baker on Thursday (29) in Hamburg and between March 1 and 4 in Munich. Bovema, the label's licensee in Holland, has set up a March 7 to 9 appearance there, while Disques Barclay, licensee in France, programmed Baker on a radio program on March 19.

Additional TV appearances are being negotiated in Italy, Switzerland, Sweden and Denmark. Monument licensees are issuing Baker's latest single, "Sunny," to tie in with the TV schedule.

## Rifi in a Pact With Jay-Gee

NEW YORK—Jay-Gee Record Co. has signed with Rifi Records of Milan for the latter to be Jay-Gee's official Italian licensee. Negotiations were completed with Elliot Blaine, director of marketing for Jubilee Records, representing Jay-Gee and Giuseppe Velona, international director, represented Rifi.

Steve Blaine, Jay-Gee president, and Elliot Blaine recently conferred in London with officials of EMI, Jay-Gee distributors for the United Kingdom, South Africa, Scandinavia, Australia and New Zealand. Releases were set for the "Lapland" album of the Baltimore & Ohio Marching Band, and "Charlie & Fred," by the Blades of Grass. EMI also has set a marketing campaign on the albums of Rusty Warren, who leads the Jubilee comedy catalog.

## Tifton Expanding Its 'Party' LP's

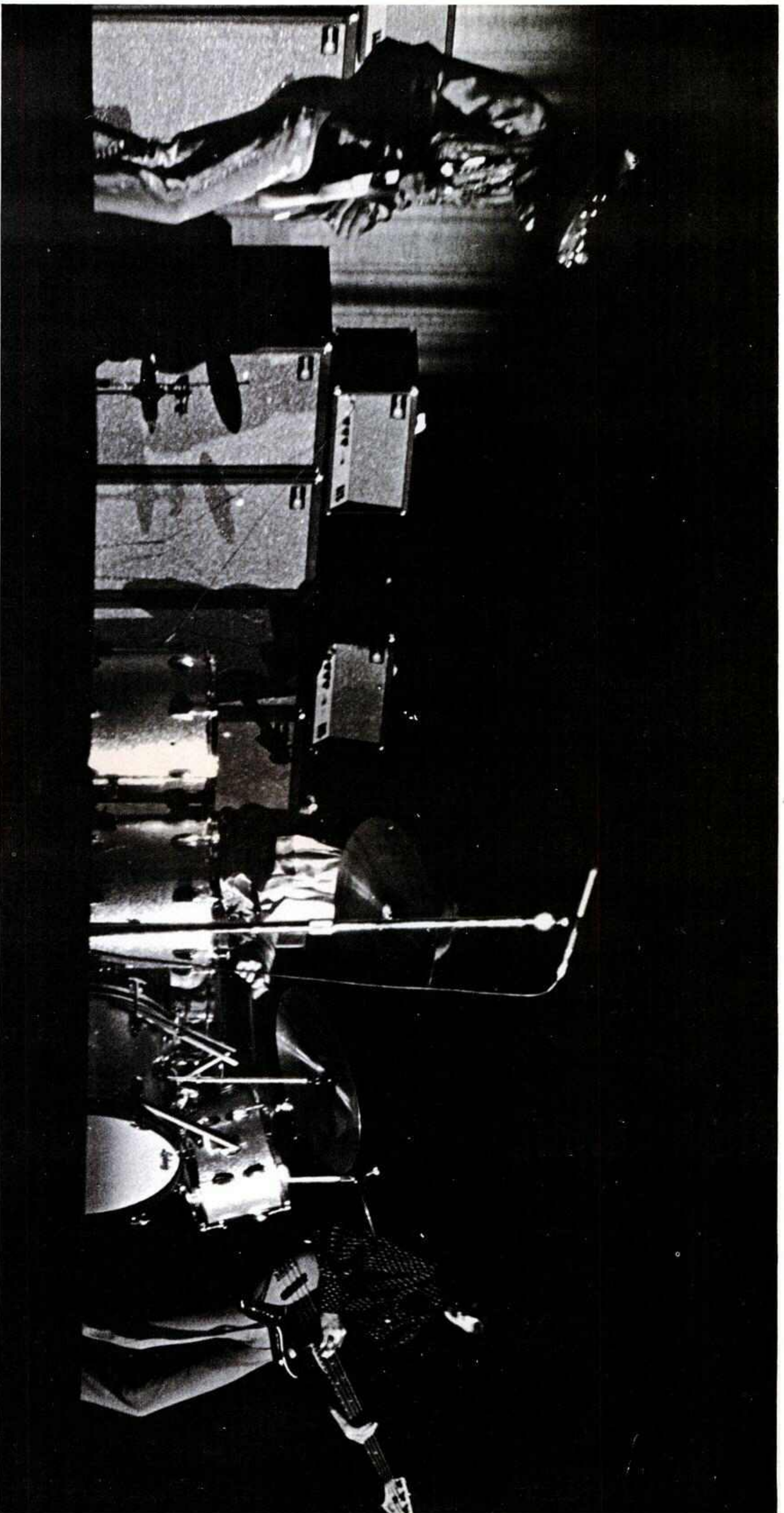
NEW YORK — Tifton International, a division of Ambassador Records, is expanding its "Recorded Live at a Party" album series. The 14 albums in the line include such subjects as "Live at a Greek Party," "At a Jewish Party," "At an Italian Party" and "At a Latin Party."

The expansion will involve including several other ethnic groups. The albums retail at \$2.49 and, according to Martin Kasin, Ambassador president, are being purchased by schools and libraries as being representative of authentic ethnic music.

Billboard		BEST SELLING		Jazz LP's	
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)	22	Billboard Award	
2	2	GROOVIN' WITH THE SOULFUL STRINGS Cadet LP 796 (M); LPS 796 (S)	14		
3	4	GLORY OF LOVE Herbie Mann, A&M LP 2003 (M); SP 3003 (S)	5		
4	3	SORCERER Gabor Szabo, Impulse A 9146 (M); AS 9146 (S)	12		
5	5	ALIVE AND WELL AT THE WHISKEY Hugh Masekela, Uni 3015 (M); 73015 (S)	7		
6	6	RESPECT Jimmy Smith, Verve V 8705 (M); V6-8705 (S)	21		
7	7	74 MILES AWAY Cannonball Adderley, Capitol T 2822 (M); ST 2822 (S)	14		
8	8	BEST OF WES MONTGOMERY Verve V 8714 (M); V6-8714 (S)	13		
9	9	BURT BACHARACH REACH OUT A&M LP 131 (M); SP 4131 (S)	7		
10	10	THE NEW ONE Buddy Rich Big Band, Pacific Jazz PJ 10126 (M); ST 20126 (S)	5		
11	14	CRY YOUNG Ahmad Jamal with Voices, Cadet LP 792 (M); LPS 792 (S)	14		
12	11	WAVE Antonio Carlos Jobim, A&M 2002 (M); SP 3002 (S)	20		
13	13	SERGIO MENDES & BRASIL '66 A&M LP 116 (M); SP 4116 (S)	37		
14	—	HOUSE OF DAVID David Newman, Atlantic 1489 (M); SD 1489 (S)	1		
15	17	THE HERBIE MANN STRING ALBUM Atlantic 1490 (M); SD 1490 (S)	4		
16	18	MR. SHING-A-LING Lou Donaldson, Blue Note (No Mono); BST 84271 (S)	2		
17	16	THE BEST OF STAN GETZ Verve V 8719 (M); V6-8719 (S)	3		
18	19	WORLD WE KNOW Stan Kenton & His Orch., Capitol T 2810 (M); ST 2810 (S)	2		
19	20	THAT'S MY KICK Erroll Garner, MGM E 4463 (M); SE 4463 (S)	9		
20	12	ALLIGATOR BOOGALOO Lou Donaldson, Blue Note BLP 4263 (M); BLP 84263 (S)	22		

Billboard SPECIAL SURVEY For Week Ending 3/2/68





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# April-Blackwood in Big Drive

• Continued from page 1

for Daylight Productions by Chip Taylor and Ted Darrow.

**Guryan Signing**  
Also in line with the development of Daylight Productions is the signing of Margo Guryan, a writer-singer. Daylight is close to closing a deal for Miss Guryan's product with a top label. John Hill, a Daylight Productions' staffer, will be producing Miss Guryan's disks.

Anderson is also continuing to build up his staff of writers. He recently signed Bobby Weinstein, a collaborator with Teddy Randazzo on "Goin' Out Of My Head," Mickey Leonard and Herb Martin, who will work on show scores as well as pop material, Billy Vera, of the aforementioned "Storybook Children," and Miss Guryan, writer of the Spanky & Our Gang hit, "Sunday Mornin'." Also in the writer's stable are Lou Stallman and Al Gorgoni.

Anderson also believes that it's not enough for today's competitive publisher to come up

with the right song. He feels that the publisher must back up the song and the record with the right promotion.

**5 Promo Men**  
April/Blackwood now has five promotion men on a full-time basis, an office in Nashville headed by Jack Grady, and An-

derson is currently scouting for a man to head a Coast office.

In New York, Anderson is assisted by David Rosner, the firm's professional manager; and Chip Taylor, associate professional manager. Also on the professional staff are Jim Fragale and Lou Stallman.

## Executive Turntable

• Continued from page 3

**Larry Kurzon**, of the William Morris Agency's New York Music Department staff, is being transferred to London March 1, where his assignment will be to build a strong youth music base. Kurzon has been with the agency five years. . . . **Julius Cohen** has been named national sales manager for Ampex Stereo Tapes. Cohen, who joined Ampex in 1965, has been Eastern regional sales manager since 1966.

★ ★ ★

**Pat Sabatino** has been named sales manager for Monmouth-Evergreen Records. He previously was sales manager of Recording Industries Corp. and JJC Records. He recently was associated with SESAC. . . . **Wally Roker** and **Renee Roker** will handle national promotion for Tangerine Records, an ABC subsidiary headed by **Ray Charles**.

# Singleton on Spree; Buys 4 Pub Firms From Mercury

• Continued from page 1

Mercury Records had maintained a 50 per cent interest in the firms built during the period Singleton was an a&r vice-president for the company. Singleton is now engaged in independent record production, music publishing, and has two record labels of his own—SSS International Records and Minaret Records. He signed Teresa Brewer to SSS International and her first single—"Step to the Rear" from the Broadway musical "How Now, Dow Jones," was being shipped last week.

The publishing firms will all be united under a parent firm, Shelby Singleton Music, and will be administered from here. Singleton also maintains offices in New York and is planning to open an office in London. He said that he was open for a foreign catalog deal on his publishing interests.

Since he left Mercury Records, Shelby has signed 26 writers to his Shelby Singleton Music, including Ben Peters, who wrote the Eddy Arnold hits "Turn the World Around," "If the Whole World Stopped Lovin'" and "Before the Next Teardrop Falls." A Val Doonican recording of "If the Whole World Stopped Lovin'" went high on the singles chart in England. Other writers in the Singleton stable include Margaret Lewis, Myra Smith, Billy Carl, Joe Venneri and Royce Clark.

## AFM Attacks Shady Mgrs.

• Continued from page 1

everything from kickbacks to falsifying labor records," says John V. Tranchitella, union president.

Tranchitella indicated the union will agitate for legislation to outlaw shady personal management contracts and will establish a special department to deal with "unfair managers and night clubs that exploit young musicians."

The union has obtained affidavits from rock 'n' roll acts detailing how some managers have taken advantage of musicians. Evidence will be turned over to legal authorities, the National Labor Relations Board and to the California Labor Commissioner.

One complaint filed with the union indicates that some record companies ask groups to come to the studio for an 'audition' and to cut some soundtracks. There is no pay and the recordings are dubbed into other records or sold.

## Evergreen Distrib To Be Expanded

NEW YORK — Monmouth-Evergreen Records will expand national distribution beginning with the March-April releases. Monmouth-Evergreen has moved its offices to the Park Sheraton Hotel to handle the increased business.

The new releases include a Jerome Kern musical memoir, a repackaging of Lee Wiley's versions of Rodgers & Hart and Harold Arlen songs, and a three-LP salute to the songs of Irving Berlin.

## SALES HELP WANTED

Tape Cartridge Salesman wanted for large Eastern Distributor. Salary to commensurate with experience and ability. Send complete Resume to P. O. Box 921, Billboard, 165 W. 46th St., N. Y. C. 10036. All replies in strictest confidence.

## PABLO

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FT 1011 (mono) FTS 31011 (stereo\*)  
A classic recording in which a great country blues singer was rediscovered. 12" LP \$4.79

#### FARRO STREET JIVE

FT 1014 (mono) FTS 31014 (stereo\*)  
Blues singer Little Brother Montgomery performs a dozen folk ballads, including some perennial favorites. 12" LP \$4.79

#### SONGS TO GROW ON, Vol. 1

FT 1502 (mono) FTS 31502 (stereo\*)  
Woody Guthrie's prize-winning song and activity album for pre-school children.  
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#### CISCO HOUSTON SINGS AMERICAN FOLK SONGS

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One of America's finest folk singers in a collection of his favorites. 12" LP \$4.79

#### AS LONG AS THE GRASS SHALL GROW

FT 1013 (mono) FTS 31013 (stereo\*)  
Folk artist Peter La Farge sings original songs about American Indians. 12" LP \$4.79

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#### PLAY YOUR INSTRUMENTS

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#### ANTHOLOGY OF ENGLISH VERSE, Vol. 3

(15 modern British poets read their verse.) FL 9879 (mono) 12" LP \$5.79

#### POESIE DE LA NEGRITUDE

(By contemporary French poet Leon Damas.) FL 9924 (mono) 12" LP \$5.79

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# Musical Instruments

## 'Jenkins's Music—A Complete Musical Merchandiser': Wells

By GRIER LOWRY

KANSAS CITY, Mo.—"One of the gratifying trends in musical instrument retailing today is the steady upgrading in quality of merchandise being purchased," said Jack Wells of Jenkin's Music Co.

"We have watched with interest the integration of melodi-autoharps and Tone Bell sets into the elementary school music programs. Now some school

music instructors are noticing that the growing acceptance of the guitar as a hobby instrument has created a better concept of chord structure and harmony among students. As a result, they've gained a little more appreciation of this instrument and our sales reflect their acceptance."

As Musical Instrument division manager of the 14-store

Jenkin's system, which is spread out over Missouri, Kansas and Oklahoma, Wells points to the school music directors for taking the lead in upgrading students to higher-quality musical achievements. As children progress in their musical education, he notes the strong influence of the music directors in guiding students to better products.

(Continued on page 16)

## Sherman, Clay & Co. Saluted by Steinway

NEW YORK — Sherman, Clay & Co., which has grown from one San Francisco store opened in 1853 to the point where it now has 35 stores in California, Oregon and Washington, was awarded a framed plaque in ceremonies here last week when Steinway & Sons saluted the California retail operation's 75th year as a Steinway dealer.

The rich history of Sherman, Clay & Co. includes such mem-

orable events as the San Francisco debut of Ignace Jan Paderewski, the famous Polish pianist, and the California company's survival during the 1906 San Francisco earthquake.

Sherman, Clay & Co. was founded 115 years ago by Leander Sherman and his partner, Major C. C. Clay. In 1892 the partners bought the Mathias Gray Co., then the local Steinway dealer. From that point on, every touring Steinway artist made San Francisco a must appearance on the itinerary. It was through meeting Steinway artists that Leander Sherman made the life-long acquaintance of Ignace Paderewski, whom Steinway brought to the U. S. for the pianist's first concert tour.

Following the devastating earthquake, Sherman, Clay & Co. received a mysterious shipment of 12 pianos. A subsequent letter from Steinway & Sons explained that pianos were sent with the compliments of the piano company, "... as a Christmas gift, in recognition and as a token of our appreciation of your splendid business in Steinway pianos during the year, in spite of your great financial loss ... by reason of the appalling disaster."

The relationship between Sherman, Clay & Co. and Steinway & Son is further enhanced each year through the presentation of the Sherman, Clay-Steinway Award to distinguished citizens whose efforts have furthered the cultural advance of the West Coast area.

Receiving the plaque from Steinway in ceremonies here was Donald Ravitch, president of the West Coast firm. Henry Z. Steinway, president of Steinway & Sons, made the presentation at Steinway Hall, West 57th Street.

## Selmer Sales, Earnings High

ELKHART, Ind. — H. & A. Selmer, Inc., President Jack Feddersen reported that both sales and earnings for 1967 hit new highs.

Sales were \$19,305,500 compared to \$17,233,400 in 1966. Earnings in 1967 were 95 cents per share compared to 86 cents in 1966.

"We're entering our 64th year in stronger competitive position than ever before," Feddersen said. He reported that 80 per cent of the company's business is in the music education market. Selmer went on the American Stock Exchange Jan. 8.

## Fender Revives Telecaster Bass

SANTA ANA, Calif.—Fender Musical Instruments Division of CBS Musical Instruments Division of Columbia Broadcasting, Inc., has returned the Telecaster Bass to its line. The instrument is now in shipment to dealers.

The solid body bass, developed 20 years ago, was dropped from the line in 1950 because few musicians appreciated its advantages or features. Now pros and rock groups are rediscovering it.

The Telecaster is priced at \$249.50, with an optional hard-shell case at \$64.50.

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# AUTOSALVAGE



**Victor's new group takes off in high gear with their first album.**

# RCA



# 'Jenkins's Music—A Complete Musical Merchandiser': Wells

• *Continued from page 14*

Jenkin's is one of the Middle West's oldest and most complete retail music operations. Headquarters of the company is an eight-story building in downtown Kansas City, where full floors are devoted to individual major items of pianos, organs, stereo and television, band and orchestra instruments and sheet music. Facilities at this store include a series of teaching studios and an auditorium on the top floor where special events such as recitals and clinics are regularly scheduled. A musical instrument repair department is located on one floor. The company is bolstered with some of the top brand-names in all areas.

Jenkin's maintains stores in Kansas City, Mo.; Topeka and Wichita, Kan. and Tulsa and Oklahoma City, Okla. Both a downtown location and suburban shopping center stores are maintained in most of these locations.

Highlighting the facilities on the mezzanine-located musical instrument department at the downtown Kansas City store are five rooms devoted to band and orchestra instruments, drums, guitars and amplifiers. A 25-foot showcase arrangement extending up the aisle of the department features smaller accessories, with showcase in the back wall for varied instrument displays.

Typifying the planning which goes into designing displays is the new three-tier, space-saving fixture utilized for drum sets. Designed by Frank Burgard, the store's display director, who has an international reputation for his attractive window and in-store displays, this vertical type display shows a three-piece set on one tier, a four-piece and five-piece set on other levels. Built on castors, this fixture can be moved to various areas. At Christmas, it was positioned at the front of the department.

Jenkin's is strong in tie-ins with national promotions. One good one was the Vox "Battle of the Bands" held last year. This promotion created plus traffic and subsequent business at all outlets.

"We're firm believers in the value of the personal appearance clinic," Wells said. "In the past years, we had a considerable amount of favorable reaction from sponsoring the appearances of such people as Buddy DeFranco, Merle Lemon and Joe Morello." Buddy DeFranco made personal appearances at some schools and this is the kind of strategy Jenkin's favors strongly.

Managers of musical instrument departments at all stores come into the Kansas City base occasionally for meetings with Wells, J. W. Jenkins, president of the company, and E. E. M. Jenkins, vice-president and general manager.

Numerous ideas for promotions have come out of these sessions. The most recent idea, which will become a full-fledged program, to stem from these manager meetings is a special group-lesson plan for teaching guitar. This special-priced "package" teaching plan was motivated by the fast-growing popularity of this instrument with

rock and folk groups, as well as hobbyists.

The prominent role of the school business plays in company sales is shown by the fact that in each store area one or two employees are assigned the responsibility of maintaining close liaison with school instructors. The basic program is designed to keep people in the music education field posted on trends and new developments. This service is helpful in metropolitan areas, but for teachers located 40 miles and more from cities it is a vital service. This aid may include help with some instrument repair problem, supplying some much-needed accessory items that all road men carry, or getting educational material from manufacturers into the hands of teachers.

Change is the word that describes the demand for musical instruments, said Wells. He recalls when accordions were topping the sales totem pole. In more recent years guitars, amplifiers and drums have been the big selling items.

"Through all these years the band and orchestra business has maintained a steady growth due to increased activity in the schools. Music education programs continue to improve in size and quality. Dealers will notice that the demand for a particular instrument changes from year to year, and it is nearly impossible to know in advance what this change will be. We can only make an educated guess and hope for the best."

## New Decca Drum Promotion

NEW YORK—A drum promotion under which four de luxe covers valued at over \$50 will be offered with the purchase of drum sets has been launched by the home entertainment division of Decca Records, a division of MCA, Inc.

Decca is offering the drum covers with every purchase of the DMI-750 full drum and complete accessory outfit without an increase in the suggested list price of \$259.95.

Backing the promotion is a full schedule of advertising and

point-of-sale merchandising. The promotion also embraces the company's full line of accessories, including cymbals, cymbal stands, hi-hat stands.

Decca is encouraging diversification of the record dealer into the billion-dollar musical instrument market. Decca has been successful in utilizing its record marketing complex for its musical instruments and accessories.

The company entered the drum business a year ago, and reported last week that sales for

## Accordionists To Compete for U. S. Top Spot

CHICAGO — A series of championship events sponsored by the American Accordionists' Association will be held here June 27-29 at the Palmer House Hotel to determine the accordionist who will represent the U. S. in the international "Coupe Mondiale" this fall in England.

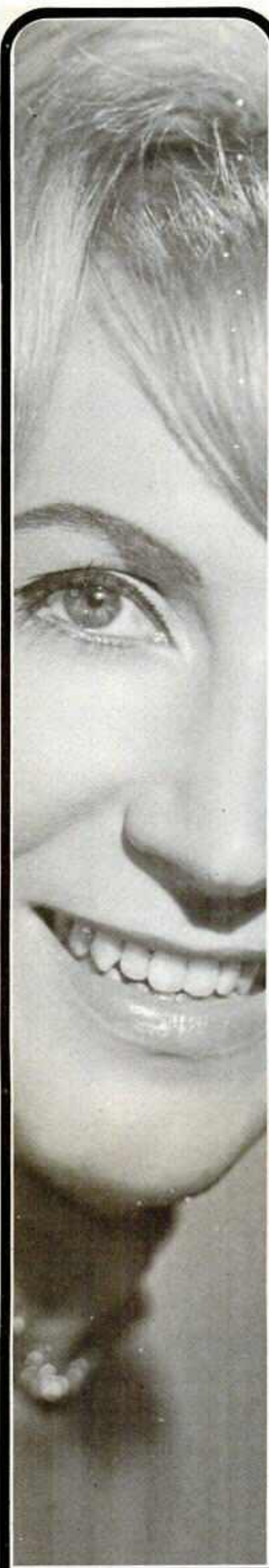
The championship events here will mark the association's 13th anniversary and will involve State and regional winners from all over the U. S. The grand prize is a cash award of \$500, plus an all-expense paid round-trip to Leicester, England, for the world events.

Special trophies and scholarships are also part of the awards in the events here. Additionally, the first, second and third-place winners are eligible for the 1969 U. S. championships.

People in all age groups are eligible to compete in over 35 categories of soloists, duets, composers, combos and bands. The three days of contests will end with a grand concert during which the top three players will vie for the U. S. crown.

Closing date for entries in the State, regional and final events, is May 20. Applications and further information can be obtained by writing to the American Accordionists' Association, 224 West 4th Street, New York, N. Y. 10014.

the first year were "very satisfactory."



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Grammy winner Jeannie Seely has staked her claim to stardom with "Don't Touch Me" and a string of equally successful releases in the torch idiom. "This new release shows another side of her talents with this up-tempo Hank Cochran ballad. It will quickly surpass her hit "I'll Love You More" on the charts."

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WIXY-Cleveland	WLOF-Orlando	WORC-Worcester, Mass.
CKLW-Detroit	WSGN-Birmingham	WAAB-Worcester, Mass.
WKDA-Nashville	WKGK-Knoxville	WTIX-New Orleans
WMAK-Nashville	WBBQ-Augusta	KNUZ-Houston
WCAO-Baltimore	WORD-Spartanburg, S. C.	KFJZ-Fort Worth
WQAM-Miami	KAAY-Little Rock	& More Coming



## Brel Alive & Well As a Musical Show

NEW YORK — There are so many moods and attitudes in the songs of Jacques Brel and so much talent and ebullience in the cast of four performers who sing them, that "Jacques Brel Is Alive And Well and Living in Paris," now running at the Village Gate, develops as an extraordinary entertainment. Columbia Records is releasing the original cast album and, thus far, it's the musical gem of the season.

Brel's songs of love, frustration, death, carousels, sailors, whores, old age, youth, loneliness and togetherness have been deftly adapted into English, from their original French versions, by Eric Blau and Mort Shuman, and are sung with such understanding and fervor by Shuman, Elly Stone, Shawn Elliott and Alice Whitfield that nothing appears to get lost in the translation.

Shuman, the leader of the pack, is a virtuoso performer. He's funny and sad and dominates the proceedings completely. Miss Stone's singing is rich and clear and almost everything she does, especially the tragic songs, comes over with unusual impact. Elliott is tall and slick and moves from sadness to gai-

ety with ease, as does Miss Whitfield, who's at her best, however, when the mood is of the brisk music hall genre.

The direction by Moni Yankin keeps the presentation mobile but never gets in the way of the songs. The arrangements by Wolfgang Knittel, who also conducts, are sharp and precise.

The saloon setting of the Village Gate, which is too appropriate to this type of presentation, will be missing from the record counterpart. But everything else should be, and that's what will make it a permanent joy.

MIKE GROSS



MITCH MILLER, right, talks up his first Broadway musical, "Here's Where I Belong," with Dick Hubert of WABC-FM's "Celebrity Choice."

## Mitch Miller in Pitch-a-Long: Drumbeater for His New Musical

By MIKE GROSS

NEW YORK—Mitch Miller continues to stay in public view even in his new role of Broadway producer. Miller, who emerged from the virtual anonymity of artists and repertoire chief at Columbia Records about 10 years ago as a performer on

the "Sing A-Long" albums and then with his own "Sing A-Long" TV show, is now doubling as drumbeater for his musical, "Here's Where I Belong," which opens on Broadway Sunday (3).

Miller, who has always been an outspoken musical man—it was he who dubbed rock 'n' roll "pimple music"—is making the TV and radio rounds talking up his musical and music, in general. He's appeared on the "Today" show, the "Merv Griffin Show," "The New Yorkers" and guested with several of the top disk jockeys in town.

Even though he's been away from the pop disk scene for several years, Miller is still a knowing and candid figure in the business. Of the so-called "new" music, Miller finds some of it "very good" and a lot of it "not so new." Miller explained, "The young performers today are adding harpsichords and woodwinds to their instrumentation and saying they invented it. They're probably too young to remember that I brought harpsichords and woodwinds to the recording I made with Alec Wilder and Rosemary Clooney more than 10 years ago."

Of the musical theater, Miller finds his first effort as a producer a challenge quite different from that of recording or

TV. "When a record is cut or a TV show is taped," Miller said, "you know it's done and will remain the same but the theater isn't so constant. Things change with every performance."

### Broadway Debut

Miller, who continually gambled with new ideas and new performers on records, is gambling again with his Broadway debut. He's assigned the lead roles to Paul Rogers and Nancy Wickwire, who are better known as actors than singers, and he's introducing a new writing team to the Broadway musical scene, Robert Waldman (music) and Alfred Ubray (lyrics).

"The musical," said Miller, "is an adaptation of John Steinbeck's novel, 'East of Eden,' and

(Continued on page 20)

### Who Making Their First Tour of U. S.

NEW YORK — The Who, Decca act from England, is on their first extensive tour of the U. S. The tour began Wednesday (21) at the Civic Auditorium, San Jose, Calif., and winds up March 30 at the Westbury Music Fair, Long Island.

The Who are currently riding with the Decca LP, "The Who Sell Out." Premier Talent Associates represents the group in the U. S.

## Patti Page Adds Another Exciting Singing Chapter

NASSAU — Even in a calypso atmosphere, Patti Page, Columbia artist, still has the knack of putting sophistication into a strongly country music-oriented show.

Opening a week-long engagement at the Paradise Island Hotel here, the "Singing Rage" brought the audience to its feet, and made the long walk back to the stage for four encores.

The fact that many members of the Country Music Association were in the audience had no bearing on her selectivity of numbers, which were woven into a stylish continuity.

Among her numbers were Mel Tillis' "All the Time," John Hartford's "Gentle On My Mind," the Redd Steward, Pee-

Wee King, standard "Tennessee Waltz," and others ranging from "Detour" to "Lazy River."

Miss Page's show is strongly complemented by Rocky Cole, who accompanied her, directed the orchestra, and offered some crowd-pleasing singing of his own. They team well together.

In addition to her well-staged show, she responded repeatedly to the crowd which shouted requests for songs she made famous.

In addition to her selection of songs, her delivery, stage presence and style were superb. Her rapport with the audience was excellent, and she continues to show the versatility which has marked her career.

BILL WILLIAMS

## Macias Mixes Up Tempos In Audience-Pleasing Act

NEW YORK—Enrico Macias overpowered a packed Carnegie Hall audience Saturday (17) with a program consisting mainly of Parisian and Mediterranean French songs. Making his New York debut, the transplanted Algerian who lives in France, had the audience clapping and singing along in number after number.

Macias, whose Pathe-Marconi disks are distributed in the U. S. by Peters International, accompanied himself on the guitar for most of the program. A fine guitarist, Macias' concert style includes playing lengthy guitar introductions for most of his numbers, some in different tempos than the songs being led up to. The result was a burst of applause each time the recognizable melody began.

From the opening "Oh! Guitare, Guitare" to the final encore "L'Oriental," Macias gave a program of mostly material familiar from his records. Whether Mediterranean as in "El Porompompero" or Parisian as in "Enfants de Tou Pays," Macias clearly has what it takes to go beyond the international market as Charles Aznavour and Gilbert Becaud have. His regular conductor and piano accompanist, Jean Claudric, led nine other musicians in the program, although for some numbers, Macias had fewer musicians supporting him. Among his best-received numbers were the lilting "Les Filles de Mon Pays" and the Israeli "Yerushalayim Shel Zahav" (Jerusalem of Gold), one of his encores. A fall U. S. tour is planned.

FRED KIRBY

## Medley Hits Peak Form in His Debut as Solo Singer

LOS ANGELES—Bill Medley embarked on a career as a solo vocalist Tuesday (13) at the Coconut Grove. Medley had been the other half of the Righteous Brothers.

After a few quips he held his audience with soulful Ray Charles-like renditions. Backed by Frankie Ortega's 16-piece band, along with his own drummer, two guitar players and his personal conductor, Medley made his opening night a memorable evening.

However, the Jack Holloran Singers, four males and three girls, used to substitute for the tenor voice of Bobby Hatfield, left much to be desired in vocal projection.

The audience responded enthusiastically to "Let Good Times Roll," "Impossible Dream," "Lucky Old Sun," "Old Man River," "Baby I Need Your Lovin'" and "I Can't Stop Loving You"; and when he sang "Swing Low Sweet Chariot" while playing the piano, the house rocked.

Though Medley's projection was always good, he seemed less impressive with "Show Me," "That's Life," "Righteous Brothers Medley," "Phoenix," "What Now My Love" and "You're Nobody Till Somebody Loves You."

SHELBY JONES



"unwind"  
(45-1048)

Ray's inventive style is at its best in this exciting new release. Already . . . Boston, Chicago, Milwaukee, Baltimore, Los Angeles, San Diego, Miami, Atlanta, Nashville and Charlotte, to name a few, are on this record. There must be a reason. And there is. "Unwind" is moving . . . UP!

RAY STEVENS



MONUMENT RECORD CORP.  
NASHVILLE/HOLLYWOOD





Like nobody singz like  
**THE HUMAN BEINZ**  
on their new Capitol album  
**NOBODY BUT ME**



Hear them sing these hits: **Nobody But Me...Foxey Lady...  
Turn On Your Love Light...The Shaman...seven more.**

Produced by Alexis de Azevedo. Also available on 8-track tape cartridge (8XT 2906).



ST 2906



# Gouldman Thing —Writer of Hits

By ED OCHS

NEW YORK — Graham Gouldman, recently signed as RCA artist, has poise and polish of experience. For Gouldman, 22, is a veteran British songwriter whose debut single, "The Impossible Years," has been preceded by five years worth of pop hits penned for groups like Herman's Hermits and the Hollies.

"His writing credits are impressive, reading like a resume of success in the music business: "Listen People" and "No Milk Today," by Herman's Hermits; "Bus Stop" and "Look Through Any Window," by the Hollies; "For Your Love," by the Yardbirds, and "Behind the Door," by Sonny and Cher, among others. Gouldman knows his way around New York, has seen most of the U.S. and plans to see even more when his first LP, "The Graham Gouldman Thing," will be released in April.

Gouldman's road to recognition has been well-paved with broken guitar strings, amplifier feedback and the din of distant band dates. Born in Manchester, he graduated from trade school into a rock group, wading from group to group like a door-to-door salesman. Meanwhile, he wrote a song that he later returned to in the wake of his success. To date, "Listen People" has sold over a million copies, creeping into the reper-

toire of a multitude of artists and every musical style.

Gouldman is self-taught, picking out melodies on his guitar, and, later, tacking on the lyrics. His test of a good song is simple: "I never write a song down," said Gouldman. "If I can come back to it afterwards and remember it, then I write it down." His risky formula for success has proved almost infallible for the young singer-songwriter for five years.

Co-produced by Peter Noone, better known as "Herman" of Herman's Hermits, Gouldman's LP will feature hits he has written for a number of top artists and new tunes he has written for himself.

## Kensington Market Put on Disk Market

NEW YORK—The Kensington Market, a new Toronto group signed to the production firm of One Toad, Two Frogs, was put on the market before shipping record labels last week at the Bitter End. The group is flexible and polished, capable of reeling out complex psychedelic musical structures, such as on "Suspension," which drives to a wild frenzy. Yet, they are not prone to overdoing the psyche bit; "Phoebe" was tuned hinged on rhythmic explosions of highly amplified sound with a rocking music pattern: "Color Her Sunshine" was bluesy as

# Big Drive on Bennett Tour

NEW YORK — A lavish promotion campaign will herald the 25-day personal appearance tour of Tony Bennett which will begin Sunday (3) at Lincoln Center here.

After signing with Ken Roberts of University Concert Productions, Inc., Bennett and Roberts, in co-operation with Columbia Records, set a budget in excess of \$100,000 for an advertising, promotion and publicity campaign for the series of one-nighters that will circle the country. Also involved are Joe Petralia, Bennett's personal record promotion man, and Rogers, Cowan & Brenner, Bennett's press representative.

More than \$20,000 will be spent for the Lincoln Center date alone. Five weeks prior to the March 3 date, they contracted for the billboard above the Palace Theatre. Besides the \$5,900 spent for the few week's display, which features a portrait of Bennett, a full-page ad has already appeared in the Sunday (N. Y.) Times, and another is scheduled for the Daily News. This will be followed by one in the New York Post, as well as TV and radio campaign contests with WNEW, posters,

flyers, etc. This type of campaign sets the pattern for the other dates.

With the Columbia Records artist headlining the tour, the balance of the package will feature the Duke Ellington Orchestra and comedian Jack E. Leonard.



LeRoy Van Dyke seems to be headed for another hit with his latest single release for Warner "Louisville" (Warner Bros. 7155) has all the elements that have spurred on Van Dyke's past successes, and it's moving rapidly up the charts. It's a poignant performance with an undercurrent of vitality that's so characteristic of Van Dyke. The flip side is a little heard, well worth hearing tune called "There's Always Tomorrow." Characteristic of his demands for the finest arrangements and accompaniment is Leroy's guitar. He plays a Gibson — choice of professionals.

(Advertisement)

## PP&M Offer 25 Tunes in A Scoring Act

SANTA MONICA — Peter, Paul and Mary returned to the Los Angeles area for their annual visit, Friday and Saturday (16-17).

The Santa Monica Civic Auditorium was packed the first evening, and the trio communicated its brand of dramatic and provocative folk music.

The trio offered 25 songs during their songfest, with ample room for each to solo. Mary Travers develops tunes while she pivots, bends her knees, arches and gyrates her body.

In the main, the group's music is written by others, although Paul Stokey and Peter Yarrow are now beginning to perform their own compositions, such as Stokey's "Love City" and Yarrow's "Weep for Jamie."

Dick Kniss' bass is featured as the bedrock foundation for two unamplified guitars.

ELIOT TIEGEL

## Mitch Miller

• Continued from page 20

not the Warner Bros. version of "East of Eden."

The original cast album of the musical will be released by United Artists Records and the songs from the show which are being picked up by record companies are "We're a Home," "No Time" and "Here's Where I Belong." And, when Miller gets the chance, he performs these songs himself as he makes the rounds of the radio and TV shows.



DECCA RECORDS' artists & repertoire vice-president, Milt Gabler, left, and promotion-publicity topper Lenny Salidor, right, map out promotion campaign for the debut of a new group called the Forum Quorum.

## Rascals to Make 1st Film in May

HOLLYWOOD—The Young Rascals, Atlantic Records group, are expected to begin shooting their debut movie in May. Title as yet has not been chosen, but the group was in Hollywood last week examining the first draft of a screen play by Lila Garrett and Bernie Kahn. Sid Bernstein, manager of the group, will produce the movie with Steve Allen for Warner Bros.-7 Arts. The group will write and produce all of their music for the soundtrack which will be released in an album by Atlantic Records. As plans stand now, the full-length movie will be filmed on location at several spots around the world, including Hawaii, Stockholm, Istanbul, Japan, South America and Johannesburg.

the acoustical guitar player switched to a harmonica and the lead guitar player went to an electric organ. "Speaking of Dreams" was probably the best of the night, starting with a chamber music effect and building from there. Felix Pappalardi, the producer of the One Toad, Two Frogs team of Bud Prager and Pappalardi, will produce the group's records.

CLAUDE HALL



## "watching the trains go by"

Tony Joe White is one of the most unusual talents ever developed by Monument Records. His artistry, as demonstrated in this release, has already been discovered by underground devotees... WNEW-FM's sizeable audience, for example. Now, like a newly-tapped geyser, Tony Joe's "Watching The Trains Go By" is ready to surface. Get ready.

TONY JOE WHITE



MONUMENT RECORD CORP. NASHVILLE/HOLLYWOOD

Unsurpassed in Quality at any Price

**GLOSSY PHOTOS**  
8¢ EACH 8x10  
IN 1000 LOTS  
\$11.95 per 100  
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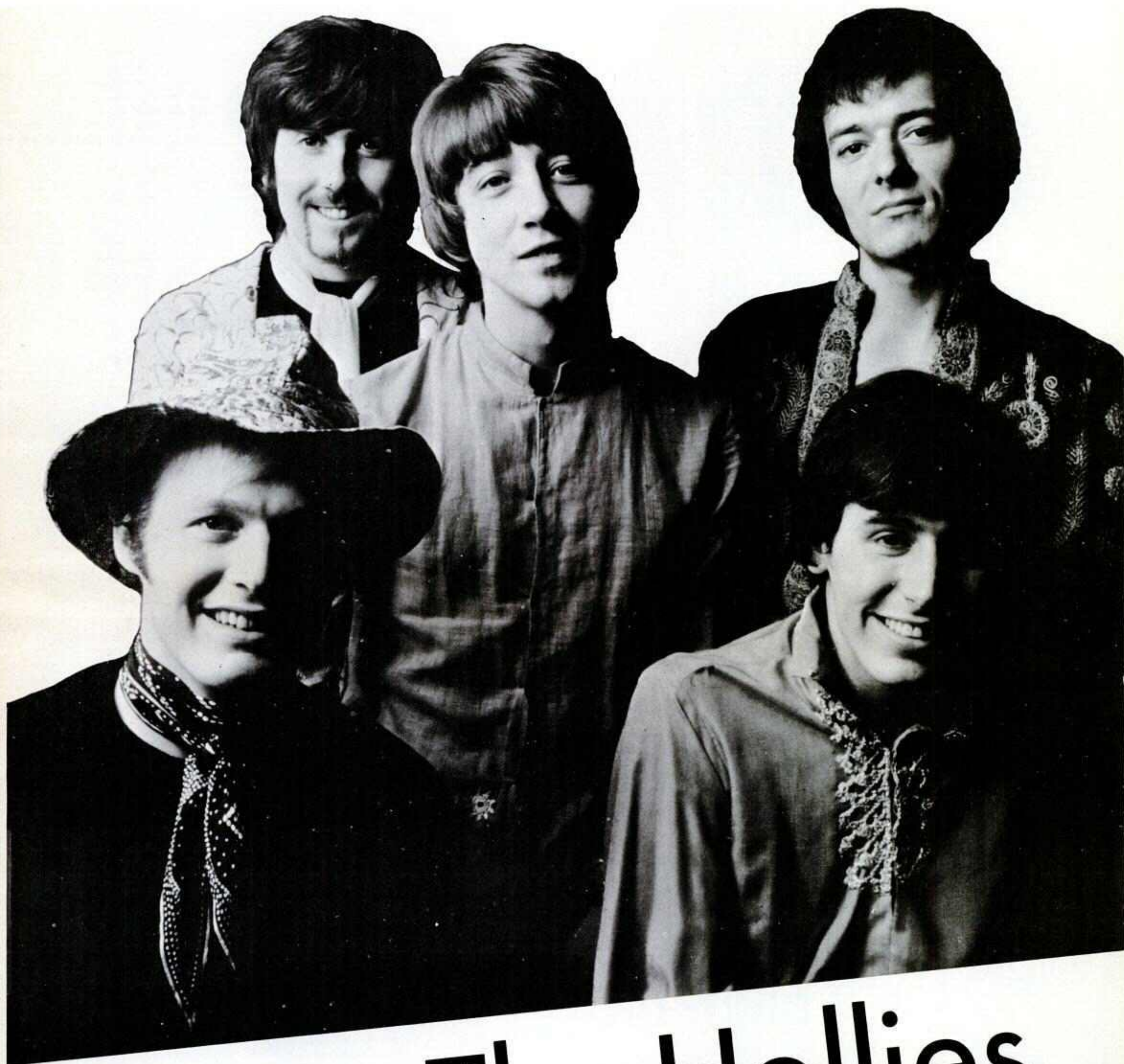
COLOUR IS HAPPENING

**The Lollipop Shoppe**

VERY SOON!



everyone's  
picking up  
Jennifer



# The Hollies

## "Jennifer Eccles"

5-10298

She's single, and a hit!





# Radio-TV programming

## KPPC-FM Makes Groovy Plans

By ELIOT TIEGEL

LOS ANGELES — A continuous light show and an open studio policy will highlight KPPC-FM's new quarters in Pasadena. "We plan making the station a tripy, groovy place," explains program director Tom Donahue.

Presently broadcasting from the basement of the Pasadena Presbyterian Church, the Avery-Crosby Broadcasting station plans moving to its new quarters at 73 Fair Oaks Street within four weeks. The new location will be the third floor of a Masonic temple built in 1903 which currently houses several "head" shops (psychedelic poster/ornaments) and a melodrama theater.

The light show will run in an auditorium adjacent to the one broadcast studio. The same policy of allowing the public to hang around the station which marked the company's KMPX-FM operation in San Francisco, will be initiated here. Donahue says by letting the

listener come into the studio and chat with the disk jockey on duty, the station grabs the public's pulse quicker.

Presently completing its first 10 weeks of exploring the album sounds of the pop/hippie groups, the station estimates it will increase its power from 20,000 to 50,000 watts within six weeks. At that time, it will convert to multiplex stereo.

### Store Advertising

Since switching from a background sound to a supporting voice for the hirsute groups, KPPC-FM has been snaring record store advertising under its policy of eight spots per hour.

The station is drawing the young music listener, whose ear is attuned to the dissonant, distortion dominated, Asian influenced pop sounds.

Material accepted for airplay has to be electric rock, folk, electronic. A little classical and jazz are added for spice. Each organ selections or the studious works of electronic master John

Cage are infused with the works of Canned Heat. Grateful Dead, Cream, Beatles, John Fehey, 12th Floor Elevator.

### Preferences

Each show reflects the preference of the DJ in charge. The station has two hot lines in its present studio for audience requests. Despite the freneticism of much of the music, the five staff DJ's are refreshingly gentle in their patter approach. "We underplay; try to create an intimacy," one air personality says. The lineup consists of new voices following a clean sweep of personalities associated with the former management. The new roster opens with Les Carter from 6-11 a.m.

Carter deserted the jazz world from KBCA, but has been playing  
*(Continued on page 26)*

## KGFJ Bows Talent Hunt

LOS ANGELES — Rhythm & blues outlet KGFJ, launches its second annual amateur talent hunt Saturday - Sunday (2-3) with open competition here at Jefferson High School.

The 24-hour r&b station will present amateur groups for five successive weekends at the school with the winning groups assertedly earning recording contracts with Brunswick, Motown, Amy/Mala, Chess, Kent and Atlantic.

Last year's competition drew entries from over 400 groups, the station reports. Entry blanks are being slotted with major record stores in the area. Judges for the competitions have not yet been named.

## STATIONS PLAYING PROGRESSIVE ROCK

*EDITOR'S NOTE: The following is a list of stations currently programming progressive rock music, sometimes known as "underground" music.*

### FULL TIME

- WNEW-FM**—Program director Nat Asch, 565 Fifth Avenue, New York, N. Y. 10017 (Stereo).
- KMPX-FM**—Program director Tom Donahue, 50 Green Street, San Francisco, Calif. 94111 (Stereo). Phone: (415) 434-2837.
- KPPC-FM**—Program director Tom Donahue (also programs KMPX-FM), 585 E. Colorado Boulevard, Pasadena, Calif. 91101. Soon to be stereo. Phone: (213) 681-0447.
- KSHE-FM**—Program director Ron Elz, 9434 Watson Road, St. Louis, Mo. 63126 (Stereo). Phone: (314) 842-1111.
- WABX-FM**—General manager John Small, 3307 David Stott Building, Detroit, Mich. 48226. (Phone: (313) 961-8888).

### PART TIME

- WBZ**—Deejay Dick Summer, 1170 Soldiers Field Road, Boston, Mass. 02134. Phone: (617) 254-5670. Sunday evening show called "Summer's Subway."
- KFMK-FM**—Music director J. Thomas, 1900 Medical Towers Building, Houston, Tex. 77025. Phone (713) 526-4764 (Stereo). Progressive rock midnight to 6 a.m. daily.
- WMBM**—Deejay Jerry Powers, Box 1740, 814 First Street, Miami Beach, Fla. 33139. Phone: (305) 532-6347. Eleven-midnight week nights. May soon go progressive rock all day Sundays.
- KSFR-FM**—Program director Al Covaia, 211 Sutter Street, San Francisco, Calif. 94108. Phone (415) 986-2825. Weekends on "Underground Sunshine" program.
- WOPA-FM**—Al Rosenfeld, 408 S. Oak Park Avenue, Oak Park, Ill. 60302. Phone: (312) 848-5760. (Owned by Seed, underground newspaper). "Rock Garden" program two and a half hours daily.
- WMFT-FM**—Co-producer Ray Nordstrand, 221 N. LaSalle Street, Chicago, Ill. 60601. Phone: (312) 782-5668. "Midnight Special" three hours each Saturday; rebroadcast Wednesdays.
- WSDM-FM**—Deejay Terry Chess, 3350 S. Kedzie Avenue, Chicago, Ill. 60623. Phone: (312) 847-2600. Midnight to 1 a.m. Sunday.
- WLS-FM**—Gordon Anderson, 360 N. Michigan Avenue, Chicago, Ill. 60601. Phone: (312) 782-2002. "Spoke" program, one hour Sunday through Friday.
- WAVA**—1901 Ft. Myer Drive, Arlington, Va. 22209. (Washington area). Phone: (703) 522-1111. Nine-midnight daily.
- WASH-FM**—Prudential Building, Suite 500, 1334 G. Street, N.W., Washington, D. C. 20005. Phone: (202) 347-1356. Midnight to 6 a.m. on weekends.
- WZAK-FM**—1303 Prospect Avenue, Cleveland, Ohio. 44115. Phone: (216) 621-7897. Eleven p.m. to 1 a.m. nightly.
- WKYC**—1403 E. 6th Street, Cleveland, Ohio 44114. Phone: (216) 696-1100. On weekends 11-midnight.
- WIXY**—3940 Euclid Avenue, Cleveland, Ohio 44114. Phone: (216) 391-1260. Midnight to 6 a.m. integrated with regular Hot 100 records.

## 3 Chicago Outlets Launch Progressive Rock Airplay

CHICAGO — Three local stations have bowed progressive rock programs.

The newest was announced last week by WOPA-FM, a station owned by the publishers of Seed, a nationally distributed underground paper. WOPA-FM joins WLS-FM and WSDM-FM in initiating underground programming.

"We do not program records simply because they've anti-establishment or not played elsewhere," said WFMT-FM's Ray Nordstrand, who with Norman Pellegrini co-produces "Midnight Special."

WFMT-FM's show, a Saturday night fixture that has broken such off-beat records as "Plastic Jesus" by the Gold Coast Singers, is a three-hour program rebroadcast on Wednesdays. The first of the new underground programs here is on WSDM-FM the outlet owned by Chess Record Producing Corp. owners Leonard and Phil Chess; it is a one-hour Saturday show. WLS-FM was to have started its one-

hour, Sunday through Friday show Feb. 18. WOPA-FM's show will start March 4 on a 10 p.m.-12:30 a.m. basis.

"Underground radio is 18 minutes of 'Alice's Restaurant' by Arlo Guthrie. It's things like 'Heroin' by the Velvet Underground, a song the licensing agencies wouldn't even touch," said Lee Katz, who with Al Rosenfeld, is producing WOPA-FM's "Rock Garden."

WLS-FM's show will be called "Spoke." Gordon Anderson, who is "Spoke," said this word translates: "The flesh that holds the wheel of life together." Anderson plans several interviews with artists such as Jimi Hendrix, and may do some remote programs.

Terry Chess will handle the WSDM-FM show called "Underground Den." "We'll feature plenty of long cuts like the seven-minute 'You Keep Me Hangin' On' by Vanilla Fudge and Ravi Shankar's 'Thumri' which runs 5:25," Chess said.

## Don't Need Play to Sell Disks: Drew

DETROIT — At long last, radio program directors can prove that you "don't need airplay to sell records," said Paul Drew, program director of 50,000-watt CKLW here. Drew, who took a weak-sister station and built it into a ratings giant in less than a year, pointed to the Cream and the Vanilla Fudge and the Jimi Hendrix Experience. "Isn't it remarkable how many albums the Jimi Hendrix Experience has sold in comparison to what airplay they've had?"

But the influx of album groups does not mean that singles are dead nor that program directors will be short-changed for programming material. "The life blood of the music industry is new talent. And if music seems at the moment to be going the

album route, it's because a lot of record companies are followers. But in the meantime you have the people who are constantly coming up with something original. "These creative people are the ones who'll keep Hot 100 radio alive, he felt.

### Took Over Last March

Drew took over CKLW here in March 1967. The closest ARB audience rating gave the station third place in the market behind WKNR, a Hot 100 station, and WJR, an easy listening station that led the market 6 a.m.-midnight. So, Drew started with an ARB of 8.5. The October-November 1967 ARB showed the station second with a 15.4 between 6 a.m.-midnight WJR still led. But the latest Pulse of Detroit, taken October-November-December shows

## R&B'er WMBM Has Rock Show

MIAMI BEACH—WMBM, a 24-hour r&b station, has bowed a late-night hour show featuring progressive rock album cuts.

CKLW leading all with a 22 rating between 6 a.m.-midnight, compared with WJR with a 13.5.  
*(Continued on page 24)*

According to Jerry Powers, deejay on the new 11-midnight week-night show, WMBM with 5,000 watts serving Dade County, has studio guests discuss issues between records. The station has received 30-40 calls a night since the program began Jan. 8. Powers' show will expand to an all-day Sunday session in a few weeks.



## "sundown mary"

(45-1055)

"Billy has a sure-fire smash with this change of pace rhythm ballad follow-up to his 'I've Taught Her Everything She Knows' — 'Sundown Mary' will hit the charts with impact."

BILLBOARD

BILLY WALKER



MONUMENT RECORD CORP. NASHVILLE/HOLLYWOOD



KITTYHAWK

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THE  
CUTTERS



# WBZ Evening Play Helping Disk Sales

BOSTON — WBZ has young adults here excited with its evening programming, which has been leaning more into the progressive rock field. "Dick Summer Subway" show on Sunday, is making a big impression in sales of progressive rock albums, indicative of a large audience of college-age listeners.

Both MGM/Verve Records and Columbia Records executives have felt the influence of Summer on record sales. One Columbia executive said albums were selling like crazy in Boston and it was directly traceable to WBZ. Independent record producer Wes Farrell said it was largely WBZ that helped launch the Beacon St. Union group.

WBZ general manager Perry Bascom said he was unaware of the effect of the station on

album sales, but did know that Summer "seems to appeal to young adults."

Summer plays the Boston Sounds on Sunday, primarily. Bascom said that the Boston Sound seemed to have developed in the past couple of months. "I don't know who labeled it. It wasn't an overt move on our part. We've always been playing a lot of album cuts." To Bascom, WBZ "means a lot of things to a lot of people."



JAY AND THE TECHNIQUES appeared on the "Swinging Majority" show on WCIU-TV in Chicago recently. The show is hosted by WLS deejay Art Roberts, seen here firing questions at George Lloyd and Jay Proctor of the Smash Records group.

# KBBQ to Air Awards Show

BURBANK, Calif. — KBBQ, country music station here, will broadcast live the third annual awards show of the Academy of Country and Western Music Monday (4). The 10,000-watt station will broadcast the show in its entirety without commercials, according to program director Bill Ward. The dinner is being held in the Century Plaza Hotel. Pat Buttram will be master of ceremonies.

Slated to appear are Glen Campbell, Nancy Sinatra, Buck Owens, Lee Hazlewood, Tommy Smothers, Merle Haggard, Roy Clark, the Collins Kids, Richard Long, Pat Boone and Fess Parker.

## Good Music DJ

CLEVELAND — Along with a new tower and transmitter, WDOX-FM here has added a personality in the morning to announce the good music records. Veteran deejay Wayne Mack is handling a 7-10 a.m. show on the stereo 100,000-watt operation. The rest of the 24-hour operation, the station programs good music in clusters.

# Gentilomo Sets Up Firm to Handle Foreign Stations

NEW YORK — A new firm — EuroAmerican Showbusiness Center — has been set up here by Carlo L. B. Gentilomo to

## WKYC-TV BOWS VARIETY SHOW

CLEVELAND — WKYC-TV bowed last week a half-hour live color daily variety show. Host is Mark Russell. Format of show will include interviews with record artists and the lineup for the first two weeks included such as Al Hirt, Bill Cosby, and Marilyn Maye. John Schimpf is producer-director. Music is by the Bob McKee Trio.

represent foreign radio stations. Gentilomo, who produced and directed programs for Radio Luxembourg in Paris, the RAI and Swiss Radio at Zurich, has already gained as clients Radio Luxembourg and Swiss Radio. He has already produced several record-artist interview shows for Radio Luxembourg.

Purpose of his firm will be both to act as a representative of the American scene for radio stations abroad, but act as liaison man for U. S. record companies in dealing abroad, such as publishing, places for artists to perform in Europe, promotion, and radio. Gentilomo, who speaks five languages, said he eventually hopes to set up an office in Paris and establish an American there as his European counterpart.

Lenny Scheer, MGM Records label manager, gives credit to Dick Summer of WBZ in Boston for being the catalyst behind the exploding sales of the record company's albums featuring the Ultimate Spinach, the Beacon Street Union, and the Orpheus. WBZ's 50,000 watts reach such places as Charlotte, Milwaukee, and Indianapolis and "Summer's Subway" Sunday show is proving to be great news for progressive rock groups.

Clarence Chaline moves from operations manager of KMSC-FM, Houston, to the post of gen-

eral manager, replacing Jeff Thompson who has joined the new channel 16 TV station soon to bow in Houston. . . . Record promotion men went on the air recently in San Antonio to help KITE raise funds for the San Antonio Heart Association, each promotion man spinning the records of his company, assisted by regular deejays Paul Allen, Bill Crable, Randy Wood, and Paul Morgan. . . . Art Gliner, incidentally, is the replacement for Bill Crable as the new breakfast time entertainment on WOAI, San Antonio. . . . First, Dave Diamond was supposed to go to Cleveland, then he was supposed to join ABC-TV in Hollywood, but he ended up at KFRC (as of Feb. 19) the Hot 100 (would you believe Real Hot 15) station in San Francisco; Diamond had been with KFWB in Los Angeles, which is now programming news.

WTRU, Hot 100 station located in Muskegon, Mich., needs a deejay. Send resume and air check to program director Don Anderson, who programs both WTRU and WGRD, at WGRD, 35 Lafayette, N. E., Grand Rapids, Mich. 49503.

Dick Blanchard has been promoted from production manager to program director of WFEA, the 5,000-watt Century Broadcasting operation in Manchester, N. H. . . . Tall Paul and the Big Ben Caravan of Stars, formerly with WPNC, Plymouth, N. C., is now with WJNC, Jacksonville, N. C., a Hot 100 station. Needs records.

Jerry Moon, formerly with KTSA, San Antonio, now with KBAT in that city. . . . KIHR, Hood River, Ore., has had some changes: John Codino is now 6-noon; Curt Coleman, formerly with KVOC in Casper, Wyo., is new program director and is working on the air noon-5:30 p.m.; music director Kim Carey is doing the 5:30-11 p.m. stint. Former program director Bill Baker has moved up to become assistant manager. The station, which features easy listening music during the day and rocks in the evening, is now owned and managed by Paul Walden, former manager of KODL at Dalles, Ore. Baker said he's in need of records, especially Warner Bros. and Atlantic.

Don Major, program director of KPLS in Santa Rosa, Calif., has resigned to become program director of KGNU in Santa Clara, Calif. New program director at KPLS is Bob Taylor from Los Angeles, but I don't know what station. . . . Here's a guy in des-

# Hot Promotions

WSB in Atlanta, one of the major easy listening stations in the nation, went to its listeners to find out what they wanted to hear in a special "Program Director Contest." The contest asked listeners for program ideas and items they would enjoy hearing. As a result, three new features will soon be heard on WSB, including a show to acquaint listeners with the deejays. This comes as the result of a letter to program director Brent Hill saying: "We look at you not as mere fixtures, but as faithful friends who strive to bring us the ultimate in valuable information, helpful service, and delightful entertainment all year long." So, WSB will devote a special day to furnishing more facts about its personalities, their families, hobbies, likes, and dislikes. Winners of the contest received transistor radios.

# Don't Need Play to Sell Disks

Continued from page 22

WJR still leads in the 6 a.m.-10 a.m. slot, but the rest of the day belongs to CKLW.

How did he do it? "Well, somebody up there likes me," he said. But the real philosophy that guides Drew hinges on his feeling that radio is like any other product on the market except that in accepting or rejecting it, the consumer doesn't have to spend any money. If your product is inconsistent, they may not turn you on.

## Gets Once Over

Drew goes over every record left after his music librarian has screened them. He does this to make sure the music chosen to play is consistent. His librarian is Cathy Shepherd and "she's everything you could want in a music librarian. . . . she's in the mainstream with the music

and as efficient as hell." He estimates that she screens out 40 per cent of the records. They listen to the rest together. He believes that record "exclusives" add excitement to the station's programming, as well as an esprit de corps among the air personalities.

The number of new records added to the playlist fluctuates each week, he said. In addition, he'll add other new records seven days a week, depending on the artist. The station plays about six albums, no more than one cut per hour. The music is all pre-planned because "it's good business."

Drew got his start in radio while attending Wayne State University in Michigan, about 1953. He worked on the school's WDET in Detroit and on WHLS in Port Huron on weekends. After college, he went to

perate straits for records. CFLS, 24 Trans-Canada Highway, Leziz, Que., plays six hours of r&b records a day, but only the top U. S. hits are released on Canadian labels, which makes rather slim pickings. Michael Corribeau, the man who does the spinning, says he serves a half million population. Who knows, maybe he could break a record up there, if he got the chance.

Ricky Scarry has been appointed program director of KUDU at Ventura, Calif. The new staff line-up includes: Dick Haskey 6-9 a.m.; Bill Sommers 9-noon; Mark Bond noon-3 p.m.; Scarry 3-6 p.m.; John Peters 6-9 p.m.; and Johnny Bee 9-midnight. Gary Steel handles mid-night-6 a.m. chores. "Since we initiated our new boss format, audience reaction has been phenomenal," says Scarry. . . . Lee Graham has been named host of the "Dawn Patrol" segment of WHK, Cleveland; Graham had been with WKBN in Youngstown, Ohio, the past couple of years. . . . Richard Stapleton has joined WWDC in Washington from WTOP in that city. . . . Dick Brown, who'd been with r&b-formatted WNJR in Newark, N. J., has become program director of WHAT in Philadelphia. Congratulations, Dick. . . . Al Collins, one of the legends, has left KSFQ in San Francisco to relocate in Los Angeles.

A note from Rick Randall, mid-night-6 a.m. personality at KGA in Spokane: "As former operations manager of two super-power radio stations off the coast of England; program director of a south Georgia station, featured deejay in two Montana cities, and leading deejay on WLCY, Tampa-St. Petersburg, Fla., I take small exception to your article on the new radio KGS in the Feb. 3 Billboard. It was not Jim Nelson who was formerly with Radio England, it was I." All I can say, Rick, is whups! . . . Charles Anthony Brown, formerly known as Bob Scott, operations manager at WXXX, Charleston, S. C., is now news director at country-formatted WMQM in Memphis. Les Acree, formerly program director at WTUP in Tupelo, Miss., has been named program director of WMQM. Other air personalities include Eddie Steward, Art Scott, and Dick Sanders.

Hugh Cherry has moved out of the news department at country-formatted KGBS, Los Angeles, and into the mid-night-6 a.m. slot on KGBS-FM. He'll continue hosting a Sunday morning gospel music show on the AM side, which is a daytime operation.



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# KPPC-FM Has Groovy Plans

• Continued from page 22


ing a few avant-garde jazzman. Ed Mitchell, who follows Carter from 11-4 p.m., transferred down from KMPX-FM. B. Mitchell Reed is the 4-9 p.m. voice, having left KFWB several weeks ago before Westinghouse decided to go to an all-news concept. Donahue works the 9-midnight stint, with Don Hall the nightowl. Donahue still continues his 8-midnight show on KMPX - FM via tape. Steve Siegal is the weekend man.

Singles (even old 78's) and tapes of LP's are aired. In fact, Donahue gets tapes of LP's before they are released in America and a British friend sends him copies of English LP's before the American distributor

gets his stock. "We play these albums because they whet the public's appetite. It's not like playing a single over and over on top 40. If the same record gets played three times a day here it's rare."

Donahue claims he had the Cream's newest LP six weeks before its American release; a Jimi Hendrix tape was being spun weeks before the new Reprise LP came out.

Since it is designed to expose the newer lengthy forms of music, the station is a repository for groups which have become today's "experimentors." Three tracks in a row, each may past the three minute AM cutoff time by the same artist are generally offered. The DJ merely allow the needle to continue tracking through an album. There is no formula prescribing instrumental, male vocalist, female vocalist; groups. Program is free wheeling.

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# BEST SELLING R&B Singles

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	<b>I WISH IT WOULD RAIN</b> Temptations, Gordy 7068 (Jobete, BMI)	7	25	30	<b>DANCE TO THE MUSIC</b> Sly & Family Stone, Epic 10256 (Daly City, BMI)	6
2	2	<b>WE'RE A WINNER</b> Impressions, ABC 11022 (Chi-Sound, BMI)	9	26	16	<b>TELL MAMA</b> Etta James, Cadet 5578 (Fame, BMI)	16
3	3	<b>THERE WAS A TIME</b> James Brown & His Famous Flames, King 6144 (Galo, BMI)	6	27	22	<b>FUNKY WAY</b> Calvin Arnold, Venture 605 (Mikim, BMI)	6
4	4	<b>BORN FREE</b> Hesitations, Kapp 878 (Screen Gems-Columbia, BMI)	8	28	11	<b>BACK UP TRAIN</b> Al Greene & the Soul Mates, Hot Line 15000 (Tosted, BMI)	14
5	5	<b>(Sittin' On) THE DOCK OF THE BAY</b> Otis Redding, Volt 157 (East/Pine/Redwal, BMI)	5	29	24	<b>NO SAD SONGS</b> Joe Simon, Sound Stage 7 2602 (Press, BMI)	8
6	8	<b>I THANK YOU</b> Sam & Dave, Stax 242 (East/Pronto, BMI)	5	30	27	<b>LOOKING FOR A FOX</b> Clarence Carter, Atlantic 2461 (Fame, BMI)	7
7	7	<b>YOU</b> Marvin Gaye, Tamla 54160 (Jobete, BMI)	5	31	28	<b>A MILLION TO ONE</b> Five Steps & Cubie, Buddah 26 (Jobete, BMI)	4
8	12	<b>LA-LA MEANS I LOVE YOU</b> DelFonics, Philly Groove 150 (Nickel Shoe, BMI)	4	32	—	<b>IF THIS WORLD WERE MINE</b> Marvin Gaye & Tammi Terrell, Tamla 54161 (Jobete, BMI)	1
9	6	<b>CHAIN OF FOOLS</b> Aretha Franklin, Atlantic 2464 (14th Hour/Pronto, BMI)	12	33	—	<b>YOU DON'T HAVE TO SAY YOU LOVE ME</b> Four Sonics, Sport 110 (Robbins, ASCAP)	1
10	9	<b>MY BABY MUST BE A MAGICIAN</b> Marvelettes, Tamla 54158 (Jobete, BMI)	10	34	34	<b>CROSS MY HEART</b> Billy Stewart, Chess 2002 (Chevis, BMI)	6
11	31	<b>THE END OF OUR ROAD</b> Gladys Knight & the Pips, Soul 35042 (Jobete, BMI)	2	35	—	<b>LOVEY DOVEY</b> Otis & Carla, Stax 244 (Progressive, BMI)	1
12	32	<b>MEN ARE GETTIN' SCARCE</b> Joe Tex, Dial 4069 (Tree, BMI)	2	36	41	<b>DRIFTIN' BLUES</b> Bobby Bland, Duke 432 (Travis, BMI)	2
13	35	<b>THERE IS</b> Dells, Cadet 5574 (Chevis, BMI)	3	37	—	<b>THAT'S A LIE</b> Ray Charles, ABC 11045 (Tangerine, BMI)	1
14	20	<b>(Theme From) VALLEY OF THE DOLLS</b> Dionne Warwick, Scepter 12203 (Feist, ASCAP)	3	38	—	<b>SOUL SERENADE</b> Willie Mitchell, Hi 2140 (Kilyn, BMI)	1
15	15	<b>LOST</b> Jerry Butler, Mercury 72764 (Double Diamond/Downstairs/Parabut, BMI)	7	39	40	<b>MR. SOUL SATISFACTION</b> Timmy Willis, Veep 1279 (Ardis/Unart, BMI)	2
16	17	<b>STOP</b> Howard Tate, Verve 10573 (Ragmar/Rumbalero, BMI)	5	40	43	<b>DO WHAT YOU GOTTA DO</b> Al Wilson, Soul City 761 (Rivers, BMI)	5
17	18	<b>MAN NEEDS A WOMAN</b> James Carr, Goldwax 332 (Rise/Aim, BMI)	7	41	—	<b>SHOW TIME</b> Detroit Emeralds, Ric Tic 135 (Myto, BMI)	1
18	13	<b>I CAN'T STAND MYSELF (When You Touch Me)</b> James Brown & His Famous Flames, King 6144 (Tacon/Soil, BMI)	11	42	42	<b>GOOD TO ME</b> Irma Thomas, Chess 2036 (Redwal, BMI)	2
19	10	<b>IF I COULD BUILD MY WORLD AROUND YOU</b> Marvin Gaye & Tammi Terrell, Tamla 54156 (Jobete, BMI)	12	43	44	<b>BURNING SPEAR</b> Soulful Strings, Cadet 5576 (Discus, BMI)	2
20	21	<b>COLD FEET</b> Albert King, Stax 241 (East, BMI)	6	44	45	<b>GOT WHAT YOU NEED</b> Fantastic Johnny C., Phil L.A. of Soul 309 (Dandelion/James Boy, BMI)	4
21	14	<b>OH HOW IT HURTS</b> Barbara Mason, Arctic 137 (Blockbuster, BMI)	9	45	—	<b>MODERN JIVE</b> Pretty Purdie, Date 1587 (Who, BMI)	1
22	23	<b>(1-2-3-4-5-6-7) COUNT THE DAYS</b> Inez & Charlie Foxx, Dynamo 112 (Catalogue/Cee & Eye, BMI)	10	46	—	<b>COUNTRY GIRL—CITY MAN</b> Billy Vera & Judy Clay, Atlantic 2480 (Blackwood, BMI)	1
23	37	<b>WALK AWAY RENEE</b> Four Tops, Motown 1119 (Twin Tone, BMI)	2	47	—	<b>(Sweet, Sweet, Baby) SINCE YOU'VE BEEN GONE</b> Aretha Franklin, Atlantic 2486 (14th Hour/Cotillion, BMI)	1
24	25	<b>IN THE MIDNIGHT HOUR</b> Mirettes, Revue 11004 (East/Cotillion, BMI)	5	48	48	<b>THIS IS THE THANKS I GET</b> Barbara Lynn, Atlantic 2450 (Crazy Cajun/Pronto, BMI)	3
				49	49	<b>WHY DO YOU HAVE TO LIE</b> Right Kind, Galaxy 759 (Cireco, BMI)	2
				50	50	<b>TRESPASSIN'</b> Ohio Express, Compass 7015 (Cudda Pane, BMI)	2

# BEST 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	8	<b>LADY SOUL</b> Aretha Franklin, Atlantic 8176 (M); SD 8176 (S)	2	16	13	<b>MAKE IT HAPPEN</b> Smokey Robinson and the Miracles, Tamla T 276 (M); ST 276 (S)	23
2	1	<b>HISTORY OF OTIS REDDING</b> Volt 418 (M); S 418 (S)	9	17	17	<b>MARVIN GAYE &amp; TAMMI TERRELL UNITED</b> Tamla T 277 (M); TS 277 (S)	23
3	2	<b>IN A MELLOW MOOD</b> Temptations, Gordy 924 (M); 924 (S)	11	18	24	<b>LIVE AND LIVELY</b> Joe Tex, Atlantic 8156 (M); SD 8156 (S)	3
4	4	<b>DIONNE WARWICK'S GOLDEN HITS—Part 1</b> Scepter SRM 565 (M); SPS 565 (S)	16	19	14	<b>COWBOYS &amp; COLORED PEOPLE</b> Flip Wilson, Atlantic 8149 (M); SD 8149 (S)	16
5	6	<b>A DAY IN THE LIFE</b> Wes Montgomery, A&M LP 2001 (M); SP 3001 (S)	19	20	18	<b>BEST OF WILSON PICKETT</b> Atlantic 8151 (M); SD 8151 (S)	16
6	3	<b>DIANA ROSS &amp; THE SUPREMES GREATEST HITS</b> Motown M2-663 (M); M2S-663 (S)	22	21	21	<b>EVERYBODY NEEDS LOVE</b> Gladys Knight & the Pips, Soul 706 (M); S 706 (S)	19
7	7	<b>ALIVE AND WELL AT THE WHISKEY</b> Hugh Masekela, Uni 3015 (M); 73015 (S)	6	22	29	<b>I'M IN LOVE</b> Wilson Pickett, Atlantic 8175 (M); SD 8175 (S)	3
8	11	<b>AXIS: BOLD AS LOVE</b> Jimi Hendrix Experience, Reprise (No Mono) RS 6281 (S)	3	23	22	<b>OUR FAMILY PORTRAIT</b> 5 Steps & Cubie, Buddah BDM 1008 (M); BDS 1008 (S)	7
9	5	<b>THE TEMPTATIONS GREATEST HITS</b> Gordy 919 (M); S 919 (S)	64	24	27	<b>HOORAY FOR THE SALVATION ARMY BAND</b> Bill Cosby, Warner Bros. (No Mono); WS 1728 (S)	2
10	19	<b>SMOKEY ROBINSON &amp; THE MIRACLES GREATEST HITS, VOL. 2</b> Tamla T 280 (M); TS 280 (S)	2	25	16	<b>I NEVER LOVED A MAN THE WAY I LOVE YOU</b> Aretha Franklin, Atlantic 8139 (M); SD 8139 (S)	48
11	15	<b>GROOVIN' WITH THE SOULFUL STRINGS</b> Cadet LP 796 (M); LPS 796 (S)	14	26	23	<b>OTIS REDDING LIVE IN EUROPE</b> Volt 416 (M); S 416 (S)	17
12	12	<b>ARE YOU EXPERIENCED?</b> Jimi Hendrix Experience, Reprise R 6261 (M); RS 6261 (S)	21	27	25	<b>REACH OUT</b> Four Tops, Motown M 660 (M); MS 660 (S)	30
13	10	<b>ARETHA ARRIVES</b> Aretha Franklin, Atlantic 8150 (M); SD 8150 (S)	28	28	—	<b>WE'RE A WINNER</b> Impressions, ABC ABC 635 (M); ABCS 635 (S)	1
14	9	<b>FOUR TOPS GREATEST HITS</b> Motown M 662 (M); S 662 (S)	23	29	26	<b>HERE WHERE THERE IS LOVE</b> Dionne Warwick, Scepter SRM 555 (M); SPS 555 (S)	60
15	20	<b>THE TIME HAS COME</b> Chambers Brothers, Columbia CL 2722 (M); CS 2522 (S)	5	30	30	<b>BORN FREE</b> Hesitations, Kapp KL 1548 (M); KS 3548 (S)	2



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# Gospel Music

## Gospel Distrib Pattern Moving Into a New Era

NASHVILLE — Gospel music, once sold almost exclusively from the foot of a stage or the rear of a bus, has done a complete turnabout in distribution.

"More than 85 per cent of all of our gospel product now is sold through distributors or major rack jobbers," said Joe Light of Heartwarming Records. He indicated the same was basically true of other labels dealing with gospel.

"There has been a definite change in the sales pattern in the past few years," Light said.

"In the beginning, when commercial gospel music was in its infancy, every artist or group left with a busful of records and sold them with a pitch from the stage."

Light said some of this still goes on, but the practice is diminishing. "The artists themselves, as well as the record companies, are trying to get the practice to die," he added. "It's unprofessional, and it left a bad taste in the mouth of everyone."

Light agrees that this method of getting records out was essential at first. "An artist would sell his record at a concert, take it home and play it, and then a neighbor would want to buy it. This stimulated the need for good distribution." He said the ratio of on-stage sales declined as distribution increased.

### More Receptive

"Distributors now are more receptive to the gospel product," he pointed out. And he listed three reasons for this: better product, more demand and TV exposure.

"The fact that sales increased with TV appearances was not just coincidental," he said. "In almost every case a TV show was the showcase for a big jump in sales, and distributors had an easier time of it."

Heartwarming works with in-

dependent dealers, or directly with the rack jobbers in the bigger chains. There are 75 wholesale outlets in all, with nationwide distribution.

"Gospel music is maturing," Light noted. "It has become a real part of the record industry. The artists themselves have created the demand, and it's growing daily."

Light said the recording companies are looking to the day when there can be 100 per cent distribution, and no need for the artist to pitch his own records. "It's coming to this," he said, "and the day is only two or three years away."

Light points out that, some years back, country music was sold in the rear-of-the-bus manner. "All of that changed years ago, and country now is among the most respected music in the world. We're now seeing the change in gospel."

In an allied note, distributor pressure also has resulted in the release of a gospel single, which for two years has been part of a Singing Rambos album. One distributor requested 500 of the singles, so Heartwarming pressed a complete order. Since that time, several other distributors have bought the single.

## Heartwarming In Double Test

NASHVILLE — A totally new double experiment in gospel music will be under way this week with two sessions at Heartwarming Records.

One is a "soul" gospel album by Dottie Rambo (Billboard, Dec. 16, 1967), utilizing Negro background voices, and the other is a "folk-rock" gospel album, by Reba Rambo, daughter of Buck and Dottie Rambo.

The LP's will be cut on consecutive days. Both will be solo albums.

Voices are now being gathered from Fisk University and other predominantly Negro schools in the South to provide the sound sought in the one album. Mrs. Rambo has written seven of the songs in the session, geared specifically for an "integrated" sound. The idea stemmed from a revival in Birmingham.

In another departure, Reba Rambo, 16, is recording an album titled "The Folk Side of Gospel," trying to capture the "young sound of gospel music." Operating on the thesis that young converts to this sort of music have a need for such an album, Heartwarming is taking this gamble. A budding young songwriter, Reba has written two of the tunes in the LP. She will be backed by the Marijohn singers in her first solo album. She thus becomes the youngest female gospel singer to record solo. She has sung with the family group for two years. Mrs. Rambo will be backed with up to 40 Negro voices on her sessions, which she says will be "real hand-clapping, soul singing."

Both LP's are slated for early release.

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## LeWayne Satterfield Exits GMA Position

NASHVILLE — LeWayne Satterfield, after a year as executive director of the Gospel Music Association (GMA), has resigned her post, effective April 1.

Miss Satterfield will join Pete Emery Productions, owned by Jake Hess and Eddie Hill, as director of a new advertising agency and public relations branch.

Jim Myers, president of GMA, said no successor had been selected. He planned to visit Nashville this week to seek possible applicants for the post.

Under Miss Satterfield, GMA had shown appreciable growth, had produced a record album which was making good returns for the association, and had helped spur additional interest in gospel music generally.

Calling her association with GMA "pleasant and fruitful," the former Georgia newspaper-woman said her new position "will enable me to utilize my creative talents to the fullest."

Pete Emery Productions has been involved in virtually every facet of the music business. This includes recording, booking, television and publishing.

## Florida Boys Ink Talent Contract With Don Light

NASHVILLE — The Florida Boys, pioneers of gospel music on TV, have signed a talent contract with the Don Light Agency.

Hosts of the "Gospel Singing Jubilee" since 1964, the Florida

Boys are the "most televised gospel group in America." The "Jubilee" is produced here by Show Biz, Inc., and is seen in more markets than any other syndicated gospel show.

The Florida Boys are Les Beasley, manager and lead singer; Tommy Atwood, tenor; Glen Allred, baritone; Billy Todd, bass, and Derrell Stewart, piano. In addition to singing, the group now is using instruments on the TV show and at personal appearances, giving them the "big sound."

Steve Sanders, a 15-year-old on the Canaan Label, also will be represented by the Light agency for gospel appearances. He also has been added to the "Jubilee" as a regular member.

The Florida Boys and Steve Sanders are being booked separately or as a package. Other members of the Light agency are the Happy Goodman Family, the Oak Ridge Boys, the Chuck Wagon Gang, the Singing Rambos, Jimmy Davis, the Prophets Quartet and Thrasher Brothers. Three of these groups, the Goodmans, the Rambos and the Oak Ridge Boys, are among the five finalists in the NARAS awards nominations in the Gospel category.

### Shaped Notes

The Blackwood Brothers Quartet has a steady string of performances on tap for March. Opening in South Bend, Ind., the group goes to Chicago; Galesburg, Ill.; Charleston, W. Va.; Huntington; Houlton and Augusta, Me.; Portland; Boston; Concord, N. H.; Rockaway, N. J.; New Castle, Pa., and Flint, Mich.

Glenn Tadlock, from Rockingham, N. C., has endeared himself to the Singing Rambos. The youngest of 12 children, he has signed on as bus driver for the family. . . . Marjorie Luke is president and chairman of the board of the Dixie Singing promoters. . . . Bill Smith, gospel DJ at WAAO, Andalusia, Ala., and manager and lead singer of the Ambassadors Quartet, is a full-time sergeant in the Army. Del Williams assumes his duties in his absence.



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RELIGIOUS  
THE SOUL SINGING RAMBOS—Heart Warming HWM 1953 (M); HWS 1953 (S)



GOSPEL  
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# Country Music

## Country Shows' Drawing Power in High Voltage

NASHVILLE — Any doubts bookers and promoters may have held concerning the continued drawing power of country music performances have been dispelled by early turn outs in 1968.

The 90-day-old country-music outlet for the Twin Cities of Monroe and West Monroe, La., drew more than 4,000 to the Monroe Civic City Arena. According to the center director, William B. Lillyman, this was the largest number ever to attend a country show in northeast Louisiana.

The package for the show consisted of Hank Williams Jr., Wilma Lee and Stony Cooper, Merle Kilgore, Marty Robbins, Leon Ashley, Margie Singleton and the Drifting Cowboys.

About the same time, the

Louisiana Hayride, originating from Shreveport, drew one of the largest crowds in its history, necessitating two shows to accommodate the crowds. The package, promoted by A. V. Bamford of San Antonio, consisted of Bobby Bare, Loretta Lynn, George Jones, Roy Clark, Skeeter Davis and Slim Whitman. The Louisiana Hayride celebrates its 20th anniversary April 6 with a show featuring Ferlin Husky, Willie Nelson, Nat Stuckey, Jan Howard and Cheryl Pool.

### Turned Away

In another area, several thousand reportedly were turned away at Greenville, S. C., when WESC Radio's "Shindig II" featured the Porter Wagoner Show, Little Jimmy Dickens, Johnny Paycheck, Connie Smith and the

Sundowners, Grandpa Jones, Red and Fred and Vernon Oxford. The official attendance, reflecting all available extra seating and standing room, was 6,800.

Abe Hamza, president of Music Unlimited, said his Rochester, N. Y. firm racked up a string of successes across the Northeast. Hamza said the SRO turnouts evidence continued growth of country music.

A Hubert Long Talent Agency package, promoted by Hamza, featured Bill Anderson, Jan Howard, Ferlin Husky, Stonewall Jackson and Jimmy Gately. Touring Pennsylvania, New York, Massachusetts, New Jersey, Rhode Island, Ohio and Canada, the package played to sell-out crowds on 15 of the 17 shows. The other two were near sell-outs.

Promoter Dick Blake, of Sponsored Events, Inc., did a \$50,000 gross in a double show at Cobo Hall, Detroit, in a package including Sonny James, Faron Young, Jim Ed Brown, Carl Smith, Hank Snow, Tompall and the Glasers, Harold Morrison and Sammi Smith. He followed that with a sell-out for a single performance in Louisville, and a \$40,000 gross in Indianapolis. Blake also promoted a show in Pittsburgh which showed a 20 per cent gate increase over the last country performance there.

### Other Successes

Similar successes are reported by Smokey Smith in Des Moines and Fred Epstein in Davenport, Ia. Larry Moeller, of Moeller Talent Agency, said a Houston show in March at the Coliseum and Music Hall would be a sell-out, with acts bicycling to entertain all the customers.

Paul Buck, at Charlotte, N. C., just concluded a show in which nearly 10,000 paid their way in to see LeRoy Van Dyke, Ernest Tubb, Loretta Lynn, Doyle Wilburn and the Nashville Tennesseans, Archie Campbell and Bobby Lewis.

Overseas, the story is much the same. The Flatt and Scruggs show, scheduled for a Friday (1) opening, was sold out four weeks in advance in both Tokyo and Kyoto, Japan.

## Country 'Course' Captures Forum at Vanderbilt Univ.

NASHVILLE — Vanderbilt University, substituting country music for its speaker program in the "Freshman Forum" series, packed its Neely Auditorium with students.

All the 1,100 seats were taken, and an estimated 200 more stood inside. John York, forum chairman, said the program was experimental in nature, "and it really went over." Attendance at previous forums, had drawn fewer than 500, although some were mandatory.

Narrator for the affair was WSM air personality and ABC recording artist Ralph Emery. Headliner for the show, who added some narrative comments of his own on the progress of this art form, was Tex Ritter of Capitol Records. The Lonesome Rhodes, RCA Records group, filled out the program.

"Most of these kids have tended to sneer at country music," York said, "but the response to this was gratifying.

Musicians who backed the artists were Curly Chalker, Jim Covar, Jimmy Stewart and Dave Batson. Ritter discussed the various types of country music, and illustrated his point in song. "There is good music in all

forms of our American music," Ritter told the crowd.

York explained that, although most Vanderbilt students are in Nashville for four years, most are never "exposed to country music."

"This was to be a total experiment," he said. "We knew that many of the students had pre-conceptions about country music, and most of those were bad. That's why we decided to avoid making attendance compulsory. One student complained that he couldn't possibly attend because he was devoted to the classics, and did not want to become involved with anything else. I suggested that he go anyway, just to widen his perspective. There is no question in my mind that he enjoyed it."

York described Ritter as "brilliant," and had high praise for others on the show. "Ralph Emery made a fine presentation," he said, "and really won these students over."

The forum director suggested that other colleges around the nation stage similar seminars, regardless of school policies. This one was sandwiched between a panel on 20th century letters and a lecture by John Kenneth Galbraith.

## Las Vegas Club Inks Judy Lynn to a Pact

LAS VEGAS — Another major breakthrough for country music has occurred with the signing of Columbia recording artist Judy Lynn to a two-year contract at Caesar's Palace on the strip here.

John Kelly, manager of Miss Lynn, said the contract calls for a minimum of 12 weeks each year, with an option for a third year. Under the terms of the agreement, Miss Lynn can wrap up her ninth year at the Golden Nuggett in downtown Las Vegas, but cannot appear anywhere else in the city during the tenure of the contract. She will continue her bookings at Harrah's in Reno and Lake Tahoe. Each calls for bookings 15 to 20 weeks a year.

Kelly also said the contract at Caesar's Palace contained the

same sort of escalator clause as the bookings at the other two large clubs, with automatic increases of \$800 weekly each year on her \$7,500 appearance fee. Miss Lynn reportedly grossed \$286,000 last year on such bookings.

Kelly also said Miss Lynn had been signed for a tour of Europe and Africa, playing both service clubs and doing public concerts, beginning Sept. 13. The tour begins in Frankfurt, Germany, and concludes with a swing through Rome after dipping down to Johannesburg, South Africa.

Miss Lynn has just concluded another recording session at Columbia in Nashville, produced by Frank Jones, and a week at the Nashville Room in New York.

## Bobo Quits Boone; Cites 'Differences of Opinion'

NASHVILLE — Bobby Bobo has resigned as vice-president and general manager of Boone Records due to "differences of opinion with the owners of the company."

The firm is owned by O. Hal Smith Enterprises, which purchased it from Bobo and his partners last August. The enterprises include an artists' bureau, Pamper Music Publishing, and television syndications.

"We had strong differences of opinion on many matters," Bobo said, "but particularly on the operation of the company

and promotion and development of its product."

The Boone label was founded five years ago at Union, Ky., and was successful in both the country and pop fields. Among its artists were Kenny Price, Tex Williams, Linde Flanagan, Glen Canyon, Karen Wheeler and Mac Vickery.

Under terms of the purchase, Bobo was to become vice-president and general manager, with a long-term contract, and was to take part in the operation of the company. Bobo said he plans to remain in Nashville and in the recording industry.

## 'Training Ground' Program Is Developed by Banner

NASHVILLE — Utilizing a small record label for a "training ground," a former Lubbock, Tex., firm has moved three of its artists to major companies and continues work on development of new ones.

"Our whole concept is to develop talent, get them ready for a top label, and then continue to manage them," explained Bill C. Crawford, owner of Banner Records, Heart of the Hills Publishing Co., Silver Lake Publishing Co. and Banner Talent Enterprises.

Operating for three years in Lubbock, Crawford put five artists on Banner Records, and now has two signed to Columbia contracts and a third in a agreement (the final contract signing has not yet occurred) with another major label.

Those signed to Columbia are Jimmy Peters, who already has cut two sessions, and Harold Lee. Lee also was signed by the Hubert Long Talent Agency for booking. The third artist, Wendy Dawn, has worked out an agreement with the undisclosed company, and signing is expected momentarily. Still on the Banner label are Tommy Williamson and Sam Logan. Crawford expects both of these to move on up, as soon as a little more development has taken place. Meanwhile, he will sign new artists to develop. Craw-

ford is not in the business of selling or leasing masters. "We are interested only in contracts with major firms," he said, "and we will retain the masters and the managerial rights."

Crawford also has signed two established artists to exclusive management contracts: Vernon Oxford of RCA Victor and Bobby Edwards of Chart.

His Banner Talent Enterprises has put together a package of four male and one female performers and a band which can be booked for "less than \$1,000." The package, billed as "Sounds of Country" includes Bobby Edwards, Vernon Oxford, Jimmy Peters, Harold Lee and Miss Sammi Smith.

"This is ideal for smaller town civic groups, night clubs and relatively small fairs," Crawford explained. He said there is a strong need for the inexpensive package with good caliber artists, and he can now provide it.

His publishing firms also are scoring well. They have placed songs recorded by Peters, Lee and Waylon Jennings. "An RCA Victor artist soon will record another titled 'Reflections,'" Crawford said. He said he is maintaining the publishing companies primarily to assure good material for the artists he manages.

"Management will continue to be our number one objective," he said, "and all of the other facets are just a part of it."



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MONUMENT'S RAY STEVENS has flipped over early reaction to his new single, "Unwind." Nashville WMAK lassies, Diane Littlefield (left) and Janet Sterry, join in the fun. Monument is pulling all stoppers with a strong promotion of the record.



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# 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
Billboard Award	1	SKIP A ROPE Henson Cargill, Monument 1041 (Tree, BMI)	13	37	42	MY BIG TRUCK DRIVIN' MAN Kitty Wells, Decca 32247 (Moss Rose, BMI)	6
	2	TAKE ME TO YOUR WORLD Tammy Wynette, Epic 10269 (Gallico, BMI)	9	38	44	LITTLE THINGS Willie Nelson, RCA Victor 47-9427 (Pamper, BMI)	4
3	5	WORLD OF OUR OWN Sonny James, Capitol 2067 (Chappell, ASCAP)	7	39	39	TELL MAUDE I SLIPPED Red Sovine, Starday 823 (Champion, BMI)	13
4	6	JUST FOR YOU Ferlin Husky, Capitol 2048 (Tree, BMI)	11	40	61	YOU ARE MY TREASURE Jack Greene, Decca 32261 (Forrest Hills, BMI)	3
5	2	ROSANNA'S GOING WILD Johnny Cash, Columbia 44373 (Melody Lane/Copper Creek, BMI)	11	41	41	THANKS A LOT FOR TRYIN' ANYWAY Liz Anderson, RCA Victor 9378 (Glaser, BMI)	11
6	8	THE DAY THE WORLD STOOD STILL Charley Pride, RCA Victor 9403 (Hall-Clement, BMI)	9	42	49	THE CAJUN STRIPPER Jim Ed Brown, RCA Victor 47-9434 (Acuff-Rose, BMI)	4
7	4	SING ME BACK HOME Merle Haggard, Capitol 2017 (Blue Book, BMI)	16	43	46	ROCKY TOP Osborne Brothers, Decca 32242 (House of Bryant, BMI)	5
8	9	TAKE ME JUST AS I AM (Or Let Me Go) Ray Price, Columbia 44374 (Acuff-Rose, BMI)	10	44	54	FIST CITY Loretta Lynn, Decca 32264 (Sure-Fire, BMI)	2
9	19	HOW LONG WILL MY BABY BE GONE Buck Owens & His Buckaroos, Capitol 2080 (Blue Book, BMI)	6	45	47	DON'T MONKEY WITH ANOTHER MONKEY'S MONKEY Johnny Paycheck, Little Darlin' 0035 (Mayhew, BMI)	11
10	12	REPEAT AFTER ME Jack Reno, Jab 9009 (Tree, BMI)	13	46	48	BY THE TIME YOU GET TO PHOENIX Wanda Jackson, Capitol 2085 (Rivers, BMI)	6
11	11	MY GOAL FOR TODAY Kennv Price, Boone 1067 (Pamper, BMI)	12	47	52	GREAT PRETENDER Lamar Morris, MGM 13866 (Panther, ASCAP)	8
12	16	IT'S ALL OVER David Houston & Tammy Wynette, Epic 10274 (Gallico, BMI)	7	48	55	EVERYBODY GOTTA BE SOMEWHERE Johnny Dollar, Date 1585 (Mayhew, BMI)	8
13	13	STOP THE SUN Bonnie Guitar, Dot 17057 (Acclaim/Rapport, BMI)	11	49	50	GREENWICH VILLAGE FOLKSONG SALESMAN Jim & Jesse, Epic 10263 (Newkeys, BMI)	6
14	7	PROMISES, PROMISES Lynn Anderson, Chart 1010 (Yonah, BMI)	14	50	60	NOTHING TAKES THE PLACE OF LOVING YOU Stonewall Jackson, Columbia 44416 (Fingerlake, BMI)	3
15	10	HERE COMES HEAVEN Eddy Arnold, RCA Victor 9368 (Hill & Range, BMI)	14	51	56	LET'S WAIT A LITTLE BIT LONGER Canadian Sweethearts, Epic 10258 (Tree, BMI)	4
16	14	THE LAST THING ON MY MIND Porter Wagoner & Dolly Parton, RCA Victor 9369 (Deep Fork, ASCAP)	14	52	53	AN OLD BRIDGE Jean Shepard, Capitol 2073 (Moss-Rose, BMI)	4
17	17	MY CAN DO CAN'T KEEP UP WITH MY WANT TO Nat Stuckey, Paula 287 (Stuckey, BMI)	11	53	51	DOWN IN THE FLOOD Lester Flatt & Earl Scruggs, Columbia 44380 (Dwarf, ASCAP)	8
18	18	LITTLE WORLD GIRL George Hamilton IV, RCA Victor 9385 (Windward Side, BMI)	11	54	65	SMOKE, SMOKE, SMOKE—'68 Tex Williams, Boone 1069 (Hill & Range, BMI)	3
19	15	FOR LOVING YOU Bill Anderson & Jan Howard, Decca 32197 (Painted Desert, BMI)	19	55	57	TOO MUCH OF NOT ENOUGH Ernest Tubbs, Decca 32237 (Tubbs, BMI)	5
20	23	FOOGY RIVER Carl Smith, Columbia 44396 (Milene, ASCAP)	8	56	58	HE LOOKS A LOT LIKE YOU Harden Trio, Columbia 44420 (Ly Rann, BMI)	4
21	21	YOUR LILY WHITE HANDS Johnny Carver, Imperial 66268 (T.M./Blue Echo, BMI)	11	57	67	MOTHER, MAY I Liz Anderson & Lynn Anderson, RCA Victor 47-9445 (Green Back, BMI)	2
22	22	THE SON OF HICKORY HOLLER'S TRAMP Johnny Darrell, United Artists 50235 (Blue Crest, BMI)	11	58	68	MOODS OF MARY Tompall & the Glaser Brothers, MGM 13880 (Glaser, BMI)	2
23	29	WALK ON OUT OF MY MIND Waylon Jennings, RCA Victor 47-9414 (Tree, BMI)	6	59	59	I'M NOT READY YET Blue Boys, RCA Victor 47-9418 (Newkeys, BMI)	5
24	30	BABY'S BACK AGAIN Connie Smith, RCA Victor 47-9413 (Marchar, BMI)	6	60	62	MR. & MRS. JOHN SMITH Johnny & Jonie Mosby, Capitol 2087 (Central Songs, BMI)	3
25	25	LOUISVILLE Leroy Van Dyke, Warner Bros. 7155 (Moss-Rose, BMI)	9	61	72	WELCOME HOME TO NOTHING Jeannie Seely, Monument 1054 (Pamper, BMI)	2
26	26	TOGETHERNESS Freddie Hart, Kapp 879 (Blue Book, BMI)	10	62	63	ONLY A FOOL Ned Miller, Capitol 2074 (Central Songs, BMI)	3
27	28	HEY LITTLE ONE Glen Campbell, Capitol 2067 (Sherman & De Vorzon, BMI)	5	63	—	THERE AIN'T NO EASY RUN Dave Dudley, Mercury 72779 (Newkeys, BMI)	1
28	31	SAY IT'S NOT YOU George Jones, Musicor 1289 (Glad/Blue Crest, BMI)	5	64	74	ALABAM Guy Mitchell, Starday 828 (Starday, BMI)	2
29	33	ALL RIGHT (I'll Sign the Papers) Mel Tillis, Kapp 881 (Cedarwood, BMI)	8	65	66	DESTINATION ATLANTA G.A. Cal Smith, Kapp 884 (Forrest Hills, BMI)	2
30	32	DARK END OF THE STREET Archie Campbell & Lorene Mann, RCA Victor 9401 (Press, BMI)	9	66	—	FIND OUT WHAT'S HAPPENING Bobby Bare, RCA Victor 47-9450 (Champion, BMI)	1
31	40	HERE COMES THE RAIN BABY Eddy Arnold, RCA Victor 47-9437 (Acuff-Rose, BMI)	3	67	69	I CAN SPOT A CHEATER Johnny Tillotson, MGM 13888 (Gallico, BMI)	3
32	35	I WOULDN'T CHANGE A THING ABOUT YOU Hank Williams Jr., MGM 13857 (Ly-Rann, BMI)	8	68	70	STORYBOOK CHILDREN Virgil Warner & Suzi Jane Hokom, LHI 1204 (Blackwood, BMI)	2
33	20	THE COUNTRY HALL OF FAME Hank Locklin, RCA Victor 9323 (Yellow River, ASCAP)	20	69	71	WHO WILL ANSWER Hank Snow, RCA Victor 47-9433 (Sunbury, ASCAP)	2
34	37	LUZIANNA Webb Pierce, Decca 32246 (Tuesday, BMI)	6	70	75	ATLANTA GEORGIA STRAY Sonny Curtis, Viva 626 (Rustlend, BMI)	2
35	24	CHILDHOOD PLACES Dottie West, RCA Victor 9377 (Jewel, ASCAP)	12	71	—	SUNDOWN MARY Billy Walker, Monument 1055 (Combine, BMI)	1
36	27	WOMAN HUNGRY Porter Wagoner, RCA Victor 9379 (Southtown, BMI)	12	72	73	FOR LOVING YOU Skeeter Davis & Don Bowman, RCA Victor 47-9415 (Painted Desert, BMI)	2
				73	—	WANDERIN' MIND Margie Singleton, Ashley 2050 (Gallico, BMI)	1
				74	—	CALIFORNIA SUNSHINE Rusty Draper, Monument 1044 (Wilderness, BMI)	1
				75	—	I'D BE YOUR FOOL AGAIN David Rogers, Columbia 44430 (Window, BMI)	1

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Walkin' With the Blues  
I've Been Keepin' Busy With the Blues  
The Journey / What a Shame  
Like the Birdies Fly / Misfortune's Child



# 23 Labels Are Getting Country Chart Action

By BILL WILLIAMS

NASHVILLE — The appearance of 23 separate labels on the country charts (Billboard, Feb. 17) indicates a growth of small labels and a resurgence into the country field by some major labels.

Although RCA, Capitol, Decca and Columbia held 44 of the chart positions, there were strong moves by other recording firms. MGM, showing growing emphasis in country, enjoyed four spots, while Mercury, with a strong move back in the country direction, had three. Kapp, Starday and Boone each had two listings on the chart.

Epic, which has had consistent chart success since the arrival of Billy Sherrill on the

production scene here, again showed with four.

Most significant, however, was the move of the small companies and those of relatively short existence. Some, well established in other fields, are new to the country market. Among the small labels now making it on the charts are Jab, Ashley, and Date. Shelby Singleton's SSS International, which has a success run in other fields, is making its move in country. Dot has showed renewed interest in country artists and promotion, and is showing some consistency in the field. The addition of Henry Hurt has been a factor. United Artists, under Bob Montgomery, also has shown consistency. Paula, functioning from

Shreveport, also has done well.

This may be the factor which has set off a rash of new labels in various parts of the nation. Promotion men in the field for the major labels say there are studios of some sort now, some of them quite sophisticated, in most of the principal cities. While many of these are geared to producing masters which eventually will be offered for sale to the leading companies, some are having records pressed in relatively large quantities with a hope of a regional breakthrough and eventual national distribution.

There is also a concept in the country field that a publishing firm must have at least one label for "complete diversification." Artist ownership of publishing companies is commonplace, and their indirect ownership of labels is increasing.

The increase of the number of different labels, however, poses a new problem for the disk jockey or program director. Few, if any, are able to screen the vast numbers of records which now arrive daily at radio stations. Some of the programmers admit, although few publicly, that they don't even open many of the record envelopes received.

## Top Performance By Judy Collins At Troubadour

LOS ANGELES — Judy Collins, who records for Elektra, and Hedge and Donna, two new folk singers, opened Thursday (9) at the Troubadour to a packed house. Miss Collins' crystal-like tones and her authority sparked her 60-minute performance of 11 songs, including an encore of "Sisters of Mercy" by the "new" folk poet Leonard Cohen.

Miss Collins' repertoire tends to reflect sadness. The vocalist performs expertly on unamplified guitar. Backing is adequate, not sparkling, on piano/electric organ and bass.

Hedge (Capers) and Donna (Carson) 22 and 21, respectively, have been singing together professionally 14 months. This booking is their graduation from the club's Monday night Hootenanny. There are a class act (their debut LP has just been released by Capitol), combining expert harmonizing and strong vocal prowess. Hedge plays regulation guitar skillfully and his voice does tend to overpower Donna's. She scores on "Four Women," the poignant tune on four Negro women of differing backgrounds.

ELIOT TIEGEL

## Fell Reeves Staffer

NASHVILLE — Mary Reeves, president of Jim Reeves Enterprises, announces the signing of Terry Fell as both writer and promotion man for the firm and its affiliates. Open Road Music, Tuckahoe Music, Acclaim Music and Ma-Ree Music. Prior to joining Jim Reeves Enterprises, Fell had been both writer and promotion man for American Music, Inc.

## Dionne's Gold Disk

NEW YORK — Dionne Warwick's single of "I Say a Little Prayer" and "Valley of the Dolls" on Scepter has been certified for a gold record by RIAA for sales of more than 1 million copies. "I Say a Little Prayer" hit No. 4 on the Hot 100 late last year. "Valley of the Dolls" is No. 2 this week.

# Hot Country LP's

Billboard SPECIAL SURVEY For Week Ending 3/2/68

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1		<b>BY THE TIME I GET TO PHOENIX</b> Glen Campbell, Capitol T 2851 (M); ST 2851 (S)	10
2	2	<b>IT TAKES PEOPLE LIKE YOU (To Make People Like Me)</b> Buck Owens & His Buckaroos, Capitol T 2841 (M); ST 2841 (S)	7
3	3	<b>THE COUNTRY WAY</b> Charley Pride, RCA Victor LPM 3895 (M); LSP 3895 (S)	11
4	4	<b>SING ME BACK HOME</b> Merle Haggard, Capitol T 2848 (M); ST 2848 (S)	7
5	5	<b>TURN THE WORLD AROUND</b> Eddy Arnold, RCA Victor LPM 3869 (M); LSP 3869 (S)	25
6	6	<b>WHAT LOCKS THE DOOR</b> Jack Greene, Decca DL 4939 (M); DL 74939 (S)	13
7	7	<b>BRANDED MAN</b> Merle Haggard & the Strangers, Capitol T 2789 (M); ST 2789 (S)	23
8	8	<b>QUEEN OF HONKY TONK STREET</b> Kitty Wells, Decca DL 4929 (M); DL 74929 (S)	18
9	11	<b>EVERLOVIN' WORLD OF EDDY ARNOLD</b> RCA Victor LPM 3931 (M); LSP 3931 (S)	5
10	9	<b>YOU MEAN THE WORLD TO ME</b> David Houston, Epic LN 24338 (M); BN 26338 (S)	12
11	13	<b>I'LL HELP YOU FORGET HER</b> Dottie West, RCA Victor LPM 3830 (M); LSP 3830 (S)	13
12	12	<b>GENTLE ON MY MIND</b> Glen Campbell, Capitol T 2809 (M); ST 2809 (S)	22
13	14	<b>LOVE'S GONNA HAPPEN TO ME</b> Wynn Stewart, Capitol T 2849 (M); ST 2849 (S)	7
14	10	<b>BEST OF EDDY ARNOLD</b> RCA Victor LPM 3565 (M); LSP 3565 (S)	45
15	15	<b>PROMISES, PROMISES</b> Lynn Anderson, Chart CHM 1004 (M); CHS 1004 (S)	6
16	22	<b>FOR LOVING YOU</b> Bill Anderson & Jan Howard, Decca DL 4959 (M); DL 74959 (S)	2
17	20	<b>SOUL OF COUNTRY MUSIC</b> Connie Smith, RCA Victor LPM 3889 (M); LSP 3889 (S)	6
18	19	<b>JUST BETWEEN YOU AND ME</b> Porter Wagoner & Dolly Parton, RCA Victor LPM 3926 (M); LSP 3926 (S)	5
19	16	<b>THE BUCKAROOS STRIKE AGAIN</b> Capitol T 2828 (M); ST 2828 (S)	14
20	26	<b>FROM SEA TO SHINING SEA</b> Johnny Cash, Columbia CL 2647 (M); CS 9447 (S)	4
21	21	<b>SINGIN' WITH FEELIN'</b> Loretta Lynn, Decca DL 4930 (M); DL 74930 (S)	18
22	23	<b>GEORGE JONES SINGS THE SONGS OF DALLAS FRAZIER</b> Musicor MM 2149 (M); MS 3149 (S)	2
23	31	<b>TAKE ME TO YOUR WORLD</b> Tammy Wynette, Epic LN 24353 (M); BN 26353 (S)	4
24	24	<b>GREATEST HITS, VOL. II</b> Faron Young, Mercury MG 21143 (M); SR 61143 (S)	2
25	17	<b>BILL ANDERSON'S GREATEST HITS</b> Decca DL 4859 (M); DL 74859 (S)	18
26	27	<b>FLOYD CRAMER PLAYS COUNTRY CLASSICS</b> RCA Victor LPM 3935 (M); LSP 3935 (S)	4
27	18	<b>PHANTOM 309</b> Red Sovine, Starday 414 (M); S 414 (S)	8
28	30	<b>THE ONE AND ONLY</b> Waylon Jennings, RCA Camden CAL 2183 (M); CAS 2183 (S)	10
29	32	<b>ALL THE TIME</b> Jack Greene, Decca DL 4904 (M); DL 74904 (S)	35
30	45	<b>HERE'S THAT MAN AGAIN</b> Bob Wills, Kapp KL 1542 (M); KS 3542 (S)	2
31	28	<b>RAY PRICE'S GREATEST HITS, VOL. 2</b> Columbia CL 2670 (M); CS 9470 (S)	12
32	33	<b>THE FIRST OF SONNY CURTIS</b> Viva (No Mono) V 36011 (S)	2
33	29	<b>LAURA</b> Leon Ashley, RCA Victor LPM 3900 (M); LSP 3900 (S)	18
34	36	<b>TRAVELIN' MAN</b> Cal Smith, Kapp KL 1544 (M); KS 3544 (S)	3
35	35	<b>THIS ONE'S ON THE HOUSE</b> Jerry Wallace, Liberty LRP 3545 (M); LST 7545 (S)	5
36	25	<b>GEMS BY JIM</b> Jim Ed Brown, RCA Victor LPM 3853 (M); LSP 3853 (S)	18
37	—	<b>HANGIN' ON</b> Waylon Jennings, RCA Victor LPM 3918 (M); LSP 3918 (S)	1
38	38	<b>LET ME TALK TO YOU</b> Mel Tillis, Kapp KL 1543 (M); KS 3543 (S)	3
39	—	<b>TRUCK DRIVIN' CAT</b> Jim Nesbitt, Chart CH 1005 (M); CHS 1005 (S)	1
40	—	<b>I'LL LOVE YOU MORE</b> Jeannie Seely, Monument MLP 8073 (M); SLP 18073 (S)	1
41	41	<b>JUST FOR YOU</b> Ferlin Husky, Capitol T 2870 (M); ST 2870 (S)	2
42	42	<b>GREATEST HITS, VOL. II</b> Roy Drusky, Mercury MG 21145 (M); SR 61145 (S)	4
43	43	<b>TOGETHERNESS</b> Freddie Hart, Kapp KL 1546 (M); KS 3546 (S)	3
44	44	<b>JOHNNY CASH'S GREATEST HITS, VOL. I</b> Columbia CL 2678 (M); CS 9478 (S)	33
45	—	<b>I TAUGHT HER EVERYTHING SHE KNOWS</b> Billy Walker, Monument MLP 8090 (M); SLP 18090 (S)	1

## Yesteryear's Country Hits

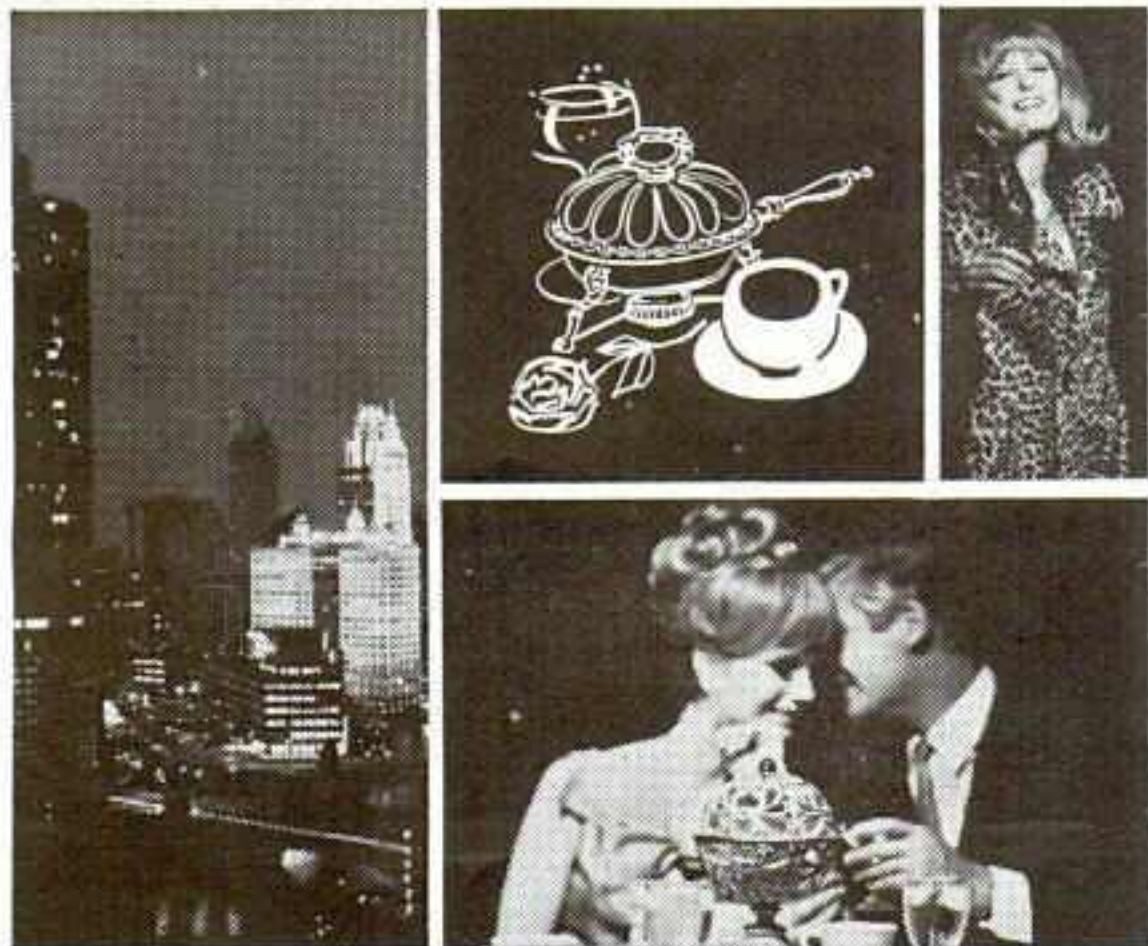
Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the country field 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's charts at that time.

### COUNTRY SINGLES—5 Years Ago March 2, 1963

1. Don't Let Me Cross Over—Carl Butler (Columbia)
2. Ballad of Jed Clampett—Lester Flatt & Earl Scruggs (Columbia)
3. Second Hand Rose—Roy Drusky (Decca)
4. From a Jack to a King—Ned Miller (Fabor)
5. T for Texas—Grandpa Jones (Monument)
6. Ruby Ann—Marty Robbins (Columbia)
7. End of the World—Skeeter Davis (RCA Victor)
8. Is This Me?—Jim Reeves (RCA Victor)
9. I've Enjoyed as Much of This as I Can Stand—Porter Wagoner (RCA Victor)
10. Not What I Had in Mind—George Jones (United Artists)

### COUNTRY SINGLES—10 Years Ago March 3, 1958

1. Ballad of a Teenage Queen/Big River—Johnny Cash (Sun)
2. Don't/I Beg of You—Elvis Presley (RCA Victor)
3. The Story of My Life—Marty Robbins (Columbia)
4. This Little Girl of Mine/Should We Tell Him—Everly Brothers (Cadence)
5. Great Balls of Fire/You Win Again—Jerry Lee Lewis (Sun)
6. Geisha Girl—Hank Locklin (RCA Victor)
7. My Special Angel—Bobby Helms (Decca)
8. Oh, Lonesome Me/I Can't Stop Loving You—Don Gibson (RCA Victor)
9. Is It Wrong?—Warner Mack (Decca)
10. Kisses Sweeter Than Wine—Jimmie Rodgers (Roulette)



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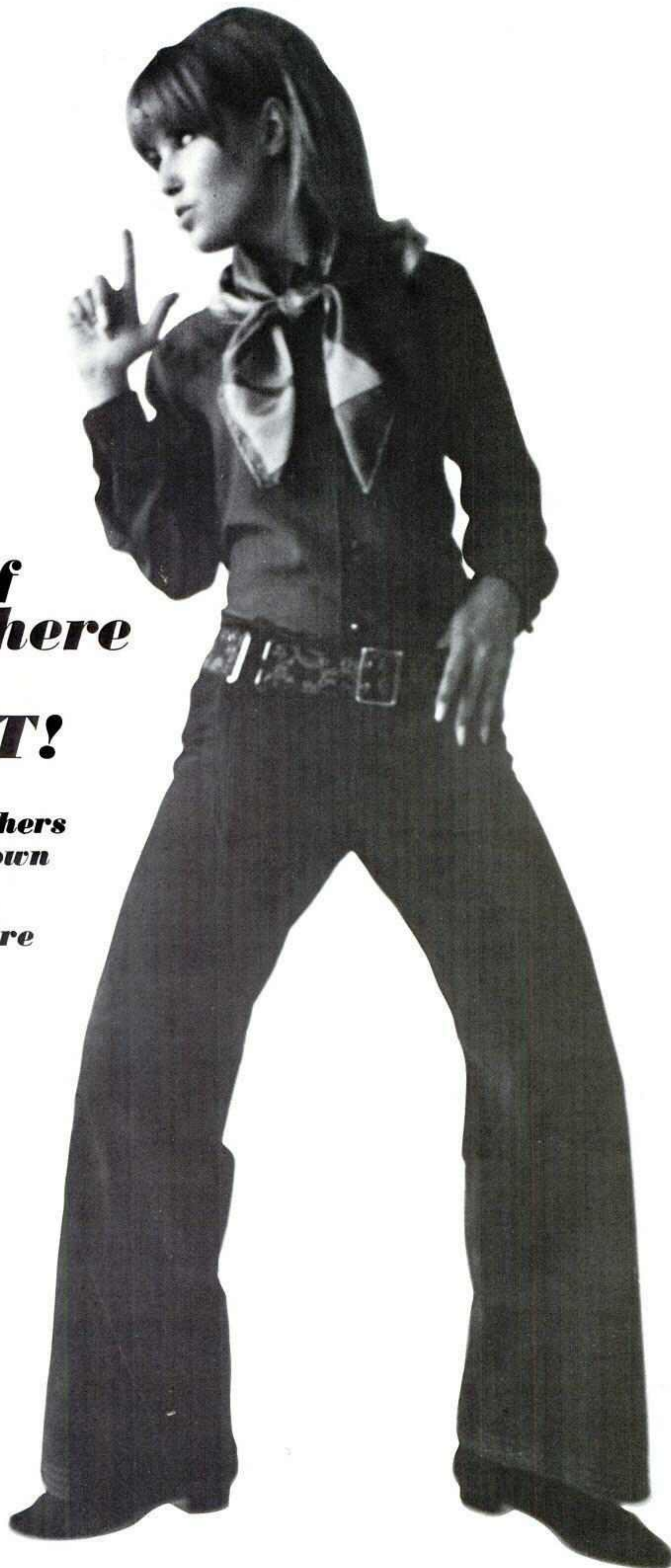


***There's lots of  
country out there  
...and  
DOT'S GOT IT!***

***17070 The Compton Brothers  
Honey b/w Poor Side of Town***

***17067 Eddie Fukano  
It's Lonesome (When You're  
Outside Looking In)  
b/w I Didn't See the Sign***

***17068 Peggy Little  
Come on Home  
b/w Beautiful World***

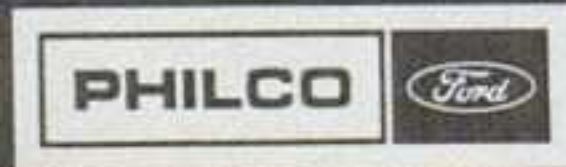




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\* Manufacturer's Suggested Retail Price.





## A 1st for Minneapolis Fair Booking of Country Show

NASHVILLE — For the first time in its history, the Minnesota State Fair at St. Paul Aug. 28 has booked a country show.

The Hank Williams Jr. show with Lamar Morris, the Cheat-in' Hearts and Dolores Smiley are scheduled for this date, one of 13 to be played by this package. Others are at Anderson, Ind.; Brookfield, N. Y.; Harrington, Del.; Ionia, Mich.; Austin, Minn.; Marietta, Ohio; Greenville, S. C.; Gastonia, N. C.; Knoxville; Concord, N. C., and Greenwood, S. C.

Dolores Smiley of Aud-Lee Attractions contracted the Minnesota Fair date with John E.



MERLE HAGGARD is shown at a recent cocktail party given in his honor by the Jaydettes, an auxiliary of the Junior Chamber of Commerce, of Phoenix, Ariz. Merle will headline a dance and show for the benefit of the Valley of the Sun School for Retarded Children in Phoenix Saturday (2). Mayor Graham of Phoenix has proclaimed the occasion Merle Haggard Day. Shown above with Merle are Mary Etta McFarlen, Barry Sly and Barbara Barr.



UNITED ARTISTS' BOBBY LEWIS (center) pays a visit on the Bob Jackson show on KBBQ, the 24-hour country music station at Burbank, Calif. He is shown with Bob Jackson and West Coast Pamper representative Pat Shields.

# Where is Sweet Rosie Jones

when answering ads . . .

**Say You Saw It in Billboard**

MARCH 2, 1968, BILLBOARD

## Brown Host Of Chi Show

NASHVILLE — RCA Records Jim Ed Brown has been named to co-host the Don McNeill "Breakfast Club" show in Chicago for two weeks beginning Monday (26).

This is the first time in the history of the show that a Nashville country act has been selected for this role. Victor's Wally Cochran made the arrangements with the show's producer.

Brown, whose records have gone repeatedly to the top 10 in the country charts since working as a single, is slated to do solo singing, and duets with Kathy Taylor, as well as contribute to the conversation on the radio program.

Libby, secretary-general manager. In addition to the Hank Williams package, the entire show of Marty Robbins, Sonny James and Connie Smith are scheduled.

Another package consisting of Marvin Rainwater, Tommy Cash, Merle Kilgore and Pat McKinney is slated for fairs at Aledo, Ill.; Columbus, Neb.; Avoka, Ia.; Albert Lea, Minn.; Janesville, Wis.; Beatrice, Neb.; Hastings, Neb., and Fairbury, Ill.

Wilma Lee and Stony Cooper and the Clinch Mountain Clan, also booked by Aud-Lee, will play the Aug. 2 fair at Harrison, Mich. Red Foley, Pat Campbell and band will play Aug. 9-10 at Austin, Minn.

## Nashville Scene

Chet Atkins has hired his own personal press representative. The RCA artist, producer, executive, will utilize as a publicist, Hope Sheridan of New York City. X. Crosse, Atkins' manager, said the volume and scope of his television appearances, required the addition of a publicist. Miss Sheridan first met Atkins a few weeks ago when she was in Nashville representing Buffy Sainte-Marie. . . . Decca's Marion Worth is mending after surgery.

Bonnie Records of Norfolk, Neb., has a new release titled "When You're So Lonely" b/w "Shackles on My Feet." It's a Brite Star production, directed by Tex Clark and Jack Ryan. The publisher is Cade Bros. . . . Singer-comedienne Mary Taylor has done the "Joey Bishop Show" and the "Pat Boone in Hollywood" show. Jim Halsey also has booked

Minnie Pearl and Roy Clark on the Bishop show. . . . Ray Price, Marty Robbins, Roy Clark and Glen Campbell will be featured on the KGBS spectacular at the Anaheim Convention Center (9).

Columbia's David Rogers did a TV show in Fort Worth, played Dewey Groom's Longhorn Ballroom, and did the Panther Hall TV show and dance in Dallas. After that it was the Esquire Ballroom in Houston. . . . Cristy Lane has organized a five piece band called the Mistymen. Billy Arr is band leader and singer. Others are Don Edwards, Billy Houston, Joe Frakes and Dave Drinkenberg. Her new release on Little Darlin', "Hey Cheatin' Man" is due out shortly. . . . Bill Anderson and wife, Bette, were off on a work-play visit to Nassau at the time of his release "Wild Weekend," the story of a man and his wife slipping off for a few days together. . . . All cuts from a recent Bill Anderson demo session have been placed with name artists. Stonewall Jackson has returned to the Bob Neal agency, which will handle all his bookings. . . . The Flatt and Scruggs show opens March 1 in the Far East. . . . Cobra Records' artist Tommy Finch died of a heart attack at his New Holland, Pa., home. His last record, "Spirit of 68" was released just two weeks ago. . . . The Justice Brothers have a bluegrass record out on the Spinner label, "All I Want Is My Baby" and "Blue, Blue Water." . . . Ernest Tubb plays 21 dates in March in six States, from Ohio to California. Jack Greene plays 19 dates in the same month in 10 States, from North Carolina to Texas.

Bill Rice and Jerry Foster, a songwriting team signed to Hall-Clement Publishing, have moved to Nashville to devote their full time to writing. The two were formerly deejays for KTCB, Mal-

### Johnston New Col. Producer at Large

NASHVILLE — Bob Johnston, Columbia Records' Nashville production chief, will remain headquartered in this city, but will become a "producer at large."

"This gives him the opportunity to record wherever he wishes," a Columbia spokesman said. As of late, he has been doing many of his sessions on the West Coast.

There have been recurrent rumors that Johnston would leave both Columbia and Nashville, but the spokesman said these reports are not true.

"We just plan to free him, so he can have wider use of facilities," the spokesman said.



POP STONEMAN AND MOTHER MAYBELLE CARTER in a rare appearance together at the Country Music Hall of Fame and Museum, Nashville.

den, Miss. . . . Frank Ifield has a new hickory release, "Rovin' Lover" b/w "Adios Matador." . . . The Little Richie Johnson ad agency has broken ground for a new, expanded building in Belen, N. M. . . . Marshall Barnes, traveling with Grandpa Jones and Bill Carlisle, continues to perform each Saturday night on the "Grand Ole Opry." . . . Capitol's Dick Miles is getting great early response to his new release.

The Doc Williams show, after appearing at the Maine State Prison, got a letter from an inmate who was an admitted classical "snob" before hearing the show, but became converted to country music as he watched and listened. . . . A meeting of top music executives was held at Miami's Dupont Plaza (14), where some surprise arrangements were formulated. An announcement is expected soon. . . . Hank Wil-



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# Classical Music

## RCA to Issue 3-Record Set of 'Ernani,' First Catalog Listing

NEW YORK—RCA Records is issuing a three-record set of Verdi's "Ernani" in March with a cast headed by soprano Leon-

tyne Price, tenor Carlo Bergonzi, baritone Mario Sereni, and bass Ezio Flagello. Thomas Schippers conducts the RCA

Italiana Orchestra. There is no current catalog listing for the opera.

Red Seal also is releasing its first album in co-operation with the World Music Bank and the Arts Division of the Institute of International Education. The projected series will concentrate on first recordings and otherwise unavailable material of contemporary composers.

### Bennett, Bax, Berkeley

The initial LP has Igor Buketoff and the Royal Philharmonic in first recordings of Richard Rodney Bennett's "Symphony No. 1," Arnold Bax's "Overture to a Picaresque Comedy," and Lennox Berkeley's "Divertimento." The album cover contains a photograph of a painting by Ethel Greene, which was the winner of a contest by Thearle Music Co. of San Diego.

Also slated is the continuation of the Jascha Heifetz-Gregor Piatirgorsky Concerts with an album of Brahms, Bartok and Toch. Pianist Jacob Lateiner also is featured. In lighter material, Kate Smith joins Arthur Fiedler and the Boston Pops in American music, while the Robert Shaw Chorale sings Irish Folk Songs.

### Ogden Plays Melson

In other orchestral disks, Jean Martinon and the Chicago Symphony play suites of Bartok and *(Continued on page 40)*

## Manuscripts To U. S. Lib.

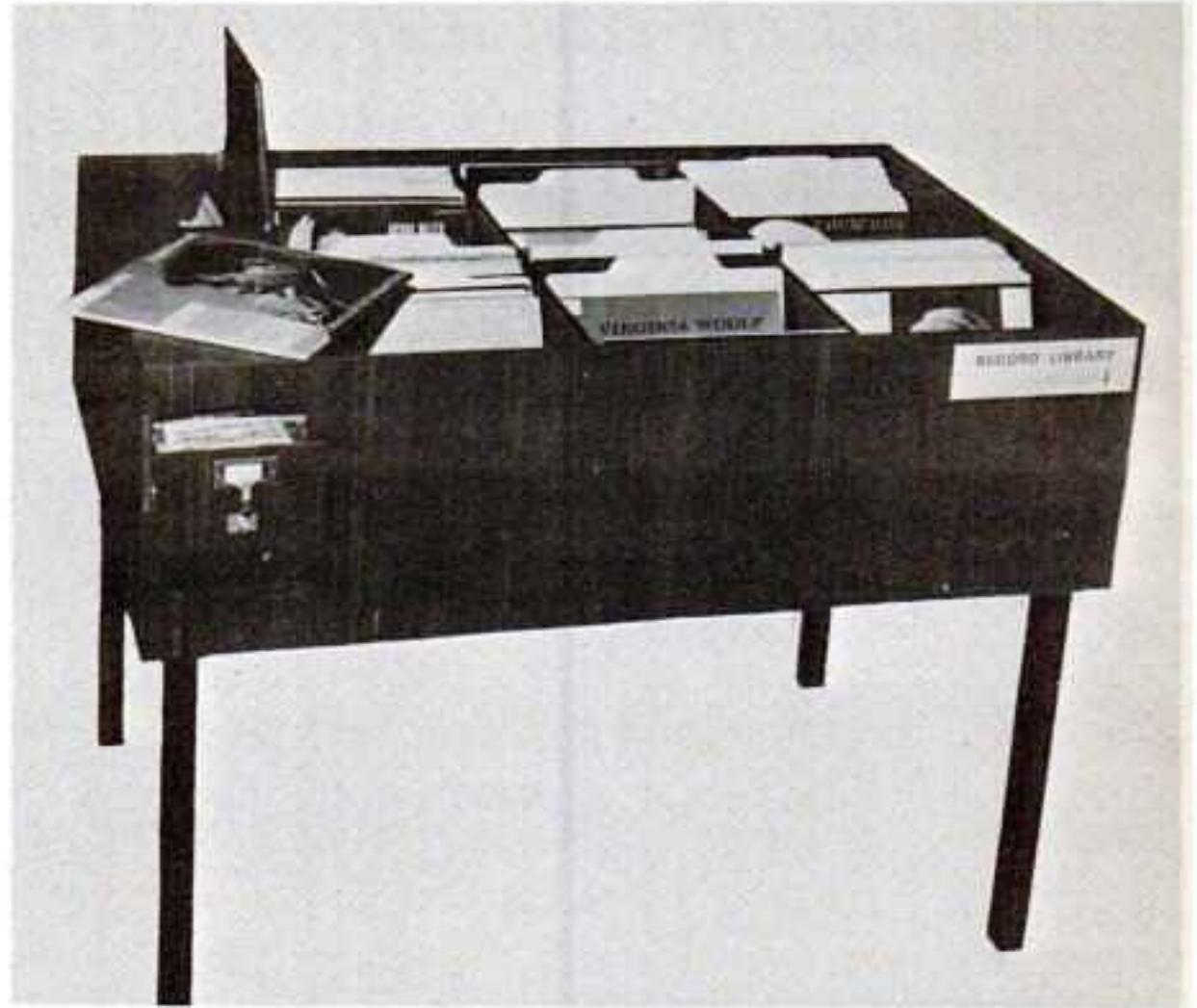
WASHINGTON — Boosey & Hawkes, Inc., New York music publishers, have deposited seven 20th Century music manuscripts in the Library of Congress including Igor Stravinsky's "Petrouchka," which was published in 1912.

Other Stravinsky manuscripts deposited were "Oedipus Rex," published in 1927, and "Le Rossignol," published in 1914. Ravel's orchestration of Mussorgsky's "Pictures at an Exhibition" also was deposited along with three Prokofiev manuscripts: the "Classical Symphony" and the full score and violin-piano score of the "Violin Concerto No. 1."

All of the manuscripts were originally published by Edition Russe de Musique, organized by Serge Koussevitzky in 1909. Boosey & Hawkes became successor to the Koussevitzky enterprise in 1947.

## STOKOWSKI ON KHACHATURIAN

CHICAGO — Leopold Stokowski and the Chicago Symphony and the Chicago Symphony recorded Khachaturian's "Symphony No. 3" at the Medinah Temple here on Tuesday (20) and Wednesday (21). The symphony, scored for 18 trumpets and organ plus conventional orchestra, has never been released before. Stokowski conducted the Western Hemisphere premiere of the work with the Chicago earlier in February.



McGraw-Hill's Record Library can be housed in (48 by 32 by 35-inch) walnut cabinet being supplied libraries which purchase at least 23 sets of the Record Library of Literature. The cabinet can display and store up to 425 albums.

## 600 Spoken Word Disks Bow Library

• *Continued from page 3*

The walnut cabinets, which can handle up to 425 LP's, are supplied libraries which purchase a minimum of 23 of the 36 sets being offered. The cost for the 23 sets ranges from \$2,000 to \$2,600 depending on the number of records involved. Sets range from 10 to 23 disks and are broken down by country and period. Spanish and French sets also are included.

In addition to cabinets, libraries receive Library of Congress file cards, labels, book pockets and date due cards. Twelve of the sets are Shakespearean: seven by Argo, three by Caedmon and two by Spoken Arts. Other English-language sets deal with classical literature and social studies.

### On Dealer Level

On the dealer level, London Imports have been raised from \$5.79 to \$5.95 list, but the dealer discounts previously in effect have been retained. Martin Pincus, product manager for McGraw-Hill's Text-Film Division, explained that titles will continue to be available in both monaural and stereo at the same list.

Pre-packs being prepared for bookstores will be based on the period and style of music and its salability. For example, Pincus noted that the Telefunken package of Monteverdi's "Vespers of 1610" has been selling especially well. The first pre-packs should be available in March. Pincus plans to have

these promoted at a college bookstore conference in New York in April.

Telefunken's Das Alte Werk series, which features early music on original instruments, was a major attraction of London imports for McGraw-Hill, along with Argo's spoken word series and contemporary and historic music. L'Oiseau Lyre also has a large catalog. Dr. Arthur F. Beringause, chairman of the English department at Bronx Community College, is the consulting editor for the Record Library of Literature, which can be purchased by schools under funded programs.

### Major Difference

The only major difference for dealers under the new set-up, besides the 16-cent list rise, is that albums can be obtained from McGraw-Hill's Trade Order Service, Hightstown, N. J., Attention: Mr. MacGrath, instead of from London. Entering the record business is part of McGraw-Hill's expansion into the entertainment field to go along with its strong position in education and information areas.

The music library, being developed, will essentially consist of material from Telefunken, Argo, L'Oiseau Lyre and Societe Francaise du Son. McGraw-Hill also will co-operate with these lines in developing other material where needed. Pincus plans to release an additional 50 titles on these lines in the next few months as shipments of ordered disks arrive from Europe.

### OPERA REVIEW

## 'Elektra' Electrified by Nilsson, Rysanek, Resnik

NEW YORK—The phenomenal voice of Birgit Nilsson dominated Richard Strauss' "Elektra" at the Metropolitan Opera on Feb. 16, but equally strong performances were turned in by Leonie Rysanek as Chrysothemis and Regina Resnik as Klytaemnestra. Miss Nilsson and Miss Resnik are two of the stars of London Records' new "Elektra," which also features Marie Collier and Tom Krause under Georg Solti's expert conducting.

Miss Nilsson, in the title role, poured out tone after tone from her unlimited resources. Her Recognition Scene with Tom Dooley was magnificent. Do-

ley, replacing the previously announced Walter Berry as Orest, turned in a capable performance, as usual.

Miss Rysanek, whose scenes with Miss Nilsson were thrilling, interpreted and sang her role with distinction. She has recorded for RCA and Deutsche Grammophon. In addition to being promoted in London's "Elektra" ad, Miss Nilsson was cited by Angel, where her "Aida" has hit the top of the classical charts. Angel also mentioned Berry and conductor Thomas Schippers, who turned in another outstanding conducting assignment. He also has conducted on Columbia and RCA. Miss Nilsson also has recorded for DGG and RCA.

Miss Resnik, who's having one of her top Met seasons, which includes her "Carmen," was admirable in interpretation and voice. Her big scene with Miss Nilsson was memorable. In addition to her London recordings, Miss Resnik appears on Westminster, RCA and Everest. Among the six operas showcased in RCA's ad was "Lohengrin," which has Dooley as Teramund. Rounding out the principals was a good performance by Robert Nagy in the short role of Aegisth.

FRED KIRBY

## Crossroads Into New LP Cover

NEW YORK — Crossroads Records has changed its album cover format from cartoon covers to abstract forms and colors. In addition, the legend "Supraphon Series" appears on the front of those pressings produced by the Czech company. Virtually all Crossroads recordings are from Supraphon. Supraphon also will receive front-cover credit in future Epic recordings from that source.

The Crossroads line was initiated in September, 1966 as Epic's low-price classical line. The cartoon covers were a feature of the new label and helped establish the line commercially. The new approach was instituted before the novelty of the cartoons wore thin.

## Paris Orchestra To Tour Soviet

PARIS — The new Orchestre de Paris leaves April 14 for a 15-day, 13-concert Soviet Union tour, which has been sold out in advance. Conductor Charles Munch and pianist Nicole Henriot will appear with the orchestra. Engagements also are being lined up for Britain, the United States, Canada, Mexico, Japan and Italy. Pathe-Marconi is issuing a second album by the orchestra: Brahms' "Symphony No. 1." The orchestra has consistently played to full houses here, in the suburbs and in the provinces.

## BUFFALO UNIT, ELEKTRA DEAL

BUFFALO — The Buffalo Philharmonic has signed with Elektra Records for three albums of 20th-Century and avant-garde repertoire for the low-price Nonesuch label. The albums, to be conducted by Lukas Foss, the orchestra's music director, will be recorded in March at Kleinhans Music Hall here. The albums will be the orchestra's first appearance on LP's as well as Nonesuch's first recording project with a major American orchestra.



ENOCH LIGHT, Project 3 president, supervises a recording session of the Renaissance Quartet at Fine Recording Studios in New York for their new Project 3 album, "Love Songs of Long Ago, 1550-1700 A.D."

## Classical Notes

Pianist Van Cliburn gives a concert for Houston's Society for the Performing Arts on Friday (1). . . . Deutsche Grammophon is set to record Tcherpnin's "Piano Concertos Nos. 2 and 5" in March with Rafael Kubelik conducting and the composer as soloist. . . . Howard Hanson will conduct the world premiere of his "Symphony No. 6" with the New York Philharmonic Thursday (29). Leonard Bernstein will conduct the rest of the program, which will be repeated on Friday (1), Saturday (2) and Monday (4). . . .

Andre Previn will conduct the American Symphony at Carnegie Hall March 10 and 11. He will conduct the Pittsburgh Symphony at Philharmonic Hall, New York, June 30 and July 1.

Zubin Mehta and the Los Angeles Philharmonic appear at the Anaheim Convention Center March 23. . . . In August, contralto Maureen Forrester debuts with the Teatro Colon of Buenos Aires as Cornelia in Handel's "Julius Caesar." She sings Bran-

*(Continued on page 40)*



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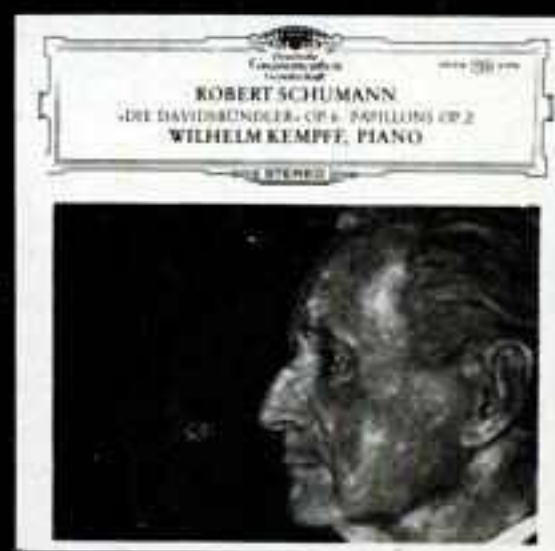
**SIBELIUS: FINLANDIA/VALSE TRISTE/ THE SWAN OF TUONELA/ TAPIOLA.** Berlin Phil./Karajan.  
DGG 139 016



**CONCERTOS FOR FLUTE AND ORCHESTRA.** Mozart, Blavet and Léclair. Nicolet, flute; Lucerne Festival Strings/Baumgartner. DGG 139 311



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**HANDEL: PASSION ACCORDING TO B. H. BROCKES.** Stader, Haefliger; Regensburg Cathedral Choir; Schola Cantorum Basilensis/Wenzinger. A 3-record set. ARC 198 418/20

**SCHÜTZ: SEVEN LAST WORDS OF CHRIST/SEVEN LITTLE SACRED CONCERTOS.** Schreier, Adam, Apreck, Rotzsch; Dresden Cross Choir/R. Mauersberger. ARC 198 408

**MOZART: SYMPHONIES, NO. 6 IN F, K. 43/NO. 8 IN D, K. 48/IN G, K. 45a "Alte Lambacher"/IN G "Neue Lambacher".** Salzburg Camerata Academica Orch./B. Baumgartner. ARC 198 409



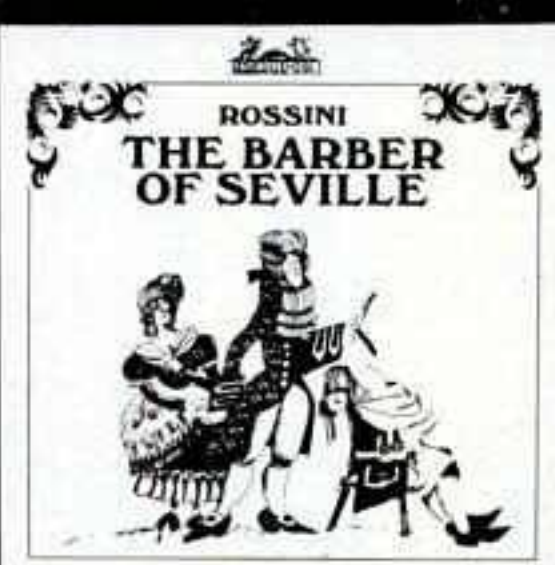
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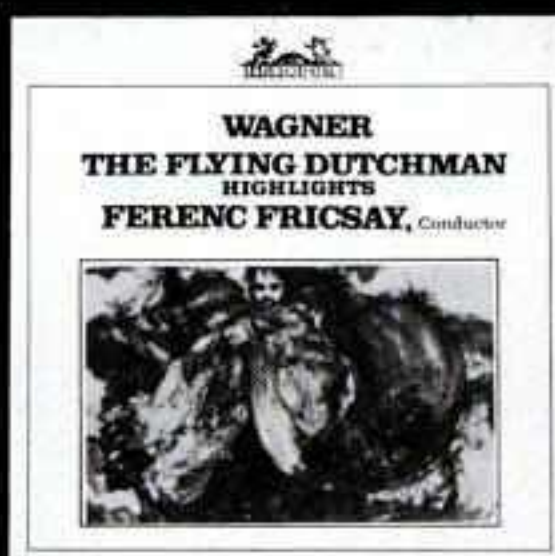
HS 25071



HS 25069



HS 25066



HS 25070



HS 25068



HS 25065

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# Negro Named Conductor of N. J. Symphony

NEWARK, N. J. — Henry Lewis, 35, has been appointed music director of the New Jersey Symphony. Lewis is believed to be the first Negro ever appointed music director of an American orchestra.

Lewis, the husband of mezzo-soprano Marilyn Horne, founded the Los Angeles Chamber Orchestra in 1958 and also conducted the Los Angeles Philharmonic, was music director of the Los Angeles Opera Co., and appeared at Hollywood Bowl.

Other American orchestras he has conducted include the Detroit, Chicago and San Francisco symphonies. He made his New York debut last year conducting the American Symphony. Lewis also has conducted at La Scala in Milan and directed operatic performances in Montreal and Vancouver. He has recorded for London Records.

Lewis who signed a three-year agreement, will replace Kenneth Schermerhorn, the orchestra's music director since 1962. Schermerhorn is leaving this summer to become music director of the Milwaukee Symphony.

## Classical Notes

• Continued from page 38

gaene in Wagner's "Tristan und Isolde" with the Montreal Opera in October.

A gala performance is slated for Saturday (16) at the Metropolitan Opera. Artists will include Joan Sutherland, Renata Tebaldi, Leontyne Price, Leonie Rysanek, Roberta Peters, Teresa Stratas, Regina Resnik, Carolo Bergonzi, Franco Corelli, Nicolai Gedda, Jan Peerce, George Shirley, James King, Sandor Konya, George London, Mario Sereni, Cornell MacNeil, Robert Merrill, Bonaldo Giacomini, Giorgio Tozzi, Sherrill Milnes, John Macurdy, Ezio Flagello, Richard Bonynge, Fausto Cleva, Thomas Shippers, Francesco Molinari-Pradelli and George Schick. Berislav Klobucar replaced the indisposed Herbert von Karajan as conductor of "Die Walkuere" at the Met on Wednesday (21).

## 24th Season for San Antonio Fest

SAN ANTONIO — The San Antonio Symphony's Grand Opera Festival begins its 24th season on Saturday (2) with Puccini's "Tosca" starring Dorothy Kirsten, Richard Tucker and Morley Meredith. In Offenbach's "The Tales of Hoffmann" on Sunday (3) the featured singers will be Beverly Sills, Norman Treigle, Elaine Bonazzi and Placido Domingo.

Richard Strauss' "Der Rosenkavalier" is listed for Friday (9) with Ingrid Bjoner, Patricia Brooks, Mildred Miller and Otto Edelmann. The season will close on Saturday (10) with Anna Moffo, John Alexander and Sherrill Milnes in Verdi's "La Traviata." Victor Alessandro, the orchestra's music director, will conduct the performances.

# BEST SELLING Classical LP's

Billboard Special Survey For Week Ending 3/2/68

Billboard Award		This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
3	21	21	21	<b>PONCHIELLI: LA GIOCONDA (3 LP's)</b> Tebaldi/Various Artists/Orch. L'Academie di Santa Cecilia (Gardelli), London (No Mono); OSA 1388 (S)	5	21	21	<b>MOZART: CONCERTO NOS. 17 &amp; 21</b> Anda/Salzburg Comerata (Anda), DGG (No Mono); 138 783 (S)	4
2	22	22	22	<b>WEST MEETS EAST</b> Yehudi Menuhin/Ravi Shankar, Angel 36148 (M); S 36148 (S)	34	22	22	<b>PUCCINI: MADAME BUTTERFLY (3 LP's)</b> Scotto/Bergonzi/Various Artists/Rome Opera House Orch. (Barbirolli), Angel (No Mono); SCL 3702 (S)	22
3	23	36	36	<b>VERDI: AIDA (3 LP's)</b> Nilsson/Bumbry/Corelli/Various Artists/Rome Opera House Orch. (Mehta), Angel (No Mono); SCL 3716 (S)	7	23	36	<b>RIGHT AS THE RAIN</b> Leontyne Price/Andre Previn, RCA Victor LM 2983 (M); LSC 2983 (S)	6
4	24	25	25	<b>STRAUSS: ELEKTRA (2 LP's)</b> Nilsson/Resnik/Collier/Various Artists/Vienna Philharmonia (Solti), London A 4269 (M); OSA 1269 (S)	8	24	25	<b>BEETHOVEN: COMPLETE NINE SYMPHONIES (8 LP's)</b> NBC Symphony (Toscanini), RCA Victrola VIC 8000 (M); (No Stereo)	9
5	25	26	26	<b>LEONTYNE PRICE—PRIMA DONNA, VOL. 2</b> RCA Victor LM 2968 (M); LSC 2968 (S)	22	25	26	<b>RESPIGHI: PINES OF ROME/FOUNTAINS OF ROME</b> Philadelphia Orch. (Ormandy), Columbia ML 5987 (M); MS 6587 (S)	4
6	26	23	23	<b>MY FAVORITE CHOPIN</b> Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	100	26	23	<b>BEETHOVEN: COMPLETE NINE SYMPHONIES (8 LP's)</b> Berlin Philharmonic (Von Karajan), DGG (No Mono); SKL 101/108 (S)	42
7	27	27	27	<b>MAHLER: SYMPHONY NO. 8 (2 LP's)</b> Various Artists/London Symphony (Bernstein), Columbia M2L 351 (M); M2S 751 (S)	56	27	27	<b>RIMSKY-KORSOKOV: SCHEHERAZADE/VERDI: AIDA</b> Concert Arts Symphony (Leinsdorf), Capitol P 8660 (M); SP 8660 (S)	5
8	28	24	24	<b>PUCCINI: LA RONDINE (2 LP's)</b> Moffo/Barioni/RCA Italiano Orch. & Chorus (Molinari-Pradelli), RCA Victor LM 7048 (M); LSC 7048 (S)	25	28	24	<b>PROKOFIEV: PETER AND THE WOLF/TCHAIKOVSKY: NUTCRACKER SUITE</b> New York Philharmonic (Bernstein), Columbia ML 5593 (M); MS 6193 (S)	20
9	29	29	29	<b>BERNSTEIN'S GREATEST HITS</b> New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	37	29	29	<b>THE YOUNG HOROWITZ</b> Vladimir Horowitz, RCA Victor LM 2993 (M); (No Stereo)	3
10	30	30	30	<b>VERDI: LA TRAVIATA</b> Caballe/Bergonzi/Milnes/RCA Italiano Orch. (Pretre), RCA Victor LM 6180 (M); LSC 6180 (S)	19	30	30	<b>PENDERECKI: PASSION ACCORDING TO ST. LUKE (2 LP's)</b> Various Artists/Talzer Boys Choir, Cologne Radio Symphony (Czyz), RCA Victrola VIC 6015 (M); VICS 6015 (S)	15
11	31	31	31	<b>HENZE: DER JUNG LORD (3 LP's)</b> Various Artists/Deutsche Oper Berlin (Dohnanyi), DGG 139 357/59 (S)	3	31	31	<b>ORFF: CARMINA BURANA</b> Various Artists/New Philharmonia Orch. (De Burgos), Angel 36333 (M); S 36333 (S)	80
12	32	32	32	<b>CHOPIN NOCTURNES (2 LP's)</b> Artur Rubinstein, RCA Victor LM 7050 (M); LSC 7050 (S)	11	32	32	<b>BELLINI: BEATRICE DI TENDI (3 LP's)</b> Sutherland/Various Artists/London Symphony (Bonynge), London A 4384 (M); OSA 4384 (S)	13
13	33	28	28	<b>VERDI: RARETIES</b> Montserrat Caballe, RCA Victor LPM 2995 (M); LSC 2995 (S)	4	33	28	<b>MAHLER: SYMPHONY NO. 9 (2 LP's)</b> New Philharmonia Orch. (Klemperer), Angel B 3708 (M); SB 3708 (S)	19
14	34	—	—	<b>BEETHOVEN: NINTH SYMPHONY</b> Mormon Tabernacle Choir/Philadelphia Orch. (Ormandy), Columbia ML 6416 (M); MS 7016 (S)	26	34	—	<b>GROFE: GRAND CANYON SUITE</b> London Festival Orch. (Black) London 21002 (S) (No Mono)	1
15	35	—	—	<b>HOMAGE TO GERALD MOORE (2 LP's)</b> De Los Angeles/Schwarzkopf/Fischer-Dieskau, Angel (No Mono); SB 3697 (S)	17	35	—	<b>ORMANDY'S GREATEST HITS, VOL. III</b> Philadelphia Orch. (Ormandy), Columbia (No Mono); MS 7072 (S)	1
16	36	—	—	<b>SATIE: PIANO MUSIC, VOL. 2</b> Aldo Ciccolini, Angel (No Mono); S 36459 (S)	4	36	—	<b>BOULEZ CONDUCTS DEBUSSEY</b> New Philharmonia Orch. (Boulez), CBS (No Mono); 32-11-0056 (S)	1
17	37	35	35	<b>TCHAIKOVSKY: CONCERTO NO. 1</b> Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	82	37	35	<b>WAGNER: DIE WALKUERE (5 LP's)</b> Crespin/Vickers/Various Artists/Berlin Philharmonic (Von Karajan), DGG 39229/233 (M); 139229/233 (S)	42
18	38	38	38	<b>GERSHWIN: RHAPSODY IN BLUE</b> New York Philharmonic (Bernstein), Columbia ML 5412 (M); MS 6091 (S)	80	38	38	<b>CHOPIN WALTZES</b> Artur Rubinstein, RCA Victor LM 2726 (M); LSC 2726 (S)	2
19	39	39	39	<b>HANDEL: JULIUS CAESAR (3 LP's)</b> Treigle/Sills/Various Artists/N. Y. City Opera (Rudel), RCA Victor LM 6182 (M); LSC 6182 (S)	11	39	39	<b>TWENTIETH CENTURY GUITAR</b> Julian Bream, RCA Victor LM 2964 (M); LSC 2964 (S)	2
20	40	40	40	<b>PENDERECKI: ST. LUKE'S PASSION (2 LP's)</b> Various Artists/Cracow Philharmonia (Czyz), Philips (No Mono); PHS 2-901 (S)	11	40	40	<b>NEW MUSIC, VOL. I</b> Rome Symphony (Maderna), RCA Victrola, VIC 1239 (M); VICS 1239 (S)	2

## CONCERT REVIEW

### Stirring 'Gerontius' Given

NEW YORK — Elgar's "The Dream of Gerontius" drew a moving performance by the Little Orchestra Society under Thomas Scherman at Philharmonic Hall on Tuesday (20) with especially strong performances by contralto Helen Watts and baritone Raymond Herinx.

Tenor John Wakefield, in the title role, gave a sensitive performance, but was hampered by difficulty with his high notes. The oratorio, Elgar's major choral work, with text by Cardinal Newman, has only one catalog listing: a fine two-record set on Angel with Sir John Barbirolli and the Halle Orchestra. The record soloists are Janet Baker, Richard Lewis and Kim Bord.

Miss Watts was firm in voice and, as the other soloists, clear in diction as the Angel. Boosted in a London Records ad, she also appears on Angel, L'Oiseau Lyre, Westminster, Bach Guild,

Deutsche Grammophon Archive, and Stereo-Fidelity.

Herinx, having no apparent difficulties with the bass range, sang the short roles of the Priest and the Angel of the Agony with authority. He appears on Capitol, Angel and L'Oiseau Lyre. Wakefield also has recorded on Capitol.

### Pizzetti, Composer, Is Dead at Age 87

ROME — Composer Ildebrando Pizzetti died here on Feb. 13. He was 87. Among his compositions were 11 operas including "Fra Gherardo" and "Assassinio nella cattedrale" (Murder in the Cathedral). Late last year, London issued an album by Lamberto Gardelli and L'Orchestre de la Suisse Romande of Pizzetti's "Concerto

## RCA to Issue 3-Record 'Ernani' Set

• Continued from page 38

Hindemith, and Erich Leinsdorf and the Boston Symphony play Brahms. John Ogden offers a pressing of Nielsen piano music. Rounding out the Red Seal list is dialog from the Grove Press-Evergreen film of Joyce's "Finnegan's Wake" with Martin J. Kelley, Jane Reilly, Peter Haskell and Page Johnson.

Victrola has two three-record sets, including a reissue of Verdi's "Aida" with Arturo Toscanini and the NBC Symphony. The opera features Herva Nelli, Richard Tucker, Eva Gustavson, Giuseppe Valdengo, Norm Scott and the Robert Shaw Chorale. Teresa Stich-Randall

sings the short role of the Priestess. Another pressing by Toscanini and the NBC Symphony contains dance music of Berlioz, Brahms, Paganini, Johann Strauss, Weber, and Waldteufel.

The other multiple set has a first recording of Mozart's oratorio "La Betulia Liberata" with Carlo Felice Cillario conducting the Polyphonic Chorus and Orchestra of the Angelicum, Milan. The Collegium Aureum performs Haydn concertos with Erich Penzel as soloist on the hunting horn, and Hans-Marten Linde, soloist on the flute.

Guitarist Regino Sainz de la Maza and the Manuel de Falla Orchestra under Cristobal Halffter perform the first low price versions of Rodrigo's "Concierto de Aranjuez" and "Fantasia para un gentilhombre." Completing the Victrola list is Ravel, Debussy and Ibert performed by Charles Munch and the Boston Symphony.



# International News Reports

## 1st Essen Song Spectacular Set

ESSEN, Germany — What is being promoted as Europe's first great "festival for folk lore, folk songs, chansons and pop music will be held in this city Sept. 25-29.

The "International Essen Songs Days" is planned as a counterpart to the Monterey Pop Festival. The five days of non-stop music will consist of nine major performances, 28 workshops, and a seminar to take inventory of the festival's results.

The International Essen Songs Days 1968 is sponsored by the city of Essen, which has

invited more than 100 artists from around the globe. Countries to be represented are the United States, the Soviet Union, Italy, Spain, Britain, Ireland, Brazil, Czechoslovakia, Sweden, Denmark, Belgium and other countries.

Artists invited include Hanns Dieter Huesch, Los Incas, Pete Seeger, Bulat Okudshawa, the Mothers of Invention, Donovan, the Fugs, Wolf Biermann, Franz Josef Degenhardt, Dieter Suerkruep, Hana Hegorova, Phil Ochs and Juliette Greco.

The festival committee said that artists had been invited

with the aim of giving representation to "all good popular music, and not any special type."

The festival will be directed by a board of 25 German and foreign pop music experts, including representatives of the United States, France, Italy, Denmark, Belgium, Britain, Czechoslovakia.

The festival is expected to attract at least 20,000 for two mammoth concerts in the Gruga Hall, each concert to last over five hours. The concerts and other festival events will be carried by German and foreign TV stations.

A special seminar will offer five lectures with the theme "The Lied as a Form of Expression of Our Time."



ROY BLACK, right, receives his first gold disk for 1,300,000 sales of "Ganz in Weiss" from Polydor director Richard Busch at a press party held in Augsburg, near Munich. Black is set for appearances in Britain and America.



ROBERTO CARLOS, CBS International artist from Brazil who sang the first-place song at this year's San Remo Festival, chats with Harvey Schein, left, president, CBS International, and right, Goddard Lieberson, president of CBS/Columbia, while in New York on his way back to Brazil.

## Teldec, Polydor on Musical LP Swing

HAMBURG — This is the year of the musical in West Germany, with Telefunken-Decca (Teldec) and Polydor bringing out a total of six LP's based on three musicals.

Teldec has four versions from the Broadway hit "Fiddler on the Roof." Teldec has the original Broadway cast recording on

the RCA label; "Anatevka," the instrumental version arranged and conducted by Claus Ogerman, also on the RCA label; the German-language recording premiere of "Anatevka" at Hamburg with the Israeli artist Shmuel Rodensky, on the Decca label; and Werner Mueller's version on a Decca single.

Polydor is promoting its recording of the musical "Der Mann von La Mancha" as a new musical which is conquering Europe.

"Man of La Mancha" was recorded with Josef Meinrad, Blanche Aubry, Fritz Muliar, Norman Foster and Johannes Fehring's orchestra. The German version was written by Robert Gilbert.

Polydor announced that it is producing the first authentic complete recording of Bert Brecht and Kurt Weill's "Threepenny Opera" for release next autumn.

Polydor said that it has had a team on the road for several weeks looking over various cities in West Germany to find the best recording sites for the opera which Brecht and Weill wrote in 1928.

Hannes Messemer will have the role of Mack the Knife and others in the cast will be Karin Baal, Hanne Wieder, Helmut Qualtinger, Berta Drews, Martin Held, Hans Clarin and Peter Ustinov.

The production is in charge of Harald Vock, and the musical direction, James Last.

## Bechet Tunes To Get Boost

PARIS — The songs of the late Sidney Bechet in France by the Vogue Records affiliate, Editions Carrousel, will get an important boost from a special one-hour color TV program to be filmed by award-winning French director Jean-Christophe Averty.

The film will feature a number of French artists singing the compositions of Bechet and will be premiered in April 1969, on the 10th anniversary of the death of the New Orleans jazzman.

Expected to star in the film are Charles Aznavour, Gilbert Becud, Enrico Macias, Les Charpots, Petula Clark, Guy Marchand, Pierre Perret and Babik Reinhardt.

Averty will spend two and a half months making the film which will subsequently be made available to many other countries, including the U. S., Germany, Belgium and Switzerland.

## Electrola's Veder Sees Customs Barrier Fall Cuing Wide Shifts

By OMER ANDERSON

*This is the first of a two-part exclusive interview with Billboard and Dr. Ladislav Veder, managing director of Electrola, who analyze the problems facing the changes that will occur when the last customs barriers fall inside the European Common Market July 1, the difficulties besetting German pop hits, and the 1968 outlook for the German industry. In the first article, Dr. Veder deals with the European Common Market and the "explosive advance" of budget-line disks on the German market.)*

COLOGNE — Dr. Ladislav Veder, managing director of Electrola, believes that elimination of the last remaining customs barriers inside the European Common Market July 1 will have far-reaching consequences for many European record companies.

He said that firms which already are internationally organized in the Common Market area will consolidate and tighten their operations.

"This means," Veder explained, "centralization of production, equalization of prices and delivery conditions, international release of various disks, and rationalization of distribution over the Common Market area as a whole."

Veder continued, "Our parent firm, the EMI, long has been preoccupied with these problems, and we have taken various measures to obtain full advantage from the compact EMI organization in the six Common Market countries.

"Because of its central position, Cologne will play a leading role in the Common Market

organization of EMI."

In general, Veder believes that 1968 will demonstrate, even more distinctly than have past years, that current conditions on the disk market favor the giant record concerns—or the small concerns with a very flexible "one-man operating format."

**Penalized More**

Veder said the medium-size disk concerns are penalized increasingly under present market conditions by the steadily rising cost of record production; through the high risks in connection with the fluctuation of the market; and the necessary

*(Continued on page 42)*

## Stratford Fest Slates Wide-Ranging Program

TORONTO — The music season at the internationally known Stratford Shakespearean Festival in Stratford, Ont., this year offers a wide variety of music and artists, from the In-

dian music of Ravi Shankar to the sacred music of Duke Ellington, from such established names as Van Cliburn to such promising young talents as violinist David Nadien.

The music season opens with Duke Ellington and his orchestra in his Concert of Sacred Music (July 7), followed by the Lenox Quartet (July 13); the English Chamber Orchestra conducted by Daniel Barenboim with cellist Jacqueline de Pre (July 14); the Stratford Festival Orchestra with violinist David Nadien (July 21); Van Cliburn (July 26); the Festival Orchestra conducted by Gunther Schuller with pianist John Ogden (July 28); the Festival Orchestra conducted by George Schick with soprano Judith Raskin (Aug. 4); the Festival Orchestra conducted by Walter Susskind with violinist Ruggiero Ricci (Aug. 11); Ravi Shankar (Aug. 18) who will also give a talk on Indian music the preceding day, and the New York Pro Musica (Aug. 25).

There will also be a series of Saturday morning concerts, beginning July 13, featuring the works of Canadian composers performed by the Chamber Music Workshop. The Festival has commissioned composers Serge Garant, Bruce Maters, Gabriel Charpentier and Steve Gellman to spend a week in residence working with the performers on their new compositions.



REPRESENTING MILLIONS of record sales in Austria, Belgium, France, Holland, Germany, Switzerland, Italy, Spain and South America singers Udo Juergens, extreme left, Adamo, second from left, and Raphael, extreme right, meet Francois Minchin, President of Pathe-Marconi, the company which distributes their records in France.



# Electrola's Veder Sees Customs Barrier Fall Cuing Wide Shifts

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high investment because of rapid technological advance.

"The international concerns," Veder went on, "are able to assume all of these risks through their broad catalogs, their large capital reserves, and their internationally organized sales channels."

"The EMI has been quick to take note of this development, and through a still tighter organization and the extension of its interests into the neighboring areas of the music business, EMI has not only managed to secure but to expand further its leading position among world concerns."

By contrast, the "one-man" operating format concentrates entirely on production and distributes through a big concern. Veder said that the principal problems of the German record

industry concerns its price structure and the "explosive advance" of budget disks.

He pointed out that German record companies have been placed at a serious disadvantage by the refusal of the Bonn government to classify phonograph records as a "cultural product," and thereby grant the industry a per cent added-value tax preference.

Phonograph records are the only cultural product denied the tax preference in Germany.

Because of the 5 per cent tax hike on disk sales, effective Jan. 1, most record companies were compelled to increase their prices in some categories. Veder said this price hike amounted to between 3 and 4 per cent for the entire repertoire.

Electrola's chief emphasized that price hikes were only to cover the actual tax burden, and do not reflect the other increased costs the producers have had to bear in recent years over most production areas.

These include higher payments and fees for artists, increasing musician costs, higher wages, and higher prices for production materials.

Veder said that the ever-sharper competition had prevented the record companies from passing on to the consumer the increased production costs. "On the contrary," Veder explained, "in view of the fact that prices in the higher categories have remained the same, even after introduction of the added-value tax, records, generally speaking, are cheaper than ever, because these expensive categories have been increasingly undermined for a long time."

"There is now only a very thin repertoire priced at \$5.25 or \$6.25. Generally speaking, the cost of a full-price LP today is \$4.75, and that of a budget-line LP \$2.50 — and less."

Veder reported that in 1967 more than 50 per cent of all LP's sold in Germany were priced at \$2.50 and less. Over 2,000 titles were offered on 18

different labels at budget prices.

The managing director of Electrola said that as long as budget-line disks represented a "second-issue," a price of \$2.50 can be regarded as realistic. But he contended that a price of \$1.25 (which made up more than a third of budget sales) can only be based on supplementary market calculations; in other words, at \$1.25 there is hardly any profit on an LP, and a firm can afford these series only when they achieve a profit from other categories.

"Moreover, the \$1.25 repertoire is severely limited; e.g., to BIEM-free repertoire, folk music, marches, mood music—which for all firms is soon exhausted," Veder said.

Veder said he is afraid the price structure on the German market has become unhealthy. "I can only hope that this development doesn't lead to a crisis similar to that four to five years ago in the United States," he added.

## AFN Will Beam Country Series

FRANKFURT — The American Forces Network (AFN) will broadcast a two-part series on "The History of Country and Western Music."

The two programs are 55 minutes each, and, together, they cover four decades of c&w. The first program was broadcast Feb. 17 and the final program, Feb. 24.

Sergeant Bill Boyd, AFN's host on the daily "1605 to Nashville" western music program, spent six months researching the project, which he claims is the first to be done on that music.

"The only reason I could put it together is because AFN's Frankfurt office has the largest record library in the world," Boyd said. He wrote more than 50 letters to country and western music artists and listened to 1,000 records before taping the show.

Lena for Metronome and Sweden's Siw Malmkvist for Metronome (Karneval in Caracas).  
WOLFGANG SPAHR

## BRUSSELS

The Flemish TV show "Tienerlanken" featured **Simon Dupree** from Britain, **Brenton Wood** from the U.S.A. and the Dutch group **Cuby and the Blizzards**. . . . Inelco has reached agreement with Iramao of Holland to retail the **Toon Hermans** record, "Mien, waar is m'n feestneus" in Belgium at 66 francs (\$1.35). . . . Polygram rush-released "The Legend of Xanandu" by **Dave Dee** etc., "Love Is Blue" by **Paul Mauriat** and "Jackie" by **Scott Walker**.

Fonior reports impressive sales of the album "Picknick" by Dutch artist **Boudewijn de Groot**. . . . **Hugo Dallas** left RCA to sign with Cardinal. His first record for the new company is "Misere" b/w "Take the Walls Down." . . . Ronnex is promoting the carnival record "Tuut-Tuut" b/w "Draaien maar" by **Henri de Haes** by giving away a free whistle with each disk and by launching a new dance the Tuut-Tuut, which de Haes demonstrates nightly in his dancing club. . . . "Hush" by **Billy Joe Royal** (CBS) is making a big impact in both Walloon and Flemish areas. . . . Eleven-year-old Dutch singer **Heintje** (Barclay) is making strong sales progress in Flemish  
(Continued on page 43)

## Post S.R. Sales Still Dipping

MILAN — First two weeks' sales of the San Remo records are remarkably lower than those of the most recent years for the corresponding period. While the San Remo Festival has been yielding at least 4.5 million units sales per year since 1964, with same 1964 skyrocketing up to 6 million, this year's sales would hardly reach 3 million, predicted the record companies' leaders.

The best sold record is Antoine's "La Tramontana," followed by Adriano Celentano and Don Backy's "Canzone," Wilson Pickett's "Deborah," Roberto Carlos and Sergio Endrigo's "Canzone Per Te," Marisa Sannia's "Casa Bianca." Among outsiders are "Un Uomo Piange Solo Per Amore," by Little Tony, "Da Bambino," by I Giganti, and "Le Opere Di Bartolomeo," by I Rokes.

## From The Music Capitals of the World

### BARCELONA

Edigsa is doing special promotion for new folk singer discovery **Gloria** whose first LP includes four Catalan versions of American songs. . . . **Los Salvajes** (Odeon) have recorded the first Spanish version of "Words" by the **Bee Gees**. . . . Belter released an album of the latest hits of **Domenico Modugno**. . . . **Los Sirex** (Vergara) have recorded a Spanish version of the **Donovan** hit "There Is a Mountain." . . . Southern Music acquired sub-publishing rights of three San Remo finalists: "La Tramontana," "Deborah" and "Mi va di cantare." . . . Vergara released the San Remo recordings of **Sergio Endrigo**, **Adriano Celentano**, **Anna Identici**, **Ornella Vanoni**, **Little Tony** and **Gianni Petenati**; Discophon has released the San Remo recording of **Roberto Carlos** and other San Remo disks have been issued by Odeon (**Al Bano**, **Giusy Romeo**, **Pino Donaggio**), RCA-Espanola (**Tony Renis**, **Dino**, the **Rokes**, **Domenico Modugno**, **Paul Anka**) and **Hispanavox** (**Wilson Pickett**, the **Sandpipers**). . . . **Jacinta** left Edigsa to sign

with the new Discophon label DDC and has recorded an EP of Catalan version of four San Remo songs, "Canzone per te," "Sera," "Gli occhi miei" and "No amore." . . . Ediciones Armonico has published the Spanish version of "Gli occhi miei" which has been recorded by **Luis Aguile** (Sonoplay), **Los Stop** (Belter) and **Los de la Torre** (Belter).  
RAFAEL REVERT

### BERLIN

Current Hansa top seller is "Everything I Am," by the **Page One** British group, the **Plastic Penny**. . . . The first singles of Hansa clarinetist **Roger Bennett**, including the title "Roses for You" have been released in Britain and U.S.A. Hansa will shortly produce a **Bennet** LP. . . . CBS will release **Drafi Deutscher's** Hansa recordings in Britain. Meanwhile Hansa is producing a new Deutscher single, "Der Hauptmann von Kopenick." . . . Hansa is currently producing **Jack White** for **Polydor**, **Rex Gildo** for **Ariola**, **Ricky Shane** for **RCA Victor**, **Erik Silvester** for **Electrola**, **Anna-**



CASHING IN ON ERIC BURDON and the Animals' "Monterey," high on the charts with its mention of Hugh Masekela's music, Apex Records in Toronto is promoting Masekela's three Uni albums with special day-glo signs and LP displays at the two Record Villa stores, largest r&b outlets in the city. Cecil Phillips, manager of Record Villa's Avenue Road store, shows the display there.

## 'I Like Mike' Musical Track To Be Issued by CBS Israel

TEL AVIV — Following an uninterrupted run of success with such musical productions as "My Fair Lady" in Hebrew, "How to Succeed in Business . . .," "Fiddler on the Roof" in Yiddish, "The King and I," "Kazablan" and "Man of La Mancha," all in Hebrew, impresario **Giora Godik** is currently staging the new musical "I Like Mike," with lyrics by **Haim Heffer**, who co-wrote the lyrics for "Kazablan" with **A. Ettinger**, and music by **Dov**

Zeltzer. The musical follows a book and a film of the same name. Zeltzer also wrote the music for "Kazablan."

Main roles in the new musical are taken by **Dalia Fridland**, **Avraham Mor**, **Lia Dulitzkaya**, **Morti Barkan**, **Shula Chen** and **Lior Yeyni**.

CBS Israel, which has released the soundtracks of all the Hebrew versions of the musicals produced by Godik—except "How to Succeed. . ."—will release the original cast album of "I Like Mike." CBS has an interest in the production of both "I Like Mike" and "Kazablan."

Meanwhile, "Kazablan" has passed its 500th performance.

CBS reports sales of albums of the Godik-produced musicals are 36,000 for the Hebrew "My Fair Lady," 25,000 sales for the Hebrew-Yiddish "Fiddler on the Roof" and 17,000 sales for "Kazablan," which is still selling at the rate of 1,000 copies a month.

## Phase 4 Saluted By French Decca

PARIS — Decca launches a special promotion campaign for the Phase 4 stereo catalog Thursday (29). It is called "Phase 4 Day."

Based on the slogan "1968 has 365 days, plus Phase 4 day" the campaign will be launched by a reception in the Decca building which will be attended by Decca's London-based international head, **Marcel Stellman**, Phase 4 technical chief, and **Tony D'Amato**.

Record retailers in the Paris region will be invited to a demonstration of the Phase 4 recording technique by British pianist **Ronnie Aldrich**.

## CRMA Names Betts Exec

TORONTO — The Canadian Record Manufacturers' Association (CRMA), established in 1963, has appointed its first permanent, full-time executive, executive secretary **A. L. (Bert) Betts**, and opened offices at 225 Mutual Street in Toronto. Betts will promote and further the interests of members, develop and improve the understanding and efficient utilization of the products of the industry by the public, study and organize lawful courses of action on problems common to the industry, obtain, collect and disseminate technical, statistical and other information considered to be of general interest, use and assistance to members, etc., in accordance with CRMA objectives.

Betts was formerly manager of marketing services with **Tappan - Gurney Ltd.**, appliance manufacturers, and in that capacity became familiar with Association operations through contact with the Canadian Appliance Manufacturers Association and the Canadian Electrical Manufacturers Association.



# From The Music Capitals of the World

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Belgium with "Mama" and has twice appeared on TV. Barclay will release a second record by this CNR artist, "Mama vertel me" ("Tell Me Mama"). . . . Trumpeter **Joe Carlier** (RCA) has recorded an instrumental version of "All My Love." . . . **Camille Sava's** Candle Records is now distributed by Polygram. Latest production is "When I'm Grown Up, Mother" and "Mustard, Pickles, Pepper and Salt" by "smartlap" singer **Serge**. (Smartlap is a Flemish term for a sentimental song and Flemish TV is shortly to devote a program to Dutch and Flemish artists singing this kind of song). . . . "S. K. Beveren," one of a number of football club "anthems" recorded by Decca producer **Al van Dam** some months ago, has become a Flemish hit as sung by **Etienne de Nockere**. Now singer-bandleader **Eddy Dorsan** has recorded the song of the Brugge football club, currently top of the Belgian League. . . . "Give and Take" by **Brian** and the **Hi-Five** (Ronnex) is scoring both in Flemish and Walloon areas. . . . **Tony Dua** has recorded the evergreen "Violetta" b/w "Red Hula Moon" for RCA. . . . Polygram released the Philips single of **Johnny Hallyday's** French versions of "The Ballad of Bonnie and Clyde" and "Hush." . . . Decca released "Eerst weer omhoog" by Dutch singer **Ria Valk**.

JAN WALDORP

## DETROIT

The **Jimi Hendrix Experience** performed at the Masonic Auditorium Friday Feb. 23. The show was a WKNR presentation. . . . **Ernie Durham**, WJLB disk jockey who has for years hosted a Sunday night record hop at the 20 Grand for those 17 and over, will begin a weekly Friday night hop at the club for teen-agers 14 to 17. In addition to presenting popular recording acts, Durham also plans to sponsor talent shows on those evenings. . . . **Sybil Burton Christopher**, originator of Arthur, the popular discotheque in New York, is opening a similar establishment here called the Woodward Streetcar. . . . The **Four Seasons** performed a Detroit concert Friday Feb. 23. . . . **Sammy Davis Jr.** will entertain at the annual Fight for Freedom dinner to be held at Cobo Hall April 28. Cleveland's **Mayor Carl Stokes** will be the principal speaker at that affair. . . . **Marian Anderson** performed at the Detroit Symphony Orchestra's last Kresge Concert at the Ford Auditorium Tuesday Feb. 13. . . . **Count Basie**, **Miriam Makeba**, **Wes Montgomery**, and **Jimmy Smith Trio**, the **Oscar Peterson Trio**, and **Richard Pryor** performed together for a one-night jazz concert at Cobo Arena Friday Feb. 23.

**Diana Ross** and the **Supremes** are now doing one-nighters across northern United States, including

## Cycnus Distrib Deal With Decca

PARIS — Cycnus Records, formerly distributed in France by Philips, has signed a new distribution contract with Decca here. First releases under the new contract are scheduled for the beginning of this month.

Cycnus head Samuel Muller will have an office in the Decca building but will continue as a completely independent producer. Cycnus, a label which specializes in rare classical recordings, has a total catalog of 31 albums, 153 of which have been awarded Grands Prix.

Sleeves of future productions will be printed with combined English, German and French texts.

college campuses. . . . The **Temptations**, **Stevie Wonder** and **Martha Reeves and the Vandellas** left town recently to participate in the Motortown Revue Japanese Festival which will tour Japan for one month. The artists have been scheduled for TV appearances, concerts, and will entertain U. S. troops stationed in areas in and about Japan. . . . The Pop Concert Committee of Wayne State University has scheduled its first pop concert for Friday, March 22, at the Ford Auditorium. **Dionne Warwick** has been chosen to headline the concert, along with other acts still to be selected. . . . **Robbie Dee**, disk jockey on WCHB, has been promoted to production manager of that station. . . . **Hello People** are booked into the Chessmate for one week beginning March 12. . . . **Leon Isaac** is the new early afternoon disk jockey for WJLB. . . . Currently in progress is the Memphis Sounds Show at the Riviera Theater through Thursday (29). Among the artists on that show are **J. J. Barnes**, **Pat Lewis**, the **Holidays**, **Eddie Floyd**, **Pig Meat Markham**, **Ruby Andrews**, and **Barbara Mercer**.

ROGER BASS

## HAMBURG

Radio Luxembourg will present its Golden Lion award to the **Bee Gees** (Polydor) for "Massachusetts." Presentation will be made in Essen Saturday (9). The Silver Lion will go to Polydor's **Roy Black** and the Bronze Lion to Ariola's **Peter Alexander**. . . . **Caterina Valente** (Telefunken), **Udo Juergens** (Ariola), the **Bee Gees** (Polydor), **Graham Bonney** (Electrola) and **Dorthe** (Philips) starred in the TV show "Musik aus Studio B." . . . **Peter Kraus** has signed with Electrola. . . . The German version of "Fiddler on the Roof" (Anatevka) is scoring a triumph in Hamburg. Decca has released an album of the German adaptation featuring Israeli artist **Shmuel Rodensky**. . . . Polydor released a new album by **James Last**, "Humba, Humba a Gogo."

WOLFGANG SPAHR

## HELSINKI

The Swedish girl trio, the **Pearletts**, were in Helsinki for an appearance on the TV teenage show "Tunnussavel." . . . Scandia artist **Eddy** has recorded Finnish versions of "Homburg" and "Days of Pearly Spencer." . . . The Swedish group **Tom, Mich** and the **Maniacs** (Columbia) made a concert appearance here. . . . Scandia artist **Kari Kuuva** has recorded a Finnish version of the Italian song "Il Ragazzo Della Via Gluck." Scandia has also released a Swedish version of the song by **Anne-Lena Lofgren** (Metronome). . . . PSO reports its best-selling records of 1967 as "This Is My Song" by **Petula Clark** (top foreign single "These are My Songs" by **Petula Clark** (top foreign album), "Iltatulen viesti" by **Aikamiehet** (top Finnish single) and "The Finnish Precentor Choir" (top Finnish album). . . . **R. E. Westerlund** has appointed **Erkki Paelli** head of the company's record division. Paelli will also handle press and public relations. . . . **R. E. Westerlund** has started local record production again with "You Don't Know Like I Know" by the **Topmost** as the first release.

KARI HELOPALTIO

## LOS ANGELES

**Sergio Mendez and Brasil '66** will make a concert tour of the Orient, opening in Tokyo March 29 and concluding in Osaka April 17. . . . **Leslie Uggams** sings an Academy Award nominated song on the Oscarcast, April 8. . . . **Lee Magid**, manager of **Della Reese**, established a music scholarship at Los Angeles City College. . . . **Jimmy Bowen**, **Keely Smith** and **Lee Hazlewood** will be presenters at the third annual Acad-

emy of Country & Western Music show, Monday (4) at the Century Plaza Hotel. . . . London Records will distribute an educational package composed by **Johnny Keating** to assist the Board of Education's music curriculum. . . . **Godfrey Cambridge's** latest album, "The Godfrey Cambridge Show," was recorded live in Aladdin's Bagdad Theater, Las Vegas. . . . **Ed Barner**, road manager for **Trini Lopez**, joins the faculty at Brigham Young University, department of communications.

Club-concert dates: **Simon and Garfunkel** at UCLA, March 31. . . . **The Checkmates Ltd.**, at Caesars Palace in Las Vegas, April 15. . . . **Patti Page** plays Tulsa's new 10,000-seat Forum, June 15. . . . **Glen Campbell**, **Marty Robbins**, **Ray Price** and **Roy Clark** at the Anaheim Convention Center, March 9. . . . **John Davidson** at Latin Casino, Newark, N. J., March 4-10; **Eden Roc**, Miami Beach, March 15-24; **Plaza Hotel**, New York, April 17-May 14. . . . **The King Sisters**, **Alvino Rey** and **Kent Larsen** open at the Tropicana Hotel, Las Vegas, beginning May 3 for three weeks. . . . **Good Time Singers** at Harrah's, Lake Tahoe, with **Tennessee Ernie Ford**, beginning March 21 for three weeks.

Screen titles: **The Lettermen** sing title song in MGM's "Where Were You When the Lights Went Out." . . . **Jim Webb** pens title tune and theme for "How Sweet It Is," starring **Debbie Reynolds** and **James Garner**. . . . **Rod McKuen** to compose score for "Joanna" at 20th-Fox. . . . **Alan J. Lerner** and **Burton Lane** to write words and music for "Huck." . . . **Electric Prunes** sing and play the theme music for "The Name of the Game Is Kill," starring **Susan Strasberg**. . . . **Jeff Alexander** to score MGM's "Day of the Evil Gun." . . . **Lalo Schifrin** to score "The Brotherhood" at Paramount. . . . **The Grassroots** (Dunhill artists) sing and perform in "With Six You Get Egg Rolls," starring **Doris Day**. . . . **The 5th Dimension** to sing title tune for Cinerama Production's "East of Java."

Television appearances: **Lou Rawls** on "Ed Sullivan Show" Sunday (3). . . . **Nancy Ames** on "Hollywood Palace" March 16. . . . **Henry Mancini**, **Harpers Bizarre**, **Frankie Avalon** and **Johnnie Ray** on new ABC-TV show "The Gold Record." . . . **Diana Ross** and the **Supremes** and **Nancy Sinatra** on "Ed Sullivan Show," March 24. . . . **Wayne Newton's** special on ABC-TV to air April 8. . . . **Nancy Sinatra** on "Hollywood Palace" April 6. . . . **Peter, Paul and Mary** on "Jonathan Winters Show," March 28. . . . **Glenn Yarbrough** sings background music for NBC-TV special "Travels With Charley," airing March 17. . . . **Ray Charles** and the **Raetlets** appear on "Operation Entertainment," April 12. . . . **Bill Medley** on "Happening '68," March 16. . . . **The Checkmates Ltd.**, on "Operation Entertainment," March 29.

## MADRID

A&M international manager **David Hubert** was in Madrid for two days to renew the distribution contract with Hispavox and discuss possible summer appearances in Barcelona and Madrid of **Herb Alpert** and the **Tijuana Brass**. . . . **Pic-Nic** (Hispavox), whose first recording in English has been released in Britain, have signed to appear in two Musicorama concerts at the Olympia Theater, Paris. . . . **Los Impala**, a Venezuelan group living in Spain, have left Sonoplay to sign with Marfer. . . . Liberty Records international manager **Jerry Thomas** was in Madrid for two days for talks with Hispavox executives on personal appearances in Spain by **Vikki Carr** on her upcoming European tour. . . . **De Raymond** (Marfer) goes to Poland next month for a 40-day tour of personal appearances. . . . Sintonia is releasing the first batch of recordings on the President label, including "Baby Come Back," by the **Equals**, "I Feel Love Coming on," by **Felice Taylor**, and singles by the **Manfield Organization** and the **Rogers**. . . . **Los Pop Tops** (Barclay-Sonoplay) will go to London to record a rhythm and blues version of the **Charles**

**Trenet** song "La Mer." . . . **Vergara** held a press reception recently to introduce **Luis Gardey's** first record for the label. . . . **El Duo Dinamico** have written the song, "La, La, La," which will represent Spain in the Eurovision Song Contest in London on April 6. The song, arranged by **Bert Kaempfert**, will be sung by **Joan Manuel Serrat**. . . . Columbia-Espanola has signed contracts to distribute the American catalog Arctic and the Italian catalog CGD in Spain. . . . **Manolo Pelayo** (Columbia-Espanola) has recorded a Spanish version of the Bacharach-David song "Wives and Lovers." . . . **Luis Agulle** (Sonoplay) went to Venezuela for a number of personal appearances. . . . Spain's first folk group, **Almas Humildes** (Sonoplay), have recorded the two songs of their single, "Cuervos" and "Balada de la Margaritas," for the Movierecord Panamericana TV chain which will distribute the film in twenty countries. . . . **L. E. Aute** has recorded two of his own compositions for his new RCA-Espanola single, "Los Burgueses" and "Me Mirare en tu Cuerpo." On March 1 **Aute** will present his first LP to the press during an exhibition of his paintings. . . . **Valen's** new single for RCA-Espanola couples two of his own compositions, "La Carreta" and "Recuerdos." . . . RCA-Espanola will release the **Grapefruit's** single "Dear Delilah" at the beginning of March. . . . RCA-Espanola will release the soundtrack album of "Half of Sixpence" to coincide with the film's opening here. . . . **Canciones del Mundo** has acquired Spanish rights of the San Remo winner "Canzone per te." . . . Spanish composer **Augusto Alguero** was in London's Lansdowne Studios to record demos of a number of his new compositions. . . . "I'm Coming Home," published here by **Canciones del Mundo**, is being recorded in Spanish by **Dyango** (Safiro) and **Bruno Lomas** (Odeon). . . . **Los Mustang** (Odeon) are recording a Spanish version of "Everlasting Love." . . . **Ediciones Quiroga** is controlling in Spain and Portugal all the compositions of **Eric Burdon** and **Jimi Hendrix** through the A. Schroeder Music Corp. **Quiroga** has also acquired from **Lynn Music Ltd.** of London, sub-publishing rights of the **Dave Dee** hits "Okay" and "Zabadak" and the **Herd** hits "From the Underworld" and "Paradise Lost." . . . **Ediciones Quiroga** has world wide control of all the compositions of Catalan singer **Joan Manuel Serrat**.

RAFAEL REVERT

## MEXICO CITY

**Jose Luis Arcaraz** on 40-day tour in the States. . . . Public banned from television studios where programs with rock 'n' roll groups are aired. . . . **Msgr. Dario Miranda**, Archbishop of Mexico, said, "Modernity doesn't justify degeneration of taste, but on the contrary, should be a reason for superior artistic work," in referring to contemporary music here, and singled out **Julio Valenzuela** as an example of youth who sing folklore or modern songs without mentioning drugs, sex, etc. . . . **Tulane Choir**, composed of 60 voices, presented a program of choral music here, offering classical and baroque music, Negro spirituals, contemporary songs by Mexican and Brazilian composers at the National University. . . . **Sonia la Unica** (RCA Mexicana) recorded the theme of a new soap opera. It reached fourth place in RCA's sales in two weeks. . . . **Perez Prado** performing in a nightclub here. . . . **Carlos Lico** (Capitol) back in a nightclub here. . . . **Jose Alfredo Jimenez** on tour throughout Mexico. . . . **Pedro Vargas** (RCA Victor Mexicana) celebrating 40 years as a singer this year. Vargas has been with RCA Victor 37 years. . . . Society of Authors and Composers has organized a "Festival of Popular Music," offering a \$4,000 first prize for an original composition.

KEVIN M. KELLEGHAN

## NEW YORK

The **Lemon Pipers**, **Buddah Records** artists, open a two-week

stand at the Bitter End Wenesday (28). **Jake Holmes** also will be featured. . . . Capitol artist **Tennessee Ernie Ford** plays Jackson, Miss., April 27, and Mobile, Ala., April 29. . . . Columbia's **Paul Revere** and the **Raiders** appear at Houston April 6; other Southwestern dates will be at Lubbock, Oklahoma City, Albuquerque, Waco and El Paso. . . . The **New York Rock & Roll Ensemble**, Atco artists, opened a one-month engagement at **Wheels** Tuesday (20). . . . **Pat Paulsen** is joining **Kate Smith** on her concert tour. . . . **Burt Kameron** of Greif and Garris management is accompanying RCA's **Joe Feliciano** on the latter's one-month South American tour.

**Diahann Carroll**, Columbia Records' artist, headlines at Miami's Hilton Plaza from Friday (1) to March 10. . . . Mercury's **Les McCann** signed with O.L.S. Management. McCann will open a European tour June 15 at the **Montreaux Jazz Festival**. . . . **Comic Lee Tully**, now at the Copacabana, will have his first album released by Jubilee early in March. . . . The **Platters**, Musicor artists, signed with the **Jockers** Three of Greensboro, N. C. for representation in the Southeastern States. . . . **Uni's Alexander's Timeless Bloosband** has signed with **Cori Randle** for personal management. . . . **Sol Yaged**, celebrating his second anniversary as the Gaslight Club's resident jazzman, has a new Lane album.

Capitol's **Guy Lombardo** and his orchestra give a Houston concert Wednesday (28). . . . **Ravi Shankar** will perform at San Antonio's HemisFair 1968 Sept. 20 and 21. . . . **Los Ninos Cantores** will give two concerts on April 14. . . . **Professor Irwin Corey** and **Susan Hilton** began a three-week Living Room stint on Monday (19). . . . The **First Edition**, Reprise artists, open a one-week engagement at Dallas' **Soul City** March 24. . . . The **Magnificent Men** of Capitol Records closed a one-week stay at Philadelphia's **Uptown Theater** Sunday (25). . . . Singer-writer **Thomas Hill** signed with **Don Costa Productions**. . . . RCA's **Fannie Flagg's** forthcoming TV appearances include "Operation Entertainment," "Gypsy Rose Lee," "Pat Boone Show," and "Dating Game."

**Jane Morgan**, ABC artist, appears for three nights at the New Felt Forum at Madison Square Garden Thursday (29) through Saturday (1). **Epic's Doodletown Pipers** are also on the program. . . . **Renee Raff** starts a two-week stand at The Apartment Monday (26) with **Charles De Forest** and the **Ray Starling Trio**. . . . **Cadet's Ahmad Jamal** plays the Shady Grove Music Festival in Gaithersburg, Md., March 16. **Warren Stephens**, president of **Justin Management Corp.**, is setting up a 10-week West Coast tour for **Jamal**, which will begin early in April. . . . ABC's **Marilyn Michaels** starts a four-week Latin Quarter gig Wednesday (28). . . . **Herb Bernstein** will produce the **Robbs** for **MGM Records**.

**Godfrey Cambridge**, Epic artist, canceled three TV appearances and a Bahamas booking at Paradise Island after his physician ordered him to rest because of complete exhaustion. . . . **Marlene Ver Planck** has returned from Baltimore and Washington, where she promoted her **Mounted Records'** album. . . . **Greengrass Enterprises** has moved to 595 Madison Avenue. . . . **Art Mooney** and his orchestra began a three-week Riverboat engagement Thursday (22) along with the **Eddy McGinnis-Gene Renza Orchestra** featuring vocalist **Tommy Mercer**. . . . **Joe Cuba** opened a 10-day tour of Caribbean ball park one-nighters Thursday (22) in Sanurce, Puerto Rico. . . . ABC's **Frankie Laine** opens at the Latin Casino in Cherry Hill, N. J., March 18. He appears on the "Ed Sullivan Show" on March 31. . . . The **Short Cuts**, **Pepper Records'** artists, are on a 10-city, four-week promotional tour. Cities are Philadelphia, Pittsburgh, Canton, Cleveland, Detroit, Chicago, St. Louis, Baltimore, Washington and Peoria.

FRED KIRBY



# HITS OF THE WORLD

## AUSTRALIA

(Courtesy Modern Melbourne)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SADIE (THE CLEANING LADY)	Johnny Farnham (Columbia)-Tu-Con
2	HELLO, GOODBYE	Beatles (Parlophone)-Northern Songs	
3	DAYDREAM BELIEVER	Monkees (RCA)-Screen Gems	
4	JUDY IN DISGUISE	John Fred and his Playboy Band (Festival)-Jewel	
5	SHE	Monkees (RCA)-Screen Gems	
6	THE RAIN, THE PARK AND OTHER THINGS	Cowsills (MGM)-Alberts	
7	SHE'S A RAINBOW	Rolling Stones (Decca)-Cromwell	
8	DIFFERENT DRUM	Stone Poneys (Capitol)-Screen Gems	
9	WORLD	Bee Gees (Spin)-Abigail	
10	TIN SOLDIER	Small Faces (Decca)-M.C.P.S.	

## BELGIUM

(Courtesy Moustique)

This Week	Last Week	Title	Artist
1	5	JUDY IN DISGUISE	John Fred (HMV)
2	2	NUMERO UN AU HITPARADE	Marc Aryan (Markal)
3	4	HUSH	Billy Joe Royal (CBS)
4	3	DAYS OF PEARLY SPENCER	David McWilliams (Decca)
5	1	LES ROSES BLANCHES	Les Sunlights (Vogue)
6	—	NIGHTS IN WHITE SATIN	Moody Blues (Decca)
7	6	CALL MY NAME	James Royal (CBS)
8	—	L'AMOUR TE RESSEMBLE	Adamo (HMV)
9	—	BALLAD OF BONNIE AND CLYDE	Georgie Fame (CBS)
10	—	J'AI TANT DE REVES DANS MES BAGAGES	Adamo (HMV)

## BRITAIN

(Courtesy Record Retailer)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	MIGHTY QUINN	Manfred Mann (Fontana)-Feldman (Mike Hurst)
2	32	CINDERELLA	ROCKEFELLA—Esther and Abi Ofarim (Philips)-Rondor (Ofarim/Semel)
3	5	SHE WEARS MY RING	Solomon King (Columbia) Acuff-Rose
4	2	EVERLASTING LOVE	Love Affair (CBS)-Peter Maurice (Mike Smith)
5	3	BEND ME, SHAPE ME	Amen Corner (Deram)-Carlin (Noel Walker)
6	4	AM I THAT EASY TO FORGET	Engelbert Humperdinck (Decca) Palace (Peter Sullivan)
7	9	PICTURES OF MATCHSTICK MEN	Status Quo (Pye)-Valley (John Schroeder)
8	10	FIRE BRIGADE	Kove (Regal Zonophone)-Essex (Denny Cordell)
9	6	JUDY IN DISGUISE	John Fred and Playboy Band (Pye)-Jewel (John Fred/A. Bernard)
10	8	GIMME LITTLE SIGN	Brenton Wood (Liberty)-Metric (Hooven Winn)
11	7	SUDDENLY YOU LOVE ME	Tremeloes (CBS)-Shapiro-Bernstein (Mike Smith)
12	13	WORDS	Bee Gees (Polydor)-Abigail (Robert Stigwood)
13	35	LEGEND OF XANADU	Dave Dee, Dozy, Beaky, Mick and Tich (Fontana)-Lynn (Steve Rowland)
14	12	DARLIN'	Beach Boys (Capitol)-Immediate (Brian Wilson)
15	16	DON'T STOP THE CARNIVAL	Alan Price Set (Decca)-Carlin (Alan Price)
16	11	I CAN TAKE OR LEAVE YOUR LOVING	Herman's Hermits (Columbia)-Active (Mickie Most)
17	23	GREEN TAMBOURINE	Lemon Pipers (Pye)-Kama Sutra (Paul Leka)
18	18	BACK ON MY FEET AGAIN	Foundations (Pye)-Welbeck-Schroeder (Tony Macaulay)
19	22	ROSIE	Don Partridge (Columbia)-Essex (Don Paul)
20	15	EVERYTHING I AM	Plastic Penny (Page One)-Essex (Larry Page)
21	14	BALLAD OF BONNIE AND CLYDE	Georgie Fame (CBS)-Clan (Mike Smith)
22	17	DAYDREAM BELIEVER	Monkees (RCA Victor)-Screen Gems (Chip Douglas)
23	21	ANNIVERSARY WALTZ	Anita Harris (CBS)-Morris (Mike Margolis)
24	28	BEND ME, SHAPE ME	American Breed (Stateside) (Traut) (Bill Helms)
25	43	DEAR DELILAH	Grapefruit (RCA)-Apple (Terry Melcher)
26	20	I'M COMING HOME	Tom Jones (Decca)-Donna (Peter Sullivan)
27	29	TODAY	Sandie Shaw (Pye)-Carnaby (Chris Andrews)

This Week	Last Week	Title	Artist
28	19	NIGHTS IN WHITE SATIN	Moody Blues (Deram)-Essex (Tony Clarke)
29	27	BEST PART OF BREAKING UP	Symbols (President)-Carlin (Danny O'Donovan)
30	30	HONEY CHILE	Martha and Vandellas (Tamla-Motown)-Jobete/Carlin (Fuqua, Bristol)-Jobete/Carlin (R. Morris)
31	33	WONDERFUL WORLD	Louis Armstrong (BMV)-Valando (Bob Thiele)
32	26	WALK AWAY RENEE	Four Tops (Tamla-Motown) Flamingo (Holland, Dozier)
33	24	TIN SOLDIER	Small Faces (Immediate)-Avakak/Immediate (Steve Marriott-Ronnie Lane)
34	25	MAGICAL MYSTERY TOUR	Beatles (Parlophone)-Northern (George Martin)
35	—	JENNIFER JUNIPER	Donovan (Pye)-Donovan (Mickie Most)
36	36	I SECOND THAT EMOTION	Smokey Robinson and the Miracles (Tamla-Motown)-Jobete/Carlin (Smokey Robinson)
37	—	DOCK OF THE BAY	Otis Redding (Stax)-Carlin (Jim Stewart)
38	—	LOVE IS BLUE	Paul Mauriat (Philips)-Shaftesbury (Paul Guiot)
39	42	MY GIRL	Otis Redding (Atlantic)-Carlin (Jim Stewart)
40	—	YOU'VE BEEN THE ONLY ONE	Val Doonican (Pye)-Morgan (Ken Woodman)
41	46	CARELESS HANDS	Des O'Connor (Morris)-Norman Newell
42	31	LAST WALTZ	Engelbert Humperdinck (Decca)-Donna (Peter Sullivan)
43	37	WORLD	Bee Gees (Polydor)-Abigail (Stigwood/Bee Gees)
44	40	IN AND OUT OF LOVE	Diana Ross and the Supremes (Tamla-Motown)-Jobete/Carlin (Holland, Dozier)
45	—	GUITAR MAN	Elvis Presley (RCA Victor)-Valley
46	47	SKY PILOT	Eric Burdon (MGM)-Schroeder/Slamina (Tom Wilson)
47	44	IF I COULD BUILD MY WHOLE WORLD AROUND YOU	Marvin Gaye and Tammi Terrell (Tamla-Motown)
48	45	IF THE WHOLE WORLD STOPPED LOVING	Val Doonican (Pye)-Immediate (Ken Woodman)
49	—	I GET SO EXCITED	Equals (President)-Kassner (Edward Kassner)
50	—	GREEN TAMBOURINE	Sundragon (MGM)-Kama Sutra (Derek Lawrence)

## BUENOS AIRES

(Courtesy Los Consagrados En El)

This Week	Last Week	Title	Artist
1	1	PATA PATA	Miriam Makeba (MH)
2	—	LA COPA ROTA	Jose Feliciano (CRA)
3	2	LA PATA PELA	Bovea y sus vallenatos
4	3	EL ULTIMO VALS	Engelbert Humperdinck (Decca)
5	4	EL REY LLORO	Los Gatos (RCA)
6	9	LA LLUVIA EL PARQUE	Cowsills (Merc)
7	—	LA CARTA	Los Walkers (MH)
8	—	EL MUNDO QUE CONCIMOS	Frank Sinatra (MH)
9	—	LENITA	Nilton Cesar (RCA)
10	10	SOY COMO TU DESEAS	Luis Aguile (CBS)

## EIRE

(Courtesy New Spotlight, Dublin)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	3	THE MIGHTY QUINN	Manfred Mann (Fontana)-Feldman
2	5	MARY FROM DUNGLOE	Emmet Spiceland (Inset)-Outlet Music
3	1	AM I THAT EASY TO FORGET	Engelbert Humperdinck (Decca)-Palace
4	2	EVERLASTING LOVE	Love Affair (CBS)-Peter Maurice
5	—	BEND ME, SHAPE ME	Amen Corner (Deram)-Carlin
6	—	NORA	Johnny McEvoy (Target)-Copyright Control
7	4	JUDY IN DISGUISE	John Fred and Playboy Band (Pye)-Jewel
8	—	WAXIES' DARGLE	Sweeney's Men (Pye)-Welbeck
9	—	SUDDENLY YOU LOVE ME	Tremeloes (CBS)-Shapiro-Bernstein
10	—	DIRTY OLD TOWN	Dubliners (Major Minor)-Robbins

## FRANCE

\*Denotes local origin

This Week	Last Week	Title	Artist
1	5	DAYS OF EARLY SPENCER	David McWilliams (Maxi)-Tournier
2	2	LA DERNIERE VALSE	Mireille Mathieu (Barclay)-Francis Day
3	—	MAL	Johnny Hallyday (Philips)-Tulsa

This Week	Last Week	Title	Artist
4	1	DANS UNE HEURE	Sheila (Carrere)-Carrere
5	4	HELLO, GOODBYE	Beatles (Odeon)-Tournier
6	9	COMME UN GARCON	Sylvie Vartan (RCA)-AMI
7	—	NIGHTS IN WHITE SATIN	Moody Blues (Deram)
8	—	HUSH	Billy Joe Royal (CBS)-Tulsa
9	7	LES ROSES BLANCHES	Les Sunlights (AZ)-Meridian
10	8	HISTOIRE DE CLOU	Adamo (Voix de son Maitre)-Pathe

## GERMANY

(Courtesy Der Musikmarkt)

This Week	Last Week	Title	Artist
1	2	WORLD	Bee Gees (Polydor)-Slezak
2	1	HELLO, GOODBYE	Beatles (Odeon)-Budde
3	3	DER LETZTE WALZER	Peter Alexander (Ariola)-Francis, Day and Hunter
4	—	JUDY IN DISGUISE	John Fred and his Playboy Band (Columbia)-Gerig
5	4	DAYDREAM BELIEVER	Monkees (RCA Victor)-Gerig
6	6	MAMA	Heintje (Ariola)-Sikorski
7	5	2000 LIGHT YEARS FROM HOME	Rolling Stones (Decca)-Gerig
8	9	MONJA	Roland W. (Cornet) Cerma
9	7	MORNING OF MY LIFE	Esther and Abi Ofarim (Philips)-Connelly-Sikorski
10	—	TIN SOLDIER	Small Faces (Columbia)-Immediate

## HOLLAND

(Courtesy Radio Veronica and Platennleuws)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	MIEN WAAR IS MIJN FEESTNEUS?	Toon Hermans (Relax)-Freetone
2	3	JUDY IN DISGUISE	John Fred and his Playboy Band (Stateside)-Goodman Basart
3	2	NIGHTS IN WHITE SATIN	Moody Blues (Deram)-Essex Holland/Basart
4	4	WORLD	Bee Gees (Polydor)-Basart
5	5	TIN SOLDIER	Small Faces (Immediate)
6	7	BABY COME BACK	Equals (President)-Kassner Altona
7	10	BALLAD OF BONNIE AND CLYDE	Georgie Fame (CBS)-Bospel Music
8	—	BEND ME, SHAPE ME	American Breed (Dot)
9	9	LITTLE BIRD	Tielman Brothers (Delta)-Impala Basart
10	6	SHE'S A RAINBOW	Rolling Stones (Decca)-Essex Holland Basart

## ITALY

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

This Week	Last Week	Title	Artist
1	1	LA TRAMONTANA	Antoine (Vogue)-Arion
2	8	CASA BIANCA	Marisa Sanna (Cetra)-Clan
3	4	DEBORAH	Wilson Pickett (Atlantic)-Ri Fi Music
4	2	CANZONE PER TE	Sergio Endrigo (Cetra)-Usignolo
5	6	CANZONE PER TE	Roberto Carlos (CBS)-Usignolo
6	3	CANZONE	Adriano Celentano (Clan)-Clan
7	9	CANZONE	Don Backy (Amico)-Clan
8	—	QUANDO M'INNAMORO	Anna Identici (Ariston)-Fiera
9	—	SIESTA	Bobby Solo (Ricordi)
10	7	MI VA DI CANTARE	Louis Armstrong (CDI)-Equipe
11	11	UN UOMO PIANGE SOLO PER AMORE	Little Tony (Durium)-Durium/Ariston
12	10	DA BAMBINO	Giganti (Ri Fi)-El and Chris (Arc)-R. Ricordi
13	12	GLI OCCHI MIEI	Dino (Arc)-R. Ricordi
14	5	CASA BIANCA	Ornella Vanoni (Ariston)-Clan
15	13	L'ORA DELL'AMORE	Camaleonti (CBS)-Aromando

## ISRAEL

(Courtesy Israel Defense)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	2	HELLO, GOODBYE	Beatles (EM)-Northern Songs
2	1	THE RAIN, THE PARK AND OTHER THINGS	Cowsills (MGM)-Akbestal/Luvlin Music
3	—	KRAV RAFIACH (BATTLE OF RAFFA)	Aric Lavie (Hed Arzi Ltd.)
4	8	KITES	Simon Dupree and the Big Sound (EMI)-Robbins
5	3	LET'S LIVE FOR TODAY	Grassroots (Dunhill)-Dick James Music
6	—	HA'AYARA SHEL TUVIA (TEVYE'S VILLAGE)	Yehoram Gaon (CBS)
7	7	ALL MY LOVE	Cliff Richard (EMI)-Israzemer
8	10	BEND ME, SHAPE ME	American Breed (Dot)-Helios
9	—	THE BALLAD OF BONNIE AND CLYDE	Georgie Fame (CBS)-Clan
10	—	THE FOOL ON THE HILL	Beatles (EMI)-Northern Songs

## JAPAN

(Courtesy Original Confidence Co., Ltd.)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	KAETTE KITA YOPPARAI	Folk Crusaders (Capitol)-Art Music
2	3	OTOME NO INORI	Mayuzumi Jun (Capitol)-Ishihara
3	5	NIJIRO NO MIZUUMI	Nakamura Akiko (King)-Oriental
4	2	KIMIDAKE NI AI O (LOVE ONLY FOR YOU)	Tigers (Polydor)-Watanabe
5	—	KEMEKO NO UTA	Dirts (Columbia)
6	4	LOVE YOU TOKYO	Kurosawa Akira and Los Primos (Crown)-Crown
7	7	MASSACHUSETTS	Bee Gees (Polydor)-Aberback Tokyo
8	—	KOKORO NO NIJI	J. Yoshikawa and Blue Comets (CBS)-Watanabe
9	6	MURASAKI NO YOAKE	Misora Hibari (Columbia)-Columbia
10	10	INOCHI KARETEMO	Mori Shin-ichi (Victor)-Yamada
11	12	AME NO GINZA	Kurosawa Akira and Los Primos (Crown)-Crown
12	20	KOI NO SHIZUKU	Ito Yukari (King)-Watanabe
13	13	SAKARIBA BLUES	Mori Shin-ichi (Victor)-Watanabe
14	19	DAYDREAM BELIEVER	Monkees (Colgems)-EMP
15	8	MABOROSHI NO AMARYLLIA	Kayama Yuzo (Toshiba)-Watanabe
16	—	TSUKI NO SHIZUKU	Saigo Teruhiko (Crown)-Crown
17	9	(THEME FROM) THE MONKEES	Colgems)-Shinko
18	11	AISURU ANITA	Wild Ones (Capitol)-Watanabe
19	16	NAMIDA NO KAWAKU MADE	Nishida Sachiko (Polydor)-Watanabe
20	—	KEMEKO NO UTA	Giants (Victor)

## MALAYSIA

(Courtesy Radio Malaysia)

This Week	Last Week	Title	Artist
1	2	HELLO, GOODBYE	Beatles (Parlophone)
2	1	DON'T GO OUT INTO THE RAIN	Swinging Blue Jeans (Columbia)
3	5	DAYDREAM BELIEVER	Monkees (RCA)
4	4	TONY ROME	Nancy Sinatra (Reprise)
5	3	EVERYBODY KNOWS	Dave Clark Five (Columbia)
6	—	BABY, NOW THAT I'VE FOUND YOU	Foundations (Pye)
7	6	WHEN WILL THE GOOD APPLES FALL	Seekers (Columbia)
8	—	AM I THAT EASY TO FORGET	Engelbert Humperdinck (Decca)
9	—	I'M COMING HOME	Tom Jones (Decca)
10	9	MAKE ME A WOMAN	Sylvia (Fontana)

## MEXICO

(Courtesy Audiomusica)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	2	NORMA	Perez Prado (RCA)-Patricia
2	7	ME DAS UNA PENA	M. A. Vazquez (Peerless)-Pham
3	1	YO, TO Y LAS ROSAS (IO, TUE, LA ROSA)	Piccolinos (CBS)-Emlasa
4	4	QUINCEANERA	Viamers (Musart)-RCA
5	5	ESTA TARDE VI LLOVER	Manzanera (RCA)-RCA
6	3	LOOK OUT—MONKEES	RCA)
7	6	MUSITA	Sonora Santanera (CBS)-Pham
8	8	THEME OF THE MONKEES	RCA)-Emlasa
9	9	CENIZAS	Yaquis (Capitol)-Pending
10	10	BALADA DEL VAGABUNDO	Rosamaria Guardiola (Sonart)-Emlasa

## PHILIPPINES

This Week Last Week

This Week	Last Week	Title	Artist
1	1	NEVER MY LOVE	Association (Valiant)-Mareco, Inc.
2	2	GETTIN' TOGETHER	Tommy James and the Shondells (Roulette)-Mareco, Inc.
3	3	APARTMENT NO. 9	Tammy Wynette (Epic)-Mareco, Inc.
4	4	I'LL BE BACK	Buckingham (CBS)-Mareco, Inc.
5	7	THE LETTER	Robert Knight (Monument)-Mareco, Inc.
6	5	JUST YOU—Sonny and Cher	(Atco)-Mareco, Inc.
7	6	HEY BABY (THEY'RE PLAYING OUR SONG)	Buckingham (CBS)-Mareco, Inc.
8	9	DAYDREAM BELIEVER	Monkees (RCA)-Filipinas Record Corp.
9	10	I CAN'T STOP LOVING YOU	Sue Thompson (Hickory)-Mareco, Inc.
10	8	COME ON DOWN TO MY BOAT	Every Mother's Son (MGM)-Mareco, Inc.



# Tape CARtridge

## ADVERTISEMENT TAPE CARTRIDGE TIPS

### Atlas-Rand Bows EP Cassette

By CLAUDE HALL

PARAMUS, N.J. — Atlas-Rand Corp. unveiled the nation's first EP cassette — a cassette featuring four tunes—Feb. 24 at the PMDA photo show at the Civic Center in Phila-

delphia. Harold Rosen, vice-president of Atlas-Rand and head of its tape CARtridge activities, said he was introducing 25 titles in the first release at the six-day photo dealers

show. The EP cassettes will have a suggested list price of \$1.59.

"Although Philips is supposed to have EP cassettes in Europe, I believe this will be the first marketed in the United States," Rosen said. Atlas-Rand is drawing in between 30 and 40 of its field men to attend the show and will brief them fully in the new EP line, as well as a \$29.95 new Keystone cassette playback unit.

The label on the cartridges is Sentry. The artists on the cassettes will include John Gary, Brook Benton, Merv Griffin, Anita Bryant, the Imperials, as well as an Original Golden Oldies cassette.

"We will also have new titles out shortly," Rosen said. This first release, he said, was culled from a lot of material on hand and does feature rock tunes to capitalize on the new Keystone playback cassette unit. He said that Atlas-Rand will have a special dealer program to sell the EP cassettes in conjunction with the playback unit, if the dealer wants it. Each of the cassettes feature 10-15 minutes of music.

Atlas-Rand is one of the major tape cartridge distributors in the nation and, besides regular music and record accounts, services some 10,000 photo outlets. It is one of the major distributors of RCA Victor's Stereo-8 cartridge line.

### Yamaha to Enter CARtridge Field?

LOS ANGELES — Involvement in the tape CARtridge industry is on the horizon for Yamaha. The firm is a widely diversified company manufacturing motorcycles, instruments, motors and boats.

Yamaha is looking into the tape cartridge market with eye towards producing cassette, reel-to-reel, 4 and 8-track players and equipment. The international firm also is considering manufacturing its own blank tape.

To broaden its scope in the home entertainment leisure time market, Yamaha plans to enter the U. S. market this year with a line of audio and high fidelity systems and components. Paul R. Abbey, manager of the newly created audio products division, will meet corporate executives in Japan to present a program on the home entertainment field and the tape cartridge market.

"There are still many 'ifs' to work out before we make any announcement on exactly what we plan in the tape cartridge area," says Abbey. "But its certainly no secret we're seriously investigating the market."

Abbey, formerly vice-president and general manager of American and Japanese clients. His report on the tape cartridge home entertainment industries will also concern the accessory field, from "tapes to head phones." Currently Yamaha produces pianos, organs, string and wind instruments.

Hideto Eguchi, vice-president and general manager of Yamaha Intl. Corp., Montebello, Calif., declined to state specifically what items would first be offered for sale in the U. S. but said a number of items would be on display at the consumer

(Continued on page 48)

### 13 Pubs Sue Duping Firms On W. Coast

LOS ANGELES — Thirteen publishers have filed suit in U. S. district court here naming a score of tape cartridge duplicating firms as defendants in an action charging alleged violation of the federal copyright act.

Plaintiffs in the action, in three separate complaints, are Almo and Irving Music, Charles Trowse, Edwin H. Morris, Colgems Music, Dean Street Music, Regent Music, Nipper Music, Arc Music, Beechwood Music, Tamerlane Music and Trousdale Music.

Named as defendants in the three actions are: William C. Henning and Frank W. Martirano doing business as Pi-Tronic systems; Mobile Stereo, Ltd., doing business as Muntz Mobile Stereo Pak; Louis Johnson Enterprises and U-Tape-A-Tape; B & N Manufacturing, Norman and L. J. Partin, doing business as B & N Car Radio Service; Edward F. Knasin Jr., and Barry K. Pressman, doing business as Subera Tapes Co.

These Southern California companies are charged with unauthorized duplication of copyright material from three albums: "Sounds Like," by Herb Alpert and the Tijuana Brass; "Insight Out," by the Association and the Doors.

The suit was filed by attorney Robert Gordon representing the Harry Fox Office who asks that the defendants be enjoined during the action and permanently from infringing on the copyrights by mechanically reproducing the songs on tape. Complaints also asks for an accounting and that royalties be paid plus damages three times the amount of royalties.

### Modern Tape in Cassette Set-Up

LOS ANGELES — Modern Tape Corp., which entered the 4 and 8-track custom tape cartridge duplicating field last year, will have a new cassette operation ready within a month.

One master and 10 slaves will be used initially, says Saul Bihari of the Kent / Modern Record operation which runs the cartridge duplicating wing. Bihari claims several record labels have already contacted the firm about duplicating cassette products. Its clients include a number of small labels, its own rhythm and blues merchandise and 8-track sampler tapes for Packard Bell, according to Bihari.

Dooto Records, for example, spends around \$8,000 a month with Modern in 4 and 8-track duplication. The Biharis have just worked out an arrangement with Jack Rosen, a local plastics casing manufacturer to produce their 4 and 8-track cartridge casings.

by Larry Finley

First reports from dealers and distributors from all over the country are reporting the ITCC "First Quarter Promotion" to be an overwhelming success. Most significant, are reports that dealers, who were at first reluctant to order the "hundred pack," are already placing reorders to fill in the empty shelves. This is most interesting, as many of these dealers had stocked less than a dozen cartridges prior to this ITCC program.

Also, almost without exception, dealers who are offering the "top name—top label" four and eight track cartridges at a suggested retail list price of \$2.99, are re-ordering. It has now been proven that the lure of a price of \$2.99 are bringing customers into stores, who not only buy the \$2.99 cartridge, but also buy cartridges at \$5.98 and \$6.95.

Production facilities at ITCC have been taxed to an unbelievable extent, not only because of the "hundred pack," but because of the great increase of regular business. With so many hits being exclusive with ITCC, such as the new Buddha releases of THE LEMON PIPERS album of "GREEN TAMBOURINE" and "A FAMILY PORTRAIT" by THE 5 STAIRSTEPS AND CUBIE; the soundtracks of 20th Century-Fox's "VALLEY OF THE DOLLS" and "DR. DOLITTLE"; Jubilee's "THE FIFTH ESTATE," Laurie's "LITTLE BIT OF SOUL" by the Music Explosion; Project 3's "LUSH, LATIN AND LOVELY" by Tony Mottola and Enoch Light's "LUSH MOVIE THEME'S," Starday's "PHANTOM 309," Musicor's "GOLDEN GREATS" by Gene Pitney. As well as "GEORGE JONES SINGS DALLAS FRAZIER," you can understand why ITCC has been swamped!

Add to these the new Atlantic releases, "DISRAELI GEARS" by the Cream, "THIS IS SOUL" with Aretha Franklin and Wilson Pickett; "THE DRIFTERS GOLDEN HITS," and "HISTORY OF RHYTHM & BLUES," Vol. 1 through IV, all the new A & M releases, including "HERB ALPERT'S NINTH"; Roulette's "SOMETHING SPECIAL" with Tommy James & the Shondells; "THE TURTLES GOLDEN HITS" on White Whale, "MORE THAN A MIRACLE" by Roger Williams, and "WHAT THE WORLD NEEDS NOW" by Jack Jones on Kapp; on New Voice "ALL MITCH RYDER HITS"; Moon Glow's "BEST OF THE RIGHTEOUS BROTHERS," and Scepter's "ALLAN JONES SINGS FOR A MAN AND A WOMAN," and you can understand even more.

Another best selling ITCC 8 and 4 track cartridge is the Scepter release of Dionne Warwick's "VALLEY OF THE DOLLS." From all indications, this cartridge promises to be one of the best selling cartridges of all times.

If you are a dealer who would like complete details on the ITCC "First Quarter Promotion" which offers all of the best selling 8 and 4 track cartridges listed in this column, and hundred's of others, why not contact your nearest ITCC distributor. ITCC would like to have every dealer presently in the cartridge business or dealers who are contemplating going into the cartridge business to get full information on the ITCC "First Quarter Promotion" that offers over \$200,000 in dealer prizes.

For the convenience of dealers who would like the name of their nearest ITCC distributor, please phone area code 212/421-8080, make your call person-to-person collect to Miss Paula Bode, who has a special map on her desk to tell you whom to contact.

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# A buck in the hand is no longer worth

**An open letter to you record companies who were hedging your bets up to now because you weren't sure the tape cartridge business would make it.**

A year ago, it was a good hedge bet for a record company to get a tape duplicator with music distribution outlets to come up with a cash advance for its music rights. The record company signed a contract for a year or longer. And got some money right away. The duplicator took the gamble; he bet he could sell the record com-

pany's music in tape cartridges through his own distribution outlets.

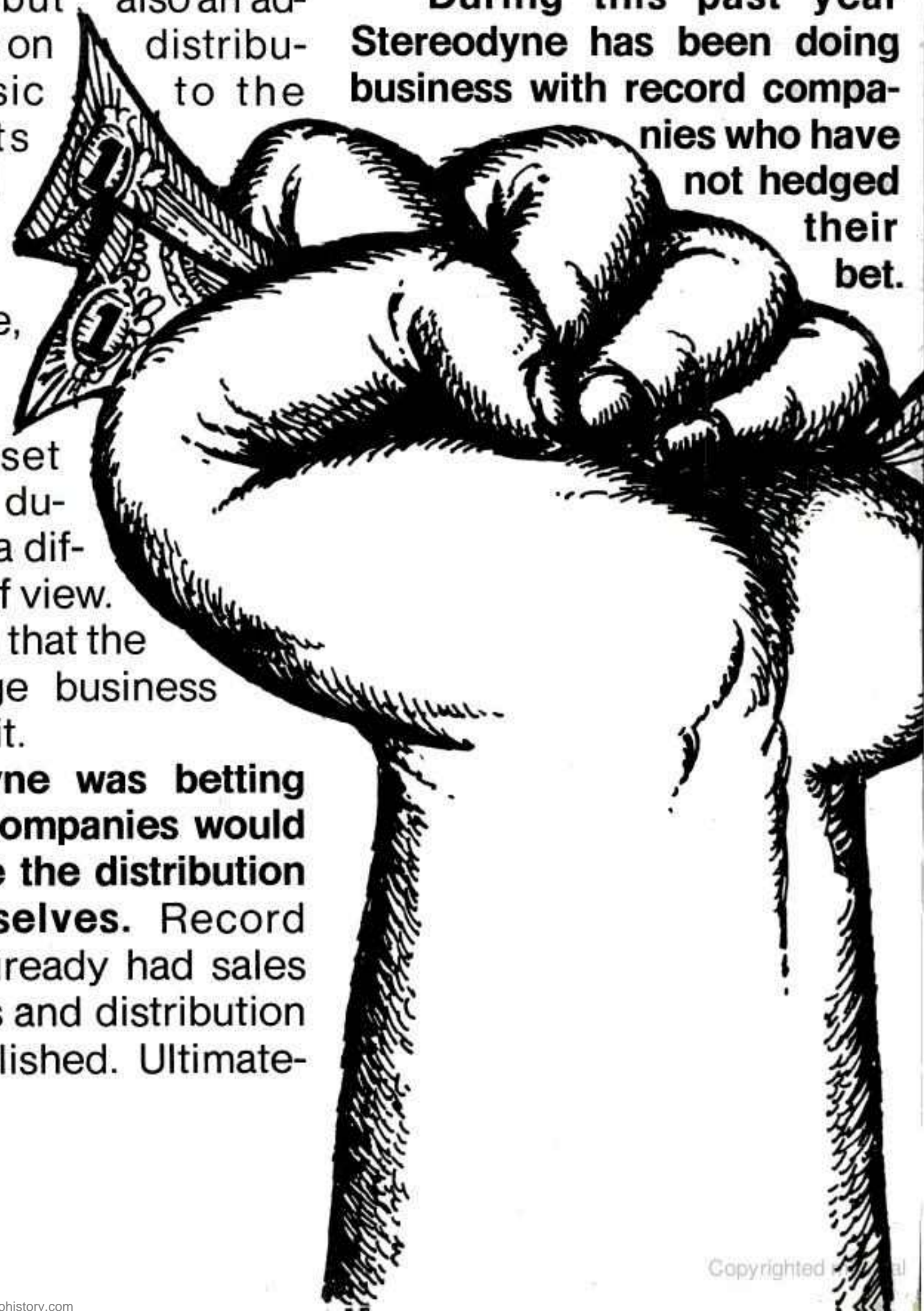
**The record company didn't have to gamble an investment in making its own cartridges or using its own sales organization.** Everyone was happy. Especially the duplicator, because he was not only making a profit from duplicating, but also an additional profit on distributing the music to the same outlets the record company covered.

Meanwhile, back at the ranch, Stereodyne had set itself up as a duplicator with a different point of view. It was betting that the tape cartridge business would make it.

**Stereodyne was betting that record companies would want to make the distribution profit themselves.** Record companies already had sales organizations and distribution outlets established. Ultimate-

ly, the record companies would find that they were absorbing the cost of two selling organizations . . . theirs and some duplicator's . . . that covered basically the same trade. And, that doubled cost of sales, when removed, would result in a huge increase in their profits from tape cartridges.

**During this past year Stereodyne has been doing business with record companies who have not hedged their bet.**





# two tapes in the cartridge

The resultant added profit to those companies has been mutually pleasurable, because it has turned Stereodyne into the largest independent duplicator in the country.

**When record companies contract with Stereodyne for duplicating, they retain the rights to their own music.** They furnish Stereodyne the masters, and get a completely packaged and saleable product. The best finished end product in the industry. These companies sell the tape cartridges with their own sales organization to their established outlets. In many cases distribution has been expanded to include specialty houses.

**These record companies already had a selling cost; adding tape cartridge sales to their force was nowhere near as costly as giving the sales**

**rights to someone else.** The result has been profits that amount to hundreds of thousands of dollars more each year because they do it that way.

**Stereodyne does not have a retail sales organization and isn't interested in competing with the record companies.** It wasn't set up that way. Stereodyne is engineering and marketing oriented, in that order. It has concentrated on advances in sound engineering and duplicating quality. It was because quality of product was so important that the Dynapak cartridge was developed—the first guaranteed, no-return cartridge in the tape industry. We reasoned . . . why put the best sound in the industry into cartridges that often foul up? The result... Dynapak... guarantees that our duplicating skill will never be blamed for someone else's failure.

If the industry's volume of business today hasn't shown you that the tape cartridge industry is here to stay, come

take a look at our business and we'll prove it to you.

**The time to hedge is past. The time for real profits is now. Why give away your distribution rights . . . look behind the front money.** Unless you are in tape cartridge sales and distribution, you're not really in the tape cartridge business with both feet.

Jump in. The water's fine. We're sure you'll end up being as happy in it as we are.



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## Tape CARtridge

# POPAI Trophy to Ampex Display —Pilfer-Prevention Unit Unveiled

CHICAGO — Ampex Stereo Tape has introduced a second-generation display for prerecorded cassettes and has won approval from other major duplicators for the unit's new pilfer-prevention feature.

The display was awarded a first place trophy at the Point of Purchase Advertising Institute (POPPI) show here recently.

The basic idea for the new display was conceived by AST

marketing manager William Cawfield and was developed by the design firm Frank Mayer & Associates, Grafton, Wis. The patented pilfer-prevention feature utilizes a pin that passes through two holes molded in the cassette cases. Ampex reported that Mercury and General Recorded Tapes (GRT) have agreed to have the holes molded in the cases for their cassettes to permit display of their product in Ampex units.

The pins permit the customer to flip through the displayed cassettes revolving in lazy-Susan manner, viewing both sides of the package. All the cartridges become removable from the case when the clerk flips a single lever at the top.

### Circular Modules

The display utilizes circular modules, each containing 40 cassettes. The modules may be stacked to increase the capacity to 120 cartridges, and Ampex is developing a unit that will accommodate virtually an unlimited number of cassettes.

"Our merchandising department faced several problems in

designing the new display," said AST manager Don Hall. "Some of the factors involved were the small size of the cassette which makes it easy to pilfer, coupled with its relatively high cost; lack of research on dealer display needs because the industry is in its infancy; the need for maximum facing area in a minimum amount of counter space and the necessity for permitting the customer to browse and choose selections without removing the cassettes."

### Good Taste

Hall explained that the pilfer-control feature "was extremely important, yet it had to be done in good taste. The present method of marketing behind locked glass doors prevented any browsing and also blocked the viewing of the face graphics which are an important part of the package."

Said Hall: "A display was required that would permit the customer to browse to stimulate impulse sales. And our new display accomplishes this."

The unit is now available through Ampex distributors.

## Merc. Bows 42 Albums, Catalog Now 635 Titles

CHICAGO — Mercury Record Corp. released 42 tape CARtridge albums last week, bringing its catalog total to 635 titles.

Twenty-three of the new releases are cassette albums. The company's cassette offerings now number 290. The release of nine 4-track cartridges brings the Mercury catalog total in that configuration to 161 albums. And the company released 10 new 8-track cartridge titles for a total of 184.

The new cassette titles include product from ABC (Ray Charles, Della Reese, the Candymen), Dunhill (Mamas & the Papas, Grassroots, Brass Ring), Hickory (Roy Acuff), Impulse (Gabor Szabo), Mercury (Jerry Butler), Philips (Dusty Springfield, Mystic Moods), Roulette (Tommy James & the Shondells), Smash (Jay & the Techniques), United Artists (Jimmy Roselli, Ferrante & Teicher, Jay & the Americans), Vanguard (Buffy Sainte Marie, Manitas de Plata, Joan Baez, Country Joe & The Fish, Jan Peerce).

The new 4-track titles, all on Mercury, Philips and Smash, include albums by Moms Mabley, Faron Young, Dave Dudley, Roy Drusky, Jerry Butler, Paul Mauriat, Dusty Springfield, Mystic Moods Orchestra and Jerry Lee Lewis.

And from the same labels, on 8-track, were released albums by Keith, Moms Mabley, Faron Young, Dave Dudley, Roy Drusky, Mystic Moods Orchestra, Roger Miller, Jerry Butler, Dusty Springfield and Jay & the Techniques.

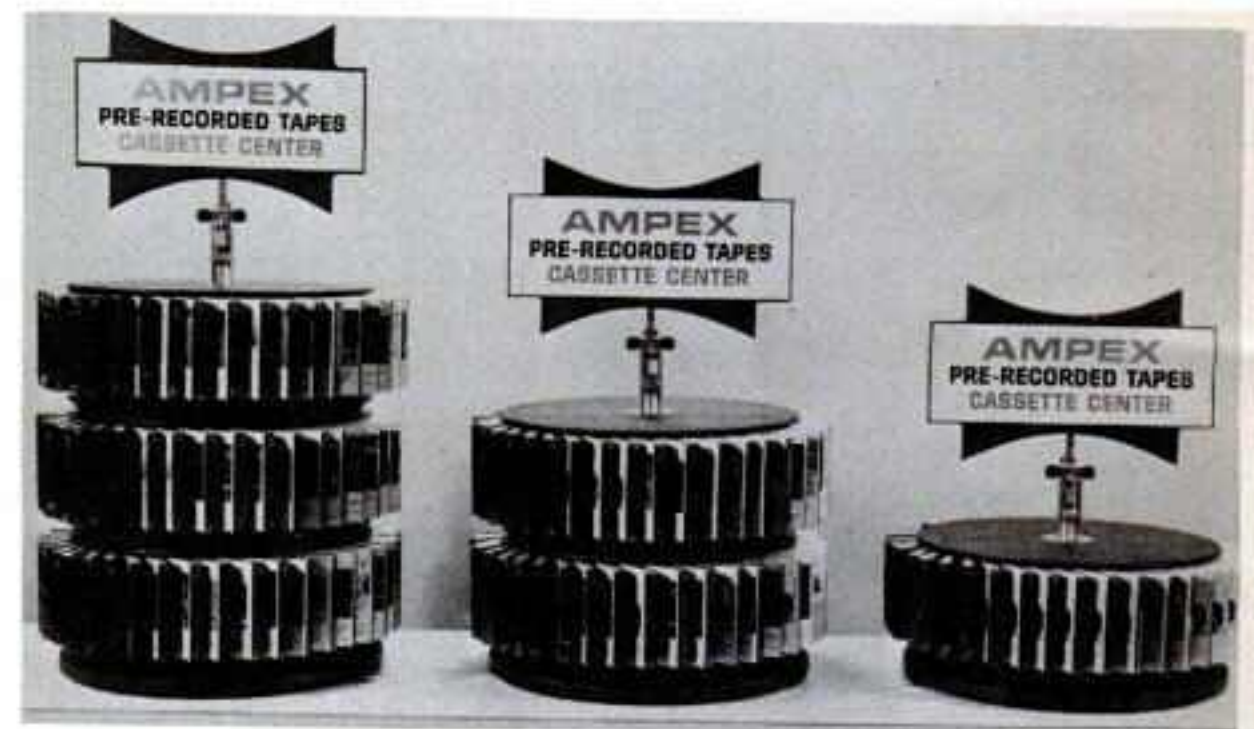
## Yamaha to Enter CARtridge Field?

• Continued from page 45

electronic products show in New York.

"Virtually every item manufactured and marketed by Nippon Gakki, parent company of Yamaha, is designed to appeal to the leisure market here in the U. S.," said Eguchi. He said Yamaha many release its first line of tape cartridge product "sometime in 1968."

A spokesman for Yamaha said the firm would "start its tape cartridge operation from scratch but would, if feasible, consider entering the field through acquisition. "We have a flexible attitude on our tape cartridge thinking," says Abbey, "and we should know more after I return from Japan."



AMPEX STEREO TAPE has introduced a second-generation cassette display unit of lazy-Susan, module design. Pilfer-proofing is achieved with pins through the plastic cassette cases. Each module displays 40 cartridges. Thus, the display shown at left contains 120 titles.



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# Audio Retailing

## Collectors Discover Dealer

KANSAS CITY, Mo. — "Collectors are becoming increasingly important people to us," said Barton Zinader, owner of Mr. Z's Record Shop here. Angling for the ripe profit po-

tential represented by collectors of old and new singles has been a long-time profitable specialty of the downtown operation. Under Barton Zinader, who bought the shop four years ago, the pursuit for the collector dollars has intensified.

With a \$12,000 stock of singles that runs the gamut, the shop draws a sizable business in mail orders from the entire Kansas-Missouri trade territory as well as points over the entire country. And the extensive front-stocked section devoted to collector-type singles also attracts steady in-person traffic from a wide outlying area.

### Haven

"We bill ourselves in advertising as 'Collectors' Haven,'" said Zinader, "and get gratifying result from coverage of downtown stores, shops, hotels and motels.

"Building an image for having the different, the things no one else stocks has always characterized Mr. Z's and we're trying hard to put a higher gloss on that image," he said. "For example, we're building a substantial inventory of foreign records — stuff from Italy, Germany, South America and the like. This is a ripe, untapped field locally and we think it gives our unusual image something extra."

A year ago, the business was relocated from a downtown side street to a location on Grand Avenue, a main traffic artery.

The display arrangement in the new quarters is improved and permits the owner to introduce several special refinements. For example: At Yuletide, a large, pegboard-appointed section of wall was employed to show off the wide selection of Christmas albums. Concentrating the entire selection in one area promoted easy customer-inspection and the shop turned in a record-breaking Christmas volume. Some 500 Christmas albums went on display the week before Thanksgiving and 90 per cent of the stock was turned before Christmas.

### Walls

With the chance to get more merchandise out on walls, the Kansas Citian recently introduced a new section dubbed "Great Hits of Leading Artists." Here the pegboard wall area features 92 different selections — from jazz to pop — of some of the best artists. Some of this stuff is old, some brand-new, changed monthly. Zinader said that customers are gravitating naturally to this area and their ability to find the Great Hits of some of their favorites (Como, for example) encourages impulse sales.

A record distributing company head before he entered the retail field, Bart Zinader looks for rock to come on ever stronger in 1968. This style music has accounted for a top heavy portion of the volume for

## 65 Titles From Ampex In Open-Reel for March

CHICAGO — Ampex Stereo Tape director Bill Bishop reported that for March the company will release 65 titles from 25 labels. Rock, folk, jazz, pop and classical titles have been selected for the release.

Artists represented are Frankie Laine, Kay Starr, the Candyman, Vanilla Fudge, Shelly Manne, the Rascals, the Drifters, Aretha Franklin, Sergio Mendes, Gladys Knight and the Pips, the Grass Roots, Bill Black's Combo, Willie Mitchell, John Coltrane, Gabor Szabo, Happy Times Orch., Roger Williams, Lovin' Spoonful, Mantovani, Les Paul, Ted Heath, Stanley Black, Hank Williams, Eric Burdon and the Animals.

Also included are Paul Mauriat, Jay and the Techniques, Ferrante and Teicher, Del Reeves, Leroy Hommes, the Spencer Davis Group, the Righteous Brothers, Dionne Warwick, Midnight String Quartet and Moms Mabley.

There are 18 classical and three specialty albums in the release.

several years at the shop and he sees no let-up in sight.

One feat accomplished by this retailer last year of which he is justifiably proud was to take a girl completely untutored in any aspect of the record business and mold her into a patient, courteous, bright salesperson.

This retailer puts a high premium on special-order business and has an all-out attitude toward getting out-of-stock orders into customers' hands quickly—the same day if at all possible.



PERSONAL ELECTRONICS PRODUCTS, such as radios, tape recorders, portable phonographs, small-screen TV and Hip Pocket Records, are being distributed in Connecticut for Philco-Ford by the B. M. Tower Co., Bridgeport. As the agreement was signed recently, these men met (from left): J. C. Calahan, sales planning manager-radio and portable phonographs, Philco-Ford; F. M. Williams, sales manager, B. M. Tower Co.; Arnold Tower, president, B. M. Tower; R. J. Whitehouse, manager, personal electronics and premium sales, Philco-Ford, and H. B. Riepe, vice-president, B. M. Tower.

### SAYS NORELCO

## Travel Restraint May Help Retailers Move Shortwave

NEW YORK — There's no substitute for the actual experience of traveling, Norelco admits, but they are suggesting that dealers can promote the concept that the powerful shortwave receivers on the market today "offer an alternate means to enjoy some of the pleasure and flavor of foreign lands for the at-home traveler who decides to restrict his overseas trips."

The quote is from William B. Keepin, manager of the Norelco Radio Department of North American Philips Co., Inc.

"Shortwave radio can provide a partial answer to consumers who are complying with the government's request for overseas travel restraint," he said last week.

### Benefits

Dealers should make the general public aware of the benefits of modern technology such as the development of units with extended frequency ranges capable of bringing in programs

from all over the world, Keepin suggested.

He also urged that dealers stress the fact that solid-state circuitry permits the manufacture of more compact, portable models that fit into the mode of modern living.

Foreign stations now broadcast regularly scheduled programs of interest such as music festivals, opera, concert and theater performances, sports activities and news broadcasts.

### Back Arvin Ad Drive

INDIANAPOLIS—Arvin Industries has launched its million-dollar advertising campaign with the initial insertion in Time Magazine.

The objective of the drive is to show a profile of the widening base of the Arvin consumer product line. Other ads will be run in Life, Sports Illustrated, Good Housekeeping, Better Homes & Gardens and Time during 1968.



## SHIPMENT

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**Amfile**<sup>®</sup>  
AMBERG FILE AND INDEX CO.

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Chicago Direct Line 644-9225



# Motorola Steps Off Product Plethora Treadmill: Reavey

HOUSTON — "We seem to be on a treadmill in this industry, and to preserve the profit so essential to existence at all levels of distribution, it is high time something was done about the plethora of products that confuse not only the consumer but the retailer, the distributor and, yes, those of us at the factory."

So said Edward P. Reavey Jr., vice-president of marketing for the consumer products division of Motorola, Inc., at the recent meeting of the National Appliance and Radio-TV Dealers Association here.

Reavey said Motorola would take the first step to eliminate the "product profusion - confusion" by cutting 40 per cent the number of models in its next color television line.

Reavey said the name of the audio retailing game is "profit and turn-over" and a reduction in the number of models in such categories as color television or stereo phonographs will "contribute importantly to these essential goals."

### Confusion

Said Reavey: "Confusion reigns at all levels in the morass of merchandise that confronts the average retailer who today attempts to offer his customers the products of three or four national brands. Retailers must call through long lines of color television receivers, console and portable phonographs, black and white television, radios and other sight and sound products.

"Speaking of product concentration and profit, let me parenthetically state that I felt a lot of you have lost touch with your customer, and his willingness to pay for the product he really wants. Sometimes we get so carried away with concentration on leaders and derivatives and specially priced goods we don't sit back and take a look at what's really going on.

"For example, in markets in which we are now concentrating we sell more \$800 all-transistor color sets than we do the \$600 range models. The average selling price for color television is in the mid-\$500 area, so this means a lot of sales are being made above this point. In fact, something like 40 per cent of all color sets sold go for over \$600 at retail.

### Cost

"You are concerned about cost of inventory, growing need for more sophisticated service, shortage of available floor space and sales or profit return per square foot of that space: then you have the problem of keeping your salesmen informed on ever product in every line. It is an impossible situation. Our men at the factory can't keep up with it in one line. How can we expect you retailers to keep intelligently informed with three or four lines? And the consumer is bewildered.

"We are not only going to shave the number of models in our color television line but also in our console stereo phonograph selection. This does not mean that we will not offer you a good representative assortment of cabinet styles and finishes; it does not mean we will not take regional tastes into consideration. It does mean we are determined to pull the number of models down to manageable proportions.

"Sears does a tremendous job by selling its basic product selection along the simple lines of good, better and best.

### Few

"A small percentage of any product line accounts for the big volume of sales and profits, just as a small percentage of retailers do the big volume of business in the industry, and in retail establishments it's usually a very few salesmen who account for the bulk of sales. So, it is clearly established that product concentration is a major need in our industry today.

"Each of us must have a clear idea of what kind of a business ours is to be. Motorola, for example, is zeroed-in on the consumer electronic entertainment business in its consumer products division. There are a lot of non-electronic consumer entertainment products that are of no interest to us.

Reavey said that some independent retailers "have abdicated a portion of the consumer electronic entertainment business, and may live to regret it." He said that, for example, many dealers have abandoned the radio business to mass merchandisers, jewelers and drug-stores, with the latter outlets discovering that there are radio lines that can be sold at a profit.

### Radio

"Some of you let this traffic builder, impulse-seller — the radio — escape around the corner and while your erstwhile customer is picking up that radio from your competitor, some smart salesman may also be selling that customer a color TV set," he said.

The key point here, Reavey said, is not to confuse product concentration with poor product coverage. The dealer must recognize the need for merchandising radios, phonographs and other home electronic entertainment products in addition to color TV.

He also suggested that the narrowing of product lines may help relieve some of the problems of quality control and late delivery that retailers have been complaining about during the past year.

### Innovations

"A reduction in the number of models in major lines also makes sense when you consider the technological 'stretch' in this electronics industry," Reavey said. "It is absolutely fantastic the way this industry has come up with exciting product innovations during the past dozen years — stereo phonographs, FM stereo radio, rectangular color television tubes, color television reaching mass market proportions, stereo tape cartridge players, special products for special age groups — as in the splintering taking place in the phonograph business — and now, transistorized color television and a modular chassis approach for fast and easy service.

"Who knows what's coming tomorrow? You can be certain that additional product innovations will be spawned by this industry and its creative engineers and designers. If you have studied your business and the market you want, and it includes consumer electronics, then be a merchant, do your customers justice and carry representative lines."

# CLASSIFIED MART

## BUSINESS OPPORTUNITIES

AVAILABLE — CAPTIVE RECORD Jacket Plant, 50,000 per day capacity. Fully equipped. Now operating. Call: Stan Cohen (212) 736-6820. mh2

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RECORD SHOPS (3), ONE-STOP AND small rack operators doing over \$600,000 annually. Cash or merger. Write P. O. Box 261, Louisville, Ky. 40201. mh9

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## EMPLOYMENT SECTION

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## MISCELLANEOUS

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THE FRENCH C. B. S. COMPANY CAN publish only for the Buddy Holly Memorial Society, an album of Carl Perkins, including 14 Columbia titles unused in Europe, published in the U. S. A. between 1958 and 1963. For details write to: Georges Collange, 10 Avenue Paul Delorme, 01 Sathonay-Camp, France. mh2

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## WANTED TO BUY

MASTER TAPES AND NEW SONGS wanted by Golden and Ebb Tide Records. Send to P. O. Box 2544, Baton Rouge, La. 70802. ap6

## INTERNATIONAL EXCHANGE

### ENGLAND

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| <input type="checkbox"/> MISCELLANEOUS          | <input type="checkbox"/> USED EQUIPMENT              |
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# Album Reviews Continued

**MOZART**  
**COSI' FAN TUTTE**  
DELLA CASA • LUDWIG • LOOSE • DERMOTA • KUNZ • SCHOEFFLER  
THE VIENNA STATE OPERA CHORUS • THE VIENNA PHILHARMONIC ORCHESTRA



**BOHM**  
**LOW-PRICE CLASSICAL**  
**MOZART: COSI' FAN TUTTE**—Della Casa/Ludwig/Various Artists/Vienna Philharmonic (Bohm). Richmond R 63008 (M); SRS 63508 (S)

An all-star cast and the expert leadership of Mozart-expert Karl Boehm makes this three-record set a real bargain. Lisa Della Casa, Erich Kunz, Christa Ludwig and Anton Dermota are excellent as the four lovers. Add Emmy Loose as Despina and Paul Schoeffler as Don Alfonso and you have a fine ensemble effort performance.

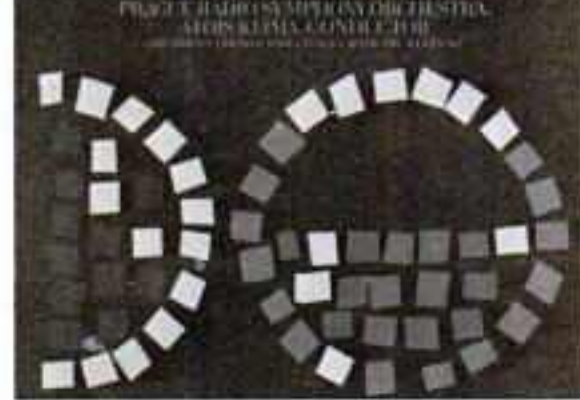
**DAVID OISTRAKH**  
**IGOR OISTRAKH**  
Tchaikovsky • Beethoven  
MOSCOW RADIO SYMPHONY ORCHESTRA  
CONDUCTED BY BOHUMIL KULINSKY



**LOW-PRICE CLASSICAL**  
**TCHAIKOVSKY: VIOLIN CONCERTO/BEETHOVEN: ROMANCES**—Oistrakh/I. Oistrakh/Saxon State Orch./Leipzig Gewandhouse Orch. (Konwitschny). Heliodor HS 25071 (S)

David Oistrakh plays the often-recorded Tchaikovsky concerto with vigor and much romantic fervor in a distinguished performance. Listening to his sweet tones is a delight. Igor Oistrakh is tender in his dialogues in the Beethoven piece and shows he is well on his way to stardom.

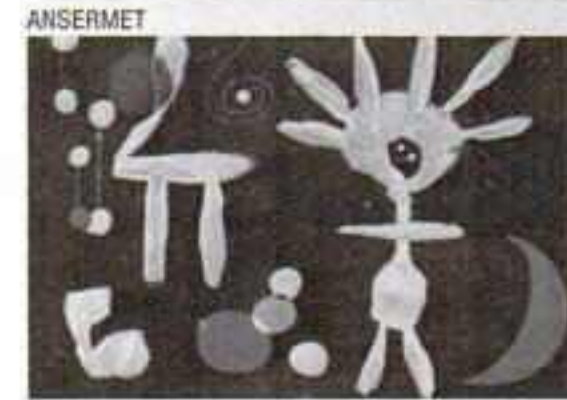
**PROKOFIEV**  
**SUMMER DAY SUITE**  
**A WINTER CAMP FIRE**  
PRAGUE CHAMBER ORCHESTRA  
CONDUCTED BY ALOIS KLIMA



**LOW-PRICE CLASSICAL**  
**PROKOFIEV: SUMMER DAY SUITE/A WINTER CAMP FIRE**—Prague Chamber Orch./Radio Symphony (Klima). Crossroads 22 16 0182 (S)

Crossroads introduces an important work to the catalog in the "Summer Day Suite" and it's performed well by Alois Klima and the Prague Chamber Orchestra. First low-price version of "A Winter Camp Fire" is given fine reading. Klima leads the Prague Radio Symphony with children's chorus directed by Bohumil Kulinsky.

**RAVEL**  
**L'ENFANT ET LES SORTILEGES**  
DANCO • CUENOD  
THE MOTET CHOR OF GENÈVE • L'ORCHESTRE DE LA SUISSE ROMANDE



**LOW-PRICE CLASSICAL**  
**RAVEL: L'ENFANT ET LES SORTILEGES**—Danco/Cuenod/Various Artists/L'Orch de la Suisse Romande (Ansermet). Richmond R 23086 (M); RS 33086 (S)

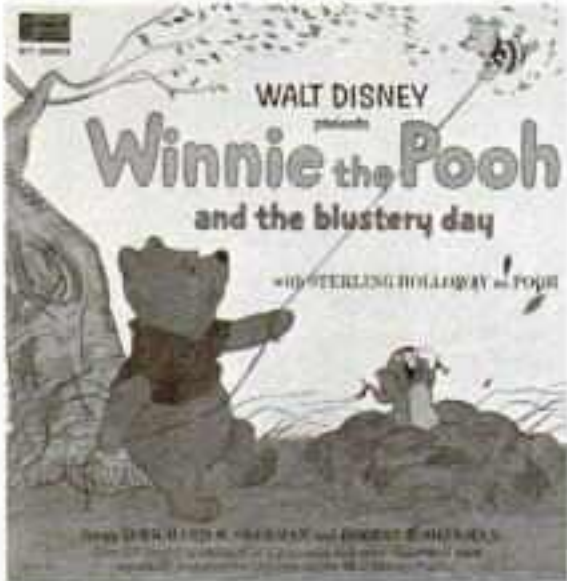
This story of the bewitched child is told with much feeling and dramatic skill in a forceful reading. Voices of Flore Wend, Marie Lkse de Montmolin, among the soloists, and the Motet Choir are brilliant. Ansermet puts it all in place beautifully. Packaging is a plus factor.

**HINDEMITH**  
**mathis der maler**  
Symphonie Philharmonie • Milan Horvat  
**symphonic metamorphoses**  
Moscow Philharmonic • Kiril Kondrashin



**LOW-PRICE CLASSICAL**  
**HINDEMITH: MATHIS DER MALER/SYMPHONIC METAMORPHOSES**—Zagreb Philharmonic (Horvat)/Moscow Philharmonic (Kondrashin). Turnabout TV 34215 (S)

This powerful Hindemith pairing couples extraordinary performances by Milan Horvat and the Zagreb Philharmonic and Kiril Kondrashin and the Moscow Philharmonic. The Moscow, as usual, is excellent, this time in the "Symphonic Metamorphoses."



**CHILDREN'S**  
**WINNIE THE POOH AND THE BLUSTERY DAY**—Sterling Holloway. Disneyland ST 3953

As nonsensical as the books, and thus, as delightful. The story is narrated, with Sterling Holloway as Pooh, and there are songs as full of stuff and nonsense as the story. Should please children five to 80. LP jacket is a story-picture book.



**ORIGINAL CAST**  
**THE HAPPY TIME**—Original Cast. RCA Victor LOC 1144 (M); LSO 1144 (S)

Robert Goulet's expert handling of most of the songs from the Fred Ebb-John Kander score will bring a lot of fans to this Broadway recording. His treatment of the title song, "I Don't Remember You" and "Seeing Things" (in a duet with Julie Gregg) are standout. David Wayne's "The Life of the Party" is another winner.



**POP**  
**WALKING ON NEW GRASS**—Wayne Newton. MGM E 4523 (M); SE 4523 (S)

A new bag for Wayne Newton, along with his new label, and the bag is mostly country. The background is plush, however, and instead of the nitty gritty, Newton offers easy listening versions, quite good, of "All the Time," "The Tip of My Fingers" and "Walking On New Grass."



**POP**  
**VINCIBUS ERUPTUM**—Blue Cheer. Philips PHS 600 264 (S)

Here is the epitome of psychedelic rock. The Blue Cheer wail through six hard-drivin' numbers, "Summertime Blues," the old Eddie Cochran hit included. Their live sound is captured here, making this an exciting album. It's the group's debut on records and should catapult them high on the charts. "Parchmeno Farm" is another rocker in the same vein.



**POP**  
**STEPPENWOLF**—Dunhill DS 50029 (S)

Steppenwolf is a new rock group with step-out chances. The quintet is electronically oriented and their sing-out is candid and pertinent. The boys have something to say and they know how to say it as witness "Everybody's Next One," "Born to Be Wild" and "Take What You Need."



**POP**  
**THE BOARD OF DIRECTORS**—Count Basie/The Mills Brothers. Dot DLP 3938 (M); DLP 25838 (S)

The Mills Brothers and Count Basie have been around for a long time, but they know how to stay right on top of the musical scene. Basie's beat and the group's harmony style do wonders with such oldies as "Up a Lazy River" and "April in Paris" and bring a tasty touch to such new pops as "Release Me," "Tiny Bubbles" and "I Dig Rock and Roll Music."



**POP**  
**THE THOUGHTS OF EMERLIST DAYJACK**—The Nice. Immediate Z12 52 004 (S)

The extended numbers on this first album for this young English group indicate that it should fare better than their single "Thoughts of Emerlist Davjack," which is included. And, the numbers aren't merely extended, they're good. The strong organ work of the 8:25 "Rondo" makes that number a standout instrumental. "War and Peace" (5:13) is another good instrumental. The vocal numbers also are good.



**POP**  
**NOW AND THEM**—Tower ST 5104 (S)

With a large-scale promotion and varied material, Them should finally break through in the U. S. with this, their first Tower album. The group's revised personnel (since the departure of Van Morrison) offers driving numbers, such as "Witch Doctor" and a top-notch "Walking in the Queen's Garden," and ballads such as "Nobody Loves You When You're Down and Out." The lengthy "Square Room" is another good cut.



**POP**  
**RELAX WITH BENT FABRIC**—Atco LP 33-221 (M); SD 33-221 (S)

Slightly uptempo easy listening instrumentals. "The Dipsy Doodle" is infectious and you'll remember "There Is No Greater Love" and "The Happy Whistler." A highly entertaining album for a pleasant evening at home.



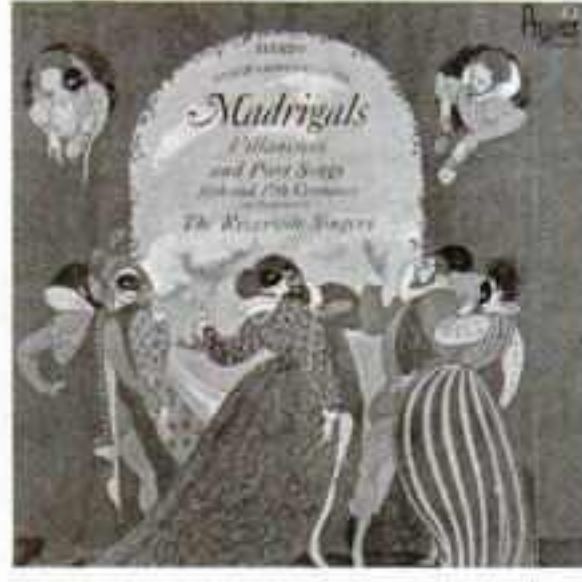
**POP**  
**THE SWEET INSPIRATIONS**—Atlantic SD 8155 (S)

Very excellent production work on this album, for example, the revitalization of "Blues, Stay Away From Me," a country hit years ago. "Sweet Inspiration," however, is this group's current action single and the major sales drawer. The girls are still building; they have a gospel greatness about them . . . they have what it takes.



**CLASSICAL**  
**GILBERT & SULLIVAN: THE SORCERER**—D'Oyle Carte Opera Co./New Symphony of London (Godfrey). Richmond RS 62015 (M)

The foremost interpreters of Gilbert and Sullivan add still another laurel to their fine record with this 2-LP set. Special praise to Peter Pratt, Fisher Morgan, Muriel Harding, Neville Griffiths for shining performances. New Symphony Orchestra of London delights.



**CLASSICAL**  
**MADRIGALS, VILLANCICOS & PART SONGS**—Riverside Singers Project 3 PR 7002 SD (S)

A capella vocal music at its best is offered in this elaborately packaged Riverside Singers' album of 16th and 17th century music. The sound is excellent. One side is devoted to English music with top cuts by such composers as Byrd, Wylbye and Weelkes. The Spanish and Portuguese music on the second side also is interesting and entertaining.



**LOW PRICE CLASSICAL**  
**BRAHMS/MENDELSSOHN: PIANO TRIOS**—Suk Trio Crossroads 22 16 0178 (S)

The Suk Trio starts its weaving in no uncertain terms in the opening Mendelssohn movement and continues in the same strong, knowledgeable manner throughout. In the Brahms work the Trio puts on an exhibition par excellence.



**LOW PRICE CLASSICAL**  
**ROSSINI: THE BARBER OF SEVILLE**—D'Angelo/Capecci/Monti/Bavarian Radio Symphony (Martolotti). Heliodor HS 25072-2 (S)

Gianni D'Angelo's superb Rossini stands out in this three-LP budget set. Her "Una voce poca fa" is outstanding. Renato Capecci, as Figaro, is heard in one of his finest roles with good effect. Capable performances are turned in by the other principals: Nicola Monti, Giorgio Tadeo and Carlo Cava.



**LOW PRICE CLASSICAL**  
**SCHUBERT: SYMPHONIES Nos. 3 & 8**—Czech Philharmonic (Newmann). Crossroads 22 16 0184 (S)

The Czech Philharmonic, one of the world's leading orchestras, performs these two familiar symphonies with distinction under the expert baton of Vaclav Neumann. An extensive U. S. tour by the orchestra has left a reservoir of good will and good notices that should help commercially.



# Album Reviews



**SEMI-CLASSICAL**  
**AVE MARIA**—Don Cossack Choir (Haroff). DDG 136544 (S)

With masterful harmony, depth and religiosity, the Don Cossack Choir under Serge Jeroff performs "Ave Maria," "Lord, Save Thy People," from the "Overture 1812," litanies, vespers and psalms are arranged and executed with precision and artistry under Jeroff with outstanding solo performances by members of the choir.



**JAZZ**  
**I BELIEVE TO MY SOUL**—Junior Mance. Atlantic SD 1496 (S)

Junior Mance has been around, playing bop in the 1950's and accompanying on the piano such notables as Dinah Washington and Jimmy Rushing. In his latest LP, Mance works out with strings and big band backgrounds, keynoting on the title tune by Ray Charles and his version of "Home on the Range." "Georgia Brown" and "Don't Worry Bout It" are jazz specials featuring bass, drums and Mance's piano.



**POLKA**  
**LIL WALLY SALUTES LAWRENCE WELK**—Jay Jay 1117

Polkas can be found almost anywhere in the world where people are having a good time—at weddings, parties, dances or before audiences. One of the most popular polka kings around is L'il Wally Jagiello whose salute to bandleader Lawrence Welk features a bundle of cheery, energetic and lively polkas, with many of his own compositions. L'il Wally invites people everywhere to dance and have fun.

## ★★★★ 4 STAR ★★★★★

### POPULAR ★★★★★

**RAINY NIGHT IN SHANGHAI**—Jonathan Knight. Viva V 36011 (S)  
**THEY'RE PLAYING OUR SONG**—Guy Lombardo & the Royal Canadians. Capitol ST 2889 (S)  
**DOWN TO EARTH**—Nichelle Nichols. Epic BN 26351 (S)

### COUNTRY ★★★★★

**SOUND OF A HEARTACHE**—Johnny Bush. Stop LP 10002  
**GOLDIE SINGS AGAIN**—Goldie Hillsmith. Epic BN 26352 (S)

### CLASSICAL ★★★★★

**MENDELSSOHN: PIANO MUSIC, VOL. 4**—Various Artists. Vox SVBX 5414 (S)

### LOW-PRICE CLASSICAL ★★★★★

**BACH: HARPSICHORD CONCERTOS NOS. 3-4**—Ruzickova/Prague Chamber Orch. (Neumann). Crossroads 22 16 0180 (S)  
**ENGLISH TONE PAINTINGS, TOCCATAS & DANCES**—Silvia Kind. Turnabout TV 34200 (S)  
**RACHMANINOFF: RHAPSODY/PIANO CONCERTO NO. 1**—Kamenkova/Brno State Philharmonic (Pinkas). Crossroads 22 16 0176 (S)

**FESTIVAL MUSIC FOR ORGANS WITH BRASS**—Various Artists (Ewerhart). Turnabout TV 34216 (S)

### JAZZ ★★★★★

**BLUES AND THINGS**—Earl Hines/Jimmy Rushing. Master Jazz MJR 101 (M); MJR 8101 (S)

### SPOKEN WORD ★★★★★

**WASHINGTON IRVING: RIP VAN WINKLE**—Read by Ed Begley. Caedmon TC 1241

### COMEDY ★★★★★

**YOU CAN'T BEAT PEOPLE UP AND HAVE THEM SAY I LOVE YOU**—Murray Roman. Tetragrammaton 101 (S)

### CHILDREN'S

#### SOUNDTRACK ★★★★★

**BLACKBEARDS GHOST**—Narrated by Peter Ustinov. Disneyland DQ 1305

#### INTERNATIONAL ★★★★★

**A NIGHT IN SICILY**—Mandolini di Taormina. Request RLP 10093 (M); SLP 10093 (S)  
**SONGS OF IRELAND**—Ed Sullivan Orch. & Chorus. Columbia CS 9599 (S)

# Action Records

## Albums

### ★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

### ★ NEW ACTION LP's

**THE DRIFTER'S GOLDEN HITS** . . . Atlantic 8153 (M); SD 8153 (S)

**YOU DON'T HAVE TO SAY YOU LOVE ME** . . . Jerry Vale, Columbia CL 2774 (M); CS 9574 (S)

**GOLDEN DUETS** . . . Peaches & Herb, Date TEM 3007 (M); TES 4007 (S)

**HOW NOW DOW JONES** . . . Original Cast, RCA Victor LOC 1142 (M); LSO 1142 (S)

**WE CAN FLY** . . . Cowsills, MGM E 4534 (M); SE 4534 (S)

**EYES OF THE BEACON STREET UNION** . . . MGM E 4517 (M); SE 4517 (S)

**SPOOKY** . . . Classics IV, Imperial (No Mono) LP 12373 (S)

**HERBIE MANN STRING ALBUM** . . . Atlantic 1490 (M); SD 1490 (S)

**THIS IS SOUL** . . . Various Artists, Atlantic 8170 (M); SD 8170 (S)

**JERRY BUTLER'S GOLDEN HITS LIVE** . . . Mercury MG 21151 (M); SR 61151 (S)

**ROSE GARDEN** . . . Atco LP 33-225 (M); SD 33-225 (S)

**THE CHECKMATES LTD. LIVE AT CAESAR'S PALACE** . . . Capitol T 2840 (M); ST 2840 (S)

**STEPPENWOLF** . . . Dunhill (No Mono) DS 50029 (S)

**OM** . . . John Coltrane, Impulse A 9140 (M); AS 9140 (S)

**TELL MAMA** . . . Etta James, Cadet LP 802 (M); LPS 802 (S)

**BLUE CHEER** . . . Phillips PHM 200-264 (M); PHS 600-264 (S)

**ORPHEUS** . . . MGM E 4524 (M); SE 4524 (S)

**THIS IS AL MARTINO** . . . Capitol T 2843 (M); ST 2843 (S)

**HEAVY** . . . Iron Butterfly, Atco LP 33-227 (M); SD 33-227 (S)

**UP POPS RAMSEY LEWIS** . . . Cadet LP 799 (M); LPS 799 (S)

**BOOGALOO DOWN BROADWAY** . . . Fantastic Johnny C, Phil.-L.A. of Soul PH-LPM 4000 (M); PH-LPS 4000 (S)

**BABY YOU GOT IT** . . . Brenton Wood, Double Shot DSM 1003 (M); DST 8003 (S)

**JEREMY & THE SATYRS** . . . Reprise (No Mono) RS 6282 (S)

**MR. SHING-A-LING** . . . Lou Donaldson, Blue Note (No Mono) BST 84271 (S)

**WILLIE MITCHELL LIVE** . . . Hi HL 12042 (M); SHL 32042 (S)

**HELLO DOLLY** . . . Original Cast/Pearl Bailey/Cab Calloway, RCA Victor LOC 1147 (M); LSO 1147 (S)

**THE NEW ONE!** . . . Buddy Rich Big Band, Pacific Jazz (No Mono) ST 20126 (S)

**MORE MAURIAT** . . . Paul Mauriat Ork, Philips PHM 200-226 (M); PHS 600-226 (S)

**FEELINGS** . . . Grassroots, Dunhill D 50027 (M); DS 50027 (S)

**SPIRIT** . . . Ode Z12 44003 (M); Z12 44004 (S)

**LOOK AROUND** . . . Sergio Mendes & Brasil '66, A&M LP 137 (M); SP 4137 (S)

**ROTARY CONNECTION** . . . Cadet Concept LP 312 (M); LPS 312 (S)

**EDEN'S CHILDREN** . . . ABC (No Mono); ABCS 624 (S)

**TO EACH HIS OWN** . . . Frankie Laine, ABC (No Mono); ABCS 628 (S)

**JAMES BROWN PRESENTS HIS SHOW OF TOMORROW** . . . Various Artists, King (No Mono); 1024 (S)

**NOBODY BUT ME** . . . Human Beinz, Capitol (No Mono); ST 2906 (S)

## Singles

### ★ NATIONAL BREAKOUTS

**NATL BREAKOUTS**— . . . . . (Sweet Sweet Baby) **SINCE YOU'VE BEEN GONE** . . . . . Aretha Franklin, Atlantic 2486 (14th Hour/Catillon, BMI)

**CRY LIKE A BABY** . . . . . Box Tops, Mala 593 (Press, BMI)

**SCARBOROUGH FAIR (I Canticle)** . . . . . Simon & Garfunkel, Columbia 44465 (Charing Cross, BMI)

**LITTLE GREEN APPLES** . . . . . Roger Miller, Smash 2148 (Russell-Cason, ASCAP)

**THE MIGHTY QUINN** . . . . . Manfred Mann, Mercury 72770 (Dwarf, ASCAP)

### ★ REGIONAL BREAKOUTS

**OUTSIDE OF A SMALL CIRCLE OF FRIENDS** . . . . . Phil Ochs, A&M 891 (Barricade, ASCAP) (Seattle)

**I FEEL AN URGE COMING ON** . . . . . Jo Armstead, Giant 701 (Colfam, BMI) (Philadelphia)

**RED GREEN YELLOW & BLUE** . . . . . Dickie Lee, Atco 6546 (Il Gatto, BMI) (Milwaukee)

## SPECIAL MERIT PICKS

### POPULAR

**LOVE IS BLUE**—Manny Kellm His Orch. & Voices.

Manny Kellm, Epic's executive producer, cashes in on the "Love Is Blue" chart success with his version and versions of other sure-fire melodies. Beatle tunes like "And I Love Her" and "Here, There and Everywhere" are tunefully grooved with vocals along with "A Man and a Woman," "It's Not Unusual" and others. Light and airy, this package could strike the fancy of easy listening fans and register over the air waves.

### CLASSICAL

**VIRTUOSO FLUTE CONCERTOS**—Nicolet/Festival Strings, Lucerne (Baumgartner). DDG 136547 (S)

Aurele Nicolet is ideally suited for this album of flute concertos since he's one of the few real flute virtuosos around. Two of the pieces, Blavet's "Concerto in A Minor" and Leclair's "Concerto in C, Op. 7 No. 3," are relative rarities that get excellent performances. Mozart's better-known "Concerto in D, K. 314" also is a gem. And the Lucerne Festival Strings under Rudolf Baumgartner perform admirably.

**SCHUMANN & BRAHMS: PIANO TRIOS**—Trio Bell Artel/Mannheim Trio. Vox SVBX 591 (S)

Two fine trios excel in this 3-LP package. The Trio Bell Artel, led by Martin Galling's excellent piano, is bound for success, based, at least, on this recording. The Mannheim unit puts together a very satisfying effort of high quality in the Brahms works.

### LOW PRICE CLASSICAL

**WEBER: DER FREISCHUETZ**—Hopf/Cunitz/Vienna Philharmonic (Ackermann). Richmond RS 62016 (M)

A name cast and the fine Vienna Philharmonic under Otto Ackermann combine for a serviceable recording of Weber's operatic milestone. The two-record set omits much of the dialog, as is usual. Featured are Maud Cunitz as Agathe and Hans Hopf as Max. The top performances are turned in by Emmy Loose, Karl Doench, and, in shorter key roles, Otto Edelmann and Alfred Poell.

**NIELSEN: QUARTET NO. 4/HOLMBOE: QUARTET NO. 8**—Copenhagen String Quartet. Turnabout TV 34217 (S)

The Copenhagen String Quartet continues its Nielsen series with another fine recording, worthy follow-up to pressing of the "Quartet No. 2" and "Quartet No. 3." Add to this the first recording of Holmboe's "Quartet No. 8" and you have a valuable addition to the modern chamber music catalog.

**MOZART: COMPLETE MASONIC MUSIC**—Various Artists/Vienna Volksoper Orch. (Maag). Turnabout 34213-14 (S)

This fascinating two-record set offers, for the first time, Mozart's complete Masonic music in one package, and a budget one at that. Some of the 17 pieces have appeared before, but others are first recordings. Peter Maag, an outstanding Mozart interpreter, handles the various elements effectively. These LP's came from the Vienna Grand Lodge Mozart's jubilee ceremonies in 1966, which Maag conducted.

### RELIGIOUS

**GOD IS FOR REAL, MAN**—Various Artists. Rejoice LP 1001

Based on the book of the same name, this album, the first for Walter Blumberg's Rejoice label, captures the vernacular of kids from the city street interpreting the Bible. The album is an excellent example of where the church must go to reach the younger generation.

### INTERNATIONAL

**THE ROMANS IN NEW YORK—THE YOUNG SOUND FROM ITALY**—Fran 110 (M); FRS 110 (S)

Not limited to the Italian market, this group will draw fans from whoever listens to their music. The Romans click with the Brazilian "Orpheo Samba" as well as with their Italian fare "Nessuno Mi Puo Giudicare" and "Guaglione" are also well sung. A solidly entertaining package.

**CON PIMIENTA**—Doris Valladares & His Orch. Musicor International MM 4040 (M); MS 6040 (S)

One is captured by the high, feverish excitement of "La Canada." While "Como Esta Mi Conuco" is a slow tune for a breather, A merengue boogaloo follows to pick up the pace. A well-programmed Latin-American LP for Puerto Ricans.

More Album  
Reviews on  
Page 66

### ALBUM REVIEW RANKING

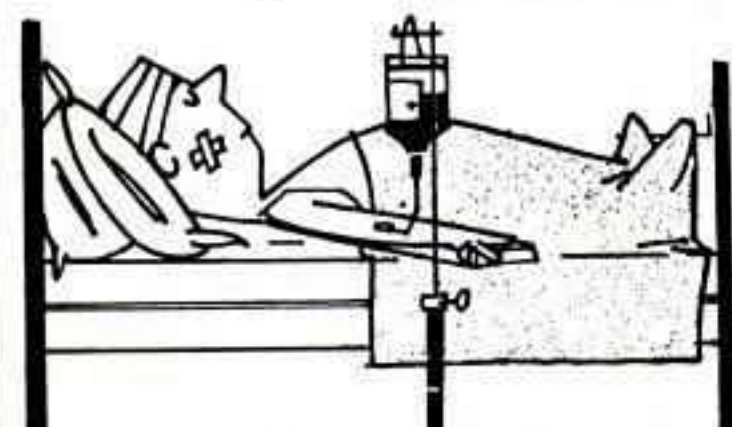
**STAR PERFORMER SPOTLIGHT**  
Cream of the week's new releases in their respective categories. Albums which are expected to reach the upper half of the Top LP's chart, any position on Billboard's special survey charts, or have long term sales.

**CHART SPOTLIGHTS**  
Albums which are expected to have sufficient sales to reach the Top LP's chart or have long term sales.

**4-STARS**  
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.

Blood from Red Cross Saves Lives



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us  
help



# HOT 100

Billboard

FOR WEEK ENDING MARCH 2, 1968

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

Record Industry Association of America seal of certification as million selling single.

Wk.	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	Wk. On Chart
Billboard Award	1	1	1																											9	
	2	5	15																												7
	3	6	28																												6
	4	4	6																												8
	6	17	37																												6
	3	3	3																												11
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	11	11	12																												11
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	16	32	32																												7
	14	15	27																												10
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	18	13	10																												14
	22	22	22																												8
	17	12	9																												16
	34	49	76																												4
	30	40	68																												4
	23	21	21																												8
	27	27	16																												17
	26	25	25																												11
	49	63																													3

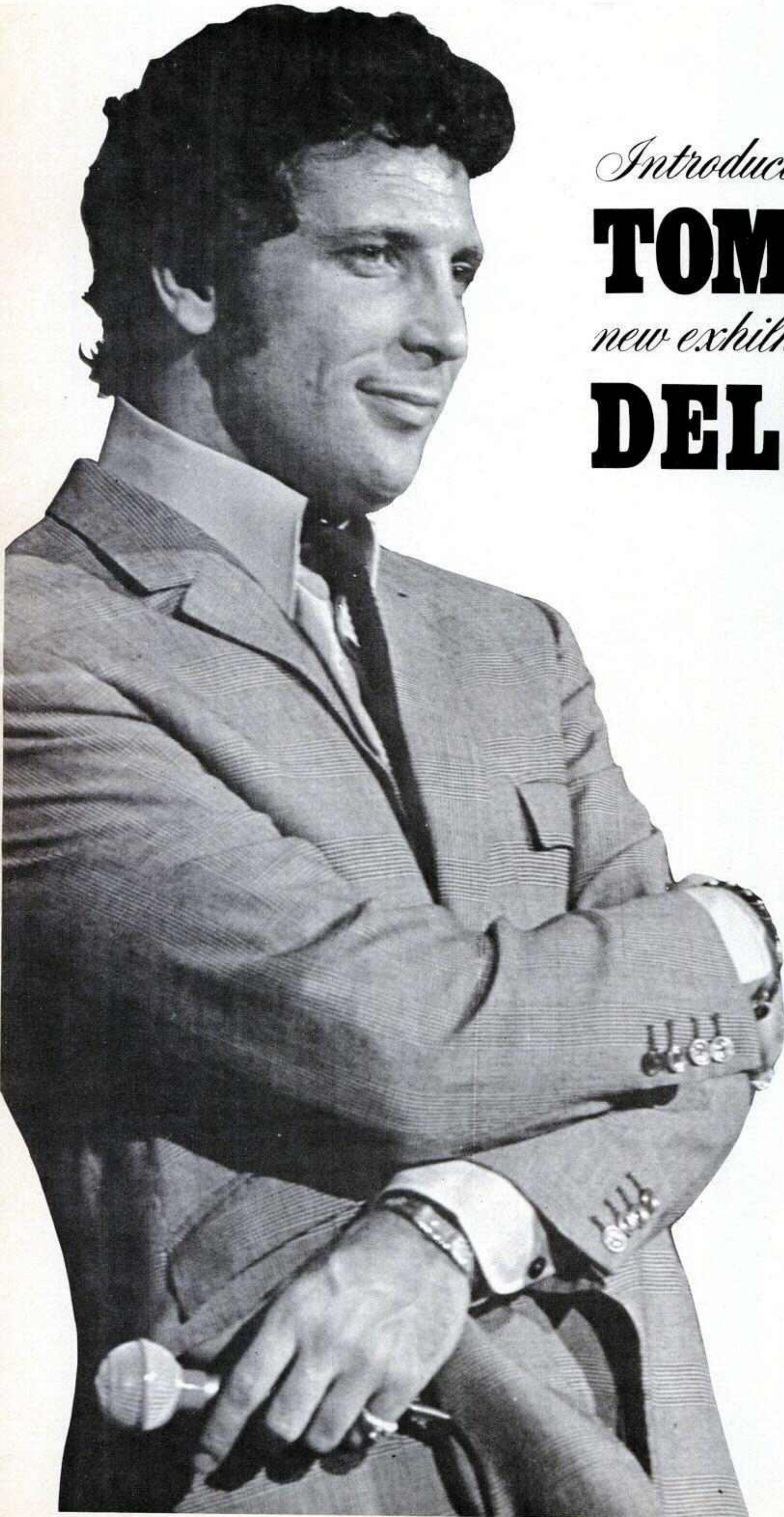
31				(Sweet Sweet Baby) SINCE YOU'VE BEEN GONE... Aretha Franklin (Jerry Westler), Atlantic 2486	1	
32	29	24	20	DIFFERENT DRUM Stone Poneys (Nick Venet), Capitol 2004	17	
33	32	23	23	TOMORROW Strawberry Alarm Clock (Frank Slay & Bill Holmes), Uni 55046	10	
34	41	58	72	DANCE TO THE MUSIC Sly & the Family Stone (Sly Stone), Epic 10256	4	
35	52	82		KISS ME GOODBYE Petula Clark (Tony Hatch), Warner Bros. 7170	3	
36	37	45	53	SUNSHINE OF YOUR LOVE... Cream (Felix Pappalardi), Atco 6544	8	
37	40	47	56	CARPET MAN 5th Dimension (Bones Howe), Soul City 762	5	
38	50	51	69	CAB DRIVER Millie Brothers (Charles R. Green & Tom Mack), Dot 17041	6	
39	36	36	47	THERE WAS A TIME... James Brown & His Famous Flames (James Brown), King 6144	7	
40	44	53	98	MEN ARE GETTIN' SCARCE... Joe Tex (Buddy Killen), Dial 4069	4	
41	42	46	54	MISSION: IMPOSSIBLE Lalo Schifrin (Tom Mack), Dot 17059	9	
42	38	38	45	BORN FREE Hesitations (GWP), Kapp 878	9	
43	43	44	50	GUITAR MAN Elvis Presley, RCA Victor 47-9425	6	
44	78			WILL YOU LOVE ME TOMORROW? 4 Seasons (Bob Crews), Phillips 40523	2	
45	60	84		PLAYBOY Gene & Debbie (Don Galt), TRX 5006	3	
46	51	60	89	I'M GONNA MAKE YOU LOVE ME Madeline Bell (Johnny Franz), Philips 40517	4	
47	85			IF YOU CAN WANT... Smokey Robinson and the Miracles ("Smokey" Cleveland), Tamla 54162	2	
48	55	62		COUNTRY GIRL—CITY MAN Billy Vera & Judy Clay (Chip Taylor & Daryll), Atlantic 2480	3	
49	48	48	58	GET OUT NOW Tommy James & the Shondells (Big Kahونا), Roulette 7000	6	
50	59	78		JEALOUS LOVE Wilson Pickett (Tom Dowd & Tommy Coghlin), Atlantic 2484	3	
51	71	100		SUDDENLY YOU LOVE ME... Tremeloes (Mike Smith), Epic 10293	3	
52	64	71		FOR YOUR PRECIOUS LOVE... Jackie Wilson & Count Basie (Nat Turney & Teddy Riley), Brunswick 55365	3	
53	53	68	90	MAYBE JUST TODAY Bobby Vee & the Strangers (Dallas Smith), Liberty 56014	4	
54	66			A QUESTION OF TEMPERATURE Ealoon Farm (Laurie Prod. & Peter Shkeryk), Laurie 3405	2	
55	61	73		IN THE MIDNIGHT HOUR... Mirettes (Jerry Goldstein), Revue 11004	3	
56	56	56	67	LOOK, HERE COMES THE SUN Sunshine Company (Joe Seraceno), Imperial 65280	4	
57	57	69	73	LOVE IS BLUE... Al Martino (Voyle Gilmore), Capitol 2102	4	
58	58	59	99	GOT WHAT YOU NEED... Fantastic Johnny C (Jesse James), Phil L.A. of Soul 309	4	
59	54	57	59	HEY LITTLE ONE... Glen Campbell (Al De Lory), Capitol 2076	7	
60				CRY LIKE A BABY... Six Tops (Dan Penn), Mula 593	1	
61				SCARBOROUGH FAIR (/Canticle) Simon & Garfunkel (Bob Johnston), Columbia 44465	1	
62	62	66	77	LOOKING FOR A FOX... Clarence Carter (Rick Hall), Atlantic 2461	7	
63	63	65	70	MAN NEEDS A WOMAN... James Carr (Quinton Claunch & Rudolph Russell), Goldwax 332	9	
64	90			GREEN LIGHT... American Breed (Bill Traut), Atco 821	2	
65				LITTLE GREEN APPLES... Roger Miller (Jerry Kennedy), Smash 2148	1	

66	77	97		THE GOOD, THE BAD AND THE UGLY... Hugo Montenegro, His Ork and Chorus (Neely Plumb), RCA Victor 7423	3	
67	74	88	94	LOVEY DOVEY... Otis & Carla (Prod. by Staff), Stax 244	4	
68				THE MIGHTY QUINN... Manfred Mann, Mercury 72770	1	
69	70	83	84	THANK U VERY MUCH... Scaffold (Tony Palmer), Bell 701	4	
70	80			THE TEN COMMANDMENTS OF LOVE... Peaches & Herb (David Kapralik & Ken Williams), Date 1592	2	
71	68	70	80	A MILLION TO ONE... Five Stairsteps & Cubie (Clarence Burke Jr.), Buddah 26	6	
72	73	80		I SAY LOVE... Royal Guardsmen (Gerrard Ent.), Laurie 3428	3	
73	83	90	92	WHERE IS MY MIND... Vanilla Fudge (Shadow Morton), Atco 6554	4	
74	75	77	82	HERE COMES THE RAIN, BABY... Eddy Arnold (Chet Atkins), RCA Victor 47-9437	4	
75	69	64	71	BURNING SPEAR... Soulful Strings (Edmond Edwards), Cadet 5576	5	
76	72	72	79	FUNKY WAY... Calvin Arnold (Cooper, Paul & Shelby), Venture 605	8	
77	86			THAT'S A LIE... Ray Charles (Ray Charles), ABC 11045	2	
78	79	79		NIGHT FO' LAST... Shirley Long (Holland & Dozier), Soul 35040	3	
79	89			HEY, HEY BUNNY... John Fred & His Playboy Band (John Fred & Andrew Bernard), Paula 294	2	
80	88			THE SON OF HICKORY HOLLER'S TRAMP... O. C. Smith (Jerry Fuller), Columbia 44425	2	
81				IF THIS WORLD WERE MINE... Marvin Gaye & Tammi Terrell (Fuqua, Bristol), Tamla 54161	1	
82	99			SOUL COAXIN' (Ame Caline)... Raymond Lefevre, 4 Corners of the World 141	2	
83	84			SOULSVILLE... Aretha Franklin (Robert Mersey), Columbia 44641	2	
84				SECURITY... Etta James (Rick Hall & Staff), Cadet 5594	1	
85	98			LOVE IS ALL AROUND... Troggs (Page One), Fontana 1607	2	
86				L. DAVID SLOANE... Michelle Lee (Jack Gold), Columbia 44413	1	
87				YOUNG GIRL... Union Gap Featuring Gary Puckett (Jerry Fuller), Columbia 44450	1	
88				SWEET INSPIRATION... Sweet Inspirations (Tom Dowd & Tommy Coghlin), Atlantic 2476	1	
89				SUMMERTIME BLUES... Blue Cheer (Abe "Voc" Kesh), Philips 40516	1	
90				SOUND ASLEEP... Turtles (Turtles & Bimp), White Whale 264	1	
91				FUNKY NORTH PHILLY... Bill Cosby (Fred Smith), Warner Bros.-Seven Arts 7171	1	
92	93	93		LOVE EXPLOSIONS... Troy Kyles (George Kerr), ABC 11027	3	
93	95	96	100	GENTLE ON MY MIND... Patti Page (Jack Gold), Columbia 44353	4	
94	94			SPRINGFIELD PLANE... Kenny O'Dell (Kenny O'Dell & Bill Porter), Vegas 722	2	
95				FOGGY MOUNTAIN BREAKDOWN... Flatt & Scruggs (Bob Johnston), Columbia 44380/Mercury 72729	1	
96	100			LOVE IS BLUE... Manny Kellam, His Ork & Chorus (Manny Kellam), Epic 10282	2	
97	97			LOVE IS BLUE... Claudine Longet (Tommy Lipuma), AAM 909	2	
98				DEAR DELILAH... Grapefruit (Terry Melcher), Equinox 70000	1	
99				SALLY WAS A GOOD OLD GIRL... Trini Lopez (Don Costa Prod.), Reprise 0659	1	
100				YOU'VE GOT TO BE LOVED... Montana (Tony Hatch), Independence 83	1	

## HOT 100—A TO Z—(Publisher-Licenses)

Baby, Now That I've Found You (Janet/Weber, BMI)	11
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Bend Me, Shape Me (Wilson, BMI)	22
Born Free (Screen Gems-Columbia, BMI)	42
Bottle of Wine (Deep Fork, ASCAP)	9
Burning Spear (Discus, BMI)	75
Cab Driver (Blackhawk, BMI)	38
Carpet Man (Rivers, BMI)	37
Country Girl—City Man (Blackwood, BMI)	48
Cry Like a Baby (Press, BMI)	60
Dance to the Music (Daly City, BMI)	34
Dear Delilah (Egg Music, From England, BMI)	98
Different Drum (Screen Gems-Columbia, BMI)	32
End of Our Road, The (Jobete, BMI)	26
Everything That Touches You (Beckwood, BMI)	10
Foggy Mountain Breakdown (Peer International, BMI)	95
For Your Precious Love (Sunflower, BMI)	52
Funky North Philly (Manger/Keyman, BMI)	91
Funky Way (Mikim, BMI)	76
Gentle on My Mind (Sherman-DeVorzan, BMI)	93
Get Out Now (Patricia, BMI)	49
Goin' Out of My Head/Can't Take My Eyes Off You (Vogue/Starkey/Season's Four, BMI)	13
Good, the Bad and the Ugly, The (Unart, BMI)	44
Got What You Need (Dandrea/James Boy, BMI)	58
Green Light (Four Star, BMI)	64
Green Tambourine (Kama Sutra, BMI)	14
Guitar Man (Vector, BMI)	43
Here Comes	





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"Danny Boy" and other warm, gentle songs Andy loves to sing.

\*4-track reel-to-reel stereo tape

## New Album Releases

• Continued from page 44

### DECCA

The JIMMY NEWMAN Way; DL 4960, DL 74960

### DGG

DOM COSSACK CHOIR—Ave Maria; 136544  
SCHUMANN: DIE DAIDSBUENDZER/PAPIL-  
LONS—Wilhelm Kempff; 139316  
SIBELIUS: FINLANDIA/VALSE TRISTE/TAPI-  
OLA — Berlin Philharmonic (Karajan);  
139016 SLPM  
Virtuoso Flute Concertos—Nicolet/Festival  
Strings, Lucerne (Baumgartner); 136547  
WOLF: DAS SPAMSCHE LIEDEBUCH —  
Schwarzkopf/Fischer-Dieskau/Moore; 139-  
329/30SLPM

### DISNEYLAND

STERLING HOLLOWAY—Winnie The Pooh and  
The Blustery Day; ST 3953  
PETER USTINOV—Blackbeards Ghost; DQ  
1305

### DOT

COUNT BASIE—Half A Sixpence; DLP 3834,  
DLP 25834  
COUNT BASIE/THE MILLS BROTHERS—The  
Board of Directors; DLP 3838, DLP 25838  
RITA MOSS—Superb; DLP 3839, DLP 25839  
Two Sides of LEONARD NIMOY; DLP 25835  
BILLY VAUGHN—As Requested; DLP 3841,  
DLP 25841

### EPIC

GOLDIE HILLSMITH—Goldie Sings Again; BN  
26352  
MANNY KELLEH HIS ORCH. & VOICES—Love  
is Blue; BN 26367  
NICHELLE NICHOLS—Down To Earth; BN  
26351

### ESP

GATO BARRIERI QUARTET; ESP 1049  
CHARLES TYLER—Eastern Man Alone; ESP  
1059

### GRE-GAR

RANDY BOONE; 22 17 0005, 22 17 0006

### HELIODOR

ROSSINI: THE BARBER OF SEVILLE—  
D'Angelo/Capecci/Monti/Bavarian Radio  
Symphony (Bartoletti); HS 25073-3  
TCHAIKOVSKY: VIOLIN CONCERTO/BEETHO-  
VEN: ROMANCES—Oistrakh/L. Oistrakh/  
Saxon State Orch./Leipzig Gewandhouse  
Orch. (Konwitschny); HS 25071

### IMMEDIATE

THE NICE—The Thoughts of Emerlist Davjack;  
Z12 52 004  
SMALL FACES—There Are But Four Small  
Faces; Z12 52002

### IMPULSE

GABOR SZABO & THE CALIFORNIA DREAM-  
ERS—Wind Sky and Diamonds; A 9151

### JAY JAY

LIL WALLY Salutes Lawrence Welk; 1117

### JUBILEE

MOE KOFFMAN Goes Electric; JGM 8009,  
JGS 8009

### KAPP

ROGER WILLIAMS—More Than a Miracle;  
KS 3550

### MASTER JAZZ

EARL HINES/JIMMY RUSHING—Blues and  
Things; MJR 101, MJR 8101

### MGM

CY COLEMAN—The Age of Rock; E 4502,  
SE 4502  
Today GLORIA LORING; E 4499, SE 4499  
WAYNE NEWTON—Walking on New Grass;  
E 4523, SE 4523

### MUSICOR INTERNATIONAL

DIORIS VALLADARES & HIS ORCH.—Con  
Pimienta; MM 4040, MS 6040

### PROJECT 3

RENAISSANCE QUARTET—Love Songs of Long  
Ago 1550-1700 AD; PR 7004 SD  
RIVERSIDE SINGERS—Madrigals, Villancicos  
& Part Songs; PR 7002 SD

### RANWOOD

The Four-Score Pianos; RLP 18001, RLP 8001

### RCA VICTOR

AUTOSALVAGE; LPM 3940, LSP 3940  
ORIGINAL CAST—The Happy Time; LOC 1144,  
LSO 1144

### REJOICE

VARIOUS ARTISTS—God Is for Real, Man;  
LP 1001

### SCEPTER

DIONNE WARWICK—Valley of the Dolls; SPS  
568

### STOP

JOHNNY BUSH—Sound of a Heartache; LP  
10002

# Billboard TOP 40 Easy Listening

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

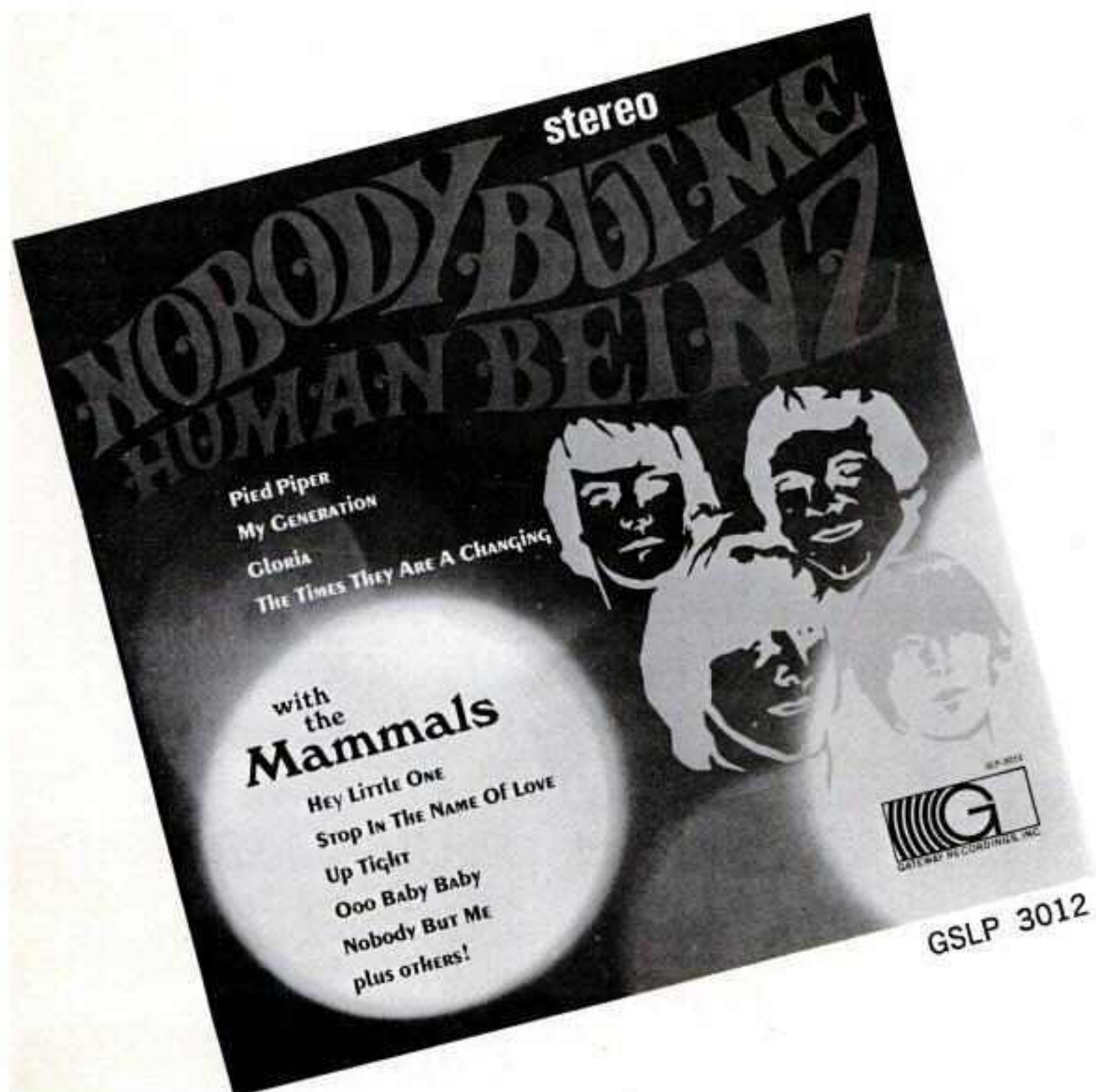
THIS WEEK	Wks. Ago			TITLE, Artist, Label & Number	Weeks On Chart
	1	2	3		
1	1	1	3	LOVE IS BLUE Paul Mauriat, Philips 40495 (Croma, ASCAP)	12
2	2	2	2	TO EACH HIS OWN Frankie Laine, ABC 11032 (Paramount, ASCAP)	6
3	4	6	7	LOVE IS BLUE Al Martino, Capitol 2102 (Croma, ASCAP)	4
4	11	18	27	(Theme From) VALLEY OF THE DOLLS Dionne Warwick, Scepter 12203 (Feist, ASCAP)	6
5	5	33	—	IF YOU EVER LEAVE ME Jack Jones, RCA Victor 47-9441 (Northern, ASCAP)	3
6	6	14	16	DON'T TELL MY HEART TO STOP LOVING YOU Jerry Vale, Columbia 44432 (White Plains, ASCAP)	4
7	9	31	32	WINDS OF CHANGE Ray Conniff Singers, Columbia 44422 (Colgems, ASCAP)	5
8	3	4	6	CARMEN Herb Alpert & the Tijuana Brass, A&M 890 (Irving, BMI)	6
9	7	7	5	GOIN' OUT OF MY HEAD/ CAN'T TAKE MY EYES OFF YOU Letterman, Capitol 2054 (Vogue/Saturday/Seasons' Four, BMI)	11
10	17	37	—	CAB DRIVER Mills Brothers, Dot 17041 (Blackhawk, BMI)	3
11	12	12	13	IN THE SUNSHINE DAYS Tony Sandler & Ralph Young, Capitol 2083 (Miller, ASCAP)	6
12	10	11	14	KEEP THE BALL ROLLIN' Al Hirt, RCA Victor 47-9417 (Screen Gems-Columbia, BMI)	6
13	18	26	31	SOUL COAXIN' (Ame Caline) Raymond Lefevre, 4 Corners of the World 141 (Southern, ASCAP)	4
14	15	16	25	WE CAN FLY Cowsills, MGM 13886 (Akbestal/Luvlin, BMI)	5
15	8	3	1	THE LESSON Vikki Carr, Liberty 56012 (Alta, ASCAP)	10
16	13	5	4	AM I THAT EASY TO FORGET Engelbert Humperdinck, Parrot 40023 (Four Star, BMI)	10
17	14	10	11	JUST AS MUCH AS EVER Bobby Vinton, Epic 10266 (Roosevelt, BMI)	7
18	16	8	8	I'VE GOT TO BE ME Steve Lawrence, Calendar 1001 (Dama, ASCAP)	12
19	21	22	25	MISSION: IMPOSSIBLE Lalo Schifrin, Dot 17059 (Bruin, BMI)	4
20	26	—	—	THE FACE I LOVE Chris Montez, A&M 906 (Barnaby/Janiero, ASCAP)	2
21	29	34	39	L. DAVID SLOANE Michele Lee, Columbia 44413 (Meager, BMI)	4
22	25	—	—	I TAUGHT HIM EVERYTHING HE KNOWS Ella Fitzgerald, Capitol 2099 (Piedmont, ASCAP)	2
23	28	—	—	FATHER OF GIRLS Perry Como, RCA Victor 47-9448 (Cromwell, ASCAP)	2
24	19	13	10	CARAVAN Bert Kaempfert & His Ork, Decca 32241 (American Academy of Music, ASCAP)	9
25	37	—	—	KISS ME GOODBYE Petula Clark, Warner Bros.-Seven Arts 7170 (Donna, ASCAP)	2
26	27	27	28	THE GOOD, THE BAD & THE UGLY Hugo Montenegro, RCA Victor 47-9423 (Unart, BMI)	6
27	24	21	22	I SAY A LITTLE PRAYER Sergio Mendes, Atlantic 2472 (Blue Seas/Jac, BMI)	4
28	30	—	—	I BELIEVED IT ALL Jimmie Rodgers, A&M 902 (April, ASCAP)	2
29	31	—	—	I HATE TO SEE ME GO Margaret Whiting, London 119 (Skoll, BMI)	2
30	32	39	—	ALL THE TIME Wayne Newton, MGM 13891 (Cedarwood, BMI)	3
31	20	20	—	HEY LITTLE ONE Glen Campbell, Capitol 2076 (Sherman/DeVorzan, BMI)	3
32	—	—	—	LITTLE GREEN APPLES Roger Miller, Smash 2148 (Russell-Cason, ASCAP)	1
33	34	40	—	HERE COMES THE RAIN BABY Eddy Arnold, RCA Victor 47-9437 (Acuff-Rose, BMI)	3
34	—	—	—	SALLY WAS A GOOD OLD GIRL Trini Lopez, Reprise 0659 (Pamper, BMI)	1
35	—	—	—	WITH A LITTLE HELP FROM MY FRIENDS Sergio Mendes & Brasil '66, A&M 910 (Maclen, BMI)	1
36	—	—	—	EVERYTHING THAT TOUCHES YOU Association, Warner Bros.-Seven Arts 7163 (Beechwood, BMI)	1
37	38	38	—	IT KEEPS RIGHT ON A HURTIN' Margaret Whiting, London 119 (Ridge, BMI)	3
38	—	—	—	GUESS WHO'S COMING TO DINNER Devo, Colgems 66-1015 (Colgems, ASCAP)	1
39	40	—	—	SUNDAY MORNIN' Spanky & Our Gang, Mercury 72765 (Blackwood, BMI)	2
40	—	—	—	ELUSIVE BUTTERFLY Carmen McRae, Atlantic 2485 (Metric, BMI)	1



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\*March 17-22, Hotel Diplomat, Hollywood, Florida



# Spotlight Singles

NUMBER OF  
SINGLES REVIEWED

THIS WEEK  
169

LAST WEEK  
127

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

## TOP 20 POP SPOTLIGHT

Spotlights Predicted to reach the top 20 of the HOT 100 Chart

### MONKEES—VALLERI/TAPIOCA TUNDRA

(Prod. Monkees) (Writers: Boyce-Hart (Screen Gems-Columbia, BMI)/(Writer: Nesmith) (Screen Gems-Columbia, BMI)—Two blockbuster sides. First is penned by Boyce and Hart and is an easy-beat rocker while the flip is a driving swinger with a clever megaphoned vocal workout and old-timey feel. **Colgems 66-1019**

### HOLLIES—JENNIFER ECCLES

(Prod. Ron Richards) (Writers: Hicks-Clarke-Nash) (Maribus, BMI)—Infectious rhythm item has all the ingredients for an out and out smash. A powerful topper for their "Dear Eloise." Flip: "Try It" (Maribus, BMI). **Epic 10298**

## TOP 60 POP SPOTLIGHT

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

### LEMON PIPERS—RICE IS NICE

(Prod. Paul Leka) (Writers: Leka-Pinz) (Kama Sutra, BMI)—Culled from their hit LP "Green Tambourine," the million sellers come up with another hot sales item in this catchy rhythm number with good production work and arrangements by Paul Leka. Flip: "Blueberry Blue" (Kama Sutra, BMI). **Buddah 31**

### FOUNDATIONS—BACK ON MY FEET AGAIN

(Writers: Macleod-McCaulay) (January/Welbeck, Ltd., BMI)—Group hit with sales impact with "Baby, Now That I've Found You," This groovy rock follow-up is currently riding the British charts, and should once again prove successful here. Flip: "I Can Take or Leave Your Loving" (Miller, ASCAP). **UNI 55058**

### SMALL FACES—TIN SOLDIER

(Prod. Steve Marriott & Ronnie Lane) (Writers: Marriott-Lane) (Nice Songs, BMI)—Having been up and down the British chart with this outing, the "Itchycoo Park" winners have a solid rocker here, loaded with teen sales appeal for the U. S. Flip: "I Feel Much Better" (Nice Songs, BMI). **Immediate 5003**

### \*HARPERS BIZARRE—

### COTTON CANDY SANDMAN (Sandman's Coming)

(Prod. Lenny Waronker) (Writer: Rankin) (Four Score, BMI)—Composed by Kenny Rankin, this strong rhythm ballad with top Lenny Waronker production is a hot sales item and change of pace from their recent "Chattanooga Choo Choo." Flip: "Virginia City" (Temco, BMI). **Warner Bros.-Seven Arts 7172**

### PERCY SLEDGE—TAKE TIME TO KNOW HER

(Prod. Quin Ivy & Marlin Greene) (Writer: Davis) (Gallico, BMI)—Consistent stronger seller of the soulful blues ballad, Sledge can't miss with this gem composed by Steve Davis and waited for all it's worth by the exceptional stylist. Flip: "It's All Wrong But It's Alright" (Quinvy/Ruler, BMI). **Atlantic 2490**

### KING CURTIS & KINGPINS—

### 'Sitin' On) THE DOCK OF THE BAY

(Prod. Tom Dowd) (Writers: Cropper-Redding) (East-Time-Redwal, BMI)—The current Otis Redding smash serves as powerful material for this effective instrumental treatment by the Curtis group. Should prove a top sales winner. Flip: "This Is Soul" (Kilynn-Pronto, BMI). **ATCO 6562**

### LINDA JONES—MY HEART NEEDS A BREAK

(Prod. George Kerr) (Writer: Turner) (Three T/J.T., ASCAP)—Writer-performer Sammy Turner and producer George Kerr have a sue-fire chart buster in this top Linda Jones outing. Driving blues belter has traces of the Supremes' "Reflections." Flip: "The Things I've Been Through (Loving You)" (Floteca/Zira, BMI). **Loma 2091**

### MAGNIFICENT MEN—

### BY THE TIME I GET TO PHOENIX

(Prod. Ron Gittman & Tom Morgan) (Writer: Webb) (Rivers, BMI)—The recent Glen Campbell hit gets a fresh going over with a strong blues reading that should bring the number right back up the Hot 100 and hit hard on the r&b charts as well. Flip: "Tired of Pushing" (Deposit, Ltd., BMI). **Capitol 2134**

### \*SEEKERS—LOVE IS KIND, LOVE IS WINE

(Prod. Seekers & Keith Grant) (Writer: Woodley) (Junito/Noma, BMI)—Compelling folk-rhythm ballad with well-written lyric and served up in the best Seekers fashion. Fits all programming and will prove an important chart item. Flip: "All I Can Remember" (Chappell, ASCAP). **Capitol 2122**

## SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

\***TONY BENNETT—Fools of Fools** (Knollwood, ASCAP). (Prod. Howard A. Roberts) (Curtis-Meyer)—Rhythm ballad with compelling lyric lines serves as a strong vehicle for Bennett and he's in top vocal form. **Columbia 44443**

**VOGUES—Just What I've Been Looking For** (Irving, BMI). (Prod. Dick Glasser) (Writers: Roberts-Nichols)—The Vogues' move to Reprise produces a catchy rhythm item with strong teen appeal. **Reprise 0663**

**JIMI HENDRIX EXPERIENCE—Up From the Skies** (Sea-Lark, Ent., BMI). (Prod. Chas. Chandler) (Writer: Hendrix)—Following his "Foxy Lady" is an infectious dance rocker with commercial gimmick sounds and good lyric line. **Reprise 0665**

**EDDIE FLOYD—Big Bird** (East, BMI). (Prod. Booker T. Jones) (Writers: Jones-Floyd)—Blues wailer offers a solid dance beat and a powerful vocal workout for the "Knock on Wood" man. **Stax 246**

\***TERESA BREWER—Step to the Rear** (Carwin, ASCAP). (Prod. Shelby S. Singleton Jr.) (Writers: Leigh-Bernstein)—Marking her move to Shelby Singleton's label, the fine stylist comes up with a happy winner from the Broadway musical "How Now, Dow Jones." Top vocal work. **SSS International 735**

\***SOLOMON BURKE—She Wears My Ring** (Acuff-Rose, BMI). (Prod. Peter Sullivan) (Writers: Bryant-Bryant—Boudleaux and Felice Bryant's potent and beautiful ballad material is sung for all it's worth by the fine British stylist in the Tom Jones vein. Disk is currently at the top of the British charts. **Capitol 2114**

**STAPLE SINGERS—Let's Get Together** (SFO, BMI). (Prod. Jerry Ragovoy) (Writer: Powers Jr.)—Pulsating blues-gospel rhythm number comes on strong via the Staple Singers' reading. **Epic 10294**

\***KAY STARR—Some Sweet Tomorrow** (Miller, ASCAP). (Prod. Bob Thiele) (Writers: Last-Kusik-Snyder)—Top vocal performance and Marty Paich arrangement on a compelling and commercial ballad loaded with programming appeal. **ABC 11049**

**JIMMY SMITH—Chain of Fools** (14th Hour/Pronto, BMI). (Prod. Esmond Edwards) (Writer: Covay)—Aretha Franklin's recent smash gets a powerful instrumental dance workout by the excellent organist. A discotheque winner. **Verve 10583**

### FIFTH ESTATE—DO DROP INN

(Prod. Steve & Bill Jerome) (Writers: Gordon-Bonner) (Chardon, BMI)—One of the most clever and infectious rhythm production numbers of the week. Blockbuster will hit hard and fast. Flip: (No information available). **Jubilee 5617**

### DONOVAN—JENNIFER JUNIPER

(Prod. Mickie Most) (Writer: Leitch) (Peer-Int'l, BMI)—His first release for the new year is an infectious folk-beat rhythm item . . . a strong follow-up to "Wear Your Love Like Heaven." He wrote it and performs it beautifully. Flip: "Poor Cow" (Peer-Int'l, BMI). **Epic 10300**

### PRECISIONS—INSTANT HEARTBREAK

(Prod. McGregor & Terry) (Writers: Ashford-Morgan-Prince-Immore-Lowe) (Ardis, BMI)—Group made a solid chart dent last year with their "If This Is Love" and now they have the right rocking blues item to top that initial success. Hot entry for the r&b chart as well. Flip: "Dream Girl" (Ardis, BMI). **Drew 1004**

### \*RONNIE DOVE—IN SOME TIME

Prod. Lee Hazlewood (Writer: Hazlewood) (Hazlewood, ASCAP)—Composer-producer Lee Hazlewood takes Dove in hand for what will prove a solid chart return for him. Potent ballad, top vocal workout and Billy Strange arrangements. Flip: "Livin' for Your Lovin'" (Irwon, ASCAP). **Diamond 240**

### SOLOMON BURKE—PARTY PEOPLE

(Prod. Jerry Wexler) (Writer: Covay) (Cotillion, BMI)—Don Covay's writing and a groovy Burke vocal workout makes this blues rocker a hot contender for a top chart item. Has much of the appeal and flavor of Sam Cooke's "We're Having a Party." Flip: "Need Your Love So Bad" (J&C, BMI). **Atlantic 2485**

### MOJO—NEW YORK CITY

(Prod. Dave Hassinger) (Writer: Alaimo-Errico) (Magic Mountain, BMI)—The Mamas and the Papas gave us "California Dreamin'" and now this smoothly blended group has a potent sales winner in this well-written and performed dedication to "fun city." Should grab a high spot on the Hot 100. Flip: "Not Too Old to Start Cryin'" (Magic Mountain, BMI). **Reprise 0661**

### TONY'S TYGERS—LITTLE BY LITTLE

(Prod. John Hall) (Writers: Dancy & Duchrow) (Irving/Jab, BMI)—A hot master out of Milwaukee purchased by A&M features the third place winners in the nationwide Battle of the Bands contest. The easy-beat rocker is aimed right at the teen market and should spread fast nationally. Flip: "Days and Nights" (Irving/Jab, BMI). **A&M 921**

### WILLIAM CARR—BACKUP

(Prod. Larry Weiss) (Writer: Carr) (Saturday, BMI)—Producer Larry Weiss has a sure-fire blockbuster in this pulsating blues rocker that grooves from start to finish. Composer-performer Carr should hit with impact via this initial DynoVoice outing. Flip: "Heartaches" (MCA, ASCAP). **DynoVoice 908**

### GROOP—WOMAN, YOU'RE BREAKING ME

(Writers: Codd-Wright) (April-Blackwood, BMI)—One of the hottest groups in Australia should invade the U. S. with disk sales impact via this solid rhythm number loaded with teen appeal. Powerful debut. Flip: "Mad Over You" (April-Blackwood, BMI). **Jamie 1349**

### EVIE SANDS—BILLY SUNSHINE

(Prod. Taylor-Gorgoni) (Writers: Taylor-Gorgoni) (Blackwood, BMI)—The writing team of Chip Taylor and Al Gorgoni has a hot sales item in this pulsating rocker with strong vocal workout that should bring Miss Sands back to the Hot 100 rapidly. Flip: "It Makes Me Laugh" (Blackwood, BMI). **Cameo 2002**

### SWAMPSEEDS—CAN I CARRY YOUR BALLOON

(Prod. Denny Randel & Sandy Linzer) (Writers: Linzer-Randell) (Screen Gems-Columbia, BMI)—Raucous rocker with good teen lyric content could prove a left-field sales monster. Top material and production with powerful vocal work. Flip: "Coney Island Parade" (Screen Gems-Columbia, BMI). **Epic 10281**

### CASHMAN, PISTILLI & WEST—

### A SONG THAT NEVER COMES

(Prod. Cashman, Pistilli & West) (Writers: Cashman, Pistilli & West) (Ampco, ASCAP)—One of the most interesting and commercial entries for the week is this rhythm folk ballad, well performed and produced. Watch this one . . . it should break through with solid chart impact. Flip: "But for Love" (Ampco, ASCAP). **ABC 11047**

\***ROBERT GOULET—The Happy Time** (Sunbeam, BMI). (Prod. Robert Mersey) (Writers: Ebb-Kander)—The Broadway star delivers the title tune of his musical hit with verve and it should fast prove a top programmer. **Columbia 44466**

**RICHARD (GROOVE) HOLMES—Gimme Little Sign** (Big Shot, ASCAP). (Prod. Cal Lampley) (Writers: Hooven-Winn-Smith)—The Brenton Wood hit lends itself perfectly to the organ magic of Holmes for a pulsating dance item. **Prestige 460**

**MIKE SHARPE—Mississippi Delta** (Shayne, ASCAP). (Prod. Harry Middlebrooks) (Writer: Gentry)—The "Spooky" man himself gives a powerful driving sax instrumental version of the Bobbie Gentry blues item. **Liberty 56021**

\***ANTHONY NEWLEY—Sweet November** (W-7, ASCAP). (Writers: Newley-Bricusse)—The title tune of the current film is beautifully performed - by the composer with strong support from Michel Legrand's arrangement. **Warner Bros./Seven Arts 7174**

\***LES & LARRY ELKART—The Sounds of Silence** (Charing Cross, BMI)—The Paul Simon ballad makes a strong comeback featured in the film hit "The Graduate" and via this exceptional dance band arrangement from the Elgarts. **Columbia 44467**

\***DELLA REESE—Never My Love** (Tamerlane, BMI)/I Gotta Be Me (Damilia, ASCAP). (Prod. Lee Magid) (Writers: Addressi-Addressi)/(Writer: Marks)—The fine stylist adds her own distinctive touch to two recent pop numbers. First, the Association's smash ballad hit which she rocks and then Stevie Lawrence's stopper from "Golden Rainbow." **ABC 11051**

\***MEL TORNE—Brother, Can You Spare a Dime** (Harms, ASCAP)/A Day in the Life of Bonnie & Clyde (Temple, ASCAP). (Prod. Jack Tracy) (Writers: Harburg-Gorney)/(Writer: Torne)—Torne moves over to the Liberty label with two commercial sides in today's selling vein. First he updates the classic and then pens his version of the hit film fare. Both well-done. **Liberty 56022**

**TANGERINE ZOO—One More Heartache** (Jobete, BMI). (Writers: Robinson-White-Moore-Tarplin-Rogers)—Raucous pile driver loaded with teen and discotheque appeal. Infectious rhythm and wild vocal work. **Mainstream 682**

## TOP 20 COUNTRY

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

### BILL ANDERSON—WILD WEEKEND

(Writer: Anderson) (Stallion, BMI)—Chalk up another top of the chart winner for Anderson with this potent rhythm item with clever lyric line. Another top Anderson performance. Flip: "Fun While It Lasted" (Moss Rose, BMI). **Decca 32276**

### NORMA JEAN—TRUCK DRIVING WOMAN

(Prod. Bob Ferguson) (Writers: Wilson-Pike) (Combine, BMI)—Following up her "Heaven Help the Working Girl," the fine stylist can't miss with this truck driving entry. Rhythm group lends strong support. Flip: "Supper Time" (Hill & Range, BMI). **RCA Victor 47-9466**

### MAXINE BROWN—

### UNDER THE INFLUENCE OF LOVE

(Prod. Felton Jarvis) (Writers: Zachery-Stephens) (Yonah, BMI)—Former member of the Browns singing group, sister Maxine makes an impressive and commercial solo debut that should fast skyrocket her to the top of the chart. Good rhythm ballad material, exceptionally performed. Flip: "Never Love Again" (Acuff-Rose, BMI). **Chart 59-1024**

### WILMA BURGESS—

### ONLY A FOOL KEEPS HANGIN' ON

(Writer: Mize) (Acclaim, BMI)—Powerful change of pace is this infectious rhythm number with compelling lyric line, well-delivered, and headed right for the top of the charts. Flip: "Watch the Roses Grow" (Harbot, SESAC). **Decca 32273**

### HUGH X. LEWIS—EVOLUTION AND THE BIBLE

(Prod. Paul Cohen) (Writer: Howard) (Cedarwood, BMI)—Fast-paced rhythm number with potent story line is performed for all it's worth by Lewis. Should prove a fast chart climber. Flip: "Gone, Gone, Gone" (Wilderness, BMI). **Kapp 895**

### CONWAY TWITTY—THE IMAGE OF ME

(Writer: Kemp) (Tree, BMI)—Wayne Kemp's meaningful ballad material is delivered in a top Twitty performance that should have no trouble hitting the top of the chart. Flip: "Dim Lights, Thick Smoke" (Comet, BMI). **Decca 32272**

## CHART Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

**RAY PENNINGTON—Hush, Hush, Sweet Charlotte** (Miller, ASCAP). **CAPITOL 2118**

**CHERYL POOL—Swingin' Blue** (Su-Ma, BMI). **PAULA 297**

**VERNON OXFORD—This Woman Is Mine** (Sure-Fire, BMI). **RCA VICTOR 47-9467**

**COMPTON BROTHERS—Honey** (Forrest Hills, BMI). **DOT 17070**

**BOBBY LORD—Charlotte, North Carolina** (Forrest Hills, BMI). **DECCA 32277**

**GOLDIE HILL SMITH—Loveable Fool** (Wilderness, BMI). **EPIC 10296**

**RED BAILEY—Eat, Drink and Be With Mary** (Yonah, BMI). **GREAT 1150**

**ROY ACUFF—Uncle Pen** (Kentucky, BMI). **HICKORY 1497**

**GENE & ROD—Incredibly Lonely** (Yonah, BMI). **CHART 59-1023**

**SLEEPY LA BEEF—Every Day** (Glaser/Vanjo, BMI). **COLUMBIA 44455**

**JIM THOMSON—Tell Me** (Cramart, BMI). **STOP 163**

**DON CHAPEL—Hurtin' Time** (Pamper, BMI). **EPIC 10292**

## TOP 20 R&B

Spotlights Predicted to reach the TOP 20 of the TOP SELLING R&B SINGLES Chart

### PATTI DREW—KEEP ON MOVIN'

(Prod. Carone Prod.) (Writers: Hagood-Pinback-Henderson-Scott) (Sdasiwa, BMI)—With equal sales potential for the pop market as well, this potent blues ballad will hit the r&b chart with impact and spill over. Flip: "There'll Never Be Another" (Edgewater, BMI). **Capitol 2121**

### BOBBY BLAND—A PIECE OF GOLD

(Writer: Woods) (Don, BMI)—Currently riding the chart with "Drifting Blues," Bland comes up with another winner in this solid beat rocker loaded with pop appeal as well. Flip: "Honey Child" (Lion, BMI). **Duke 433**

### SAM, ERV & TOM—SOUL TEACHER

(Prod. Charlie Foxx) (Writers: Foxx-Cully-Waters-Price) (Catalogue/Cee & Eye, BMI)—Producer Charlie Foxx has a hot sales item in this funky blues number with groovy dance beat and wailing vocal workout by a strong trio. Flip: "Hard to Get" (Catalogue/Cee & Eye, BMI). **Dynamo 116**

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

**J. J. JACKSON—Down, But Not Out** (Meager, BMI). **LOMA 2090**

**JUNIOR MANCE—I Believe to My Soul** (Progressive, BMI). **ATLANTIC 2489**

**DONALD HEIGHT—Rags to Riches** (Saunders, ASCAP). **SHOUT 226**

**JACKIE LEE—American Boo-Ga-Lo** (Keymen, BMI). **KEYMEN 114**

**BIG JOHN HAMILTON—How Much Can a Man Take** (Chu-Fin, BMI). **MINARET 136**

**LEE JONES & THE SOUNDS OF SOUL—On the Other Side** (Press, BMI). **AMY 11,008**

**Z. Z. HILL—What Am I Living For?** (Progressive/Tideland, BMI). **KENT 478**

**STEVE COLT—Dynamite** (Gorman, BMI). **BIG BEAT 105**

**BILLY YOUNG—A Year, a Month and a Day** (Redwal, BMI). **MERCURY 72769**

\***GUNTER KALLMANN CHORUS—Counting the Days** (Chappell, ASCAP). (Prod. Hans Bertram) (Writers: Twardy-Newell-Lilibert)—The smooth blended voices are at their best in this compelling ballad strongly supported by a commercial pop arrangement. **4 Corners of the World 148**

**JERRY INMAN—From Me to You** (Gil, BMI)—One of the early Lennon and McCartney successes is revived in fine fashion by an interesting stylist that fits both pop and country markets. Jerry Fuller, producer of the Union Gap, is an added plus here. **Columbia 44453**

\***ORCH '70—Without Me** (Sunbeam, BMI). (Prod. Joe Reisman) (Writers: Ebb-Kander)—From the Broadway musical "Happy Time," this toe-tapping march item has much of the appeal of Peggy Lee's hit of the past "Pass Me By." Strong big band sound. **RCA Victor 47-9461**

**NILSSON—One** (Dunbar, BMI). (Prod. Rick Jarrard) (Writer: Nilsson)—The composer-performer has an interesting, off-beat folk-flavored rhythm item here with poignant lyric line. **RCA Victor 47-9462**



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TRX-5006



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# TOP

FOR WEEK ENDING MARCH 2, 1968

# LP'S

RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE			
						8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
		12	3	1	<b>PAUL MAURIAT &amp; HIS ORK</b> —Blooming Hits Philips PHM 200-248 (M); PHS 600-248 (S)				
		6	2	2	<b>BOB DYLAN</b> —John Wesley Harding Columbia CL 2804 (M); CS 9604 (S)	NA	NA	NA	NA
Ⓢ		11	1	3	<b>BEATLES</b> —Magical Mystery Tour Capitol MAL 2835 (M); SMAL 2835 (S)			NA	
		4	4	4	<b>JIMI HENDRIX EXPERIENCE</b> —Axis: Bold as Love Reprise (No Mono); RS 6281 (S)				
★		2	33	5	<b>ARETHA FRANKLIN</b> —Lady Soul Atlantic 8176 (M); SD 8176 (S)	NA	NA	NA	NA
Ⓢ		11	7	6	<b>HERB ALPERT &amp; THE TIJUANA BRASS</b> —Ninth A&M LP 134 (M); SP 4134 (S)				
		28	9	7	<b>JIMI HENDRIX EXPERIENCE</b> —Are You Experienced Reprise R 6261 (M); RS 6261 (S)				
Ⓢ		11	6	8	<b>ROLLING STONES</b> —Their Satanic Majesties Request London NP 2 (M); NPS 2 (S)				
		23	5	9	<b>DIANA ROSS &amp; THE SUPREMES</b> —Greatest Hits Motown M 2-663 (M); MS 2-663 (S)				
		13	10	10	<b>CREAM</b> —Disraeli Gears Atco 33-232 (M); SD 33-232 (S)				
		14	12	11	<b>OTIS REDDING</b> —History of Volt 418 (M); S 418 (S)				
		17	11	12	<b>SOUNDTRACK</b> —Camelot Warner Bros. B 1712 (M); BS 1712 (S)				
		15	15	13	<b>LETTERMEN</b> —... "And Live!" Capitol T 2758 (M); ST 2758 (S)	NA	NA	NA	NA
		11	14	14	<b>TEMPTATIONS</b> —In a Mellow Mood Gordy 924 (M); 924 (S)	NA	NA	NA	NA
		16	16	15	<b>DIONNE WARWICK</b> —Golden Hits, Part 1 Scepter SRM 565 (M); SPS 565 (S)				
		16	8	16	<b>TURTLES</b> —Golden Hits White Whale WW 115 (M); WWS 7115 (S)				
Ⓢ		37	17	17	<b>BEATLES</b> —Sgt. Pepper's Lonely Hearts Club Band Capitol MAS 2653 (M); SMAS 2653 (S)			NA	
Ⓢ		103	13	18	<b>SOUNDTRACK</b> —Dr. Zhivago MGM 1E-6ST (M); 1SE-6ST (S)				
		9	20	19	<b>DONOVAN</b> —A Gift From a Flower to a Garden Epic L2N 6071 (M); N2N 171 (S)	NA	NA	NA	NA
★		4	27	20	<b>BEE GEES</b> —Horizontal Atco 33-233 (M); SD 33-233 (S)				
Ⓢ		155	21	21	<b>SOUNDTRACK</b> —The Sound of Music RCA Victor LOCD 2005 (M); L500 2005 (S)			NA	NA
★		5	28	22	<b>SOUNDTRACK</b> —Valley of the Dolls 20th Century-Fox 4196 (M); S 4196 (S)				
Ⓢ		15	18	23	<b>MONKEES</b> —Pisces, Aquarius, Capricorn & Jones, Ltd. Colgems COM 104 (M); COS 104 (S)	NA	NA		
		12	25	24	<b>ED AMES</b> —When the Snow Is on the Roses RCA Victor LPM 3913 (M); LSP 3913 (S)	NA	NA		
		64	24	25	<b>TEMPTATIONS</b> —Greatest Hits Gordy 919 (M); 919 (S)				
		10	26	26	<b>BEACH BOYS</b> —Wild Honey Capitol T 2859 (M); ST 2859 (S)			NA	
		22	22	27	<b>WES MONTGOMERY</b> —A Day in the Life A&M LP 2001 (M); SP 3001 (S)				
Ⓢ		17	19	28	<b>MAMAS &amp; PAPAS</b> —Farewell to the First Golden Era Dunhill D 50025 (M); DS 50025 (S)				
		16	30	29	<b>ARLO GUTHRIE</b> —Alice's Restaurant Reprise R 6267 (M); RS 6267 (S)			NA	NA
		11	23	30	<b>ENGELBERT HUMPERDINCK</b> —The Last Waltz Parrot PA 61015 (M); PAS 71015 (S)				
Ⓢ		18	31	31	<b>DOORS</b> —Strange Days Elektra EKL 4014 (M); EKS 74014 (S)				
★		2	125	32	<b>SMOKEY ROBINSON &amp; THE MIRACLES</b> — Greatest Hits, Vol. 2 Tamla T 280 (M); TS 280 (S)	NA	NA	NA	NA
		23	32	33	<b>FOUR TOPS</b> —Greatest Hits Motown M 662 (M); MS 662 (S)				
		28	34	34	<b>FLIP WILSON</b> —Cowboys & Colored People Atlantic 8149 (M); SD 8149 (S)	NA	NA	NA	NA
Ⓢ		38	35	35	<b>MONKEES</b> —Headquarters Colgems COM 103 (M); COS 103 (S)			NA	NA
		17	37	36	<b>WILSON PICKETT</b> —The Best of Atlantic 8151 (M); SD 8151 (S)				
		25	38	37	<b>VANILLA FUDGE</b> Atco 33-224 (M); SD 33-224 (S)				
		20	36	38	<b>VIKKI CARR</b> —It Must Be Him Liberty LRP 3533 (M); LST 7533 (S)			NA	NA
Ⓢ		43	41	39	<b>BILL COSBY</b> —Revenge Warner Bros. W 1691 (M); WS 1691 (S)				
		11	39	40	<b>JEFFERSON AIRPLANE</b> —After Bathing at Baxter's RCA Victor LOC 1511 (M); L50 1511 (S)			NA	NA
		12	42	41	<b>BOBBY VINTON</b> —Please Love Me Forever Epic LN 24341 (M); BN 26341 (S)			NA	NA
Ⓢ		33	29	42	<b>ASSOCIATION</b> —Insight Out Warner Bros. W 1696 (M); WS 1696 (S)				
Ⓢ		40	44	43	<b>HERB ALPERT &amp; THE TIJUANA BRASS</b> —Sounds Like A&M LP 124 (M); SP 4124 (S)				
Ⓢ		147	43	44	<b>HERB ALPERT &amp; THE TIJUANA BRASS</b> — Whipped Cream & Other Delights A&M LP 110 (M); SP 4110 (S)				

RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE			
						8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
		18	40	45	<b>STRAWBERRY ALARM CLOCK</b> —Incense & Peppermints Uni 3014 (M); 73014 (S)				NA
		8	48	46	<b>NANCY SINATRA</b> —Movin' With Reprise R 6277 (M); RS 6277 (S)				
		16	51	47	<b>ANDY WILLIAMS</b> —Love Andy Columbia CL 2766 (M); CS 9566 (S)				NA
		9	49	48	<b>WHO</b> —Sell Out Decca DL 4950 (M); DL 74950 (S)	NA	NA	NA	NA
		9	52	49	<b>JUDY COLLINS</b> —Wild Flowers Elektra EKL 4012 (M); EKS 74012 (S)				
Ⓢ		50	50	50	<b>DOORS</b> Elektra EKL 4007 (M); EKS 74007 (S)				
Ⓢ		57	47	51	<b>MONKEES</b> —More of the Colgems COM 102 (M); COS 102 (S)			NA	NA
Ⓢ		125	53	52	<b>HERB ALPERT &amp; THE TIJUANA BRASS</b> — Going Places A&M LP 112 (M); SP 4112 (S)				
Ⓢ		43	46	53	<b>ANDY WILLIAMS</b> —Born Free Columbia CL 2680 (M); CS 9480 (S)				NA
Ⓢ		106	56	54	<b>BILL COSBY</b> —Is a Very Funny Fellow, Right? Warner Bros. W 1518 (M); (No Stereo)				
		21	55	55	<b>SOUNDTRACK</b> —Dr. Dolittle 20th Century-Fox DTC 5101 (M); DTCS 5101 (S)				
Ⓢ		38	57	56	<b>ENGELBERT HUMPERDINCK</b> —Release Me Parrot PA 61012 (M); PAS 71012 (S)				
		28	54	57	<b>ARETHA FRANKLIN</b> —Aretha Arrives Atlantic 8150 (M); SD 8150 (S)				
Ⓢ		58	59	58	<b>SOUNDTRACK</b> —A Man & a Woman ("Un Homme Et Une Femme") United Artists UAL 4147 (M); UAS 5147 (S)				
★		8	66	59	<b>BUTTERFIELD BLUES BAND</b> —The Resurrection of Pigboy Crabshaw Elektra EKL 4015 (M); EKS 74015 (S)				
		10	60	60	<b>DONOVAN</b> —Wear Your Love Like Heaven Epic LN 24349 (M); BN 26349 (S)				NA NA
Ⓢ		74	58	61	<b>MONKEES</b> Colgems COM 101 (M); COS 101 (S)			NA	NA
		11	63	62	<b>VENTURES</b> —\$1,000,000 Weekend Liberty (No Mono); LST 8054 (S)			NA	NA NA
		17	45	63	<b>BARBRA STREISAND</b> —Simply Streisand Columbia CL 2682 (M); CS 9482 (S)				NA
		14	62	64	<b>ELVIS PRESLEY</b> —Clambake RCA Victor LPM 3893 (M); LSP 3893 (S)			NA	NA NA
Ⓢ		48	64	65	<b>ARETHA FRANKLIN</b> —I Never Loved a Man the Way I Love You Atlantic 8139 (M); SD 8139 (S)				
★		10	93	66	<b>GLEN CAMPBELL</b> —By the Time I Get to Phoenix Capitol T 2851 (M); ST 2851 (S)				NA
★		13	83	67	<b>WES MONTGOMERY</b> —The Best of Verve V 8714 (M); V6-8714 (S)				
		11	69	68	<b>JOHNNY MATHIS</b> —Up, Up & Away Columbia CL 2726 (M); CS 9526 (S)				NA
Ⓢ		69	81	69	<b>SIMON &amp; GARFUNKEL</b> —Parsley, Sage, Rosemary & Thyme Columbia CL 2563 (M); CS 9363 (S)				NA NA
Ⓢ		51	71	70	<b>MAMAS &amp; PAPAS</b> —Deliver Dunhill D 50014 (M); DS 50014 (S)				
		21	68	71	<b>SOUNDTRACK</b> —Gone With the Wind MGM 1E-10 (M); 51E-10 (S)				
		5	74	72	<b>BYRDS</b> —Notorious Byrd Brothers Columbia CL 2775 (M); CS 9575 (S)			NA	NA
		27	72	73	<b>DEAN MARTIN</b> —Welcome to My World Reprise R 6250 (M); RS 6250 (S)				
		232	70	74	<b>ORIGINAL CAST</b> —Camelot Columbia KOL 562C (M); KOS 2031 (S)				NA
Ⓢ		65	65	75	<b>HERB ALPERT &amp; THE TIJUANA BRASS</b> —S.R.O. A&M LP 119 (M); SP 4119 (S)				
		50	61	76	<b>ANITA KERR/ROD MCKUEN/SAN SEBASTIAN</b> STRINGS—The Sea Warner Bros. W 1670 (M); WS 1670 (S)				NA
		10	75	77	<b>JIMI HENDRIX/CURTIS KNIGHT</b> —Get That Feeling Capitol T 2856 (M); ST 2856 (S)				NA
★		5	96	78	<b>SOUNDTRACK</b> —Walt Disney Presents the Story & Songs of the Jungle Book Disneyland 3948 (M); ST 3948 (S)			NA	NA NA
Ⓢ		95	67	79	<b>HERB ALPERT &amp; THE TIJUANA BRASS</b> What Now My Love A&M LP 114 (M); SP 4114 (S)				
		13	80	80	<b>MIRIAM MAKEBA</b> —Pata, Pata Reprise R 6274 (M); RS 6274 (S)				NA
		16	79	81	<b>RAVI SHANKAR</b> —At the Monterey International Pop Festival World Pacific WP 1442 (M); WPS 21442 (S)			NA	NA NA
		23	77	82	<b>SMOKEY ROBINSON &amp; THE MIRACLES</b> — Make It Happen Tamla T 276 (M); TS 276 (S)				
Ⓢ		126	84	83	<b>BILL COSBY</b> —I Started Out as a Child Warner Bros. W 1567 (M); (No Stereo)				
		21	78	84	<b>MITCH RYDER</b> —All Hits New Voice NV 2004 (M); NVS 2004 (S)				
		28	82	85	<b>BEE GEES</b> —First Atco 33-223 (M); SD 33-223 (S)				

TOP LP'S

TOP LP'S

Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

Continued on page 62





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# TOP LP'S

CONTINUED FROM PAGE 60

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						8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
93	76	86			<b>BILL COSBY</b> —Wonderfulness Warner Bros. W 1634 (M); WS 1634 (S)				
13	86	87			<b>HARPERS BIZARRE</b> —Anything Goes Warner Bros. W 1716 (M); WS 1716 (S)				
★	4	134	88		<b>BUCKINGHAMS</b> —Portrait Columbia CL 2798 (M); CS 9598 (S)			NA	NA
44	85	89			<b>BOB DYLAN</b> —Greatest Hits Columbia KCL 2663 (M); KCS 9463 (S)			NA	NA
9	90	90			<b>HUGH MASEKELA</b> —Alive and Well at the Whiskey Uni 3015 (M); 73015 (S)	NA		NA	NA
29	89	91			<b>YOUNG RASCALS</b> —Groovin' Atlantic 8148 (M); SD 8148 (S)				
27	87	92			<b>PETER, PAUL &amp; MARY</b> —Album 1700 Warner Bros. W 1700 (M); WS 1700 (S)				
53	92	93			<b>ED AMES</b> —My Cup Runneth Over RCA Victor LPM 3774 (M); LSP 3774 (S)		NA	NA	
22	94	94			<b>MARVIN GAYE &amp; TAMMI TERRELL</b> —United Tamla T 277 (M); TS 277 (S)			NA	
★	2	132	95		<b>ED AMES</b> —Sings "Who Will Answer?" and Other Songs of Our Time RCA Victor LPM 3961 (M); LSP 3961 (S)		NA	NA	NA
★	2	107	96		<b>FRANK SINATRA &amp; DUKE ELLINGTON</b> — Francis A. & Edward K. Reprise (No Mono); FS 1024 (S)				
11	104	97			<b>COUNTRY JOE &amp; THE FISH</b> —I Feel Like I'm Fixin' to Die Vanguard VRS 9266 (M); VSD 79266 (S)				
111	100	98			<b>ORIGINAL CAST</b> —Man of La Mancha Kapp KL 4505 (M); KS 5505 (S)				
78	91	99			<b>SERGIO MENDES &amp; BRASIL '66</b> A&M LP 116 (M); SP 4116 (S)				
14	103	100			<b>STONE PONEYS</b> —Evergreen, Vol. 2 Capitol T 2763 (M); ST 2763 (S)	NA		NA	NA
★	4	175	101		<b>SOUNDTRACK</b> —The Good, the Bad & the Ugly United Artists UAL 4172 (M); UAS 5172 (S)	NA	NA	NA	
132	88	102			<b>BILL COSBY</b> —Why Is There Air? Warner Bros. W 1605 (M); (No Stereo)				
40	99	103			<b>RAY CONNIFF &amp; THE SINGERS</b> —This Is My Song Columbia CL 2676 (M); CS 9476 (S)			NA	
★	3	141	104		<b>RAY CONNIFF &amp; THE SINGERS</b> —It Must Be Him Columbia CL 2795 (M); CS 9595 (S)			NA	
175	95	105			<b>ORIGINAL CAST</b> —Fiddler on the Roof RCA Victor LOC 1093 (M); LSO 1093 (S)			NA	NA
★	3	124	106		<b>UNION GAP, FEATURING GARY PUCKETT</b> — Woman, Woman Columbia CL 2612 (M); CS 9414 (S)	NA	NA	NA	NA
43	109	107			<b>CREAM</b> —Fresh Atco 33-206 (M); SD 33-206 (S)				
108	110	108			<b>ANIMALS</b> —The Best of MGM E 4324 (M); SE 4324 (S)				
30	98	109			<b>SONNY &amp; CHER</b> —The Best of Atco 33-219 (M); SD 33-219 (S)				
51	101	110			<b>LOVIN' SPOONFUL</b> —The Best of Kama Sutra KLP 8056 (M); KLPs 8056 (S)				
43	113	111			<b>PAUL REVERE &amp; THE RAIDERS</b> —Greatest Hits Columbia KCL 2662 (M); KCS 9462 (S)			NA	NA
★	3	133	112		<b>ANITA KERR/ROD MCKUEN/SAN SEBASTIAN</b> STRINGS—The Sky Warner Bros. (No Mono); WS 1720 (S)	NA		NA	
★	3	128	113		<b>CHAMBERS BROTHERS</b> —The Time Has Come Columbia CL 2722 (M); CS 9522 (S)	NA	NA	NA	NA
50	114	114			<b>JEFFERSON AIRPLANE</b> —Surrealistic Pillow RCA Victor LPM 3766 (M); LSP 3766 (S)		NA	NA	
10	117	115			<b>LALO SCHIFRIN</b> —Music From Mission Impossible Dot DLP 3831 (M); DLP 25831 (S)				
139	106	116			<b>HERB ALPERT &amp; THE TIJUANA BRASS</b> — South of the Border A&M LP 108 (M); ST 108 (S)				
8	119	117			<b>ANTONIO CARLOS JOBIM</b> —Wave A&M LP 2002 (M); SP 3002 (S)				
25	120	118			<b>OTIS REDDING</b> —Live in Europe Volt 416 (M); S 416 (S)				
17	131	119			<b>SOULFUL STRINGS</b> —Groovin' With the Cadet LP 796 (M); LPS 796 (S)				
11	73	120			<b>ROYAL GUARDSMEN</b> —Snoopy & His Friends Laurie LLP 3042 (M); SLLP 2042 (S)			NA	NA

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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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MARCH 2, 1968, BILLBOARD

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# TOP LP's

CONTINUED FROM PAGE 62

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
104	139	160		<b>MAMAS &amp; PAPAS</b> —If You Can Believe Your Eyes & Ears Dunhill D 50006 (M); DS 50006 (S)				
59	160	161		<b>YOUNG RASCALS</b> —Collections Atlantic 8134 (M); SD 8134 (S)				
★	1	—	162	<b>LEONARD COHEN</b> Columbia CL 2733 (M); CS 9533 (S)	NA	NA	NA	NA
27	161	163		<b>PETULA CLARK</b> —These Are My Songs Warner Bros. W 1698 (M); WS 1698 (S)				
3	164	164		<b>JOHN MAYALL BLUES BREAKERS</b> —Crusade London LL 3529 (M); PS 529 (S)				
75	152	165		<b>MAMAS &amp; PAPAS</b> Dunhill D 50010 (M); DS 50010 (S)				
26	166	166		<b>LEROY HOLMES &amp; HIS ORK</b> —For a Few Dollars More United Artists UAL 3608 (M); UAS 6608 (S)				
7	154	167		<b>JERRY BUTLER</b> —Mr. Dream Merchant Mercury MG 21146 (M); SR 61146 (S)	NA		NA	NA
★	2	183	168	<b>AMERICAN BREED</b> —Bend Me, Shape Me Acta (No Mono); A 38003 (S)	NA		NA	NA
★	1	—	169	<b>RASCALS</b> —Once Upon a Dream Atlantic 8169 (M); SD 8169 (S)				
7	170	170		<b>JULIUS WECHTER &amp; THE BAJA MARIMBA BAND</b> —Fowl Play A&M LP 136 (M); SP 4136 (S)				
9	176	171		<b>LOVE</b> —Forever Changes Elektra EKL 4013 (M); EKS 74013 (S)				
21	168	172		<b>AL MARTINO</b> —Mary in the Morning Capitol T 2780 (M); ST 2780 (S)	NA		NA	
6	172	173		<b>WE FIVE</b> —Make Someone Happy A&M LP 138 (M); SP 4138 (S)				
★	2	200	174	<b>EDDY ARNOLD</b> —Everlovin' World of RCA Victor LPM 3931 (M); LSP 3931 (S)			NA	NA
5	181	175		<b>HERBIE MANN</b> —Glory of Love A&M LP 2003 (M); SP 3003 (S)				
41	179	176		<b>BAJA MARIMBA BAND</b> —Heads Up! A&M LP 123 (M); SP 4123 (S)				
470	180	177		<b>JOHNNY MATHIS</b> —Johnny's Greatest Hits Columbia CL 1133 (M); CS 8634 (S)			NA	NA

Awarded RIAA seal for sales of 1 Million dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers.

RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST—Title—Label & Number	PACKAGES AVAILABLE			
						8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
49	163	178			<b>TEMPTATIONS</b> —Live! Gordy 921 (M); S 921 (S)				
★	2	194	179		<b>ULTIMATE SPINACH</b> MGM E 4518 (M); SE 4518 (S)	NA	NA	NA	NA
2	182	180			<b>TOMMY JAMES &amp; THE SHONDELLS</b> —Something Special Roulette R 25355 (M); SR 25355 (S)			NA	NA
26	187	181			<b>ROGER WILLIAMS</b> —Golden Hits Kapp KL 1530 (M); KS 3530 (S)				
79	162	182			<b>RAY CONNIF &amp; THE SINGERS</b> —Somewhere My Love Columbia CL 2519 (M); CS 9319 (S)				NA
4	184	183			<b>AMBOY DUKES</b> Mainstream 56104 (M); S/6104 (S)	NA	NA	NA	NA
14	186	184			<b>BURT BACHARACH</b> —Reach Out A&M LP 131 (M); SP 4131 (S)				
2	196	185			<b>JACK JONES</b> —What the World Needs Now Is Love Kapp (No Mono); KS 3551 (S)				
35	185	186			<b>ED AMES</b> —Time, Time RCA Victor LPM 3834 (M); LSP 3834 (S)			NA	NA
2	197	187			<b>RICHIE HAVENS</b> —Something Else Again Verve/Forecast FT 3034 (M); FTS 3034 (S)				NA
6	188	188			<b>SOUNDTRACK</b> —Live for Life United Artists UAL 4165 (M); UAS 5165 (S)				NA
1	—	189			<b>VANILLA FUDGE</b> —Beat Goes On Atco 33-237 (M); SD 33-237 (S)				
1	—	190			<b>MANTOVANI &amp; HIS ORK</b> —Mantovani Touch London LL 3526 (M); PS 526 (S)	NA	NA	NA	NA
2	192	191			<b>MYSTIC MOODS ORK</b> —Mystic Moods of Love Philips PHM 200-260 (M); PHS 600-260 (S)				
98	191	192			<b>ROLLING STONES</b> —Big Hits (High Tide & Green Grass) London NP-1 (M); NPS-1 (S)				
6	178	193			<b>ROD MCKUEN</b> —Listen to the Warm RCA Victor LPM 3863 (M); LSP 3863 (S)			NA	NA
2	195	194			<b>HESITATIONS</b> —Born Free Kapp KL 1548 (M); KS 3548 (S)	NA	NA	NA	NA
5	189	195			<b>BOOTS RANDOLPH WITH THE KNIGHTBRIDGE STRINGS &amp; VOICES</b> Monument MLP 8082 (M); SLP 18082 (S)				
3	199	196			<b>VARIOUS ARTISTS</b> —Family Portrait A&M LP 19002 (M); SP 19002 (S)	NA	NA	NA	NA
7	118	197			<b>LOVIN' SPOONFUL</b> —Everything Playing Kama Sutra KLP 8061 (M); KLPS 8061 (S)				
40	156	198			<b>HOLLIES</b> —Greatest Hits Imperial LP 9350 (M); LP 12350 (S)				NA
53	—	199			<b>SIMON &amp; GARFUNKEL</b> —Sounds of Silence Columbia CL 2469 (M); CS 9269 (S)				NA
1	—	200			<b>ROGER WILLIAMS</b> —More Than a Miracle Kapp (No Mono); KS 3550 (S)				

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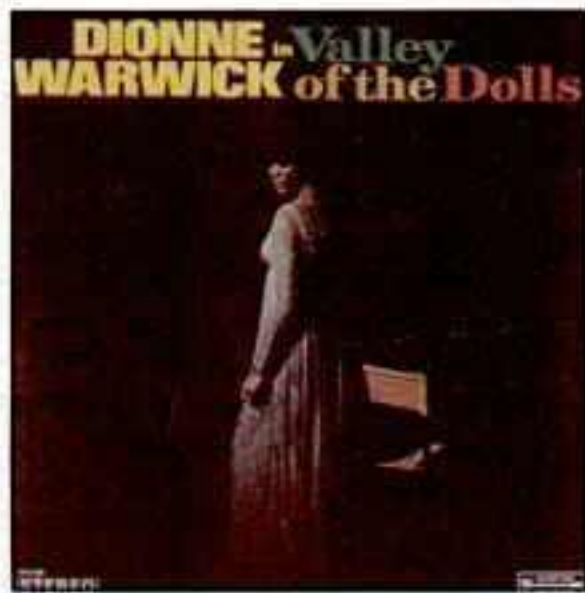


*produced by Jack Tracy*



# Album Reviews

(Continued on page 52)



**POP**  
**VALLEY OF THE DOLLS**—Dionne Warwick, Scepter SPS 568 (S)

Dionne Warwick doesn't miss and with her rendition of the title tune moving up the singles charts, count this album as another link in her chain of hits. The combination of Miss Warwick's smoothly polished vocals and the slick arrangements and production of Burt Bacharach and Pat Williams, add up to a team that can't be beat.



**POP**  
**LOVE IS BLUE**—Lawrence Welk, Ranwood RLP 8003 (S)

Bandleader Welk debuts on Ranwood by giving the famous champagne treatment to an assortment of pop winners including "Green Tambourine," "We Can Fly" and "Can't Take My Eyes Off of You." Welk's breezy sound, always liquid and tuneful, is spread throughout this "now" LP as he cashes in on the "Love Is Blue" rage with his own "Calcutta" sound.



**POP**  
**STORYBOOK CHILDREN**—Billy Vera & Judy Clay, Atlantic LP 8174 (M); SD 8174 (S)

Billy Vera and Judy Clay swing into their debut LP on the smoke and fire of their chart seller, "Storybook Children" (included). The soul duo has whipped up some bull's-eye material in "Just Across the Line," "Good Morning Blues" and "So Good to be Together." Whether with a ballad or a rocker, their appealing harmony, smooth and polished, makes almost every cut a potential single powered for sales.



**POP**  
**MORE THAN A MIRACLE**—Roger Williams, Kapp 3550 (S)

The name Roger Williams is a synonym for superb quality entertainment. You'll find something special on here—two different versions of "More Than a Miracle," a vocal and instrumental, as played by Mr. Williams in the movie by that title. "Ode to Billie Joe" is outstanding, as is "The Spinning Song."



**POP**  
**AS REQUESTED**—Billy Vaughn, Dot DLP 25841 (S); DLP 3841 (M)

Vaughn and his group bounce, breeze and burst through some oldies such as "It Happened in Monterey" and "Ramona" and newer hits like "Bonnie & Clyde" and "Tara's Theme." Result is the perfect prescription for dancing and/or listening.



**POP**  
**THE FOUR-SCORE PIANOS**—Ranwood RLP 18001 (M); RLP 8001 (S)

A powerful, exciting LP of familiar, but modernized, instrumentals that will provide excellent programming material for easy listening stations, especially FM stereo operations. This exposure should produce good sales for dealers. Tunes include "Limbo Rock," "Stardust," "Exodus." This is the first album produced by Randy Wood on his new label.



**COUNTRY**  
**BOTTLE, BOTTLE**—Jim Ed Brown, RCA Victor LPM 3942 (M); LSP 3942 (S)

Though "Bottle, Bottle," the song of a man singing of the beauties of a bottle in place of the girl who left him, will provide sales impetus, Jim Ed Brown didn't rest on just one good tune. "But That's All Right" features a whining dobro and hanging vocal notes. "Love" is an expressive song, keyed by some excellent bass guitar work that makes the song stand out.



**COUNTRY**  
**WHAT I'M CUT OUT TO BE**—Dottie West, RCA Victor LPM 3932 (M); LSP 3932 (S)

This disk is solid sales ammunition. Dottie's vocals are full of heart and style, and they really cause a lump in the throat. The backing is very modern, with strings and excellent engineering. In addition to title song here are "My Baby's Gone," "Where Love Is" and others.



**COUNTRY**  
**THE JIMMY NEWMAN WAY**—Decca DL 4960 (M); DL 74960 (S)

Newman's vocal style is distinctive and he is well-produced on this disk. Featured is "Blue Lonely Winter" and "Louisiana Saturday Night." Other strong ones are the Cajun-flavored "Tibby Dough and His Cajun Band" and the standard, "Send Me the Pillow That You Dream On." Strong merchandise for the country record dealer.



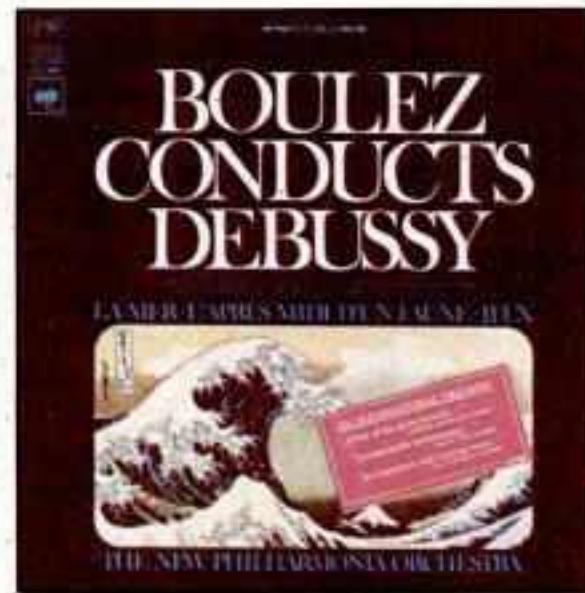
**COUNTRY**  
**THE 1st OF SONNY CURTIS**—Viva V 36012 (S)

It's sad that Sonny Curtis hasn't been discovered as a singer yet (though this album should solve that handicap), because he's a great writer. Listen to "Hung Up in Your Eyes." You'll recognize many of the songs here, all written by Curtis—"Walk Right Back," "I Fought the Law (and the Law Won)," and "A Fool Never Learns." Get busy, program directors and dealers—discover Sonny Curtis.



**LOW PRICE COUNTRY**  
**HEAVEN HELP THE WORKING GIRL**—Norma Jean, RCA Camden CAL 2218 (M); CAS 2218 (S)

Here's high priced music and high priced talent on a low price disk. Norma Jean sings her latest hit plus nine other recent hits by her recording colleagues. "What Locks the Door," "A Woman in Love," "Your Elusive Dreams," "What Kind of Girl Do You Think I Am" and "No One's Gonna Hurt You Anymore" represent some of the songs, all ably delivered by Miss Jean. Should be a hot mover.



**CLASSICAL**  
**BOULEZ CONDUCTS DEBUSSY**—New Philharmonia Orch. CBS 32 11 0056 (S)

Boulez' interpretations of "La Mer," "Prelude a l'apres-midi d'un faune" and "Jeux" with the New Philharmonia have produced one of the finest recordings ever produced, a standard by which to measure future recordings. "La Mer" is stunning. Boulez' reputation as a conductor should soar with this set.



**CLASSICAL**  
**MAHLER: SYMPHONY No. 1**—New York Philharmonic (Bernstein), Columbia MS 7069 (S)

Bernstein and Mahler are a hot combination these days and performances such as this show why. Taken from the de luxe package of Mahler's nine completed symphonies, the "Titan" is just that here. This album also is part of a big Columbia push for the 125th anniversary of the New York Philharmonic, long associated with Mahler's music.



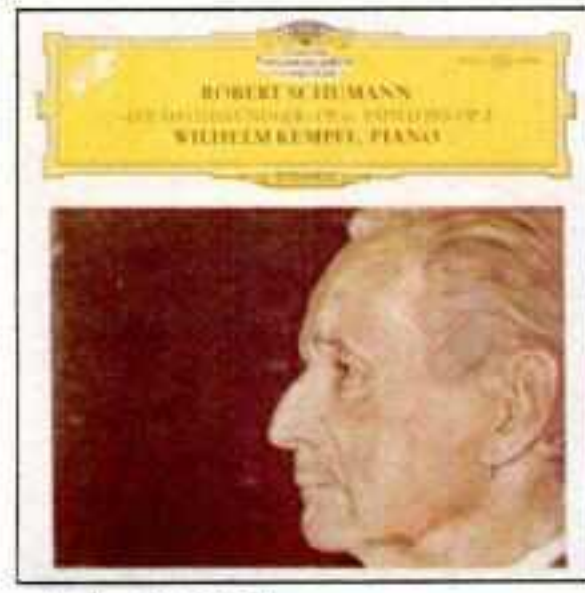
**CLASSICAL**  
**BRAMS: PIANO CONCERTO No. 2**—Ashkenazy/London Symphony (Mehta), London CS 6539 (S)

This is one of two companion recordings of Brahms' "Piano Concerto No. 2," issued by London, the other being by the Vienna Philharmonic conducted by Karl Boehm with pianist Karl Backhaus. Ashkenazy's piano style is brilliant and is beautifully showcased in the orchestra's performance of the four movements. An outstanding disk.



**CLASSICAL**  
**GREATEST HITS, Vol. III**—Philadelphia Orch. (Ormandy), Columbia MS 7072 (S)

Another potpourri of lighter classical material, which follows on the heels of the previous two successful albums. The Philadelphia's strings are ideal for Borodin's "Nocturne for String Orchestra." The album also has other bon bons such as "Anit's Dance," "Londonderry Air," and "Camptown Races." Josef Strauss' "Fire-Bell Polka" is a delightful novelty.



**CLASSICAL**  
**SCHUMANN: DIE DAIDSBUENDLER/PAPILLONS**—Wilhelm Kempff, DGG 139316 (S)

The "18 character pieces" on side one and continued on side two are shaped beautifully and gracefully by Kempff's light-fingered, subtle touch. His style takes the dramatic and the melancholy and makes them flow with sensitivity. The "Papillons Op. 2" is Kempff again in top form in relating the contrasting pieces.



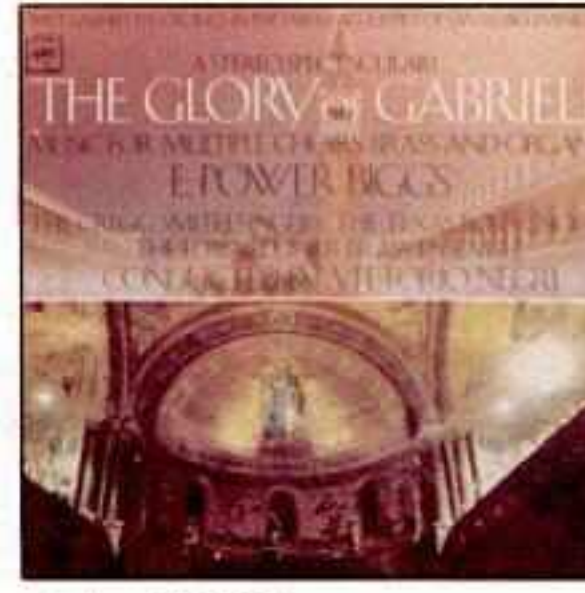
**CLASSICAL**  
**BRAMS: PIANO CONCERTO No. 2**—Backhaus/Vienna Philharmonic (Boehm), London CS 6550 (S)

This is one of two companion recordings of the "Concerto No. 2," the other being by Vladimir Ashkenazy and the London Symphony conducted by Karl Boehm. Backhaus and the Vienna Philharmonic give a performance which is dramatic and compelling. It has the touch of greatness. Excellent merchandise.



**CLASSICAL**  
**LOVE SONGS OF LONG AGO 1500-1700 AD**—Renaissance Quartet, Project 3 PR 7004 SD (S)

A second excellent album by the Renaissance Quartet of vocal and instrumental music of the renaissance and medieval periods. The group showed with its first album that a superior sound, colorful packaged set like this can sell. Most of the material is English, including works of Dowland, Morley and a delightful "He That Hath No Mistress" of Corkine.



**CLASSICAL**  
**THE GLORY OF GABRIELI**—E. Power Biggs/Variou Artists, Columbia MS 7071 (S)

This album is billed as a "stereo spectacular" and that it is. Recorded in San Marco Cathedral in Venice, the LP not only has Biggs at his best, but the Gregg Smith Singers and Texas Boys Choir also in fine form in a series of Gabrieli motets. The Edward Tarr Brass ensemble also sounds fine. Vittorio Negri rates special praise as the conductor of this pressing.



**CLASSICAL**  
**OPERATIC RECITAL**—James King, London OS 26039 (S)

There's no nonsense in King's brilliantly lyrical baritone. It's strong, vibrant, moving and penetrating, and always straightforward and exact. And this repertoire of four Wagner selections, and one Weber and one Beethoven selection, is perfect material for him.



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"Blue"  
is in  
the  
Black...**

*and then some!*

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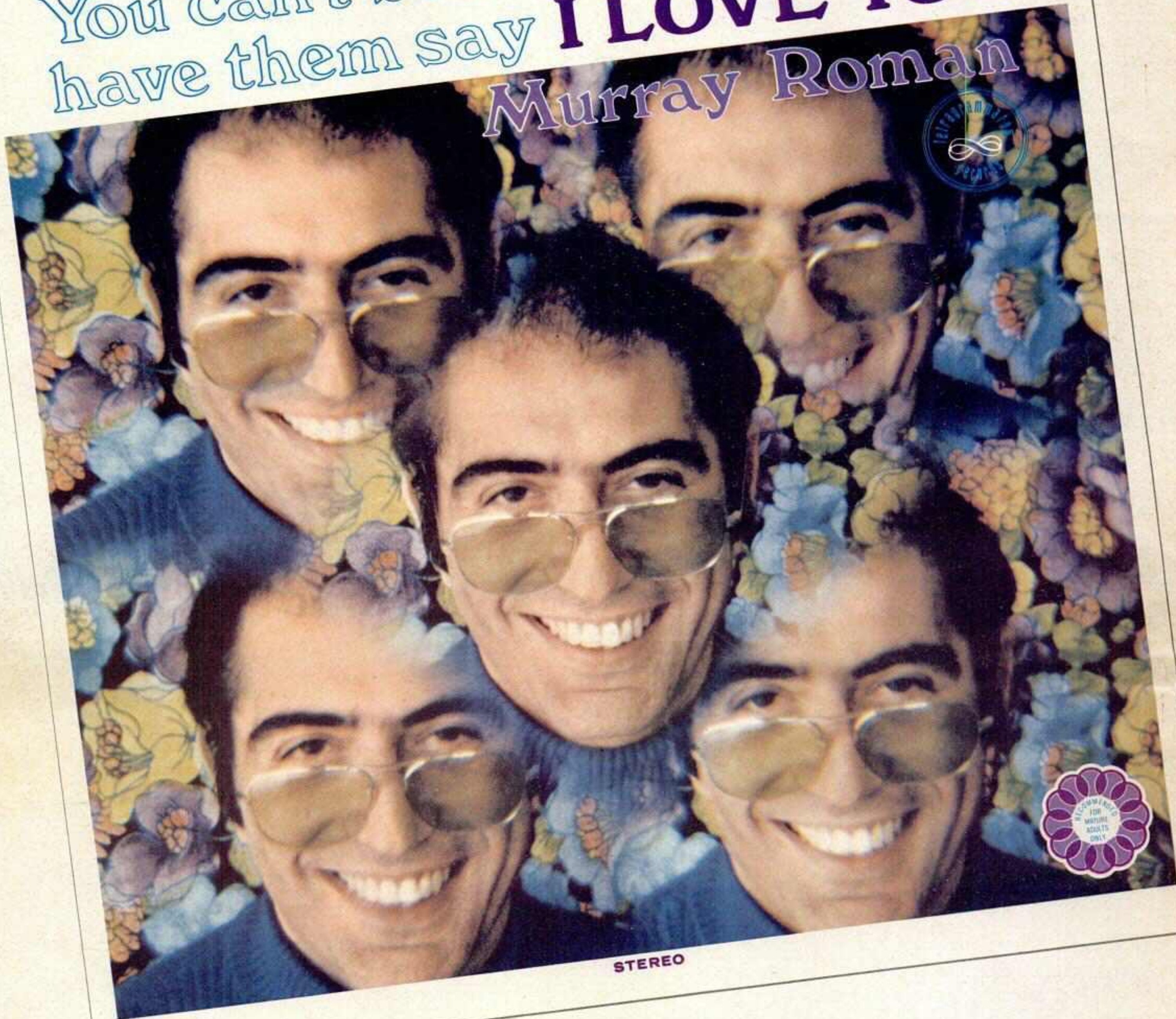


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Lenny Bruce, Sergeant Pepper and King Kong  
. . . all those other things that knock me out.

Murray is my friend, and I am proud to be associated with  
him and what he's done here. I think it's wild, and I'm  
sure you will want to play it for a lot of your friends, as I have.

*Tom Smothers*

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## TV Film Key Outlet As Artist Promoter

By HANK FOX

NEW YORK—An audience of 40 million teen-agers, potential singles buyers, is rapidly establishing video exposure of recording artists via film as a major promotion tool. As radio programming remains tight, record companies are breaking singles on TV with no radio airplay.

"We've been experimenting with different methods and media for years," said Fred Frank, Epic Records' national promotion manager, "but this is the best area we've touched upon." Epic Records, one of several companies moving heavily into film promotion, has already broken two singles of unknown groups by way of TV film promotion—"Run, Run, Run," by the Third Rail and "Dance to the Music," by Sly and the Family Stone. Atlantic Records, another company in the forefront of television film promotion, is now gearing production for several of the label's artists, with the pitch aimed at the performers' album product (Billboard, July 22, 1967, and Feb. 10, 1968).

While Frank could not divulge the amount of promotion money being allocated to film promotion, he said that the company has slated many of its hot artists for film work. The Tremelos, for one, are currently shooting footage for their "Suddenly You Love Me" single and Georgie Fame, who is on a national promotion tour, is using his film to complement his exposure.

(Continued on page 8)

## April-Blackwood Into 3-Pronged Offensive

By MIKE GROSS

NEW YORK — Neil Anderson, who took over as vice-president of April/Blackwood last June, is now steering his publishing firms into the "new" music business.

It's Anderson's theory that a music publisher can no longer operate solely in the area of acquiring songs and shooting for a recording showcase. There are three areas of operation today, says Anderson, and the nature of the modern music business is such that it demands a publisher's total participation in all. The three areas, according to Anderson, are the acquisition of staff writers, effort in fields such as Broadway scores and movie songs and formation of a production outlet with self-contained artists who can write, perform and produce their own records. "A production company," says Anderson, "is an absolute necessity for a modern publishing operation because it's getting too difficult to bring songs to a record company since so many artists have developed their own sources for material."

Anderson recently set up Daylight Productions to expedite his

publishing firm's recording needs. It's paid off already with the click of "Storybook Children" on Atlantic Records. The disk, performed by Billy Vera and Judy Clay, was produced

(Continued on page 12)

## Producers Offer Pkg. to Lure Mfr.

By CLAUDE HALL

NEW YORK — The trend in the independent record production field packaging is growing. Today many producers offer the record company such extra frills as photography, art work and album cover design, promotion and publicity, as well as the artist and the master.

Wes Farrell, who produces Every Mother's Son, the Good & Plenty, and the Beacon St. Union, among others, has spent up to \$20,000 developing such a "package" before approaching a record company.

"Bringing an artist or a group to a label in a total form gives

(Continued on page 10)

## DECCA PUSHES ITS JAZZ PACE

NEW YORK — The market for old jazz recordings has perked up to such an extent that Decca Records has revised its release policy for its "Jazz Heritage" series. When the line was introduced last October, the plan was to release the re-packaged monaural and enhanced-for-stereo albums on a sporadic basis. It's now been decided to release one or more LP's in the "Jazz Heritage" line on a monthly basis. Among the jazz artists already released are Chick Webb, Fletcher Henderson, Andy Kirk and Eddie Condon.

## Jazz Punch Gives Pop New Wallop

By ELIOT TIEGEL

LOS ANGELES — Jazz musicians are moving into the pop scene. And, concurrently, pop and hippie groups are using jazz techniques in building, what many consider to be, a new form of jazz.

The jazz field's two top working band leaders, Count Basie and Duke Ellington, are now performing with pop vocalists. Basie has recorded with Jackie Wilson (Brunswick) and the Mills Brothers (Dot), and Ellington has recently recorded with Frank Sinatra (Reprise).

Basie's first single with Wilson, "Up Tight," is already win-

ning air play on rhythm and blues stations. The album is due later this spring.

Although Basie's arrangements of the old Stevie Wonder hit offer the commercial insurance of a strong guitar sound, the band's familiar precision section work is very much in evidence.

Basie's band is probably reaching more young people than any time in the past 10 years because of his work on the single with Jackie Wilson. His just released album with the Mills Brothers is providing

(Continued on page 10)



Tiny Tim, the incomparable troubadour who's delighted millions on the "Rowan and Martin Laugh-In" recently, tops that success with a memorable new Reprise album, "God Bless Tiny Tim" (RS 6292). Reprise merchandising forces are going all out on the remarkable talent. Another important debut on the very hot Reprise label. (Advertisement)



Society's Child, Janis Ian, gives off with her finest Verve/Forecast performance to date, "Lonely Child" (KF-5079). The compelling ballad, last week's Spotlight Single, comes from Janis' current hit album, "For All the Seasons of Your Mind" (FT/FTS-3024). (Advertisement)

## Singleton on a Spree; Buys Pub Firms From Mercury

NASHVILLE—Shelby Singleton has acquired several publishing firms—Raleigh, Fingerlake and Brookville (BMI), and Prize Music (ASCAP)—from Mercury Records Corp.

The various firms contain more than 2,000 copyrights dating back through 1948. This includes the Dave Dreyer catalog purchased in 1964. Songs include "Such a Night," recorded by more than 20 artists such as Elvis Presley, Johnnie Ray and Dinah Washington; "Got You on My Mind," recorded by 18 artists, and "Am I That Easy to Forget," recorded by more than 30 artists ranging from Patti Page and Teresa Brewer to Little Esther Phillips and Ernest Tubbs.

(Continued on page 12)

## AFM Attacks Shady Mgrs.

LOS ANGELES—The American Federation of Musicians, Local 47, is declaring war on unscrupulous managers who have been taking advantage of young rock 'n' roll musicians.

"Musicians are being victimized by managers who practice

(Continued on page 12)

(Advertisement)

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The  
Pleasure.  
Turn On  
The Heat.

LRP—3526/LST—7526

LRP—3526/LST—7526

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Norma Jean following up her hit "Heaven Help the Working Girl!": **"TRUCK DRIVING WOMAN"** c/w "Supper Time" #9466



Stone Country—a West Coast rock group—appearing at the Ice House, performing: **"LOVE PSALM"** c/w "Magnolias" #9472



# RCA



Sergio Franchi coming on in his driving upper register. **"TIME ALONE WILL TELL"** c/w "I'm a Fool to Want You" #9471



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Vernon Oxford singing with his true down-home country style. **"THIS WOMAN IS MINE"** c/w "Touch of God's Hands" #9467



# Folkways Goes Mod In Cover, Marketing

NEW YORK — Folkways Records is contemporizing both its look and outlook. The authentic folk, international and educational label has completely redesigned its cover art and is gearing its product for consumer mass merchandising.

Key to the sweeping revamping is a drop in price to \$4.79 of its new product line. The new educational disks will, however, remain at \$5.79 as was Folkways' entire product line until now. The company is also holding the price on its catalog material.

Along with the price drop, Folkways will focus on new artists and repertoire and springboard campaigns aimed at mass marketing. Included are in-store display promotions, advertising and the release of singles.

"We test-marketed our new emphasis," said Folkways' Robin McBride, "and we found that this was the way to go. Our first release, 'This Land Is Your Land,' by Woody Guthrie, became one of the year's (1967) biggest sellers for us within two months. From now on, we're go-

ing to be moving with the dealer; we're going to break out of our 'librarian' connotation."

Folkways' cover art and price renovations are in line with the company's expanding range of merchandising. According to McBride, the company is looking toward consumer market, specifically in rack merchandising. In implementing its aim, the corporate body, Scholastic magazine, has formed a trade sales division to exclusively promote its record product.

In a related move, Folkways is opening new distributorships. Already added are Big State in Dallas, All South in New Orleans and other outlets in Cleveland and the Baltimore-Washington region. First of the new product will include 25 albums, with an additional 25 in the fall.

## 600 Spoken Word Records Bow McGraw-Hill Library

By FRED KIRBY

NEW YORK—The McGraw-Hill Record Library is ready to roll with more than 600 spoken word titles plus cabinet and filing aids. A classical music library is being prepared for later this year. While the units are geared for library purposes from junior high up, McGraw-Hill also is readying pre-packs for bookstore use.

The book publisher, which took over distribution of London Imports in January, is retaining the retail distribution that

## PINCUS GETS 2 POPP SONGS

NEW YORK — Publisher George Pincus has acquired the American and Canadian rights to two new songs written by Andre Popp, composer of "Love Is Blue," the top tune on the Hot 100 via the Paul Mauriat recording on Philips. Pincus negotiated the deals on his recent European treks to MIDEM and San Remo. The tunes are "Dawn of Love" ("On N'Oublier Jamais"), published in France by Editions Bagatelle, and "Maria, Maria," published by Editions Musicales Igloo.

In the U. S. the tunes are in Pincus-Gil Music. American disks will be forthcoming shortly.

The American lyrics to "Maria, Maria" and "Dawn of Our Love" were written by Earl Shuman and Dick Ahlert respectively.

## Report Cameo Being Probed By the SEC

NEW YORK—Cameo/Parkway Records failed to open on the American Stock Exchange all last week (19-23). Trading on the C/P stock was halted Feb. 16.

It's been reported that the Security & Exchange Commission is conducting a broad investigation of the company and already has taken testimony from Allen Klein, a director and controlling shareholder, and Abbey Butler, a broker and large stockholder in the company.

Meantime, it's understood that the Morgan Guaranty Trust Co. is no longer taking bids for the acquisition of Chappell & Co. in the U. S. and Chappell Ltd. in England. Klein had been in talks for the purchase of both Chappell companies for \$60 million but negotiations were terminated last week.

A spokesman for Chappell said that everything is now in limbo and everyone is hush, hush.

## Ishmael Sets Up Foreign Outlets

LOS ANGELES — Ishmael Music (BMI), publishing arm of White Whale Records, will release its catalog to RCA-Italiana, Agence Musicale Internationale in France and Belgium, RCA - Espanola, Ediciones in Spain and Portugal, and Musicales in Spain and Portugal.

Initial White Whale-Ishmael product to be released under the new agreement is "Sound Asleep," by the Turtles.

## Pacific Ocean Set

LOS ANGELES — Joe Leahy, Don Blocker and Joe Gottfried have formed Pacific Ocean Productions, a record-music publishing-artist management company. Initial acts signed by the new firm are the American Brass Company and the Beautiful People.

Argo, Telefunken, L'Oiseau Lyre, and Societe Francais du Son, the labels involved, had when they were handled by London Records here.

In addition to Argo's extensive spoken word catalog, the library sets will contain Caedmon, Spoken Arts and Decca spoken disks. These three labels, however, are only being supplied to libraries by McGraw-Hill, which does not have retail distribution rights for them.

(Continued on page 38)

## Top-Drawer Names to Be Presenters at NARAS Fete

NEW YORK — Some of the greatest names in the record industry will be presenting awards Thursday (29) across the nation. Lined up to present Grammy Awards here at the annual National Academy of Recording Arts and Sciences dinner are the Association, Tony Bennett, Gary Burton, Lana Cantrell, the Cowsills, Stan Getz, Duke Ellington, Lesley Gore, Morton Gould, Arlo Guthrie, Skitch Henderson, Woody Herman, Janis Ian, Tom Jones, Anna Moffo, Tony Randall, Lou Rawls, Frankie Valli, Dionne Warwick, Margaret Whiting and Quincy Jones. B. B. King has been added to the slate of performers.

Presenters in Hollywood include Henry Mancini, Carol Burnett, Mel Carter, Tex Williams, Lynn Anderson, Anita Kerr, Bronisla Kaper, Lalo Schifrin, Petula Clark, and Greg Morris. Stan Freberg will emcee. Past presidents of NARAS attending will include Paul Weston, the first president; Robert Yorke, John Scott Trotter, F. M. Scott III. Current president Pete King will also be there. A sellout crowd of 1,200 was expected as of last week.

Ed Ames will perform at the Hollywood dinner.

In Chicago, Ken Nordine will emcee and names of winners will be flashed on a screen in psychedelic patterns. Deejays will hand over the awards. Arthur Prysock has been added to the slate of entertainers.

Nashville presenters: Roy Orbison, Boots Randolph, John D. Loudermilk, Harold Bradley, Jim Ed Brown, Chet Atkins and Mary Lynch, Bobby Lord, the Jordanaries, Bill McElhiney, Brenton Banks, Charlie Lamb,

## Atl. Hits Peak Single Orders

NEW YORK — Atlantic Records reached a new high in single orders last week by fulfilling requests for more than 1,100,000 copies.

The precedential sales spurt was sparked by Aretha Franklin's "Sweet Sweet Baby" Since You've Been Gone," which topped 450,000 orders in one week. Otis Redding's "Sittin' On the Dock of the Bay" (on Volt) and Sam & Dave's "I Thank You" (on Stax) were also among the firm's top sellers. Other hit-selling singles for the company included the Fireballs' "Bottle of Wine," the Bee Gees' "Words," Wilson Pickett's "Jealous Love," Joe Tex's "Men Are Getting Scarce" (on Dial), the Cream's "Sunshine of Your Love," Billy Vera and Judy Clay's "Country Girl-City Man" and King Curtis' instrumental version of "The Dock of the Bay."

## Executive Turntable

Marty Hoffman, former New York publicity director of Mercury Records, has been named director of creative services for United Artists. He will be responsible for all label publicity, trade advertising and the co-ordination of album packaging. Filling Hoffman's position at Mercury will be Rick Bolsom. Bolsom will report to John Sippel, Mercury's public Relations director in Chicago. Bolsom comes to Mercury from Michael Goldstein Public Relations, where he was an account executive.



HOFFMAN

★ ★ ★

Frank Rand has been named promotion manager, Midwest Region, of Date Records. He will report to Bruce Hinton, sales and promotion manager of Date, Ode and Immediate Records and will be responsible for promoting product of the three labels. He will be based in Chicago. Rand previously was in record promotion. . . . Ira Marks has joined Elan Associated, Ltd., a talent management and theatrical promotion firm, as vice-president. He will be in charge of talent development and packaging. Marks' previous post



RAND

was with Nemperor Artists. He formerly was associated with Herbert S. Gart Management, Inc., and the Michael Hartig Agency.

★ ★ ★

Bob Johnston has been appointed executive producer-at-large for Columbia and Epic Records. In his new berth, Johnston will be responsible to Jack Gold, vice-president of a&r for Columbia, and to David Kapralik, vice-president of a&r for Epic. Johnston, who will operate from Nashville, will continue to record Bob Dylan, Johnny Cash, Marty Robbins, Flatt and Scruggs and Johnny Seay on Columbia, and Dino Valente on Epic. He was appointed director of country a&r for Columbia in March, 1967. Before joining Columbia, Johnston was an independent producer in Nashville for two years.



JOHNSTON

★ ★ ★

G. Edward Leatham has been elected president of Capitol Records, Ltd., of Canada, succeeding Lloyd W. Dunn, international vice-president of Capitol Records, Inc., who is now chairman of the board and chief executive officer of the Canadian company. Leatham, the first Canadian to head the Canadian outlet, joined the firm in July, 1962 as director of sales. That October, he was made vice-president. Before joining Capitol, he was advertising and public relations manager of John Inglis Co., after having been an executive with Addison's Ltd., former distributors of Columbia Records in Canada.



LEATHAM

★ ★ ★

Billy Sherrill has been named executive a&r producer for Columbia and Epic country product. Sherrill will be responsible to Jack Gold for Columbia and Date artists and to David Kapralik for Epic. Sherrill will continue to operate from Nashville, where he most recently was director of country a&r for Epic/Okeh Records. He was an independent producer for three years before joining Epic/Okeh. His songwriting credits include "Almost Persuaded," with David Houston, which won several Grammy awards last year. . . . Russ Molloy has joined the Telex Communications Group, Minneapolis division of the Telex Corp. manufacturing headphones and tape recorders, assuming responsibilities as national sales manager of consumer products.



SHERRILL

★ ★ ★

Irv Biegel has been promoted to vice-president and director of sales for Bell Records. Biegel, who joined Bell more than a year ago, has been the firm's sales manager. . . . Irwin Rawitz has been appointed director of national promotion and publicity for Musicor Records. Rawitz, who will supervise releases to trade and consumer magazines, newspapers, plans personal appearances of the label's artists, and work with Bob Scerbo, Musicor international director, on releases and publicity for artists in foreign markets. . . . Ken Revercomb has been promoted to national director of sales and distribution for Dot Records. . . . Dick Bowman has been appointed Dot's national sales manager.



BIEGEL

★ ★ ★

Frank Calamita has been appointed executive assistant to Harvey Schein, president of CBS International. Calamita had been director of promotion and merchandising at CBS International since January 1966. He will continue to direct the promotion, merchandising, advertising and information services of CBS International. In his new position, Calamita will be responsible for the division's administration, planning, diversification program and the formulation of nonfinancial policy. In addition, he will be responsible for co-ordinating CBS International's pop, Latin-American and classical product, and artists and repertoire functions. . . . Charles H. Dodson was appointed marketing product manager for Ampex consumer tapes. He is responsible for marketing blank audio consumer tape products in the U. S.

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# Billboard

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## NARM Parley: Fete Nightly

NEW YORK — During each evening of the upcoming 10th Anniversary NARM convention, March 17-22 at the Hotel Diplomat, Hollywood Fla., a different record manufacturer will host a dinner party for the entire registration.

RCA Records will be host Sunday evening (17) at a party featuring Harry Belafonte and his show; Motown will host the Monday (18) evening, featuring the Temptations, Martha Reeves and the Vandellas and Little Stevie Wonder. Capitol, host of the Tuesday (19) dinner, will feature a country talent evening with Bobbie Gentry, Glen Campbell and Buck Owens; and Columbia will host the Wednesday night (20) dinner,

featuring Johnny Mathis, Anita Bryant and the Electric Flag.

On Thursday evening (21) NARM will host by annual NARM awards banquet, with William B. Williams of WNEW, New York, master of ceremonies.

Entertaining at the banquet will be the Cowsills (MGM), Lulu (epic) and Jack Jones (RCA). A special grand prize drawing will be held, for a de luxe trip for two people to any point in the United States (includes first-class air fare, de luxe hotels and all expenses for one week.

Eleven hundred industry members and guests will be in attendance at the banquet.

**MYSTERY SHOPPER REPORT:**

### RIGHT NEEDLE'S THE TRICK TO GETTING BETTER SOUND

Billboard's "Mystery Shopper Cash Award Contest" is devised to aid the consumer of monaural product in making the transition to stereo-only. Billboard correspondents across the country will explore what is being done on the retail level to convert the monaural customer as the record industry shifts its footing to stereo. Reports will be judged by Billboard's editors as to the most constructive sales pitch by retail personnel to help the consumer. Winners will receive a \$25 cash award and will be notified directly by Billboard.

**Lee Lewin**  
Lowe's Discount Records  
Chicago, Ill.

Billboard's mystery shopper bought a copy of Aretha Franklin's "Lady Soul" at Lowe's Michigan Avenue store and learned from Mrs. Lee Lewin that Lowe's had no monaural version of the album available.

When informed that the customer had an "older" monaural phonograph, Mrs. Lewin asked: "How old is your player?" The answer was "approximately six years." She replied: "Well, get a stereo needle. You won't hear stereo, but you will hear a good sound, and it won't damage the record."

The customer was told to bring in his old needle and have it replaced with a stereo needle. "Everybody is doing this now," said Mrs. Lewin.

**Mary Antonecchia**  
E. J. Korvette Store #15  
Scarsdale, N. Y.



ANTONECCHIA

"If you're worried about your needle on your monaural record player, I'd advise you to get a stereo needle," said Mrs. Antonecchia. "They aren't very expensive. But all record players made in the past several years can play a stereo record without hurting it."

Though the store was crowded, Mrs. Antonecchia explained the details to the mystery shopper, confused by the lack of monaural records on the shelves and the monaural-stereo dilemma. "We still have a few monaural records," she said, "but monaural prices will soon be the same as stereo. Eventually, there won't be many monaural records made at all."

She advised the customer to go ahead and buy stereo records since he would probably purchase a stereo player in the future. Meanwhile, she added, the monaural player wouldn't hurt the stereo records.

**Diane Glenn**  
Bill Baer Record Dept.  
Winter Park, Fla.



GLENN

Said Miss Glenn: "You have nothing to worry about in attempting to play stereo records on your old phonograph—if you use the right needle. We can sell you a needle right now which will pick up almost all the stereo sound from the two tracks."

Miss Glenn reminded Billboard's Bob Latimer that if he bought his phonograph within the past year, it already has the right needle. Miss Glenn added that the record department would soon stock a special needle priced between \$2.50 and \$4. "You need a lightweight playing arm of course, but most of the newer phonographs already have them, with the right cartridge to handle the stereo effect. Why don't you bring in your phonograph and let us test it for you?"

## Songs, Scores That'll Vie for Oscar Awards

LOS ANGELES — The Academy of Motion Picture Arts and Sciences nominated the following songs and scores for this year.

In the best song category in the 40th annual competition, the five titles include: "The Bare Necessities" (from "Jungle Book"); "The Eyes of Love" (from "Banning"); "The Look (from "Banning"); "The Look of Love" (from "Casino Royale"); "Talk to the Animals" from ("Doctor Dolittle") and "Thoroughly Modern Millie," from the film of the same name.

In the best original score category are "Cool Hand Luke," "Doctor Dolittle," Far From the Madding Crowd," "In Cold Blood" and "Thoroughly Modern Millie."

"Dolittle" and "Millie" are also among the contenders in the best scoring category, which is rounded out by "Camelot," "Guess Who's Coming to Dinner" and "Valley of the Dolls."

The awards will be presented April 8 at the Santa Monica Civic Auditorium. The Academy voting membership selects the winners in all categories. The organization's music branch selected the above nominees. "Dolittle" led the films with music candidates with nine nominations; "Millie" received seven nominations; "Camelot," five; "Luke" and "In Cold Blood," both received four.

## Industry Brass To See Cosby TV Screening

LOS ANGELES — Warner Bros. Records will screen Bill Cosby's forthcoming NBC-TV special in seven cities for industry influentials. The showings are part of a three-pronged campaign designed to exploit Cosby's TV show, a new comedy LP release and a concert tour.

The TV show will be screened Saturday (2) in Chicago, Boston and Cleveland; Saturday (9) in San Francisco and March 16 in Seattle, Los Angeles and Detroit. The dates are all on the weekend, with families of disk jockeys, distributors and retailers invited to the free showing (at rented theaters). The TV show airs March 18.

Cosby's comedy LP, "Russell, My Brother, Whom I Slept With," will be released March 15. A special EP of Cosby cuts from his catalog will be given away at the TV screenings.

The artist begins a 10-city concert tour March 29, with WB buying 30-second and one-minute spots on radio stations within those concert cities to promote the LP. Field promotion men will work to tie in the concert with his album in those markets. WB will buy concert tickets for distributor use.

## Peter Pan Signings

NEW YORK — Peter Pan Records, a subsidiary of Ambassador, has signed "Romper Room," a nationally syndicated television children's show to a four-album plus singles contract. The label also signed the "Capt. Kangaroo" show for its first album in several years.



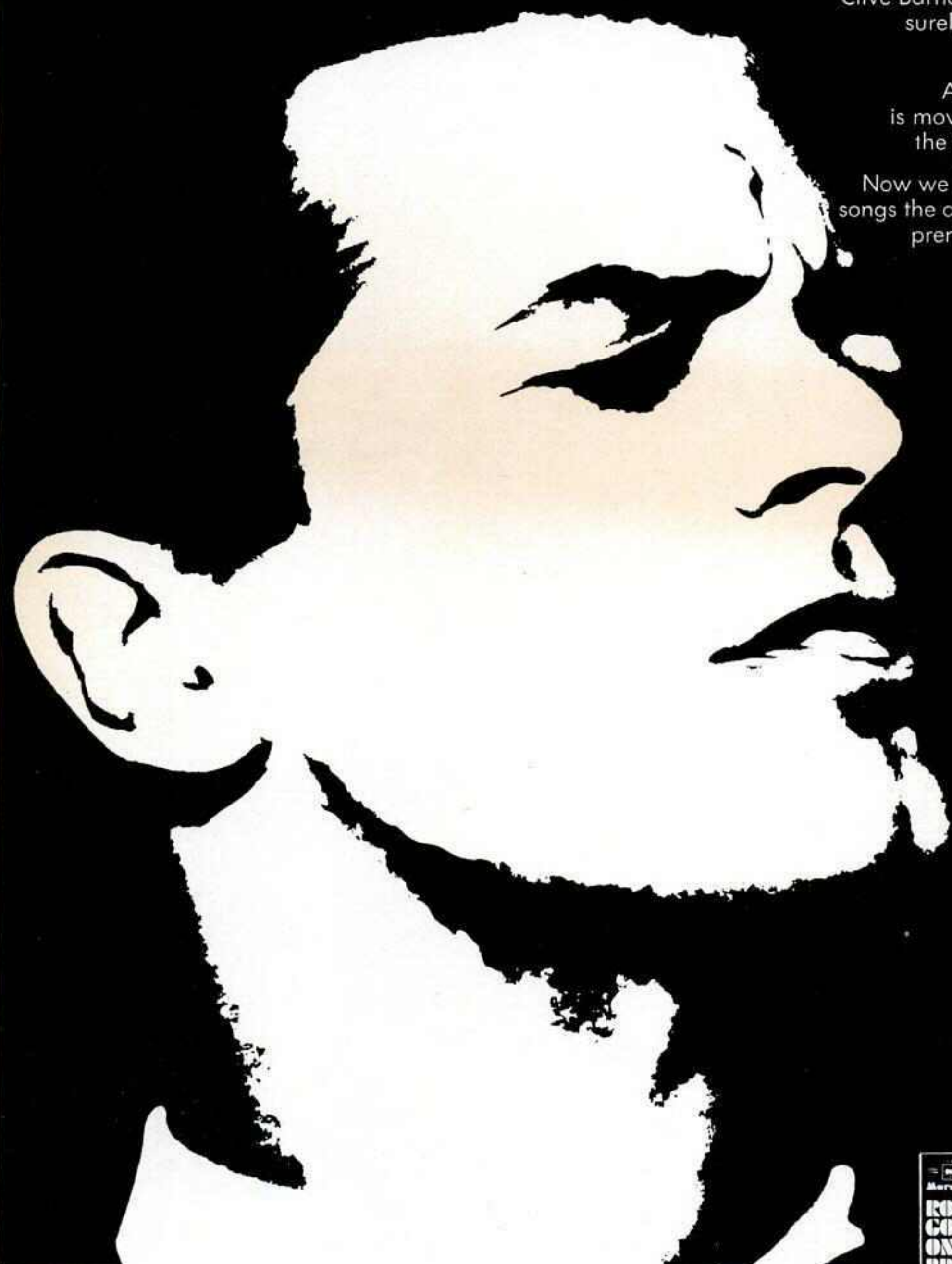
# Robert Goulet: A personal triumph in "The Happy Time."

## "The Happy Time" is a hit single for Robert Goulet.

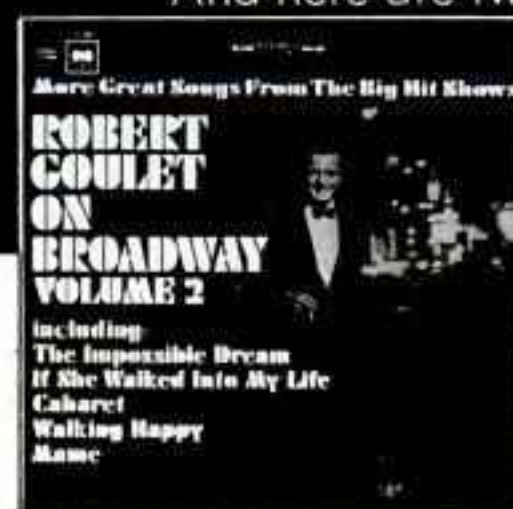
Robert Goulet is again King of Broadway. Clive Barnes of the *N.Y. Times* calls him "superlative . . . surely one of the finest voices to be on our musical comedy stage for years."

And WCBS-TV said, "Robert Goulet is moving, real and strong, and has probably the best stage voice of the last 20 years."

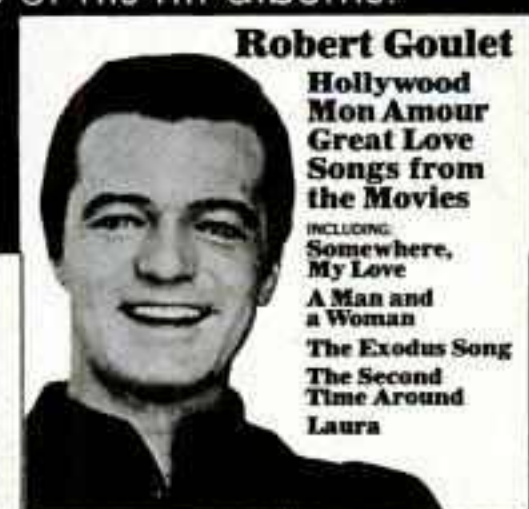
Now we have Goulet's definitive version of the two songs the audience came out humming after the show's premiere. "The Happy Time" c/w "I Don't Remember You." (4-44466)



And here are two of his hit albums:



CL 2586/CS 9386\*†



CL 2727/CS 9527\*††

Any way you look at it, Robert Goulet's a hit on  
**COLUMBIA RECORDS**®



# Block Bookers Blockbuster Meet

CHARLOTTE, N. C.—From a campus caucus in 1963, the Block Booking Conference has emerged nationally into a "talent exchange" for over 400 agents, students and faculty members eager to book jointly the best acts at a savings.

This year's conference, held at the White House Inn, featured exhibits, seminars and a nightly talent showcase with name entertainment including Bobby Vinton, Tommy James and the Shondells, Mitch Ryder and the Platters. The keynote speaker for the sixth annual conference was Dick Clark.

During the day, agencies touted their lists of talent to students, advising them on the advantages of block booking. Participants also attended open panel discussions on concert pro-

motion, contract negotiations, the coffee house circuit and the possibility of a national organization.

Dave Phillips, conference coordinator, invited film and art industry representatives as well as local, regional, and national agents and managers. This year's conference also included lecture bureaus and drama troupes, broadening the scope of campus attractions.

Block booking brings top talent at lower individual costs to schools in proximity to one another that purchase the same act. This co-ordinating of talent saves the artists time and travel expenses, enabling them to offer their services at a savings.

### Representatives

Represented were: Alkahest Attractions, American Program

Bureau, American Theatre Productions, America's Best Attractions, Arnold Agency, Ashley Famous, Associated Booking, Audio Film Center, Bowmar Productions, Bud Filippo Attractions, the Cambridge Arts Ensembles, Clem Williams Films, Columbia Artists Management and Dick Clark Tour Productions.

Also, Dimensions in Talent, Films, Inc., General Artists, Gerald W. Purcell Associates, Grove Press Films, Hits Attractions, United Entertainment (Jokers Three), Joni Agency, Bill Lowery Talent, National Shakespeare Company, Norca Talent, Premier Talent Associates, Queen Booking, R.P.C. Agency and S.C.C. Management.

And Star Productions, Swank Motion Pictures, Talent Attractions, United Productions of America, Universal Education and Visual Arts, Talent Management Associates, Tom Linder Jr., Twyman Films, Wide World Lecture Bureau, Willard Alexander, William Morris Agency, William T. Cash and Yorktown Talent Associates.



MIKE MARTINEAU, of Premier Talent Associates, New York, tells students and faculty members at the Block Booking Conference about his agency's talent and their availability for campus dates.



IRV SQUIRE, center, of Creative Management, answers questions from students and faculty members on the concept of block booking at this year's conference in Charlotte, N. C., Feb. 14-17.

## White Whale Seeks to Spout Anew With Drive for Artists

LOS ANGELES — White Whale Records, successful with the Turtles, is looking to expand its stable of artists.

White Whale owners, Ted Feigin and Lee Lasseff, expect to launch two new acts this year. Nino Tempo and April Stevens have just joined the label, and Lasseff would like to cut an album live with the singers during their engagement at the Sands Hotel in Las Vegas.

Just back from Europe, Feigin and Lasseff devoted much of their time to international sales and promotional activity on the Turtles.

As part of the company's promotion on the group, it is distributing a 16mm film showcasing the Turtles singing "Sound Asleep," a single to be released during an 18-city concert tour.

Feigin also set up 8 four-country, 18-day European promotional tour for the group, with stops, in Italy, France, Germany and England.

"After two and a half years in business," says Lasseff, "we're looking toward Europe and British Decca, our worldwide distributor, to expand our sales and promote product on the Continent." Quality distributes White Whale in Canada.

Lasseff recently strengthened his domestic operation by adding a promotional director. Additional sales and merchandising personnel also are planned.

White Whale is affiliated with General Recorded Tape (4 and 8-track and reel-to-reel), Ampex (cassette), Muntz Stereo-Pak (4-track), RCA (8-track) and TTCC (4 and 8-track).

## Rock, Classical Combining In Concerts for Teen-Agers

NEW YORK — The Elephant's Memory, a rock group, will appear with the American Symphony on Thursday (29) in the first two of 12 free teenage concerts for high school students. The concerts will be conducted by the orchestra's associate conductor, Joseph Eger, who discovered the group.

The Elephant's Memory will appear with the orchestra in "Brahms With a Beat," which will counterpose the first movement of Brahms' "Symphony No.

4" and "Secret Saucy Thoughts of Suzy," a rock number developed from that symphony's main theme.

Members of the group also will perform in the second movement of Ives' "Symphony No. 4" and excerpts from Mussorgsky's "Pictures at an Exhibition." Lighting and dance effects also are slated. The concerts, sponsored by the Samuel Rubin Foundation, will be repeated at the same hours on Friday (1), Tuesday (5), 12, 15 and 19.

## Chancellor Pitch on Radio

LOS ANGELES — Newly reactivated Chancellor Records will emphasize local promotions tied to radio stations, reports Bob Marcucci, label president.

The emphasis on grass roots appearances for artists is a throwback to a pattern established by Marcucci during Chancellor's halcyon days from 1957-1963 when he built Frankie Avalon and Fabian into top record names.

Marcucci, who has been away from record ownership for the past four years is striving for a "now" sound for his label, but he feels strongly that his company has to return to the pattern of promoting acts in markets of varying sizes.

The new Chancellor label has secured 30 distributors, 50 per cent of whom formerly handled the old rock 'n' roll company.

Marcucci wants to sign a distribution deal with a major label to free him of these responsibilities. He has been delving into personal management during the past several years and is only signing acts for the label which he can manage.

He envisions a small roster initially. The following artists are among his first acquisitions: Ray Charlyfin (whose "Girl With the Flower Smile" is the first disk released), Linda Carr and the duo of King and Martinez. The latter two acts are rhythm and blues-oriented.

Bob Finiz, who handles East Coast a&r out of Philadelphia, is steeped in r&b production. The label's West Coast a&r chief is John D'Andrea, whom Marcucci has been managing. All three executives will work on the first disks and then spread out.



HAL RAY, of the William Morris Agency, talks to students.

## Schaefer Brews Up Contest

NEW YORK — A talent search launched by the F. and M. Brewing Co. will select 10 new soloists or groups to record the Schaefer beer jingle for radio. The Schaefer Talent Hunt,

planned for March, will give the artists chosen over 25 weeks of air play in the Northeast.

Tom Villante, who heads the Schaefer account for Batten, Barton, Durstine & Osborn advertising agency, expects the search to attract several hundred applicants of professional and non-professional standing with any type of musical sound. Applicants must be at least 21 years old and must submit a demonstration tape or record.

Applications should be mailed to the Schaefer Talent Hunt, P. O. Box 1752, Grand Central Station, New York 17, N. Y., no later than Friday (1).

## Gamma Forms Outlet in U. S.

NEW YORK — Gamma Records of Montreal is establishing U. S. distribution. The American operations are being headed by Chester Fox at 18 W. 70th St., here. The first three albums for U. S. distribution under the new set-up include two pressings by Claude Gauthier. A third album features Quebec singer-composers. The disk contains performances by Pauline Julien, Gauthier, Jean-Paul Filion, Raymond Levesque, Clemence Desrochers, Herve Brousseau, Bruce Mackay, Louise Forestier, and Georges Dor. French-English translations are included.

## Presser's Pub Shifts Policy

NEW YORK — Theodore Presser announced that as of April 1, 1968, it will fill mail orders only for publications from its own catalog and the catalogs of the companies for whom it acts as agent. The retail store facilities, located at Bryn Mawr, Pa., will be discontinued. The change of policy is in line with the company's emphasis on its publishing program, its expanding rental library of symphonic, ballet and operatic works and the increasing number of catalogs for whom it acts as agent.

Domestic catalogs include Theodore Presser Co., Oliver Ditson Co., John Church Co., Merion Music Inc. and New Music Edition. Foreign catalogs include Universal Edition, London, Vienna, Zurich; Huegel & Cie, Paris; Impero Verlag, Wilhelmshaven, and Editions Musicales Transatlantiques, Paris.

## Jamie/Guyden to Issue Groop in U.S.

PHILADELPHIA — The Groop, Australian vocal and instrumental artists, will be released in the U. S. through the Jamie/Guyden label. The team's current record, "Woman You're Breaking Me," will be released soon. A promotion campaign is planned for the Group, which records for CBS in Australia.

## Kate Smith Disk With Boston Pops

NEW YORK — Kate Smith is celebrating her 12th album for RCA as the first solo singer to appear with Arthur Fiedler's Boston Pops since the orchestra started recording in 1935. At the same time, Miss Smith has re-signed as an exclusive RCA recording artist.

Miss Smith's album with the Pops is "America's Favorite." The Red Seal album is included in RCA's March release.

## Paula's New 'Judy' Album Cover, Title

SHREVEPORT, La. — Capitalizing on John Fred & His Playboy Band's No. 1 single, "Judy in Disguise (With Glasses)," Paula Records has redesigned its album cover and changed its title. Formerly titled "Agnes English," the title of the new brightly colored jacket now reads, "Judy in Disguise With Glasses." The order numbers remain the same.

## ARETHA SETS CONCERT MARK

DETROIT — Aretha Franklin's "homecoming" concert at Cobo Hall here Feb. 16 set a record for the auditorium. The concert hit a \$60,000 gross playing to an audience of 12,000.

Feb. 16 was named "Aretha Franklin Day" by the mayor of Detroit, Jerome Cavanaugh, to mark the Atlantic record artist's first concert in Detroit in over a year. Following the concert, Jay-Kay Distributors and Atlantic Records held a party for the singer at the Pontchartrain Hotel attended by local disk jockeys, dealers and friends and family of Miss Franklin.