

# Billboard

The International Music-Record Newsweekly

## Breakthrough Opens 2d CARtridge Front

By HANK FOX

NEW YORK—A major technological breakthrough may well thrust the tape CARtridge industry into a second era and is expected to have profound ramifications throughout the record and jukebox industries.

C, S and W Electronics Corp., a communications engineering corporation, has developed a means for complete selectivity control fully compatible with all available configurations of tape and tape cartridges. The device, according to company president and director John White, requires no redesign of existing tape cartridge equipment; is easily incorporated in all model designs; and will only minimally alter the cost of equipment. With no reduction in operational features, White said, the mechanism can be designed for inclusion in a \$19 player as well as in a more sophisticated unit costing several hundred dollars.

The device, which at the touch of a button or the turn of a dial, permits automatic selection or repetition of any number or numbers on a 2-, 4-, or 8-track cartridge, cassette or open reel configuration. (Continued on page 61)

## Record Companies Bust Out In Coastwide Studio Spree

By CLAUDE HALL

NEW YORK—This will be known as "The year of the studios" in the record business. Record companies, big and small, are building new studios and remodeling old ones. In addition, independent record producers and independent recording firms have opened several studios during the past few months and more are under construction.

There are two major factors that have set off this flurry of studio construction and remodeling. (1) Rock 'n' roll artists are spending a great deal of time in the studio, mostly in experimenting for new sounds. (2) Engineers have advanced the technical processes of recording to such a high degree that more complicated equipment and controls are now necessary.

Last week, Decca Records unveiled its remodeled operations on West 57th Street here (the same studio where Bing Crosby recorded "White Christmas" many years ago). Mercury Records, the week before, announced that construction was under way for two studios in its new quarters on West 57th Street. Mercury also just opened new studios in San Francisco.

Columbia Records is building new studios in Los Angeles; studios for Columbia in San Francisco are in the talking

stage at the moment; Columbia studio expansion in Nashville will be looked into after the first of the year. Musicor Records just opened new studios on West 55th Street in New York.

A few weeks ago A&R recording studios opened a second location in Manhattan. Chess Records in Chicago just opened (Continued on page 10)

## Oak Catalog Purchased by Music Sales

By FRED KIRBY

NEW YORK—Music Sales, Inc., has entered the authentic folk field with the purchase of the Oak Publications catalog from Irwin Silber and Moses Asch. The catalog includes publications edited and compiled by such top names in the folk field as Pete Seeger, Woody Guthrie, Tom Paxton, Ewan MacColl, Alan Lomax and Asch.

Silber has been retained by Music Sales to supervise and control all Oak Publication material for the next five years. The newly acquired material (Continued on page 10)

## Undergrounders Fly High —AGAC in Writers Pitch

By MIKE GROSS

NEW YORK—The so-called underground songwriter has become the target of a recruiting campaign being launched by the American Guild of Authors & Composers (AGAC). The campaign will be keyed to the probability that lots of publisher royalty moneys are not going to the young writers because they don't have AGAC acting as a watchdog over their affairs.

The campaign will also stress the fact that AGAC is not an ASCAP or BMI organization but solely a writers' organization. AGAC plans to reach these new underground writers with an advertising and promotion drive in the underground press, which is flourishing in many key cities around the country, and such New York weeklies as the Village Voice and East Village Other.

According to an AGAC bulletin, the writer-credits of the Top 100 singles and Top 100 LP's show that countless new writers are succeeding in the record business today. AGAC believes that many of these writers (on staff or self-employed) need its auditing facilities because they sign inferior contracts giving away many valuable rights. Says AGAC, "They sign contracts which permit publishers to hang onto their material till kingdom come."

Affecting young writers today, the AGAC bulletin pointed out, is the cluster of music publishing-record-producing-artist-management complexes as well as the subdivisions of large movie companies which dominate many phases of the music business, from creation of material to exploitation of the talent which performs this material. Many of these firms hire staff writers who are put on weekly salaries which are de- (Continued on page 10)

By PAUL ACKERMAN

NEW YORK—Recorded product by the so-called underground acts has become a substantial segment of album sales, according to Len Sachs, Director of Merchandising and Album Sales of Atlantic-Atco, key label in the development of this market. A hot album of this genre can sell several hundred thousand, said Sachs, who added: "It's a mystique among the buyers, who are teen-agers and young adults."

Just what is and what is not an underground group is debatable, but there are several criteria upon which most traders are agreed. These are: 1) The album product makes it without the impetus of a hit single; 2) The material and arrangements are unconventional; 3) The promotion and exploitation, while making use of some routine channels, leans heavily on such unconventional media as the underground press (literally scores of publications), posters, buttons and certain radio stations which are hip to the idiom.

Bob Rolontz, Atlantic publicity and advertising chief, has been studying the market for underground record groups since the trend got under way a year ago. The underground press, he says, constitutes a regular network "and it is very hip and informative."

Lenny Sachs noted that the phenomenon whereby underground albums score big sales despite the lack of a hit single in no way detracts from the general importance of Top 40 stations. "But the phenomenon does point up a new and significant area of product and specialized exposure."

Sachs added that personal appearances are an important facet of promotion of underground (Continued on page 10)



The exciting Wilson Pickett does it again—this time with a two-sided smash, "I'm in Love" and "Stagger Lee," Atlantic 2448. Wilson also has a new hit album, "The Best of Wilson Pickett," Atlantic 8151, which showcases the "Wicked Pickett" in 12 of his biggest hits. (Advertisement)



Diana Ross and the Supremes, Motown's sensational female vocal group, have a highly rhythmic new single headed for the top of the charts. "In and Out of Love," Motown 1116. Already No. 1 on the LP Charts is "Diana Ross and the Supremes' Greatest Hits," Motown M/MS 2-663. (Advertisement)

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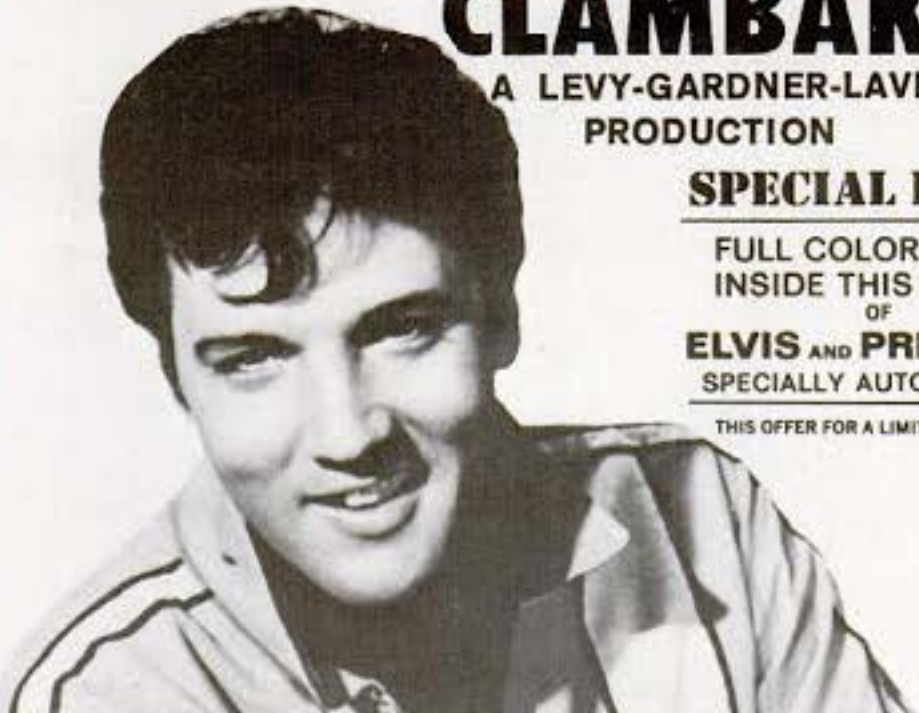
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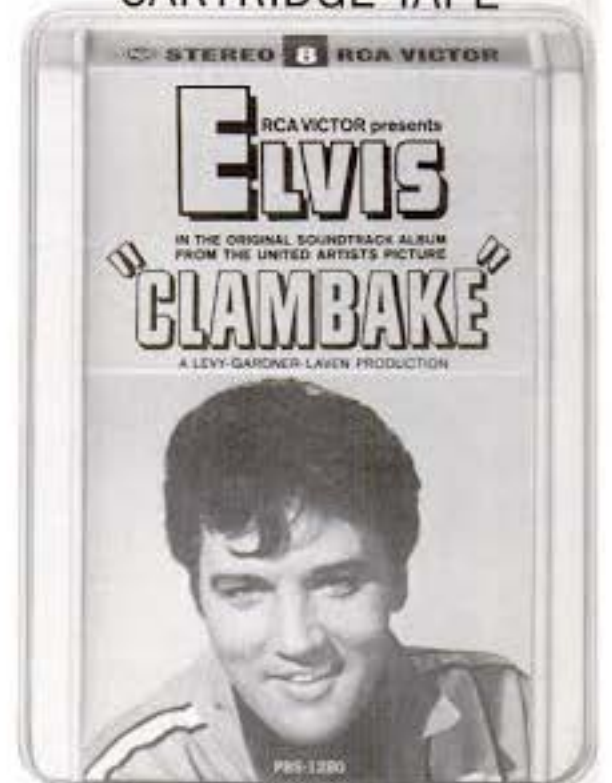
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SHARES OF COMMON stock in Handleman Co. were traded for the first time Oct. 30 on the floor of the New York Stock Exchange with the symbol HDL. Headquartered in Detroit, the company is the largest independent wholesale merchandiser of records in North America, and recently entered the market for 8 and 4-track stereo tape cartridges for use in automobiles and homes. Attending the opening were, from left, Edward C. Gray, executive vice-president of the Exchange; David Handleman, company's president, and John K. Cloud, assigned specialist in the stock. Handleman purchased the first 100 shares at 48 and presented Gray with a symbolic phonograph record.

## Cap., Audio Devices Enter Merger Plan

LOS ANGELES — Capitol Records, Inc., and Audio Devices, Inc., have announced an agreement in principle to merge pending approval by stockholders of both companies. If the plan is approved, Electric & Musical Industries, Ltd., of England, Capitol's owner, will become the dominant stockholder in the company which will bear a new name.

Capitol stock will be available on the U. S. market (American Stock Exchange) for the first time since EMI acquired the company.

Audio Devices, Inc., through its subsidiary Stereo Devices, Inc., owns 20 per cent of ITCC.

Audio Devices manufactures magnetic tape for computers, instrumentation, TV and stereo cartridges. The proposed merger will involve the issuance of 3,119,000 shares of Audio Devices stock to Capitol stockholders. Tentatively, the plan involves the issuance of about 6,313 shares of AD's common for each share of Capitol's common with provision for an increase in the number of shares if Audio pays a dividend prior to the signed merger.

EMI's dominant position in

the new company would amount to ownership of 75 per cent of the stock. The acquisition of the New York-based company is one of a series of moves planned by EMI. Audio Devices will operate as a separate company.

Capitol reported a fiscal 1967 net of \$4,006,000, or \$8.11 per share on the 494,071 shares outstanding. AD reported sales of \$13,033,000 for a net of \$347,380 for nine months ending Sept. 30. The proposed merger is subject to approval by various State and Federal regulatory agencies.

Acceptance by EMI will, of necessity, require the consent of the British Exchange Control Regulation Board.

NEW YORK — Audio Devices Inc. (ASE) reported sales and earnings for the first nine months of 1967.

Net sales amounted to \$13,033,016, compared to \$12,547,401 for a similar period during 1966. Net income was \$347,280 or earnings of 36 cents a share, compared to \$768,561 or 80 per share for the first three quarters of 1966.

## Bell Signs Sublicensing Deal With CBS of Germany

NEW YORK — Bell Records has signed an exclusive sublicensing catalog deal with CBS Schallplatten for Germany, Austria, and Switzerland. "The Letter," by the Box Tops will be the first release. Larry Uttal, president of Amy-Mala-Bell Records, is planning to bow a Bell Records label soon in Germany in his continuing drive to establish a world image for the label. Until that time, product will be on CBS in Germany as well as the other two countries.

### Helios Coast Talk

LOS ANGELES — Claus Ogerman, president of Helios Music, and Scott English, professional manager, are meeting with West Coast a&r man here and also are completing negotiations for a forthcoming film.

Uttal has just signed two production deals and a label distribution deal. "Back Up Train," by Al Greene and the Soul Mates, on the Hot Line Music Journal label, will be the first of a series of records Bell will distribute for producers Palmer James and Curtis Rogers of Grand Rapids, Mich. The record is breaking in Detroit.

On the Bell label, Uttal will distribute an instrumental of "The Rain, the Park, and Other Things" by the Artie Kornfeld Circus. The record was produced by Jimmy Wisner and Artie Kornfeld; Kornfeld and Steve Duboff wrote the tune. Uttal also recently signed Mort Shuman to an exclusive production deal. First release features the Enchanted Forest with "You're Never Gonna Get My Lovin'" on Bell Records.

## UA Tie With EMI Stays; Pub Arm On Own, Staffers Changed in U.K.

NEW YORK — United Artists Records, while going on its own in England Jan. 1, will maintain an affiliation with EMI. UA's new agreement puts the American company in complete control of all its product. EMI, however, will continue to distribute UA product and broaden the UA London office's promotion and sales activities.

Basically, UA will no longer be a licensee. Under the new agreement, UA will choose its own product for release, maintain its own sales force and conduct its own promotion to any extent it desires. "The new contract," said UA president Mike Stewart, permits EMI to distribute for UA at UA's risk.

In the first move of its beefed-up London operation, UA will separate its publishing wing from its record company. Roger Welch has been named general professional manager for United Artists Music companies in England and Martin Davis will be general manager of the record company. Noel Rogers continues

as managing director of the entire continental operation. In order to sharpen the co-ordination between its American and British, Stewart said there will be a constant exchange of personnel divisions between the two.

UA's initial artist roster for its London-based operation includes Shirley Bassey, George Martin, Spencer Davis Group, the Fortunes, the Easybeats and

Jimmy Roselli. The company is also adding to its production staff. Two producers, Chris Blackwell and Jimmy Miller have been signed. Miller will also record.

Stewart concluded the negotiations with EMI on his recent trip to England. He said that UA, through its Transamerica Corp. parent, is in the market for several key European acquisitions.

## Gallagher to MCA— Heads New Division

NEW YORK — William P. (Bill) Gallagher, who resigned his post as vice-president of Columbia Records last week, will head a new department at MCA to be known as the Entertainment and Leisure Time Marketing Division. Gallagher will have staff responsibility in the new job and will report directly to Lew R. Wasserman, MCA president.

Gallagher will take over the MCA assignment Jan. 1, and will be based in the company's New York offices but will divide his time between New York and Universal's film studios on the West Coast. The new department will give Gallagher the opportunity to study and provide recommendations covering all phases of MCA's interest including motion pictures, TV packaging, educational films, study tours, leisure time activities, music publishing (MCA-Leeds) and records (Decca and Uni).

Commenting on Gallagher's appointment, Wasserman said, "For a long time we have felt that the marketing practices employed by the entertainment industry required further examination and revision to conform to current needs and practices. We have long been searching for an executive with a solid marketing background as well as practical experience in the

business. We are fortunate in being able to obtain the services of Gallagher who is proficient in both fields."

## PICASSO WORK GETS 'WORKS'

CHICAGO—Chicago's enormous Picasso sculpture, unveiled recently at the Civic Center Plaza, has become the vortex of much good-natured controversy.

Universal Recording Corp. last week joined the fun with the release of "Pablo, You Gotta Be Puttin' Us On," by Mara Lynn Brown. The tune was written by Mara's husband, Johnny Frigo.

The lyric rejects the possibility that the sculpture might possibly be "a bird, plane and superthing" to conclude it's "everybody's mother-in-law."

The day after release the single was getting play by WIND and WLS.

## 4 Firms Bid For Jubilee

NEW YORK — Four large publicly held companies, among them Gulf & Western, are attempting to acquire Jubilee Industries, but according to Jubilee president Jerry Blaine, no sale is contemplated.

Blaine said the company is in the process of issuing additional common stock to retire a long-term debt. Jubilee is preparing a statement for the Security and Exchange Commission to clear the new issue.

One of Jubilee's key assets is a pressing plant, Monarch in Los Angeles. Labels include B. T. Puppy, Jay-Gee and Jubilee.

## Decca Closing Boom Yr. With Off, On Beat

NEW YORK — Decca Records is moving into the closing stretch of the sales year with offbeat and regular product to maintain its 25 to 26 per cent take over last year.

The offbeat package in Decca's November list features

Ronald Reagan, Governor of California. The album, titled "Freedom's Finest Hour," marks Governor Reagan's debut as a disk artist. The disk was culled from a TV show of the same name that was aired in December, 1966. A rerun of the show is scheduled for next month. The album features Governor Reagan in a narrative account of the American Revolution.

In the more orthodox groove Decca's November release features albums by Leon Heywood, Lenny Dec, Peter Duchin, Jack Greene, Jonah Jones, Wilma Burgess, Marion Worth, Jan Garber, Rick Nelson, Jay Lee Webb and Jan Howard.

Decca also is adding to its new Jazz Heritage Series with albums by Andy Kirk, the Austin High Gang featuring Frank Teschemacher, and top swing names from the 1937-47 jazz-blues era.

For the Latin American market, Decca has LP's by Johnny Zemot and Chuito Valez and his orchestra; and for the classical market there are LP's featuring the Amore Artis Chorale, the Fine Arts Quartet, and John Frederick Peter.

## B. Phillips to Open 3d Firm

NEW YORK — Bill Phillips, who in April resigned as general manager of exploitation for Keith-Prowse and Peter Maurice (KPM Ltd.), has set up a new publishing operation in London. His present firms are Bill Phillips Enterprises and Charms Music, headquartered at 42 Glasshouse Street, London.

Phillips, well-known on both sides of the Atlantic (he opened Lou Levy's British operation in 1946, among other activities) was here last week to study the American market and to acquire material. He will soon set up global representation.



GEORGE SIMON autographs a copy of his book, "The Big Bands," for Sugar Ray Robinson at Count Basie's recent opening at New York's Riverboat Club.

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LYRICISTS commissioned by subpublishers to write local versions of foreign copyrights should not be entitled to royalties unless their version is either recorded or published in sheet music form. That's the statement from the Light Music Section of the Union Internationale des Chantres Syndicaux d'Editeurs de Musique.

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# Urie Pop Ad TV Image Maker

By ELIOT TIEGEL

LOS ANGELES — The images and messages of pop music are being translated into "advertisements" for television by John Urie & Associates, a seven-year-old creative commercial house.

For the past four months, Urie has been transferring the musical images of popular recording groups into the medium of television performance films.

A&M Records has been Urie's major booster and prime account. The films Urie and his staff of 50 employees have created for the TJB, and Boyce and Hart, have been sent around the globe by A&M to substitute on TV shows for the live thing.

Urie's entry into the newly emerging field of filmed "live performances" as inserts for TV shows which book guest stars, is meant as a lever for the unorthodox filmmaker to break into feature film work.

Urie's work is marked by a surrealistic approach to image making. His camera work combines fleeting cutting and editing, using as little as two frames for a fractional impression on the screen.

Hence, a recently completed eight-minute film for Sergio Mendes and Brasil '66, which depicts two tunes from the group's current LP, offers 17 images of one of the female singers. Urie set the girl in front of a split image mirror and shot into the mirror for the effect.

Urie's product bears the tag of multiple imagery, high and low keyed lighting, sped up action, zooming closeups. A film built around a single recording can cost from \$5,000 to \$10,000. Urie is especially keen on working with contemporary rock groups because "the taste

level which made their music work shouldn't be ignored."

All Urie's music performance films are shot in 16mm and all the techniques are utilized. On a recent assignment for White Whale, Urie's company spent three days creating a film for the Turtles' hit, "She's My Girl." Urie's attempts at building imagery for a group lipsynching a record are both prepared and spontaneous.



THE SOUL SURVIVORS get a gold record for selling a million copies of "Expressway to Your Heart," by Jerry Blavat, second left, star of teen show on WFIL-TV, the ABC affiliate in Philadelphia.

## ITCC ISSUES BLOCKBUSTER

NEW YORK — International Tape Cartridge Corp. (ITCC) will issue this week what it claims is the largest weekly tape CARTRIDGE release of any company. In 4 and 8-track configurations, ITCC will release 53 cartridges including five initial titles from its new Itco line. "Red Skelton Presents the Velvet Strings" is the unifying heading of the titles in the Itco series. The lush music is comprised of original music written by Skelton as well as standards. Other labels in ITCC's release are MGM, Verve, Atco, Project 3, Roulette, Musicor, Audio Fidelity, ABC and Impulse.

## Sly & Family Stone LP Debut on Epic

NEW YORK—Sly and the Family Stone, a San Francisco sextet, is making its album debut this month on Epic Records. Epic also is issuing LP's by the Kaleidoscope, the Staple Singers, David Houston, Ciro Pereira and his orchestra, and Jimmy Sullivan and the Charles Blackwell Orchestra.

## WB/Reprise Distribs Parleys for January

LOS ANGELES — Warner/Reprise officials will conduct "face-to-face" meetings the first week of January with the combine's 30 distributors to bow its January-February programs.

The regional sessions will be the prelude to the company's national convention marking its 10th anniversary July 18-21 at Waikiki Beach on the Hawaiian island of Oahu.

The regional sessions in which two and three-man teams will fan out to cover different parts of the country will follow

the company's changing its label copy to read Warner Bros.-Seven Arts Records. Reprise, a wholly owned subsidiary of Warner Bros., will retain its single name identity.

The scheduled WB/Reprise executive line-up for the January conclaves at each distributor is as follows:

Joel Friedman, Marty Birach and Don Schmitzerle will visit Chicago, Detroit, Cleveland, Cincinnati, Minneapolis, St. Louis.

Joe Smith and Ted Posetti will visit Los Angeles, San Francisco, Seattle, Denver.

Mo Ostin and Marvin Dean will visit Miami, Atlanta, Dallas, Houston and New Orleans.

Dick Sherman, George Lee and Lou Dennis will visit New York, Newark, Boston, Hartford, Philadelphia, Washington and Pittsburgh.

It was at last year's January distributor meetings that WB announced its entry into the tape CARTRIDGE field with split duplication-distribution. Label expects these same distributors plus foreign affiliates to attend its Hawaii celebration.

## Delayed Action on Fireball's 'Wine'

NEW YORK — The Fireballs' record of "Bottle of Wine" on the Atco label is a slow-burner. The record was released in May and is just beginning to take off. In Denver, the disk has become a breakout or station KIMN, and in Canada it has jumped into the best-selling charts there. Atco is reservicing the record to disk jockeys around the U. S. this week.

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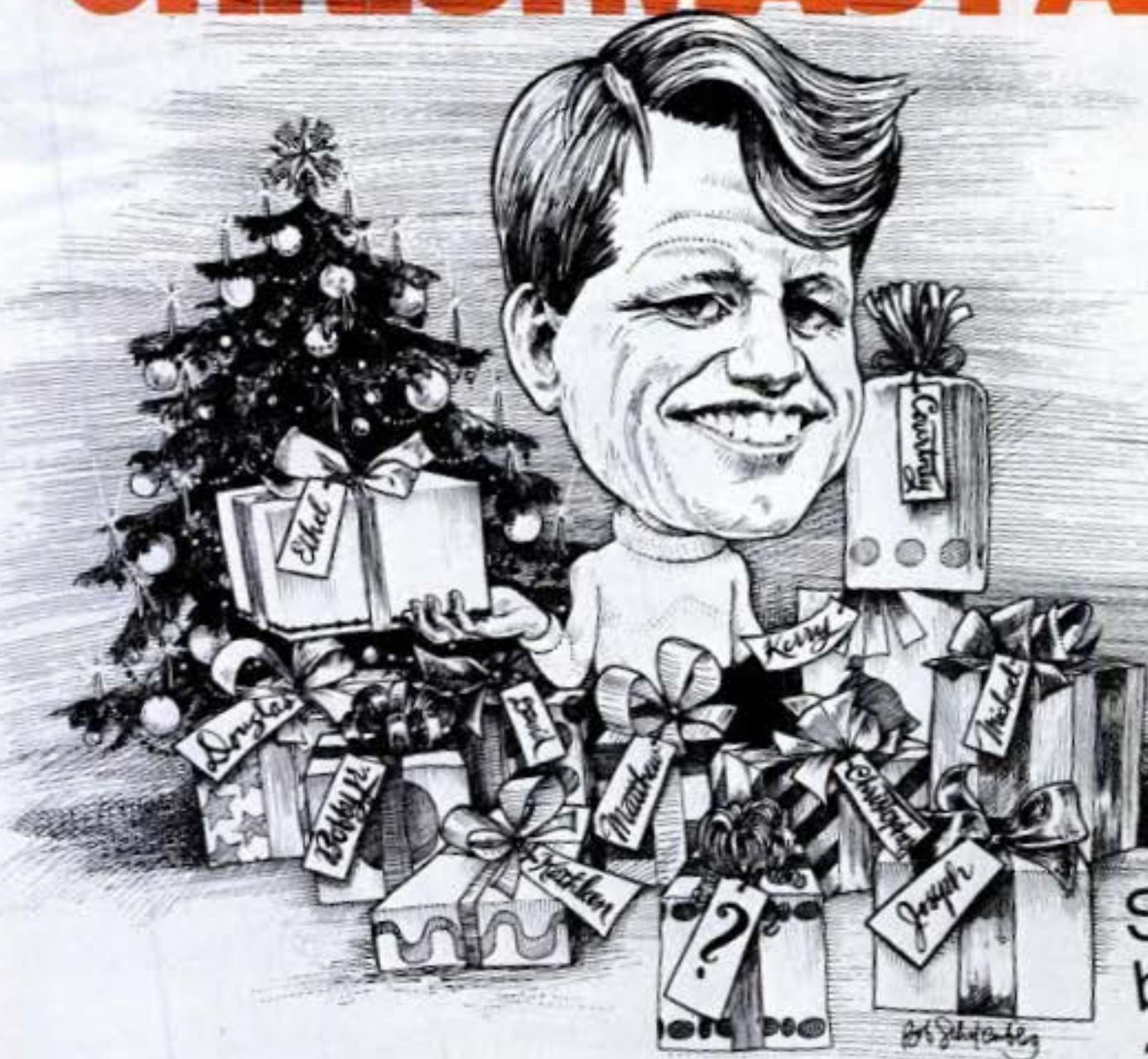
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## Executive Turntable

**Glenn Snoddy** joins Acuff-Rose as chief engineer. He had been studio supervisor at Columbia Records' Nashville studio. Snoddy had worked with Acuff-Rose as a consultant several years, and was the consultant in Hickory Records' new studios. He had been WSM engineer for radio and television for 10 years.

★ ★ ★

**Time Lane** joins Atlantic Records as assistant to **Len Sachs**, director of album sales and merchandising. He had been with Liberty's New York branch in sales and promotion for five years. Prior to that he was a sales and promotion man with Metro Distributors in Buffalo and sold for the Decca Buffalo branch.

★ ★ ★

**Jim Malloy** has been named assistant to **Fred Foster**, president of Monument Records. Malloy had been an RCA Victor engineer for five years, working under **Chet Atkins** in Nashville. He won a 1963 NARAS Grammy award for engineering **Henry Mancini's** "Charade," and had been nominated for Grammys for five consecutive years. He joins Monument Dec. 1.

★ ★ ★

**Ronald M. Plumb** has been promoted to post of director of market and financial analysis, Capitol Record Club. He was previously the Club's financial services manager. . . . **Ray Hillebrand**, Western regional sales manager for Concord's consumer products division, has been appointed to a staff marketing post. **William B. Minkin Jr.** gets the position formerly held by Hillebrand, and will be responsible for sales of the Concord audio tape recorders in the Western States.

★ ★ ★

**Earl Green** has been named musical director at the Dunes Hotel, Las Vegas, replacing **Bill Reddie** who is resigning. Green has been conducting the orchestra for "Vive Les Girls," a Dunes feature the past six years.

★ ★ ★

In a realignment of the operating structure at the Radio Corp. of America, **Delbert L. Mills**, who has been promoted to senior vice-president, will be in charge of consumer products and components, which includes RCA Victor home instruments, electronic components and devices, the RCA Sales Corp., the RCA Victor Distributing Corp., the RCA Victor Record Division and the RCA magnetic products division.

**Charles M. Odorizzi**, who had been in charge of the divisions being taken over by Mills, was appointed senior executive vice-president, and will now be in charge of the RCA Service Co., RCA Communications, RCA Parts and Accessories and the Hertz Corp.

★ ★ ★

**Patrick Butler**, vice-president of the record division of the distributor, H. R. Basford Co., has been promoted to the newly created post of vice-president and assistant general manager. **Jack Solinger**, previously sales manager, moves up to general manager, record division.

## COPYRIGHT EXTENSION IS APPROVED BY THE HOUSE

WASHINGTON—The House passed the Copyright Extension resolution last week, preserving expiring copyrights through Dec. 31, 1968. The vote cleared the measure for the White House.

The extension will save copyrights in their last gasp of renewal, until the hoped for passage of the Copyright Revision Bill on the Senate side in 1968. The revised copyright legislation would provide a total of 75 years from the date of registry for copyrights in their renewal term at passage of the new copyright law.

Rep. John Dingell (D., Mich.) raised the lone dissenting voice during floor discussion by Copyrights Subcommittee chairman Robert Kastenmeier (D., Wis.). Representative Dingell said he thought the extension bills that have saved expiring copyrights preserved them beyond the date when Congress intended them to be made free to the public. He thought the Justice Department should have been heard from on this "special interest" legislation. He also said he "rather expects" that the copyright revision legislation will die on the Senate side next year.

Representative Kastenmeier reminded him that Justice had reversed its position since 1962 when it opposed the first extension bill, and since then had not raised any objections to the extensions. Also, the House itself, in April, had voted on an over-all revision bill that would add up to 19 more years to the present 56-year total, for copyrights in renewal when the new law becomes effective.

## Aboard 'Dolittle' Abroad

NEW YORK — European recording artists are hopping on 20th Century-Fox's "Doctor Dolittle" bandwagon as the film is about to open in 23 European theaters.

In addition to the release of foreign language original soundtracks in France, Italy, Germany and Spain, artists in those countries and Sweden and Belgium will also cut singles and albums of the "Dolittle" songs.

In France, Marcel Amont has waxed music from the track on the Polydor label. In Germany, TV personality and entertainer Paul Kuhn has done the same for Electrola Records. Carousel Records' Mylena will cut two of the score's tunes for the Italian market, and the first Spanish cover will be recorded by Karina on Hispavox.

The first European album (Continued on page 10)

## Merc. to Add Promo Chief In Nashville

NASHVILLE—Mercury Records is stepping up its activity in the country music field and will add a Nashville country promotion chief. Jerry Kennedy, country a&r director, said last week that he's now searching for new talent. The label recently launched campaigns to establish Tom T. Hall and Don Wayne as major country artists. Activity of the firm has, for some while, centered around a select number of country artists, including Dave Dudley, Roy Drusky, Faron Young, and Priscilla Mitchell. In addition, Smash Records artist Roger Miller is still considered by many to be a country artist although he sells in the pop field as well as the country field. Kennedy also produces Miller's sessions.

## Atl., Meaux in Product. Deal

NEW YORK—Atlantic Records signed a production deal last week with Huey Meaux for four artists. The artists include Barbara Lynn, Johnny Copeland, and Andy Chapman. Meaux, a consistent chart producer the past six years, will produce the artists at his new Grits & Gravy Recording Studios in an abandoned movie theater near Jackson, Miss.

Among the hits Meaux produced were "Let It All Out," by the Hombres; "She's About a Mover," by the Sir Douglas Quintet; "I'm a Fool to Care," by Joe Barry; and "I'm Leaving It All Up to You," by Dale and Grace. Atlantic Records Vice-President Jerry Wexler negotiated the deal.

## Hickory Cuts Monaural \$\$

NASHVILLE—Hickory Records has lowered its recommended retail price for monaural long-play recordings from \$4.79 to \$3.79.

Hickory and merchandise and promotion manager W. D. Kilpatrick notified distributors that their cost for monaural albums would be reduced accordingly.

Kilpatrick said the decision to cut monaural prices came as a result of large reorders for the label's new Roy Acuff country album, "Roy Acuff Sings Famous 'Opry' Favorites" and over-average sales of three Donovan LP's.

Hickory's price for stereo albums will remain unchanged. Kilpatrick said the firm hopes to encourage rack jobbers and retail dealers to continue stocking monaural albums.

## Big Kahoona Team Goes Different Ways

NEW YORK — The production team of Big Kahoona Productions has split up after about two months of operation. Bo Gentry and Richie Cordell, who produce Tommy James and the Shondells for Roulette, will retain the Big Kahoona firm name. Jerry Kasenetz and Jeff Katz, who produce the Ohio Express and other groups, will form a separate firm.

## Col. Tinseling Its Promotion Drive on Yule Singles, LP's

NEW YORK — Columbia Records is heightening its Christmas drive on singles and albums. In the singles field, Columbia has prepared a special kit for radio stations to promote its Christmas catalog, and in the album field, the label is putting special stress on "Jim Nabors Christmas Album" and "Ed Sullivan Presents Music of Christmas."

The singles kit, which packages 10 records and 20 selections, is being sent to 3,200 pop, r&b and country stations around the country. The kit is packaged in a special Christmas mailing box adorned with a "Happy Holiday" sticker. A letter introducing the kit to radio program director is being inserted in each package. Artists represented in the kit are Andy

Williams, Andre Kostelanetz, Patti Page, Ray Conniff, the New Christy Minstrels, the Brothers Four, the Regency Choir, the Philadelphia Brass Ensemble, the Mormon Tabernacle Choir, and the New York Philharmonic.

Columbia is banking on the article about Jim Nabors in last week's issue of Time magazine to add sales spark to the "Jim Nabors Christmas" album. Time details Nabors' success in television, nightclubs, and on Columbia Records and credits his appeal to his "country-bumpkin" charm.

The long-time popularity of Ed Sullivan's CBS-TV show is expected to rub off on sales for the "Ed Sullivan Presents Music of Christmas" LP. The album (Continued on page 10)

## NEWS REVIEW

## Roselli Serves Up Menu of Fine Italo-American Fare

NEW YORK — Jimmy Roselli was in his best Italo-American form at the Capacabana opening Thursday night (9). Leaning heavily on a pop Italian repertoire, and spicing the performance with his saloon songs from his United Artists albums, Roselli had the audience with him all the way.

And, in true Copa tradition, he paid tribute to the non-Italian ethnic groups with "When Irish Eyes Are Smiling" and "My Yiddish Mama."

Roselli peppered his Italian numbers with English asides,

and pulled the linguistic switch with the American songs.

His wholesome boy-next-door quality registered with a couple of Jolson numbers—"Dixie Melody" and "Sunny Boy," and with a rousing "Mame." Roselli has gained the reputation as a saloon singer, and the term is not a putdown. As a saloon singer, he ranks with the very best. The act is admirably geared to a Copa audience, and his material sits well with the non-psychedelic majority.

AARON STERNFIELD

## 'Easy Listening' Chart Easy Score for Writers

NEW YORK — The songwriting team of Larry Kusik and Eddie Snyder view Billboard's Easy Listening chart as "a chart of a different color." "Easy Listening," to them, is a long green groove with steady disk jockey play over a maximum period and stronger performance credits to boot.

Kusik and Snyder also indicated that, on this basis, there is a noticeable trend in artists and repertoire and production circles to use Billboard's "Easy Listening" survey as a guide to future album packaging where steady play and a longer ride are prime objectives.

Kusik and Snyder can talk with authority about the ef-



Snyder-Kusik cut with easy listen EDDIE SNYDER, seated, and Larry Kusik.

## White Front Will Back Pop Fests

LOS ANGELES — To promote its record department, White Front, 24-store discount chain, will sponsor pop concerts here, Nov. 19, and in San Francisco, Saturday (18).

Tickets to the pop festivals are free, with the purchase of any Warner Bros. or MGM stereo album.

The rock concerts will feature the Association, the Animals, Everly Brothers, the Who, Sunshine Co. and Sopwith Camel. Sam Riddle will produce and emcee the show. Each group will perform at the Hollywood Bowl (18,000-seat capacity) and at San Francisco's Cow Palace (11,000-seat capacity).

fectiveness of Billboard's "Easy Listening" chart because they are No. 2 in the current issue with "When the Snow Is on the Roses," recorded by Ed Ames on RCA Victor; in the No. 3 spot with "More Than a Miracle," recorded by Roger Williams on Kapp, and have another potential high-rider with "Cuando Sali De Cuba," recorded by the Sandpipers on A&M Records and listed No. 13 this week.

The team has made middle-of-the-road action something of a specialty with past successes like "Games That Lovers Play," "People Like You" and "Making Memories." They are now working on five new songs, all projected to keep their current action going. Their songs are published by The Big 3 (Robbins-Feist-Miller).

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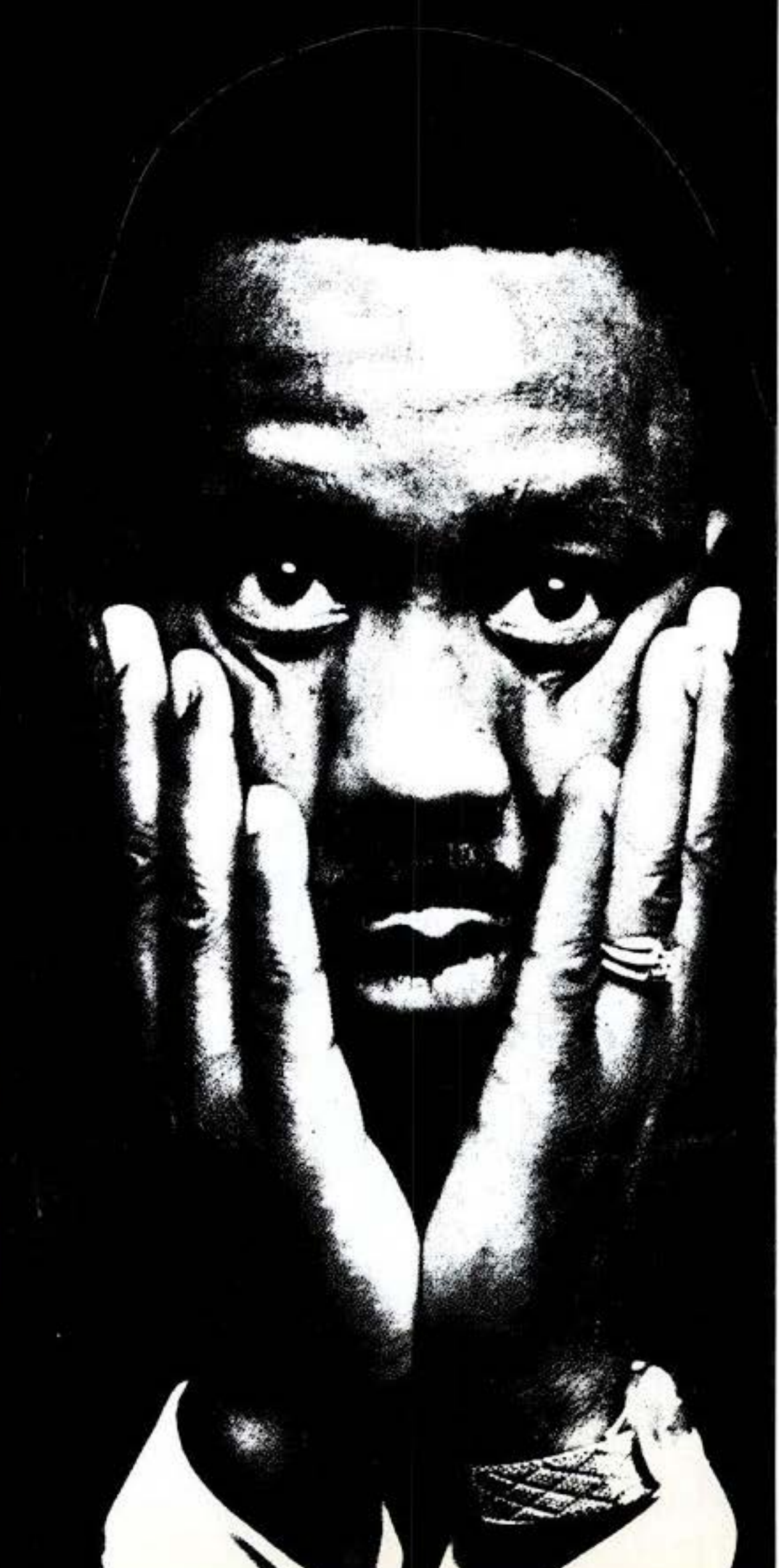
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**A&M 883**

from the great album

**A DAY IN THE LIFE**

**A&M 3001**



# Market Quotations

As of Noon Thursday, Nov. 9, 1967

NAME	High	Low	Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
Admiral	38	20 1/4	534	21 3/4	20 1/4	20 1/4	- 3/4
American Broadcasting	102	72 3/4	168	76 1/2	73 3/4	74 1/4	-2 1/4
Ampex	40 3/4	22 3/4	1235	33 1/2	31 1/2	33 1/2	+ 1 1/2
Audio Devices	30 3/4	21 3/4	245	27	22 3/4	25 3/4	+ 3 3/4
Automatic Radio	25 3/4	3 1/4	2308	25 3/4	20 1/2	21 3/4	+ 2
Automatic Retailer Assoc.	80	51 3/4	83	75 3/4	74	74 3/4	+ 3/4
Avnet	53 1/4	16 3/4	2544	53 1/4	47 3/4	52 3/4	+ 1 1/2
Cameo Parkway	55	2 3/4	180	45 1/4	41 1/2	42	- 3/4
Confiteen Corp.	28 3/4	20 1/4	163	20 3/4	20 1/4	20 3/4	+ 1/4
CBS	76 3/4	49 3/4	1351	53	50 1/4	51	+ 3/4
Columbia Pic.	56	33 1/2	97	49 3/4	47 3/4	49 3/4	- 3/4
Consolidated Elec.	57 3/4	36 3/4	217	38 3/4	37 1/4	37 3/4	- 3/4
Disney, Walt	114	75	141	113 3/4	107 3/4	110	-2
EMI	57 1/2	3 1/2	122	5 3/4	4 3/4	5 1/4	+ 1 1/2
General Electric	115 3/4	82 1/2	377	103 3/4	99	101 3/4	+ 1 3/4
Gulf + Western	64 3/4	30 3/4	1368	54 3/4	51 1/4	52	Unch.
Handleman	50	17 1/4	197	45 3/4	42 3/4	43 3/4	-3
MCA	65	34 1/4	126	65	60	62 3/4	+ 1 1/4
Metromedia	66 1/4	40 3/4	376	54 1/4	50 3/4	51 1/2	-1
MGM	64 3/4	32 3/4	469	60 3/4	55 1/2	57 3/4	-2 3/4
3M	93 1/2	75	155	87 3/4	84 3/4	85 3/4	-1 1/2
Motorola	146 1/2	90	555	134	125 1/4	129	-3 1/4
RCA	65 1/2	42 3/4	2590	61 3/4	57 1/4	58 1/4	-2 1/4
Seeburg	24 1/2	15	829	21 1/2	19	20 1/4	-2
Trans Amer.	47 3/4	28 1/2	528	45	43 3/4	45	+ 1 1/2
20th Century	59 1/2	32 3/4	528	50 3/4	46 1/4	46 1/2	-3 3/4
WB	41 1/2	19 1/2	564	39 3/4	36	37 3/4	+ 1 3/4
Wurlitzer	36	18 1/4	388	31 3/4	25 1/4	26 3/4	-2 3/4
Zenith	72 1/4	47 3/4	1298	66 3/4	61	61 3/4	-4 3/4

## OVER THE COUNTER\*

As of Noon Thursday, Nov. 9, 1967

	Week's High	Week's Low	Week's Close
GAC	8 3/4	8 1/4	8 3/4
ITCC	12	11	11
Jubilee Ind.	9 1/4	9	9
Leor Jet	16 3/4	15 3/4	15 3/4
Merco Ent.	15 3/4	15	15 1/4
Mills Music	34	32 3/4	34
Orrtronics	6	5 3/4	6
Pickwick Int.	15	13 1/2	13 3/4
Telepro Ind.	3	2 3/4	2 3/4
Tenna Corp.	9 1/2	9 1/4	9 1/4
National Mercantile	12 3/4	11 1/2	12

\*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.

## MGM Profits Soar to Peak — Cite Sales, Global Growth

NEW YORK — A 44 per cent increase in sales and "outstanding" growth of its overseas operations have contributed to the "highest profits in the

20-year history of MGM Records," Robert H. O'Brien, president and chief executive officer of Metro-Goldwyn-Mayer, announced last week. Mort Nascif is president of the record company.

In all, the MGM corporation racked up \$14,029,000 in earnings, which represented a 37 per cent increase over a year ago, O'Brien announced in his annual report to the stockholders. Per share earnings were \$2.50. The firm suffered a pre-tax loss of \$31,779,000 in 1963, but O'Brien said that "careful planning and effective follow-through by an efficient operating team has enabled us not only to turn the company around, but to establish a stable pattern of growth." Total gross income was the highest since 1946.

He said The Big 3 (Robbins, Feist, and Miller in which MGM has a 62 per cent stock interest) achieved new highs in domestic royalties, international revenues, and music print sales. ASCAP performance fees, the major source of income, were up 20 per cent.

Two of the record successes mentioned by O'Brien were the soundtrack of "Doctor Zhivago" and the original cast album of "You're a Good Man, Charlie Brown."

## Dividend OK'd By CBS Board

NEW YORK—CBS's Board of Directors has voted a 35-cents-a-share dividend payable Dec. 8 to shareholders of record at the close of business on Nov. 24, and a stock dividend of 2 per cent payable Dec. 20 to shareholders of record also at the close of business on Nov. 24.

No fractional shares will be issued in connection with the dividend. Shareholders will receive non-transferable order forms for their fractional interests. The directors also voted a dividend of 25 cents a share on preferred stock payable Dec. 29 to shareholders of record at the close of business on Nov. 24.

## Lulu Disk a Lulu

NEW YORK — Lulu's first Epic single, "To Sir, With Love," has received a gold record from the RIAA for sales of more than 1 million copies.

## Club N. Y. Country Strong-Spot

NEW YORK — The Nashville Room, country music's showcase on the Big Apple, is now operating in the black. This is a matter of historic import—for it marks the first time that country artists have made an impact in the New York market. With proper exploitation there could be impressive side-effects; namely—the development of the New York area as a market for the sale of recorded country product. Proper promotion and exposure has already tipped the scale in other large metropolitan areas, notably Chicago, where WJJD's country format has been instrumental in educating the populace. Possibly the efforts of WJRD here is now beginning to bear fruit, and Lazar Emanuel, WJRD chief, is to be commended.

Current show at the Nashville Room stars Bill Anderson and Jan Howard, two great Decca attractions. They delivered a smash show Nov. 7, and its greatest charm was the fact that it was strictly country: the songs, the arrangements and the performances were genuine. All of which proves the point that a big city audience today is hip enough, musically, to appreciate this rich vein of American music.

Anderson, who is in the tradition of the great writer-artists, was backed by his Po' Boys, featuring Jimmy Gately. The latter scored a triumph with his great country fiddling ("Orange Blossom Special") and singing; and he established an audience rapport which was then solidified by Anderson and Jan Howard.

Miss Howard followed Gately, delivering "Gentle on My Mind," "You Don't Know Me," "Evil on Your Mind" and many others—a combination of current and standard material. Anderson closed with a wide assortment of tunes, many of them his own. Included were "Still," "I Love You Drops," "The Golden Guitar." A highlight of the show was a series of duets—in the great country tradition—by Miss Howard and Anderson.

The show was opened by the Nashvillians, a solid country combo. Lee Arnold, WJRD program director, emceed graciously. Surprise star was Decca's Syd Goldberg, who firmly directed much of the show from

a ringside seat—calling out his requests by record number rather than song title. The acts were afraid to deny him.

In addition to Decca executives Goldberg, Marty Salkin and Lenny Salidor, the audience included a lavish sprinkling of tradesters, including CMA president Hubert Long, Columbia's Jack Loetz, booker Jolly Joyce and many more. Fender guitar received many plugs.

PAUL ACKERMAN

### Pride a Hit

Without varying from the traditional approach to country music, Charlie Pride reaches for and attains a different aspect to each and every song. For example, at the Nashville Nov. 1 he brought "Kawliga" a fresh life with the yip of an Indian at the end of the chorus. He followed this up with a tension-crackling version of "Distant Drums."

Other standards Pride put his special touch on included "Folsom Prison Blues," "Lovesick Blues," "Crazy Arms," and "Your Cheatin' Heart." His treatments of "Green, Green Grass of Home" and "Fugitive" were also

excellent, although the latter lacked the guitar peaks that set the hit version apart. Let you think that Pride depends strictly on the material of others, it should be pointed out that his biggest number of the night was the record that first brought him fame—"The Snakes Crawl at Night." His current hit, "Does My Ring Hurt Your Finger?" was also a highlight of his show.

CLAUDE HILL

### Dudley Scores

Leading off the double bill of Pride and Dudley at the Nashville Room, Mercury's Dave Dudley came on strong, sticking basically to his recorded hits. His robust and deep vocal quality was heard at its best in "Two Six Packs Away," "Truck Driving Son-of-a-Gun," and "Six Days on the Road." Dudley's easygoing, relaxed style and his obvious enjoyment for performing, captured the Nov. 2 audience, invoking two encores. Dramatically, he offered a song based upon the Vietnam situation which proved a stirring piece of material and sent Dudley off stage with wild applause.

DON OVENS

## NEWS REVIEW

### First Edition Front-Page Act That's Fit for Press

NEW YORK—The First Edition, four folk-rock refugees from the ranks of the New Christy Minstrels, sparked their opening at the Bitter End Cafe Wednesday (8) with a punchy and pungent mix of the can't-sit-down-sound, folk and blues.

Driven by the beat of Mickey Jones, formerly with Trini Lopez, Johnny Rivers and Bob Dylan, the First Edition cleverly blended the commercial rumble of hard rock with the sensitive soft-sell of Thelma Camacho—and some peppery musical humor. "Just Dropped In" and "Michaelangelo," cheery tantrums of lyric wit, were sandwiched around "I Get a Feeling," which moved sleepily through haunting spells of moody blues.

### ABC to Record 'Henry' Cast LP

NEW YORK — ABC Records will record the original cast version of "Henry, Sweet Henry" here Sunday (12). The musical, starring Don Ameche and Carol Bruce, opened on Broadway last month. ABC has already released a single of the title song by the Barry Sisters and has signed Alice Playten to an exclusive recording contract as a result of her press notices. Miss Playten's first single is the title song and "Poor Little Person," which she sings in the show.

### Lucarelli Suit Vs. Cameo Dismissed

NEW YORK—The \$5 million suit brought by Lucarelli Enterprises, Inc., and Emanuel Lester against Cameo/Parkway Records, Allen Klein and Abbey Butler has been dismissed with prejudice in U. S. District Court here.

Judge Sylvester Ryan, in his decision, said: "After two opportunities to plead their case, if they have any, we feel that it would serve no further purpose to give further leave for service of a second amended complaint."

"Church Without a Name," Mike Settle's impressions of a discotheque, hinted strongly that the First Edition will be a best seller.

The First Edition—Mike Settle, Thelma Camacho, Terry Williams and Ken Rogers—are featured on a new Reprise LP, and with a single, "I Found a Reason." They will appear at the Bitter End through Nov. 20, where Peter, Paul and Mary began their climb and where Bill Cosby rose with the help of a friend, Mike Settle.

ED OCHS

### IN-FORMER In

NEW YORK — Morry Wax, local promotion man and publicist, this week introduced "The IN-FORMER," a device to keep radio programmers and disk jockeys informed about the status of a given record.

The device is a one-inch by seven-inch strip with an adhesive back designed to fit a standard 45 r.p.m. jacket. Listings are provided to check trade paper chart action, tip sheet information and radio play. Unlike notes, which are often lost, the "IN-FORMER" accompanies the record to the music meeting.

The device is available to record promotion people, with their own logo, through the Wax office here.

### STONES GATHER A NEW DEPTH

NEW YORK — London Records will add another "dimension" to the Rolling Stones' next album.

The package, which is decorated with psychedelic shapes and designs, features a full color three dimensional picture of the quintet centered on the front cover. The flicker-type portrait is produced by Pictorial Productions of Mount Vernon, N. Y. Title of the album, which will be released at the end of this month, has not been disclosed by London Records officials.



stereo LIVE FOR LIFE • ORIGINAL MOTION PICTURE SOUNDTRACK • UNITED ARTISTS UAS 5165



ORIGINAL MOTION PICTURE SOUND TRACK

# LIVE FOR LIFE

(VIVRE POUR VIVRE)

Music by  
**FRANCIS LAI**  
composer of  
"A MAN AND  
A WOMAN"



STEREO UAS 5165 HIGH FIDELITY UAL 4165

*Next Number One Sound Track Album  
in The Nation*

From



# Record Companies Studio Spree

• Continued from page 1

new studios. John Abdor is building new studios in Dallas. Independent record producer Don Schroeder is building his own studios in Pensacola, Fla. Stan Lewis, head of Jewel-Paula Records in Shreveport, La., has new studios in the works. Mel Collins of Giant Records in Chicago has studios nearing completion. A&M Records has studios being constructed in the sound stage on a LaBrea Avenue film studio lot in Los Angeles. RCA Victor is planning one of "America's largest and most modern studios specifically designed for sound recording" in its new office building under construction at 1133 Avenue of the Americas here.

## Ardent Opens

Fine Recording Studio in New York is installing new equipment. John Fry has just opened Ardent, a new 8-track (the first) studio, in Memphis.

Doug Hawkins, chief engineer at Mercury Records who designed its entire new layout, pointed out that it was very difficult to get studio time in New York and in Nashville. "It was so difficult, we had to build our own." Charlie Fach, director of recorded product for the label, said the problem was also bad in Los Angeles.

The new Mercury set-up includes two studios, each with separate isolation rooms. One complete floor will be devoted to 12 cutting rooms for re-recording and mastering of both tape and records, plus production activity for Mercury's tape cassette production, which it does for itself and 14 other labels. Mercury is set up with one 8-track and two 4-track systems.

Decca Records remodeled its studios at a cost of more than \$750,000 and has been using them about six months. In addition, a new 8-track facility with 24 microphones is being completed. There is also complete facilities for 4-track, 8-track and cassette cartridge mastering. Wallace L. Barake, executive engineer, heads an engineering staff of 20. They can produce everything right down to the final master in stereo or monaural.

## Time the Problem

The problem in most studios is time. Often, you have to book time far in advance. In Nashville, one of the major complaints is that you have to book not only in advance but leave the studio immediately when your time is up to make way for the next customer.

Muscle Shoals, a discovery

of Jerry Wexler, vice-president of Atlantic Records, has since turned into an extremely hot recording center. In fact, Rick Hall is building another studio beside his present one to accommodate customers. At present, if you want to record in the Muscle Shoals area, "you have to book way in advance," said Gene Kent of Jewel-Paula Records. The label has been recording in various locations, but president Stan Lewis is planning his own in Shreveport.

Chess Records in Chicago has had its new studios in operation several months, but is installing stereo master cutting channel equipment now and will be going 8-track within the year.

MGM Records has been renting studio time and paying quite heavily for the privilege. Val Valentin, chief engineer, said last week that he will have one of his own eventually.

Goodway Records has just opened new studios in Philadelphia. Most of these new studios feature the finest in equipment. As Vincent Liebler, chief engineer at Columbia Records said, "At one time, we did everything in monaural. Then came three-channel and four-channel. Now, if you don't have eight-channel equipment, you're nobody."

# Undergrounders Flying High

• Continued from page 1

product and that specific locations which showcase this type of act are located across the nation. These are such spots as the Fillmore and the Avalon in San Francisco and the Cafe Au Gogo in New York.

The Atlantic underground product is on the firm's Atco line and includes such chart makers as the Vanilla Fudge, the Cream, and the Buffalo Springfield. A lot of other albums on the charts

may or may not be regarded as "underground," depending upon one's specific point of view. Atco's Bee Gees, Elektra's The Doors (on the chart with two packages in positions three and four), Verve's "Mothers of Invention, Mainstream's Big Brother and the Holding Company, Reprise's Jimi Hendrix Experience, Liberty's Canned Heat, Vanguard's Country Joe and the Fish, and Verve's Velvet Underground & Nico, and Tower's Pink Floyd.

When does an underground group surface? As yet this is a moot question.

# AGAC Making Pitch for Writers

• Continued from page 1

ducted from future royalties. The staff contracts are usually employment-for-hire contracts and the writer or his heirs can never get renewals. (Under an AGAC contract, after 28 years a writer can resell his songs to the highest bidder.)

One of the driving forces in the campaign to enlist the young writers is Ervin Drake, songwriter recently elected to the AGAC council. Drake, who's written many pop hits as well as

the score for the Broadway musical "What Makes Sammy Run," now has "Her First Roman," a musicalization of George Bernard Shaw's "Caesar and Cleopatra" in the works.

AGAC's collections for writers will come to \$2,500,000 this year and has been going up every year. AGAC began collecting for writers in 1959 and to date the collections total \$14 million.

There are now 2,300 writers in AGAC.

# Music Sales Acquires Oak

• Continued from page 1

also includes a series of instruction manuals on such instruments as the guitar, recorder, banjo and blues harp. A star instructor is being prepared.

Oak Publications was formed over six years ago in conjunction with Sing Out magazine, which recently became a co-operative and is not included in the Music Sales deal. The new owner plans to retain essentially the same sales force previously with Oak, which was heavily involved in bookstore and library sales. Oak's editorial staff also will be retained. The main changes under the new set-up will be in shipping and billing, which will be done by Music Sales.

Some of the titles in the Oak Publications catalog which contain what are considered authentic folk material, are "Hard Hitting Songs for Hard-Hit People" compiled by Lomax, "Blues Men" by Samuel Chart-

ers, "Slave Songs of the United States," "Poetry of the Blues" by Charters, "American Favorite Ballads, Tunes and Songs as sung by Pete Seeger," "The Clancy Brothers and Tommy Makem Songbook," "The Coffee House Songbook," "Ballads of the Civil War." Music Sales is also in the contemporary folk field with material of such artists as Joan Baez.

## Columbia Christmas

• Continued from page 6

bum cover features a portrait of Sullivan and his five grandchildren gathered around a Christmas tree. They are the children of Sullivan's daughter and her husband Bob Precht, executive producer of "The Ed Sullivan Show." Also, Ray Bloch, musical conductor of Sullivan's TV show, acted as musical consultant for the album.

The Christmas album is the

## BARTON'S IDEA OF 'FUN CITY'

NEW YORK — Ben Barton, veteran music publisher, has tapped Mayor John V. Lindsay's "Fun City" designation for New York for a song and disk promotion. Barton submitted the title to composer Bobby Gosh and lyricist Sammy Cahn and they produced a song which is being published by Greenbar Music, firm in which Barton is partnered with Kenny Greengrass.

The song has been recorded by the Gary Bruce Singers on B&K Records.

second in a series of "Ed Sullivan Presents" albums on Columbia. The first LP in this series is "Ed Sullivan Presents the Last Two People in the World," an October release featuring the comedy team of Stiller & Meara.



HERMAN D. GIMBEL, left, president of Audio Fidelity, shares some conversation with Eve Nelson, vice-president of sales promotion and publicity for E. J. Korvette, and Tony Cabot, producer of the Audio Fidelity album "Carenvale!" at Mama Leone's.

# Merjoda Bought by Merc.

CHICAGO — Mercury Record Corp. has enlarged its song catalog by 20 per cent with the purchase of Merjoda Music, Inc., a BMI firm established jointly by Mercury and writers John Madara and Dave White in 1963.

In buying out the two writers, Mercury acquires 125 songs, including "You Don't Own Me," "The Boy Next Door," "Cold, Cold Winters," "442 Glen-

wood Avenue," "Mixed-Up, Shook-Up Girl," and "Live It Up."

Mercury publishing division general manager Eddie Mascari said the acquisition was part of a pop catalog expansion plan that also included the hiring of an East Coast representative. This will be done soon. The label recently hired John Rose to cover the West Coast to promote the firm's catalog.

Also, Mercury's ASCAP firm, French Music, Ltd., has just acquired U. S. and Canadian rights to the Argentinian Misa Criola from Editorial Pignal of Argentina, and has approved a Lawson-Gould Music printed choral translation and publication of the score. The Mass was released earlier by Mercury's Philips subsidiary.

# London Enters 3-Nation Deal With Hickory

NASHVILLE—London Records has been licensed to press and release Hickory's recordings in Germany, Austria and Switzerland.

The new licensing arrangement was announced by Hickory officials Lester Rose and W. D. Kilpatrick, who said it would strengthen international distribution for both Hickory and the company's subsidiary label, TRX.

London is also Hickory's licensee in Great Britain.

Arrangements were worked out through Mimi Trepel, London's foreign distribution manager, and D. H. Toller-Bond, president of London Records.

## Aboard 'Dolittle'

• Continued from page 6

featuring "Dr. Dolittle" to hit the market will be in Sweden. Four Swedish singers, Siv Malmkvist, Per Myrberg, Svante Tureson and Fred Akerstrom will be featured on a recording for Metronome. Belgium will follow with recordings by artists including Ryna Pia, Rony Temmer and Jose Thomas.

American cover records to 20th Century-Fox's original soundtrack include artists such as Bobby Darin, Sammy Davis Jr. and Anthony Newley.



F. A. O. SCHWARTZ'S merchandising program for "Doctor Dolittle" products was launched last week at a party attended by, from left to right, Howard Stark, vice-president of ABC Records; Bud Katzel, director of merchandising; Dave Berger, vice-president of ABC's international division, and Steve Morris, liaison between ABC and 20th Century-Fox Records. Soundtrack from "Doctor Dolittle," which opens Dec. 19, is on the 20th Century-Fox label, distributed by ABC Records.

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# SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 120—Last Week, 186

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

## POP SPOTLIGHTS

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

**BOBBIE GENTRY—OKOLONA RIVER BOTTOM BAND** (Prod. Kelly Gordon) (Writer: Gentry) (Shayne, ASCAP)—That "Ode to Billie Joe" million-seller gal meets the "follow-up" problem with ease via this change of pace infectious blues rocker that grooves from start to finish. Strong, steady dance beat supports her compelling vocal workout. Flip: "Penduli Pendulum" (Shayne, ASCAP). Capitol 2044

\***NANCY SINATRA—TONY ROME** (Prod. Lee Hazlewood) (Writer: Hazlewood) (Sergeant, ASCAP)—**THIS TOWN** (Prod. Lee Hazlewood) (Writer: Hazlewood) (Remick, ASCAP)—Two equally potent sides from "Lightnin' Girl." First is the title tune from the soundtrack of the current Frank Sinatra film, and a well-done rhythm item it is. Flip is an exceptional and different concept of her father's current hit which could go all the way to the top for Nancy. Reprise 0636

**DONOVAN—WEAR YOUR LOVE LIKE HEAVEN** (Prod. Mickie Most) (Writer: Leitch) (Peer Int'l, BMI)—Powerful follow up to "There is a Mountain" is this vital lyric message backed by a solid dance beat that should put him right back in the top 10. Well written and performed. Flip: "Oh Gosh" (Peer Int'l, BMI). Epic 10253

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

**PETER, PAUL & MARY—TOO MUCH OF NOTHING** (Prod. Albert B. Grossman & Milt Okun) (Writer: Dylan) (Dwarf, ASCAP)—Dylan wrote this new folk rocker and the trio performs it for all it's worth and the result has to be another top winner for them. Clever, driving blues arrangement compliments the trio to the fullest. Flip: "The House Song" (Pepamar, ASCAP). Warner Bros. 7092

**KING CURTIS & KINGPINS—FOR WHAT IT'S WORTH** (Prod. Tom Dowd & Tommy Cogbill) (Writer: Stills) (Cotillion/Ten East/Springalo, BMI)—The Buffalo Springfield's hit gets a powerful blues instrumental treatment that should have no problem meeting the success of their hit version of "Ode to Billie Joe." Flip: "Cook-Out" (Kilynn Pronto, BMI). Atco 6534

**JANIS IAN—INSANITY COMES QUIETLY TO THE STRUCTURED MIND** (Prod. Shadow Morton) (Writer: Ian) (Dialogue, BMI)—She broke through big with "Society's Child" and that hot sales momentum should continue via this compelling lyric line and another interesting arrangement. Verve Forecast 5072

**JR. WALKER & THE ALL STARS—COME SEE ABOUT ME** (Prod. Holland & Dozier) (Writers: Holland-Dozier-Holland) (Jobete, BMI)—The Supremes' hit of the past serves as powerful wailing blues shout material for the exciting sound of Walker and His All Stars. Chalk up another hot chart winner for the group. Flip: "Sweet Soul" (Jobete, BMI). Soul 3501

**LULU—SHOUT** (Writers: Isley-Isley) (Wemar/Nom, BMI)—Still in the No. 1 spot with her Epic million seller "To Sir, With Love," Lulu comes across powerfully with her exciting revival of "Shout," which was a smash in England some time ago. This one should prove important based upon her new-found success in the States. Flip: "When He Touches Me" (Brookmont, BMI). Parrot 40021

**PHIL OCHS—OUTSIDE OF A SMALL CIRCLE OF FRIENDS** (Prod. Larry Marks) (Writer: Ochs) (Barricade, ASCAP)—The tragedy of today's domestic problems in the streets is set to music in a contrasting honky-tonk arrangement that should put folkster Ochs high on the Hot 100. Flip: "Miranda" (Barricade, ASCAP). A&M 891

**5 STARISTEPS & CUBIE—SOMETHING'S MISSING** (Prod. Clarence Burke, Jr.) (Writers: Burke-Burke) (Kama Sutra/Burke Family, BMI)—The group's move to the Buddah label will meet with play and sales impact via this wailing blues mover right in the teen buying alley. Strong entry. Flip: "Tell Me Who" (Kama Sutra/Burke Family, BMI). Buddah 20

**JACKIE WILSON—THE WHO WHO SONG** (Prod. Carl Davis) (Writers: Jackson-Davis) (Jalynne/BRC, BMI)—**SINCE YOU SHOWED ME HOW TO BE HAPPY** (Prod. Carl Davis) (Writers: Jackson-Smith-Sims) (Jalynne/BRC, BMI)—A topper for "Higher and Higher" is either of these two blockbuster sides. Wilson's in top form as he walls his way through both of these solid rhythm items. Brunswick 55354

**HOLLIES—DEAR ELOISE** (Prod. Ron Richards) (Writers: Hicks-Clarke-Nash) (Maribus, BMI)—This should prove one of the group's all-time biggest hits: Easily identifiable lyric and good rock beat spell smash. Flip: "When Your Light's Turned On" (Maribus, BMI). Epic 10251

**FOUNDATIONS—BARY, NOW THAT I'VE FOUND YOU** (Prod. Tony Macaulay) (Writers: Macleod-Macaulay) (January/Welbeck, BMI)—Currently No. 1 in England, this raucous rocker now on the hit Uni label has the same possibilities for the U. S. Good group sound and top rock material. Flip: "Come on Back to Me." Uni 55038

**CHRIS CROSBY—HIPPIE LULLABY**—The Atlantic disk debut of Bob Crosby's son is a powerhouse for both play and sales. A plaintive lyric and infectious melody aimed right at the young is a natural for today's pop market. Flip: "I Will Wait for You." Atlantic 2455

**RONNIE DOVE—DANCIN' OUT OF MY HEART** (Prod. Phil Kahl) (Writers: Badale-Harma) (Irwin, ASCAP)—**BACK FROM BALTIMORE** (Prod. Neil Diamond) (Writer: Diamond) (Tallyrand, BMI)—Two strong Dove sides with emphasis on the top sing-along ballad loaded with jukebox appeal and right in his hit selling bag. Flip is a powerful rocker penned by Neil Diamond, which could hit with a sales impact as well. Diamond 233

**MELANIE—MY BEAUTIFUL PEOPLE** (Prod. Peter Shekeryk) (Writer: Safka) (H&L, BMI)—Debut of a young New Jersey folkster, composer-performer is a dynamic one that should fast establish her as a top disk seller. Her material, of a positive nature, and her strong reading of it should meet with immediate programming acceptance. Producer Peter Shekeryk has a sure-fire winner. Flip: "God's Only Daughter" (H&L, BMI). Columbia 44349

**EVERY FATHER'S TEENAGE SON—A LETTER TO DAD** (Prod. Inherit Prod.) (Writers: Dean-Marshall) (Bob-Len, BMI)—This teen rebuttal of the Victor Lundberg smash comes off as a well-thought-out answer, performed and arranged in the best of taste. It represents the young idea and should be given equal air time with the original with sales following the same successful pattern. Flip: "Josephine's Song" (RenLeigh, BMI). Buddah 25

**THE EPIC SPLENDOR—A LITTLE RAIN MUST FALL** (Prod. John Boylan) (Writer: Fishbaugh) (Chardon, BMI)—Debut of the new Koppelman-Rubin label, distributed by Capitol, is a happy rocker that should make a big dent on the Hot 100, establishing both the group and label. Good material, strong group sound and loaded with discotheque appeal. Flip: "Cowboys and Indians" (Chardon, BMI). Hot Biscuit 1450

**YOUNG AMERICANS—THE SONG IS LOVE** (Prod. Anita Kerr) (Writers: Dixon-Kniss-Stookey-Yarrow-Travers) (Pepamar, ASCAP)—With Peter, Paul and Mary lending a hand in the writing, plus a top performance of the big group will add up to a hot chart item. A top Anita Kerr production, the number is featured in the group's new film. Flip: "Sunset See My Sadness" (Bright Tunes, BMI). ABC 10998

**IMPROPER BOSTONIANS—GEE, I'M GONNA MISS YOU** (Prod. Bill Walsh & Barry Richards) (Writers: Walsh-Ahern) (Little Guy, BMI)—Plaintive folk-flavored ballad should hit hard and fast in programming and sales. Fine production work and smooth group blend on strong material. Watch this one go! Flip: "Victim of Environment" (Little Guy, BMI). Minutemen 211

### CHART Spotlights—Predicted to reach the HOT 100 Chart

AL HIRT—Ludwig (Tune-Kel/Keder, BMI). RCA VICTOR 9381  
KEITH GORDON—A Teenager's Answer (Palstaff, BMI). TOWER 383  
LETTERMEN—Gala' Out of My Head/Can't Take My Eyes Off You (Vogue/Saturday-Seasons' Four, BMI). CAPITOL 2054

DICK CLARK—Open Letter to the Older Generation (Claridge, ASCAP). DUNHILL 4112  
GARY SCRUGGS—Gentle When You Say the Word (Newkeys, BMI). COLUMBIA 44360

## COUNTRY SPOTLIGHTS

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

**SKEETER DAVIS—SET HIM FREE** (Prod. Felton Jarvis) (Writers: Moyers-Davis-Wilson) (Pamper, BMI)—This is just the right material to put Miss Davis right up at the top of the country chart in short order. Powerful piece of ballad material, half narrated, it's one of her most potent offerings of all time. Flip: "Is It Worth It to You" (Davis, ASCAP). RCA Victor 9371

**WILBURN BROTHERS—I'M LEAVIN'** (Writers: Russell-Finneran) (Sure-Fire, BMI)—The Brothers are in top form with this strong ballad material with a folk flavor and an effective narration. Should hit with immediate play and sales impact. Flip: "Wastin' My Time" (Sure-Fire, BMI). Decca 32225

**RAY GRIFF—YOUR LILY WHITE HANDS** (Prod. Tanridge) (Writer: Griff) (Blue Echo/T.M., BMI)—A happy beat backs a well-done lyric that packs a wallop as performed by the composer that should soar right up there to the top. A hot entry loaded with jukebox appeal as well. Flip: "One of the Chosen Few" (Blue Echo/Ridge, BMI). MGM 13855

### CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

BOBBY AUSTIN—This Song Is Just for You (Central Songs, BMI). CAPITOL 2039  
GENE WYATT—I Stole the Flowers From Your Garden (Lowry, BMI). MERCURY 72732

## R&B SPOTLIGHTS

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

**LAURA LEE—WANTED: LOVER, NO EXPERIENCE NECESSARY** (Prod. Rick Hall) (Writers: Caston-Webber) (Chevis, BMI)—With "Dirty Man" still riding the charts, the wailing blues item should fast top that success and rapidly hit the Hot 100 as well. Strong vocal workout and driving beat. Flip: "Up Tight, Good Man" (Fame, BMI). Chess 2030

**PATTI DREW—WHERE IS DADDY** (Prod. Carone) (Writers: Rendell-Pelaez-Puglisi) (Shapiro-Bernstein, ASCAP)—She hit big with "Tell Him" and this potent blues ballad will carry her farther to the top of both the R&B and Hot 100 charts. This compelling lyric and her reading of it can't miss. Flip: "Sufferer" (Camel Back Mountain, ASCAP). Capitol 2042

**LORRAINE ELLISON—I WANT TO BE LOVED** (Prod. Jerry Ragovoy) (Writer: Bell) (Rittenhouse, BMI)—With equal sales potential for both pop and R&B markets, this wailing soulful performance of a strong blues ballad has smash written all over it. Flip: "When Love Flies Away" (Ragmar, BMI). Loma 2083

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

JIMMY HOLIDAY—The Beauty of a Girl in Love (Metric, BMI). MINT 3208  
B. B. KING—Heartbreaker (ZMC, BMI). BLUESWAY 61011

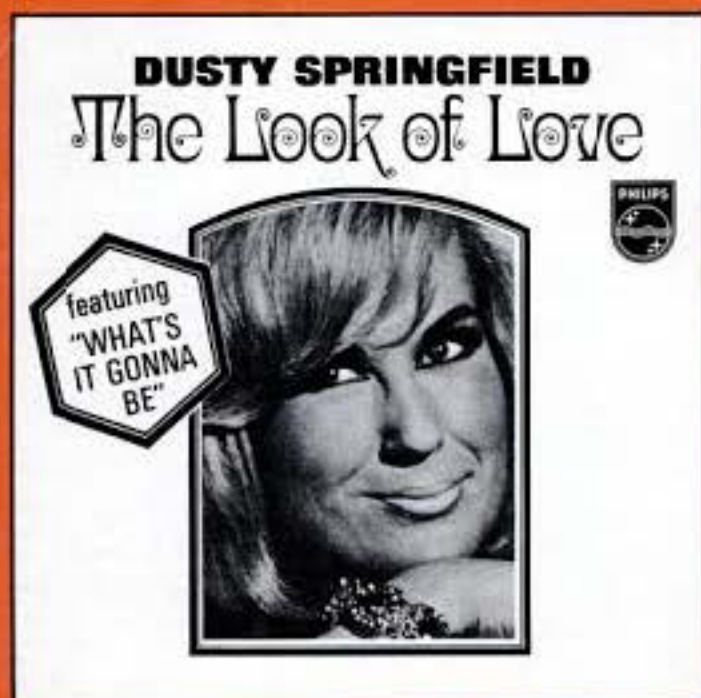
LEMON PIPERS—Green Tambourine (Kama Sutra, BMI). BUDDAH 23  
A SMALL CIRCLE OF FRIENDS—Can I Go (Irving, BMI). A&M 876  
RENEE ST. CLAIR—My Hero (Wiltmark, ASCAP). JUBILEE 5600  
BACHELORS—3 O'Clock Flamingo Street (Prancer, BMI). LONDON 20033  
JOHNNY CRAWFORD—Angelica (Screen Gems-Columbia, BMI). SIDEWALK 932  
SUPERFINE DANDELION—Crazy Tama (Brent/Renda, BMI). MAINSTREAM 473  
BARBARA MASON—Oh, How It Hurts (Blockbuster, BMI). ARTIC 137  
PATTI & EMBLEMS—I'll Cry Later (Norma/Femme, BMI). KAPP 870  
JANE MORGAN—I Promise You (ABC, ASCAP). ABC 31002  
LITTLE DIDON—Like They Do (Helson, BMI). RCA VICTOR 9373  
NOONDAY SOHS—The Sand Man (Combine, BMI). MONUMENT 1037  
PETER COURTNEY—I Don't Need Eyes in the Back of My Head (Sea-Lark Ent., BMI). VIVA 420  
JIM KWESKIN JUG BAND—Minglowood (Peer Int'l, BMI). REPRIS 0624  
SUE THOMPSON—Dear Boy (Acuff-Rose, BMI). HICKORY 1488  
YOUNG SAVAGES—(Shake Me) Can I Be Dreamin' (Frost/Singleton, BMI). ROULETTE 4777  
SERGEN WHITE—The Bird Song (Wormwood, BMI). MONUMENT 1040  
RUBEN WRIGHT—When the World Is Ready (Famous, ASCAP). CAPITOL 2045  
JOHNNY MOFFETT—I Found Joy (Moplog, BMI). CANTERBURY 518  
BOB MONET—A Man (Martin, ASCAP). MURCON 921  
EQUALS—My Life Ain't Easy (Saxon, BMI). PRESIDENT 105  
LYN ROMAN—Born to Lose (Peer Int'l, BMI). DOT 17052  
PEPPINO di CAPRI—Cry. REGALIA 1113

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



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# Jazz Beat

By ELIOT TIEGEL

"This is a very important project for me," Nesuhi Ertegun, Atlantic's top jazz producer explains as Carmen McRae's new single "Live for Life" wafts through speakers in the company's executive dining room. "She's my next project," the label's vice-president adds as Carmen's voice gives way to a solo by flutist Herbie Mann, performing for the first time on a single with another Atlantic artist.

Atlantic has already released one LP by the vocalist, whose previous disk affiliations have included Columbia and Mainstream. Both labels were faced with the same major problem: breaking a hit with this vocalist whom other vocalists call their kind of singer and a craftsman who comes off best at jazz festivals.

Ertegun plans recording Miss McRae's second LP in Los Angeles Nov. 27-29 using charts by four arrangers. Ertegun says no one will mess with Miss McRae's vocal style, but rather the emphasis will be on seeking dynamic material.

Her new single, done in a bossa nova tempo, was arranged by Arif Mardin, an Atlantic producer and major writing force for the Young Rascals and Aretha Franklin. The Turkish arranger has worked with the company four years and according to Ertegun, also a countryman, "he's the best Turkish jazz composer, which is like saying he's the best soccer player in Flatbush."

Mardin's jazz background was developed in Turkey (notes Ertegun: "We all learned it by listening to records") and then he came to America and studied at the Berkeley School of Music in Boston.

Admitting that Miss McRae has never reached her true potential on records, Ertegun is optimistic about the future because his artist has a new manager, Harry Steinman, who apparently is landing his client some choice nightclub bookings. "Can you imagine," Ertegun said, "he checked with me in front of a booking to see if it conflicted with our plans. That's never happened to me in my life."

Ertegun would like to build Miss McRae to the same plateau in the pop-jazz field as Aretha Franklin has climbed in the blues arena, but he feels she will never lure any of Aretha's audience away.

Atlantic's jazz division has been overpowered by the success its r&b/Caucasian rock acts have achieved. Nevertheless, Ertegun feels jazz product is receiving more concentrated promotional support since the company hired 25-year-old former WHAT-FM (Philadelphia) disk jockey Joel Dorn as a staff producer. Dorn, who commutes by train each day from Philadelphia to Atlantic's New York offices and studios, goes out on "promotional" junkets after he's completed an album. He explains his trips as not really being truly promotional but rather to meet with jazz disk jockeys and "hang around people" while spreading the Atlantic gospel.

"To promote jazz," Dorn says, "you have to be emotionally involved with the music." Since June, when he joined the operation, he has cut five LP's with six additional in the works. "We're trying to come up with new frameworks for our artists. Labeling music as jazz is bad. My generation and the generation behind me has open ears. They don't want to know from labels. People just aren't getting locked into musical categories any more."

Dorn has just cut "Rise and Fall of the Third," with pianist Joe Zawinul interpreting William Fisher's composition which draws from Muddy Waters to Ravi Shankar to contemporary rhythms, Dorn explains.

Dorn is cutting a number of unknown performers because "the real joy in recording is finding something new." Among his acts are the new Jimmy Owens (trumpet), Kenny Barron (piano) quintet, Hank Crawford, Rufus Harley, Nat Adderley, Freddie Hubbard, Junior Mance, Roland Kirk, Yusef Lateef, Earl Coleman, Billy Taylor, Jack McDuff and Fathead Newman.

Of all the new acts joining Atlantic in the past year, Charles Lloyd has reaped the most promotion and exploitation because of his trips behind the Iron Curtain—and his now celebrated confrontation with Soviet officials at the Tallin Festival—plus his apparent appeal in San Francisco at the psychedelic light show/rock dance palaces. "Charles is becoming a world artist," Ertegun says. "He's going beyond jazz." Which certainly typifies the Atlantic image.

## Brief Solos

Oliver Nelson's unique score, "The Kennedy Dream," already released on Impulse, gets a Coast

public performance Nov. 22 at Temple Emanuel, Beverly Hills, Calif. The concert marks the fourth anniversary of the President's assassination.

Doug Duke's Place in Rochester, N. Y., carries its jazz policy begun during the summer into the fall. . . . The Long Island Jazz & Stage Band Lab works out Tuesday evenings in Long Beach. . . . Percussionist Big Black, who has been gigging on the Coast, has formed his own group, known as the Big Black African Octet.

The Los Angeles County Board of Supervisors has extended its series of free jazz concerts at the Pilgrimage Theater near the Hollywood Bowl into this month. . . . Don Ellis reported composing a work for his 21-piece band and the Los Angeles Philharmonic. . . . San Francisco's Both/And club is offering patrons a \$10 ticket good for 15 admissions as an audience promotion. . . . The Checkmate is a new jazz room in Seattle.

Jazzmen are among the most elated now that New York's cabaret card law has been abolished. . . . Lou Ganapoler, manager at the Trident, who recently bought San Francisco's Jazz Workshop

from Mrs. Art Auerbach, plans a remodeling program plus the continuation of name jazz attractions. The 11-year-old club had been up for sale by the founder's wife following his death last spring. . . . Traditional Dixieland jazz has found a hard-core following in New York, where a group of buffs have banded together to form the New York Traditional Jazz Club. Membership is \$5. Group's address is 111 Broadway. . . . Veteran trumpeter Howard McGhee is working a 17-piece band around the New York area. . . . Aging trombonist J. C. Higginbotham has been recorded by small Atlanta, Ga., label, Cable, which operates from 4190 Carman Drive. ELIOT TIEGEL

Billboard SPECIAL SURVEY For Week Ending 11/18/67

## BEST SELLING JAZZ LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1		<b>A DAY IN THE LIFE</b> Wes Montgomery, A&M LP 2001 (M); SP 2001 (S)	7
2	2	<b>RESPECT</b> Jimmy Smith, Verve V 8705 (M); V6-8705 (S)	6
3	7	<b>ALLIGATOR BOOGALOO</b> Lou Donaldson, Blue Note BLP 4263 (M); BLP 84263 (S)	7
4	11	<b>EXPRESSION</b> John Coltrane, Impulse A 9120 (M); AS 9120 (S)	5
5	6	<b>WAVE</b> Antonio Carlos Jobim, A&M LP 3002 (M); SP 3002 (S)	5
6	8	<b>DANCING IN THE STREET</b> Ramsey Lewis, Cadet LP 794 (M); LPS 794 (S)	4
7	4	<b>EQUINOX</b> Sergio Mendes & Brasil '66, A&M LP 122 (M); SP 4122 (S)	28
8	3	<b>SERGIO MENDES &amp; BRASIL '66</b> A&M LP 116 (M); SP 4116 (S)	22
9	5	<b>THAT'S LOU</b> Lou Rawls, Capitol T 2756 (M); ST 2756 (S)	12
10	10	<b>DYNAMIC DUO</b> Jimmy Smith & Wes Montgomery, Verve V 8678 (M); V6-8678 (S)	27
11	9	<b>CALIFORNIA DREAMING</b> Wes Montgomery, Verve V 8672 (M); V6-8672 (S)	37
12	14	<b>BRAVO BRUBECK</b> Dave Brubeck, Columbia CL 2695 (M); CS 9495 (S)	9
13	12	<b>A MAN AND HIS SOUL</b> Ray Charles, ABC ABC 590 X (M); ABCS 590 X (S)	4
14	13	<b>BIG SWING FACE</b> Buddy Rich, Pacific Jazz PJ 10117 (M); SF 20117 (S)	20
15	17	<b>BIG BAND SHOUT</b> Buddy Rich, Verve V 8712 (M); V6-8712 (S)	4
16	18	<b>THE SPOILER</b> Stanley Turrentine, Blue Note BLP 4256 (M); BLP 84256 (S)	3
17	19	<b>SWING LOW, SWEET CADILLAC</b> Dizzy Gillespie, Impulse A 9149 (M); AS 9149 (S)	2
18	20	<b>MELLOW YELLOW</b> Odell Brown & the Organizers, Cadet LP 788 (M); LPS 788 (S)	11
19	16	<b>LOVE-IN</b> Charles Lloyd, Atlantic 1481 (M); SD 1481 (S)	15
20		<b>RAVI SHANKAR AT THE MONTEREY INTERNATIONAL POP FESTIVAL</b> World Pacific WP 1442 (M); WPS 21442 (S)	1

## From The Music Capitals of the World

### NEW YORK

The First Edition, Reprise artists, opened a two-week stint at the Bitter End on Wednesday (8). They open at Mr. Kelly's in Chicago on April 1 for two weeks. . . . The Fifth Dimension, Soul City artists, arrive in New York on Monday (13) for a week of radio, TV, newspaper and personal appearances. Future engagements open on Nov. 21 at Leo's Casino in Cleveland, Nov. 27 at the Club Venus in Baltimore, Dec. 11 at Chicago's Playboy Club, Dec. 22 at Caesars Palace in Las Vegas, New Jersey's Latin Casino on Jan. 29, Edgewater Beach Hotel in Chicago on May 20 and the Copabana on June 6. The group tapes the Mike Douglas Show on Dec. 6 and will appear on the Ed Sullivan Show on Jan. 28. . . . Epic artist Donovan has retained Harold Rand & Co. as his American publicity representative.

The Kai Winding Quintet plays

from Mrs. Art Auerbach, plans a remodeling program plus the continuation of name jazz attractions. The 11-year-old club had been up for sale by the founder's wife following his death last spring.

Traditional Dixieland jazz has found a hard-core following in New York, where a group of buffs have banded together to form the New York Traditional Jazz Club. Membership is \$5. Group's address is 111 Broadway.

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Shepherd's from Nov. 13 through Dec. 4. . . . Beverly Ann, RCA Victor artist, has been named an honorary citizen of Huntsville, Ala. . . . A son, Adam Johns, on Oct. 28 to Artie Rapp of Kama Sutra and his wife Phyllis. . . . Alexander's Rock Time Band signed a production deal with CBC Enterprises. . . . Steve Mills, new producer of the weekly Tuesday night hootenannies at the Bitter End is looking for new talent. . . . MGM Records' Every Mothers' Son will perform after a Baltimore Bullets home game on Nov. 22. . . . Heavyweight contender Jerry Quarry and his sister Dianna to Greengrass Productions. Ed Cobb will handle a&r on "True Love," their debut disk. . . . Peter Phillips of Keith-Prouse Music Firms of London is in New York for business meetings with Paul Tannen's Ridge-Natson-Port Music Firms.

The Four Seasons, Philips' artists, play the Eastman Theater in Rochester, N. Y. on Dec. 2. They will appear on the Dec. 5 Red Skelton Show. . . . Vanguard artist Joan Baez plays the Penn Theater in Pittsburgh on Friday (17) and the Masonic Auditorium in Detroit on Sunday (19). . . . MGM's Roy Orbison is on a tour of Western Canada. He next will tour Europe, including TV stints in England, France and Italy. . . . Neil Diamond, Bang Records artist, appears at Chattanooga's City Auditorium on Saturday (25). . . . Capitol's the Lettermen play Denver and Albuquerque the second week of December ending a 21-week tour. The group will tape the Hollywood Palace on Jan. 8. . . . Gary Grant sings Cy Coleman's "Christmas Lullaby" on Firestone's Christmas LP due from Columbia.

Eddy Arnold plays Philadel-  
(Continued on page 62)

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SR 61141/MG 21141



Mercury Records/A Division of Mercury Record Productions, Inc./Vendor: Mercury Record Corp.

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# Musical Instruments

## Sheet Music Sales Ideas

First in a series.

CHICAGO—"The business of selling popular sheet music is penny ante unless you specialize," said Robert Blecker, of Blecker Music Co., Toledo, Ohio, at last year's Music Show.

"I have set up a separate store for the sheet music business, for you can tie up too many sales people with sheet music customers when they should be handling the instrument customers. We sponsored a Fred Waring concert here and afterward a music instructor came in wanting the music to 'Speak Up.' He swore it was on the program. After an hour's hunting we finally discovered that the song was really called 'Answer Me.'"

It takes a special type sales person to handle the sheet music customer, and the Music Publisher's Association of the United States offers the following tips on obtaining him.

"Music-selling is a personalized business," says the Association, "much more so than the selling of ladies' ready-to-wear, petroleum products or stocks and bonds. Music, to the individual purchaser, has either great value or no value at all. The function of the music salesman should be to find the right music for the right performer. Retail music personnel must, therefore, be selected with this qualification in mind.

### Qualifications

The group suggests that the music salesman should have these qualifications: "... be bright and alert. He must be ready to ask questions in

order to evaluate the customer's needs; then he will not make the mistake of trying to sell boogie-woogie to the customer who prefers Bach. He must try to establish a friendly, co-operative spirit. . . . He should like people and have a resilience which will enable him to use tact in handling the grouchy or unreasonable customer."

The Association does not say the salesman should be a musician, but it is an advantage for the clerk to be able to pronounce an Italian or French title or be informed sufficiently about pop music to know hit music by the group that recorded it.

### Incentives

Though the dealer, says the Association, may be sure that the dedicated sheet music sales person is interested in more than financial reward, the dealer should see that "such a sales person is compensated as well as his sales record and the condition of his business will permit." In some stores, a commission on sales is used. Other dealers use prize contests with a cash reward to sales persons who offer the best merchandising ideas.

The Association also suggests that a monthly sales meeting, preferably over dinner, can be "the means of promulgating improved merchandising ideas and at the same time cementing a sound organization."

Said Blecker, "Sheet music sales can be good with good sales help."

To be continued next week.



DRUM CYMBALS, guitars and a sign for music lessons decorate the back wall of Tempo Music Center in northwest Chicago. Wally Preissing, manager, stands near the guitar case.

### New Reeds

LOS ANGELES—The LaVox Corp., Sun Valley, Calif., has added new alto and bass clarinet reeds to its line of saxophone and clarinet reeds. The new reeds are in five strengths, ranging from soft to hard.



ACCESSORIES SHOWCASE contains the items which make up one-fourth of Tempo Music Center's total business. The retail outlet is primarily a record store.

### Band Positioner

COLUMBUS, Ohio—Gerald T. Snyder, a Mifflin high school instrumental music instructor, has been granted a patent of a device to be used in determining band member positions in any kind of alignment, saving persons in charge of drills, formations, entrances and military training hours of detail work. Worthington Products Co., 2383 Linden Avenue, has been designated as manufacturer of Snyder's invention.



STAN COMPTON, vice-president of Fender Guitars, chats with RCA Victor artist Norma Jean. Miss Jean was one of the performers during the Fender show last week in Nashville at the country music convention.

### New Hammond San Diego Store

LOS ANGELES—Hammond Organ Co., manufacturer of Hammond organs and pianos, opened a new Hammond Center retail outlet Monday (13) in San Diego.

Glen Hodson, a former national sales manager for Hammond Organ, said the store will carry a complete line of Hammond organs and pianos and be patterned after other Hammond studios-retail outlets in Escondido, Pasadena, Whittier, Glendale and Corona del Mar.

Hodson believes the organ-piano retail market today is healthy, especially in organ sales. "Organ sales have reached \$175 million annually," he says. "Pianos exceed organs in unit sales but not in dollars, because the average organ costs more than a spinet piano."

### King Featured

CLEVELAND — King Musical Instrument Co. was featured in a full-color spread recently in "Wonderful World of Ohio," this State's tourist magazine. The article reported that King has added 64 types of instruments to the first trombone made by founder Henderson N. White in 1893.

### Blazers Endorse

LOS ANGELES—Dyke and the Blazers, who have a hit, "Funky Broadway," have signed an endorsement of product contract with the Vox guitar and amplifier division of Thomas Organ Co. The group joins the Beatles, the Animals, Paul Revere and the Raiders, the Monkees, the Seeds, the Strawberry Alarm Clock and the Box Tops as Vox users.

### New Reeds

LOS ANGELES — The LaVox Corp., Sun Valley, Calif., has added new alto and bass clarinet reeds to its line of saxophone and clarinet reeds. The new reeds are in five strengths, ranging from soft to hard.

## Instrument Accessories Hot in Record Outlets

By JERIANNE ROGINSKI

CHICAGO — Instrument accessories are very good items for record shops, according to Wally Preissing, manager of two Tempo Music Centers and Arlington Radio, three suburban stores.

"Over 45 per cent of our total business comes from instruments, accessories and sheet music and I would say accessories contributes half of this," Preissing said. "Competition is fierce on big name guitars. Accessories are much easier to sell. People are always looking for a convenient place to buy them."

Preissing said his stores carry accessories for guitars, woodwinds, brass and percussion instruments. "We try to carry as many accessories as we can, the more the better. All the items sell."

Both Preissing and his father were former musicians, an asset as far as instrument accessories are concerned. Preissing feels these items do require some knowledge, but they are less complicated to handle than the instruments themselves. He suggests to anyone entering the business to order from name-brand sources. Usually acces-

sory buyers are musicians who know what they want, where many instrument buyers are first-timers.

A full line of music method and songbooks are carried by the stores Preissing manages. "I always throw in an instruction book with a guitar sale. We also offer a discount on sheet music and books to teachers."

Preissing provides music lessons to his customers through music teachers and musicians in the area but does not get financially involved in maintaining a teaching staff. The customers are referred directly to the teachers. Presently, he has two drum teachers, five guitar teachers, one trumpet teacher and one piano teacher on his referral list. Preissing feels that lessons are a big part of selling instruments.

Most advertising for the three stores is done in local suburban newspapers. Preissing usually mixes records - instruments or records-accessories in his ads. During Christmas, he promotes guitar sales by offering a special price on a guitar-amplifier combination. This makes a good Christmas selling package, he said.



ESPANA GUITARS, DISTRIBUTED by Buegeleisen & Jacobson, introduced this lute-shaped electric guitar at the country music convention in Nashville. Retailing for around \$300, the nylon stringed instrument features a moon-shaped projection with an extra sound hole. Wayne Gray, left, who plays guitar for Tex Ritter, tries the instrument. Darrell Tatum of Big Foot Music in Flint, Mich., and Austin Lempit, right, B & J sales manager, listen in.



WKDA DISK JOCKEYS D. J. Dan and Dave Allen collaborate on Hohner's melodica No. 26. Hohner has included the Nashville station in its pre-holiday harmonica-melodica advertising campaign.

### Hohner Players In World Honors

LEIDEN, Holland—Hohner was well represented among the winners of the recent "Coupe Mondiale" world accordion championship held here.

The new world's champ, Giesla Walther of Germany, played a Hohner-Gola instrument. Second place was won by Sylvia Forest of Austria using the same instrument.

Other Hohner players were Peter Zimmermann of Holland (sixth place), Olive Sargent of Great Britain (eighth place), Werner Weibert of Austria and Rafael Giner of Venezuela.

### Selmer Sales Up

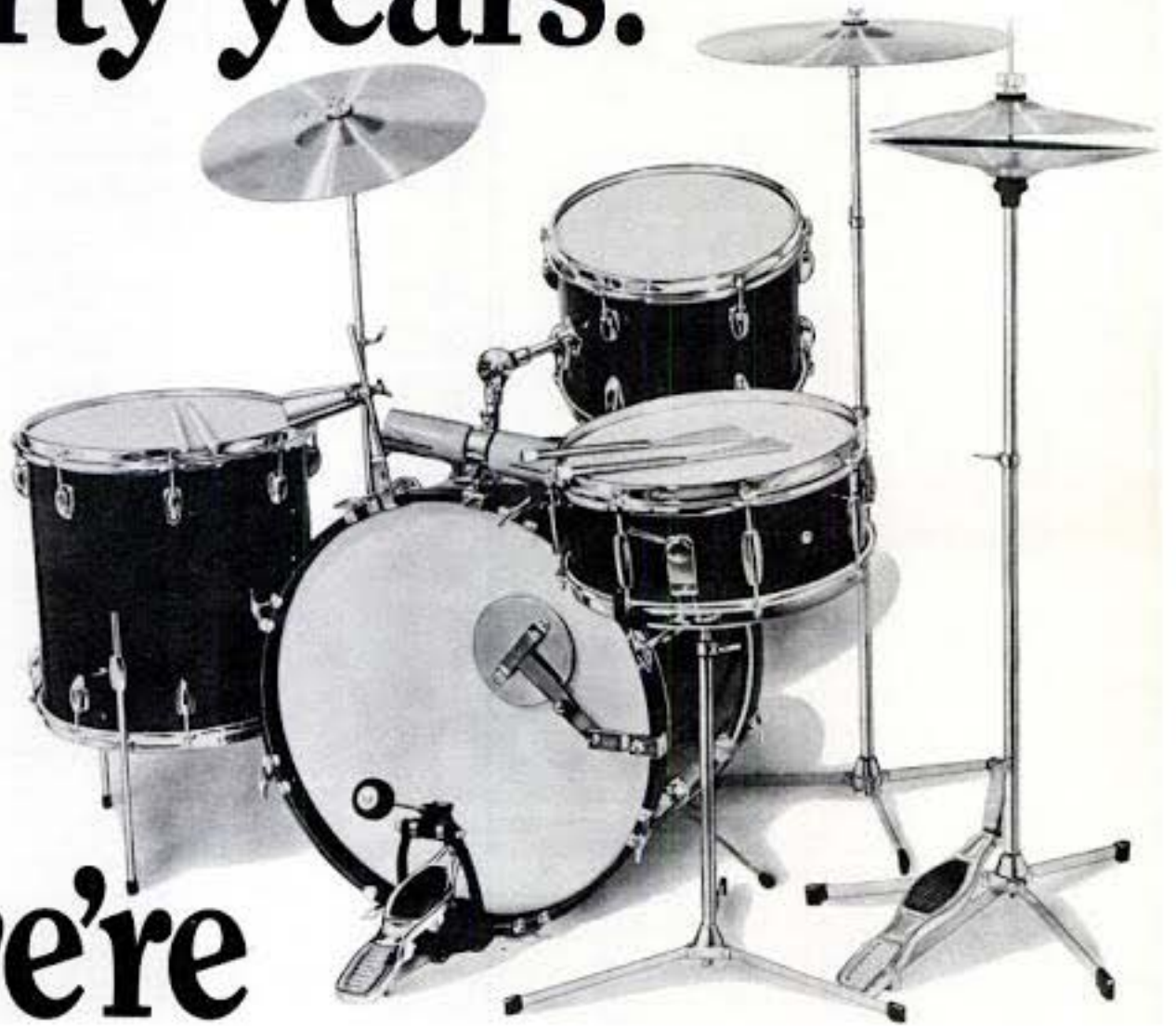
ELKHART, Ind. — For the nine months ended Sept. 30, H. & A. Selmer, Inc., did \$15,096,387 in sales. During the same period last year the company did \$12,994,426 in sales. Earnings were 77 cents per share compared to 66 cents last year.



1968 AMP LINE from Strum & Drum under the Norma brand name ranges in models from six to 50 watts. Shown is the two-channel, reverb-tremelo model, one of three such units in the line. Foot switches are included. A brochure describing the line is available from Strum & Drum, Inc., 3400 N. Kedzie Avenue, Chicago, Ill. 60618.



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And the value isn't.

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HOT 100

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

Record Industry Association of America seal of certification as million selling single.

Table with columns: THIS WEEK, Wks. Ago, TITLE, Artist (Producer), Label & Number, Last Week.

Main chart listing songs and artists with week numbers and star ratings.

Main chart listing songs and artists with week numbers and star ratings.

Main chart listing songs and artists with week numbers and star ratings.

HOT 100—A TO Z—(Publisher-Licensor)

Table listing song titles and publishers/licensors.

Table listing song titles and publishers/licensors.

Table listing song titles and publishers/licensors.

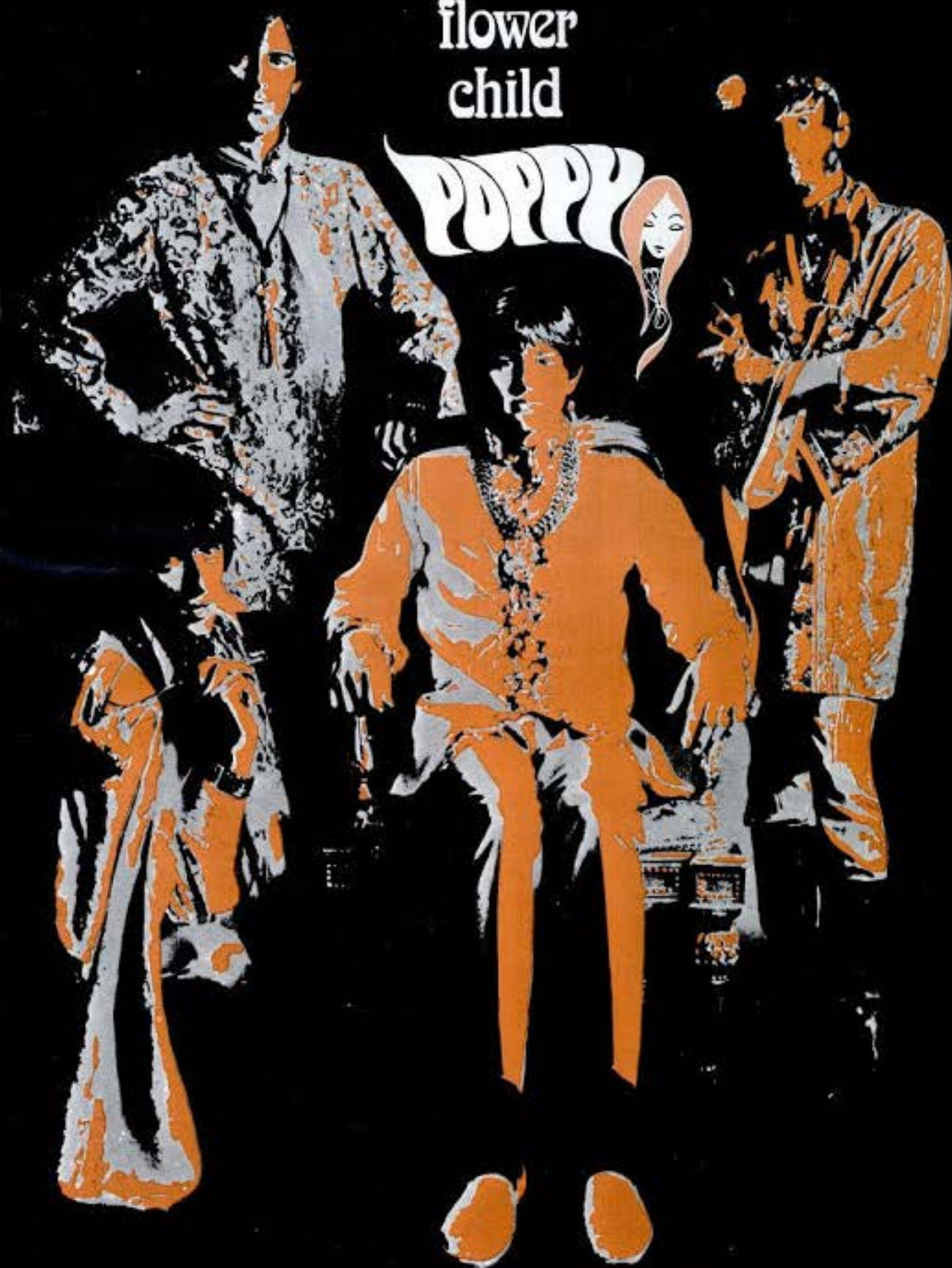
Table listing song titles and publishers/licensors.

Table listing song titles and publishers/licensors.

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100.

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child



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**"NOW THAT I GOT YOU BACK"**

(Groovesville 1008)

**J.J. Barnes**

*Dynamic Delivery*

**"WITHOUT LOVE"**

(Revilot 212)

**Ronnie Taylor**

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## Billboard TOP 40

### EASY LISTENING

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

THIS WEEK	LAST WEEK			TITLE	Artist, Label & Number	Weeks on Chart
	1	2	3			
1	1	3	3	MORE THAN THE EYE CAN SEE	Al Martino, Capitol 3488 (Saturday, BMI)	10
2	2	4	4	WHEN THE SNOW IS ON THE ROSES	Ed Ames, RCA Victor 9319 (Miller, ASCAP)	8
3	3	2	2	MORE THAN A MIRACLE	Roger Williams, Kapp 843 (Robbins, ASCAP)	10
4	4	1	1	IT MUST BE HIM	Vicki Carr, Liberty 33984 (ASA, ASCAP)	15
5	5	5	6	A STRANGE SONG	Harry Belafonte, RCA Victor 9243 (Blackwood, BMI)	10
6	7	7	10	YOU, NO ONE BUT YOU	Frankie Laine, ABC 10983 (Donlan/Sawyer, ASCAP)	7
7	6	10	16	THE LAST WALTZ	Engelbert Humperdinck, Parrot 40019 (Donna, ASCAP)	9
8	8	13	13	I FEEL IT	Peggy Lee, Capitol 9988 (Almo, ASCAP)	8
9	10	11	17	I ALMOST CALLED YOUR NAME	Margaret Whiting, London 115 (Singleton, BMI)	6
10	9	8	8	FOR ONCE IN MY LIFE	Tony Bennett, Columbia 44288 (Siskin & Van Stock, ASCAP)	11
11	11	16	20	TO SIR, WITH LOVE	Herbie Mann, Atlantic 2444 (Screen Gems-Columbia, BMI)	6
12	12	19	21	WHAT A WONDERFUL WORLD	Louis Armstrong, ABC 10983 (Valanda, ASCAP)	6
13	15	22	23	CUANDO SALI DE CUBA	Sandylers, A&M 800 (Miller, ASCAP)	5
14	14	18	34	WAIT UNTIL DARK	Henry Mancini, RCA Victor 9240 (Witmark/Northridge, ASCAP)	4
15	16	25	29	WHEN WILL THE GOOD APPLES FALL	Seekers, Capitol 3013 (Saut, BMI)	5
16	17	33	40	HOLLY	Andy Williams, Columbia 44228 (Claudia, BMI)	4
17	13	6	5	A BANDA	Mark Albert & the Tijuana Brass, A&M 870 (Irving, BMI)	11
18	19	35	—	THIS TOWN	Frank Sinatra, Reprise 0621 (Kamick, ASCAP)	3
19	24	26	30	ALL THE TIME	Jimmy Rosell, United Artists 90217 (Cedarwood, BMI)	6
20	30	32	36	JUST LOVING YOU	Anita Harris, Columbia 44224 (Chappell, ASCAP)	4
21	37	—	—	COLD	John Gary, RCA Victor 9341 (Sculpture, ASCAP)	2
22	23	28	32	LONELY AGAIN	Connie Francis, MGM 13814 (Four Star, BMI)	6
23	25	37	39	BE MY LOVE	Mel Carter, Liberty 84000 (Miller, ASCAP)	4
24	32	38	38	CAN'T TAKE MY EYES OFF YOU	Perry Faith, Columbia 44319 (Saturday Season's Four, BMI)	4
25	33	40	—	LAZY DAY	Spanky & Our Gang, Mercury 72782 (Screen Gems-Columbia, BMI)	3
26	26	27	27	THROUGH THE EYES OF LOVE	Wayne Newton, Capitol 5993 (Jack, BMI)	7
27	20	9	7	TURN THE WORLD AROUND	Eddy Arnold, RCA Victor 9245 (Fingerlake, BMI)	14
28	29	30	31	LAPLAND	Baltimore & Ohio Express Marching Band, Jubilee 5592 (Just Music, BMI)	5
29	39	—	—	STEP TO THE REAR	Marilyn Maye, RCA Victor 9347 (Carwin, ASCAP)	2
30	21	21	22	CHILD OF CLAY	Zionie Rodgers, A&M 871 (Moross, ASCAP)	7
31	31	31	33	OPEN FOR BUSINESS AS USUAL	Jack Jones, Kapp 860 (Greenwood, BMI)	4
32	38	—	—	LOVER MAN	Barbra Streisand, Columbia 44321 (RCA, ASCAP)	2
33	40	—	—	BY THE TIME I GET TO PHOENIX	Glen Campbell, Capitol 2015 (Nivers, BMI)	2
34	—	—	—	CHATTANOOGA CHOO CHOO	Kopper's Blazons, Warner Bros. 7090 (Felt, ASCAP)	1
35	35	39	—	LOVE OF THE COMMON PEOPLE	Wayne Newton, Capitol 2016 (Tree, BMI)	3
36	36	36	37	PATA PATA	Miriam Makeba, Reprise 0606 (Zino, ASCAP)	5
37	—	—	—	YOU MADE IT THAT WAY	Perry Como, RCA Victor 9234 (Rose, BMI)	1
38	—	—	—	LIVE FOR LIFE	Jack Jones, RCA Victor 9345 (Saut, BMI)	1
39	—	—	—	YOU DON'T KNOW ME	Elvis Presley, RCA Victor 9341 (Hill & Range, BMI)	1
40	—	—	—	AN OPEN LETTER TO MY TEENAGE SON	Victor Lundberg, Liberty 51994 (ASA, ASCAP)	1

## THOROUGHLY MODERN MILLS

LITTLE DRUMMER BOY  
Lou Rawls ..... (Capitol)

KEEP ON DANCIN'  
Harper and Rowe ... (White Whale)

I CAN'T BELIEVE THAT YOU'RE IN LOVE WITH ME  
Virginia Wolves ..... (ABC)

HOW COME YOU DO ME LIKE YOU DO  
John Davidson ..... (Columbia)

LOVERS OF THE WORLD UNITE  
Tartans of Lavender Lane ... (Capitol)

TEN STOREYS HIGH  
Bill Smith ..... (Talmu)

THAT'S MY DESIRE  
Ronnie Dove ..... (Diamond LP)  
John Gary ..... (RCA LP)

SERENATA  
Joe Harnell ..... (Columbia)

AIN'T MISBEHAVIN'  
Carmen McRae ..... (Kapp LP)  
Johnny Watson Trio ..... (Okeh LP)

ROCK-A-BYE YOUR BABY  
Judy Garland ..... (ABC LP)

FRENTE A PALACIO  
Al Caiola ..... (UA LP)

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### VETERANS HOSPITAL RADIO AND TELEVISION GUILD

Look Who's Manufacturing Records in Australia



page 196  
Billboard's  
BUYER'S  
GUIDE

**Linda Jones**  
**"WHAT'VE I DONE"**

Loma #2077  
Produced by George Kerr

**J.J. Jackson**  
**"SHO NUFF"**

Loma #2082  
Produced by Lew Futterman & Windsor King



**Lonnie Youngblood**  
**"AFRICAN TWIST"**

Loma #2081  
Produced by Jerry Ragavoy

**Lorraine Ellison**  
**"I WANT TO BE LOVED"**

Loma #2083  
Produced by Jerry Ragavoy

**CHART  
ACTION  
LOOMING  
FOR  
LOMA!**

# Talent

## Leeds' 'Lofty' Workshop Making Rehearsal Haven for Rock Acts

NEW YORK—Peter Leeds, manager of Every Mother's Son, has created a "rock workshop" in a loft on New York's West Side. The main function of the room is to make re-

hearsal space available on an almost unlimited basis.

According to Leeds, "Having our own lot eliminates the task of lugging heavy equipment every time a group wants to re-

hears a new number. At the loft, which is equipped with a sound system and house equipment, they simply throw the switches." Leeds also uses the space to store each group's equipment while they are not working.

Leeds says that equipment people like the idea, too. He has invited manufacturers to the building to interest them in helping him set up the room. The manufacturers have been helpful and the "rock workshop" now includes a set of drums, a permanent p.a. system, including amplifiers and assorted instruments. In several weeks, Leeds expects delivery of a harpsichord.

The bulk of the loft time is presently being used by Every Mother's Son. The group is readying material for their third MGM album. Their second MGM album is due this week.

Recently, Leeds' Canadian group, the Carnival Connection, played in New York for a few weeks. While they were in town, on off days, they stored their equipment at the loft and managed to fit in a few hours of rehearsal time on the house equipment.

Leeds also plans to use the loft as a showcase to present new groups to record labels, booking agencies, etc. Leeds now has a new group preparing their act at the loft.

"The loft gives me the opportunity to work on the new group," Leeds says, "without having to rough them into a performing situation. No audience has ever seen them and no one will until their work at the loft is finished. This is the real value of my 'rock workshop'."

## ILAMI Markets MGM's Cowsills

NEW YORK — The Cowsills, MGM Records group, will be merchandised by ILAMI, the international merchandising division of Screen Gems. ILAMI is planning special Cowsill products: bubble gum, sweatshirts, surfboards, puppets, dolls, among others.

ILAMI will work with Heroic Age Publicity, Inc., the Cowsills' public relations firm, on the licensing of special one-shot issues for fan publications, columns written by the Cowsills, and other public relations programs involving the necessity of special licensing by Screen Gems.



LESLEY GORE goes over the score for "Brink of Disaster," her latest Mercury release, with arranger Herb Bernstein.



PAUL STOOKEY, of Peter, Paul & Mary, Warner Bros. Records trio, is flanked by collegians who participated in a press party for 15 college stations held in Boston recently.

## U. S. Is More Lyrical Than Britain: Black

LOS ANGELES — Americans seek more sophisticated lyrics than the British do, believes Don Black, a former comedy writer, whose credits include "To Sir, With Love" and "Born Free."

In England the emphasis these days is almost entirely on the beat, rather than the meaning of the song, Black says. A sentimental lyric can find greater success in the U. S. because there are many vocalists who choose to interpret this type of song.

Black contends record buyers in England don't care about lyrics because they have become so rhythmically oriented.

Having cracked onto the charts with these singles over a two-year span, Black is now concentrating on film songs. He composed words for "When the World Is Ready" for "The Long Jewel" and title tunes for "The Party" and "Pretty Polly." The latter has a score by Michel Le-Grand.

Black recalls that last May

when he was touring the U. S. with vocalist Matt Monro, whom he manages, a number of publishers refused "To Sir, With Love" before it was accepted by Screen Gems.

It was Monro who prodded his manager into song writing, when after finding a melody in Austria and having no one to develop the lyric, tossed the melody at Black. It turned out to be "Walk Away," Monro's first U. S. hit.

## MGM/Verve to Sponsor Blues Bag

NEW YORK — MGM/Verve Records will sponsor its annual Blues Bag Nov. 22-28 at the Cafe au Go Go here. The musical event was launched by Forecast.

Scheduled to appear in the Thanksgiving weekend show are the Blues Project, Muddy Waters, Judy Roderick, John Lee Hooker, Richie Havens and Otis Spann.

## Bennett Captures Another Laurel in Debut at Hotel

NEW YORK — With his debut at the Waldorf-Astoria's Empire Room on Saturday (4), Tony Bennett added still another laurel to his long string of cafe conquests. This comes as no surprise. What is surprising is that this wiry body with the granite nose can pour out, in turn, with explosive force or with wringing pathos, tune after tune and make them seem fresh and bright regardless of how many times he's sung them.

It's surprising, too, that the Columbia Records' artist will be getting only his second RIAA-certified gold record for an album when he receives the award soon for "Tony's Greatest Hits, Vol. 3." His previous award was for "I Left My Heart in San Francisco," and he captured gold records for three singles. The answer probably lies in the fact that Bennett appeals more to adults than to teen-agers. And, after all, it's the youngsters who buy most of the records today, which makes his achievements even more remarkable.

Meanwhile, back at the Empire Room, Bennett packed 17 songs, including "On the Sunny

Side of the Street," "Who Can I Turn To?," "Broadway," "Country Girl" (with harp and piano accompaniment only), "Moment of Truth," "Shadow of Your Smile" and "For Once in My Life," which he sang masterfully, into just 50 minutes. It gives one an idea of the vitality and supreme effort Bennett is capable of during a performance.

John Bunch, his musical director, accompanies ably on piano, and the orchestra kept things moving with upbeat backing throughout.

ROBERT SOBEL

## Roselli Gross 80G In Westbury Stint

WESTBURY, N. Y.—Jimmy Roselli grossed \$80,000 in eight performances here last week at the Westbury Music Fair, according to owner Lee Guber. The United Artists Records performer opened Nov. 9 at the Copacabana in New York and is slated for Frank Palumbo's in Philadelphia afterward. His latest single is "All the Time." UA just recently released his 11th LP—"There Must Be a Way."

## Holmes B'way-Bound—But

NEW YORK—Jake Holmes, young singer-songwriter, has moved from the red brick will at the Bitter End Cafe to the Broadway stage. It was not a short trip; Holmes came from San Francisco to reach the Bitter End, wading through an army of acts, groups, teams and troupes before he settled on the solo route.

In January, Holmes will appear in David Merrick's production of "Mata Hari" as a singing soldier who comments on the play on the periphery of the action—with plutonic

conversation and symbolic anonymity.

Holmes' first album, "The Above Ground Sound of Jake Holmes," reveals another face of his aims. Like his role on Broadway, he explains, he stands at a distance, to reflect with perspective, with a personal approach committed to his private beliefs.

Although he is enthusiastic about his upcoming role in "Mata Hari," he still looks forward to the day when the curtain goes up on Jake Holmes in concert.



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# Campus Dates

Louis Armstrong will appear in a single performance at Vanderbilt University in Nashville, Nov. 25.

Cumberland Trio played at the University of the South, Swanee, Tenn., Oct. 29.

P.D.Q. Bach, with members of the Louisville Orchestra, appeared at Bellarmine College, Louisville, Ky., Thursday (9).

Analee Bacon, cellist, and pianist George Roth played a recital at the University of Miami (Fla.), Nov. 4.

Joan Baez, Vanguard Records artist, has dates at San Diego State College (Calif.), Nov. 30 and Pauley Auditorium, UCLA, Los Angeles, Dec. 2.

The Kingsmen, Wand Records group, played a concert Saturday (11) at Morton College, Pulaski, Tenn.

The Four Seasons, Philips group, have a date at Seton Hall, South Orange, N. J., Dec. 3.

Bandleader Noble Sissle lining up several college dates.

# Signings

The Rites, new group consisting of Peter Feller, Thomas Fitzpatrick, James Cahn and Bob Azzarello, signed to Decca Records. The group's first release couples "Hour Girl" and "Things." . . . Lee Maye, outfielder with the Cleveland Indians, to ABC Records. His first single is "Can't Get You Out of My Head" backed with "The Greatest Love I've Ever Known." . . . Roy Drusky resigned to a five-year recording contract with Mercury Records. . . . J. J. Jackson to the Loma label. His first release couples "Sho Nuff (Got a Good Thing Going)" and "Try Me." . . . Johnny Crawford, out of the Army and signed to Sidewalk Productions with Tower Records releasing his disks. . . . Flip Cartridge and Madrid and the Counts to Rust Records. . . . Felice Taylor signed with Kent Records.



SID BERNSTEIN, left, manager of the Young Rascals, listens to a playback of the group's new album at the Atlantic-Atco recording studios with the album's producer Felix Cavaliere, right, and Atlantic engineer Arif Mardin.

# Billy James Labels Labels Terms That Limit Music

NEW YORK — Billy James, artists manager, is against the labeling of music. He's particularly opposed to "jazz rock," which was recently spotlighted in Billboard as a coming sound.

James says, "While it is certainly true that rock musicians are taking greater cognizance of jazz, and jazz musicians are gaining popularity among rock fans, I deplore the term 'jazz rock.' All terms like it—folk rock, blue-eyed soul, folk-dixie, have a tendency to limit appreciation of music rather than broadening it. It also limits the commercial potential of certain trends that manifest themselves as natural evolutionary steps in the art.

"If a new thing called 'jazz rock' is going to happen, then everyone's going to try to pick up one of these groups and we'll end up with an artificially inflated market for eight months or so, until the next merchandising tag is attached to the music."

James points out that the same thing happened with the folk music and the bossa nova. "If those trends had not been jumped on by everyone when they appeared," he says, "they would have had a subtler, more lasting effect on the music as a whole. Instead, the consumer is bombarded with one style until he gets sick of it and eventually rejects it in toto for the next thing the music industry tells him he should dig."

It's James' belief that it's much harder to operate the way he suggests, with as few labels as possible, but he believes everyone would benefit thereby: the musicians, who aren't forced into certain "bags," the industry, which can operate with fewer restrictions and the public which can be encouraged to appreciate all the music there is.

# Sound Flunks Out at UCLA's Supremes, Masekela Concert

LOS ANGELES — UCLA's Fine Arts Productions Committee opened its fall series of pop concerts by bringing show business to the basketball court. The shift from Royce Hall—the previous showcase for large attractions—to the cavernous Pauley Pavilion was a mistake.

The sound system hampered the performances of Hugh Masekela and the Supremes. Microphones were hooked into the hanging overhead speakers designed more for announcing the feats of seven-foot Lou Alcindor, UCLA's basketball star, than for amplifying the vocal style of Diana Ross, lead attraction with the Supremes.

The move out of Royce Hall and into the 18,000-seat Pavilion enables UCLA to buy powerhouse attractions, albeit the new home is quite inadequate as a concert hall. The artists worked on a stationary platform in the middle of the floor. Masekela's quartet had no trouble working to a four-sided audience. They generally remained in one position, although the trumpeter/singer did shift about. A packed Pavilion greeted the South African's jazz efforts with enthusiasm. He played six tunes, sharply paced and either Mexican or African in theme, working in unison or building against his tenor saxophonist's own solo lines.

The "new" Supremes, like the old, are still essentially Miss Ross, who has grown more dramatic, more aggressive and more lilted in her presentation. She seems to be getting away from a soulful, gospel style and now leans toward a straight manner in gliding over her notes. The sound system all but killed what gentle harmonies her two associates were breathing into their mikes. Trio got around the four-sided audience by shifting mikes, with Miss Ross in addition, circulating to all corners of the platform with a portable mike. Hiss and distortion plagued the performers and the 15-piece brass band's efforts were turned into a melange of hard-to-assimilate sounds.

The girls worked 21 tunes during their presentation, principally built around their hit disks, but it also included "There a Place for Us," "Lady Is a Tramp" and "Let's Get Away From It All."

ELIOT TIEGEL.



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# Radio-TV programming

## Computer Takes Over Engineer Role; Gives PD Format Control

By CLAUDE HALL

BELLINGHAM, Wash. — A computer system has been developed to replace the radio station engineer and give the program director total control of programming. The system, developed by International Good Music (IGM), works on IBM-type cards, said IGM president Rogan Jones. He has been talking with several major radio men including a major network about trying the system out on an experimental basis.

The deejay would be able to spin records in normal fashion, he said, "and be a personality in the full sense." Yet, everything else would be completely automated.

The program director would determine prior to the start of the day's programming the number of spots he wanted to use, the number of identification jingles, introductions, records, and all other material by pulling out cards on each item. Information on each card appears on a viewing panel in front of the deejay, telling him what to do. Everything but his patter and the records are on tape. The system takes the function of the producer and the director as well, Jones said. "The program director now has control over the station that he never had before," Jones said, "yet, the deejay still has all the freedom to be as creative as he's able to be."

### More Than 300 Stations

The partial automation system can be tied into present totally automated set-ups, he

said. IGM, which has been supplying programming services since 1959, now sells programming to more than 300 radio stations. In raw figures, IGM supplies about 20,000 hours of music a day across the nation, mostly on FM stations. To date, this represents largely totally automated programs, but Jones is branching into the new system because of the rapid growth and popularity of FM. Like many other broadcasters, he feels that FM has become an extremely commercial medium in the past couple of years. The new partially automated system, he pointed out, can be used for AM, as well, although it was designed for the FM automated stations who are now wanting to add local personalities.

## Country 18-Hrs. A Day on WWOL

BUFFALO, N. Y. — WWOL, a Rust Craft station that long carried a daily country music show in the afternoons, is now featuring country music 18 hours a day. Program director is Ramblin' Lou, performer, promoter, and the deejay who'd handled the show that spring-boarded present format. Lou also is sort of a travel agent; took four busloads of fans with him to Wheeling, W. Va., when he and his band appeared recently on the WWVA "Jam-boree" stage show.

IGM offers a wide variety of programming services, ranging from classical music—Heritage service that it started with in 1959—to good music and Easy Listening. Many of these feature announcing of the tunes.

Some of the programming is originated at leading stations around the nation. For example, KXL in Portland, Ore., records a service called "XL Stereo," which IGM sells. WOL-FM, jazz station in Washington, records a "Jazz Quartet" programming service sold by IGM. As a rule, IGM provides a station with 160 hours of music and replenishes this at a rate of 24 hours of new music a month, drawing back 24 hours of old music from the station. IGM also does custom programming on order. In several markets it supplies more than one station with different types of programming. It has 13 services on tap.

IGM owns and operates KVOS in Bellingham. The firm has been in business since 1929 under the guiding hands of now retired Rogan Jones Sr., who launched a programming firm on the side in 1959 and changed the name to IGM. For some while, the firm lost money, but is now doing quite well, Jones Jr. said. The past four years, IGM has emphasized the equipment side of the business. Result? Equipment business has doubled in the past two years.

## ABC-FM WILL REVIEW ALBUMS & CLUB ACTS

NEW YORK—The new FM network launched by ABC will review albums and nightclub acts, Alex Smallens announced last week. Smallens, who has just been named head of the FM network, said that he has already 100 firm indications on stations in major markets wishing to tie in with the network. He hopes to have a total of 200 FM stations lined up by the first of the year.

The album and nightclub review shows would be five minutes each by "recognized experts." Probably no heavy classical or hard rock albums would be reviewed. Two slots will be inserted so that stations may sell spots on a local basis. The reviews, along with book and movie reviews, will be offered free to all network members, along with network news, created especially for FM. The reviews will be keyed on telling people how to spend their leisure time.

## Live DJ Silenced in KRLA's Experiment

LOS ANGELES — KRLA has begun experimenting with "semi automated" systems. First step is "Collage," a month-old program which eliminates the all-night disk jockey in favor of an engineer playing contemporary music from disks and cartridges.

"It's more experimental than a firm commitment," says John Barrett, KRLA's station manager. The program is on a month-to-month basis. Its ingredients include taped promotions, introductions; breaks and jingles using the voices of Jim Wood, whose show runs from 10 p.m.-2 a.m., and Dave Hull, who starts the morning hours off at 5:15.

Pat Moore, formerly the station's nighttime deejay is now the engineer spinning the singles and album cuts, which are programmed by Reb Foster, program director, and Sue Cox of the music department.

Although Barrett says the early morning hours represent a "significant audience," management's thinking behind eliminating a live DJ and going with

taped intros and a non-speaking engineer is based on the encroaching concepts of automation which seem to be entering the broadcasting industry.

"It's our desire to keep up with the growing trend in the industry," Barrett explains.

The program is designed no differently than if there was a live voice as the host. LP tracks are emphasized commencing at 10 p.m. and running until midnight. The late hours are the best for experimenting, the executive points out. The commercial load is down considerably which allows for wider programming latitudes.

"There is some very imaginative programming being done with automation," Barrett says. "It is a realistic look toward the direction of the industry."

One month ago or just about the time KRLA dropped its live nightowl, it dropped its all-request format, which had run for more than a year. Barrett says request radio "was wearing out as a programming tool." The same kids were phoning in, he said.

## BOOK REVIEW

### Clinic's Vintage '67 Not on Par With '66

NEW YORK—The radio programming clinics of 1966 were a milestone in the imparting of knowledge and the how and why-to of radio; the 1967 series of clinics, also sponsored by the National Association of Broadcasters (NAB), fell far short of the 1966 series. It would be difficult to say why; perhaps the 1966 series dealt more with the nitty gritty of radio. Too, several new things were happening in radio at that point—country music formats were sweeping the nation, FM radio was just making a strong breakthrough into formats other than classical music, jazz, and beautiful music. These topics, and others equally as interesting, were hashed over and discussed and the discussions were dissected. I don't think a man went away from the clinics without benefiting.

That's why this book edited

by Sherril W. Taylor, then vice-president of radio for the NAB, is a valuable item for broadcaster's library shelves. It presents the speeches of such outstanding radio men as John Barrett, station manager of KRLA in Pasadena, Calif.; Dan McKinnon, president of KSON, San Diego, Calif.; Perry Bascom, general manager of WBZ, Boston; Lynn Christian, general manager of WPIX-FM, New York, and George Dubinetz, general manager of WJJD, Chicago. Some of these men in the book have changed jobs (Taylor is now with CBS), but the insight of the problems, as well as the successes, of various broadcasters could serve as a pattern for nearly everyone in radio today. The book, published by Hastings House, 151 East 50th Street, New York, N. Y. 10022, retails for \$6.50.

CLAUDE HALL



PITTSBURGH'S HOT COUNTRY OUTLET, WEPP radio, drew hundreds of people to the city's Northway Mall with a promotion show featuring Capitol Records' Charlie Louvin (see picture at left). Handling the publicity were (left to right) WEPP General Manager Al Dame, Northway's public relations manager John Zampanini, Louvin, and Capitol's Pittsburgh promotion man Joe Petrone.

## WTRY Trying for \$64 Answer

TROY, N. Y.—Is there a whole new audience that radio men don't know anything about? That's a question that has set George Wilson, program director of Hot 100 format WTRY here, seeking for an answer. Last week, he began telephoning record shops in the Albany-Troy-Schenectady area to determine what's selling in albums to teens and young adults.

What set the searching off, he said, was that he wasn't used to seeing groups like Vanilla Fudge and the Jimi Hendrix Experience on the album charts . . . "groups that had never had a single, for the most part. I'm trying to find out why their albums are selling so well and their singles aren't. We played their singles and received no results."

"The Blues Projects sold out a 6,000-seat show at Albany State College a while back and we'd never never played a record by the group and neither had our competition. I want to know what's going on out there."

Perhaps top 40 radio was too simple for too long, he said. "We used to just call the stores and played the records that sold."

Maybe this shouldn't be the rule of thumb today, he felt. "Maybe the teenyboppers are still

buying their Paul Revere records. But maybe there's also a more sophisticated group who've graduated from singles to albums.

"I'm really perplexed," he said. "I feel that all of us in Hot 100 radio have got some soul-searching and homework to do. I hear that Hot 100 radio all over the nation is losing shares. Maybe there's a reason we could find." He called upon other program directors and music directors to become involved in the project.

Wilson, who attended Tennessee University, got into radio in 1956 at WMAK in Nashville. After a stint in the Army, he ended up at KTRN, Wichita Falls, Tex. He returned to WMAK, working his way up to program director, then in 1963 went to WAKY in Louisville where he spent four years. He has been at WTRY for more than a year.

The man who helped him most in radio, he said, was Noel Ball, a deejay at WMAK. "He was my idol. I started helping him produce drive-in theater tapes when I was 14 or 15 years old. He helped me get a job at WMAK. In fact, he helped me a lot, just as he helped many, many other deejays. He's really a nice guy."

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# Rodgers: Room for Comedy

By EARL PAIGE

CHICAGO — "Record companies are missing a bet by not gearing more comedy albums for radio programming," said WIND's Lee Rodgers last week. "I'm convinced deejays at the smaller stations would program more comedy cuts, but they often don't have the time or the equipment to edit the material into suitable segments for their shows."

Rodgers, who according to the latest Pulse Rating has beat out competition here in the weekday 10 a.m.-1 p.m. and Saturday 7:30 a.m. to noon time periods, often labors over dozens of LP's to select material.

"It's nothing for our engineer, Preston Flower and I to sit down for three hours and go over and over certain albums to figure out what routines we need and how to edit them off the LP. We can easily spend an hour on one album."

"A lot of deejays and pro-

gram directors would never go to this much trouble. If the piece isn't suitable for programming when it comes in, they forget it, even if something does attract their attention they may not have the time to edit it for radio play."

### Verve Package

Rodgers pointed to Verve's "The Yiddish Are Coming, the Yiddish Are Coming," as an ideal comedy package for deejays. "A lot of the cuts are just right, like two and a half minutes. Some run as much as four or four and a half minutes, but this is all right, too. I wish more companies would follow Verve's practice," Rodgers said.

Another comedy album Rodgers mentioned is Columbia's "Last Two People in the World," with Jerry Stiller and Anne Meara. "One cut is one minute and six seconds," Rodgers said. "Other cuts are three or four minutes. There is an

eight-and-a-half-minute routine, but its a complete piece and has to be used that way."

Rodgers has gone to considerable lengths to obtain certain items. "I even edited Jonathan Winters' 'Flying Saucer' because it's such a gas," Rodgers said, adding, "but this routine gets pretty wild and we had to be careful about where to cut it off."

"I'm a parasite," explained Rodgers. "I use other people's talent. And to me, entertainment is entertainment. I don't believe in a format. This is why I'm constantly searching for things that can give my show an interesting variety."

"I consider my program a show—just what it should be. A show that has the single purpose of entertaining listeners and I don't think a deejay can be entertaining by projecting his own personality. Too few of us are that talented."

# Vox Jox

By CLAUDE HALL  
Radio-TV Editor

New personality at KUXL in Minneapolis is Tom Katt, former program director for WPUV, Pulaski, Va., under the name of Jonathan Cue; he's also a sales executive. . . . Steve Lundy has returned to KILT in Houston; he'd been at WXYZ in Detroit until an auto accident put him temporarily out of operation. Record promotion men and radio buddies treated him to a welcome-back-to-Houston party. . . . Joseph J. Holan is now spinning polka records at WPPA-FM, Pottsville, Pa., 12:30 to 1 p.m. Sundays.

John Rook is the new director of operations and programming at WLS, Chicago; he'd been operations director of KQV in Pittsburgh. Both are ABC outlets. The word is that he's being brought to Chicago to perk up a station that has found WCFL more and more

competitive; on a recent ratings survey, r&b-formatted WVON hurt both rock operations. . . . Mike (Irving) Dime, program director of WJON in St. Cloud, Minnesota, Jim (Wild Man) Coursole, the station's evening rock DJ, and local musician Bruce Goenner have formed a booking and promotion firm — Irving-Wildman Productions. The firm is operating throughout the central Minnesota area, booking local bands and promoting bands.

Allan Hotlen is the new program director at WIP, replacing Dick Carr, now with WNEW in New York. Hotlen has been assistant program director, music-director, and air personality on weekends of the leading Easy Listening Philadelphia station. . . . The Mojo Man is now on WING 6-10 p.m. daily; problem is, who's the Mojo Man? A note to Bill Sachs, Billboard's man in Cincinnati, just indicates that the Mojo Man came from western Pennsylvania. Heck, everybody came from western Pennsylvania.

Old Buddy Eddie Briggs, a long-time promotion man and publicist and righthand (lefthand, too, sometimes) trooper for country artist Buck Owens, is going on the air with an all-night interview and music show on KBBQ, Burbank, Calif. The show will be patterned (Continued on page 42)

## How R 'n' R Is Made Seminar by WPOP

THE RECORD AND RADIO industries teamed up on the afternoon of Oct. 29 at the Synchron Recording Studio, Wallingford, Conn., to demonstrate to more than a hundred members of rock 'n' roll groups in the area just what the record business was all about. Here's the story of what WPOP, a Hot 100 format station in Hartford, Conn., is doing to help groups make better records.



BOB PAIVA, right, music director of WPOP in Hartford, Conn., explains to Leon Huff, left, and John Madera of John Madera Productions, Philadelphia, that Synchron engineers will demonstrate on speakers how the Beatles recorded "I Want to Hold Your Hand." Dick Heatherton, WPOP deejay, emceed the seminar. Talker included Woody Roberts, WPOP personality and program director.



ROCK 'N' ROLL artists and managers listen closely in the Synchron studios as . . .

JOHN MADERA of Philadelphia tells how he put a commercial sound behind Bunny Sigler to produce a hit record. Madera also produced the Len Barry hits.



WILLIAM D. GREENE, left, director of CBS-FM's "Young Sound" syndication programming, signs Lynn Christian, president of Dawson Communications, to a representation contract. Dawson will represent CBS-FM in the Southwest. The firm owns KXLS-FM in Oklahoma City and is purchasing two more FM stations, all which will feature "The Young Sound."



THE SEMINAR was recorded. Bill Lobb, Synchron engineer and partner in the studio, tells Bill Robbins, left, a West Hartford booker about the studio's 4-track equipment. Andrew Carlton, president of Synchron, looks on at right.



FROM LEFT: Dr. Thomas Cavalier, a local dentist who manages and produces groups, is a partner in Synchron; WPOP deejay Dick Heatherton; Richard Simon, manager of MB Records in New York, and Brian Whelan, member of the Outcasts on Cameo/Parkway Records.



GREAT BENEFIT of the seminar came from the opportunity artists had to talk with radio and record men. Tommy Roberts of the Pulse of Burritt Bradley, left, talks with Paiva of WPOP, and Jack Millman of Music Merchants, Detroit. Highlight of the seminar was an impromptu debate between Woody Roberts, program director of WPOP, and Millman on whether experimental rock was worthy or not. Millman advocated advancement in musical expression by groups.



PETER STEMKOWSKI of CKFH, Toronto, interviews MGM Records artist Roy Orbison, right. Stenkowski, besides being a deejay, is also a hockey player with the Toronto Maple Leafs.

# Lit Show Expands to N. Y., Cleveland Next

PHILADELPHIA — "The Hy Lit Show" is expanding into New York; Oakland, Calif.; and Cleveland after the first of the year. Originating live Saturdays here at WKBS-TV (channel 48), the show has proven highly successful for record companies wishing to expose new artists and new records. Many labels have been using videotapes of their artists' performances in their promotion, sending them to other local TV bandstand shows around the nation.

## WINN to Go All-Country

LOUISVILLE, Ky.—WINN, the 1,000-watt Easy Listening operation here, switched to a modern country music format around the clock on Nov. 12.

Rob Townsend, vice-president and general manager, said that the station will drop its affiliation with CBS network under the new format. Program consultant Bill Hudson is directing the changeover; he was responsible for KBOX in Dallas and WIRE in Indianapolis.

Present staff is being retained. Dick Wagner is program and music director. Deejays include Bob McDonald, Dale Reeves, Mike Phillips and Terry Armstrong.

Just which New York station will feature the Lit show is still in debate; two TV stations are negotiating. In Cleveland, the show will be on WKBF-TV and in Oakland it will be on WBHK-TV. Both are UHF stations. The hour, color show has been seen for some while on WKBG-TV (channel 56) in Boston and WKBD-TV (channel 50) in Detroit. Producer of the show is Allan Baker, Joe Saraceni directs. Loretta Bianco is talent co-ordinator. Show presents five acts live (some of which may be taped in advance during the week) and one film or videotape of an act each week.



OLE TROSBORG, country music deejay in Copenhagen, interviews Ronnie and Donna Stoneman of the Stonemans, MGM Records act, while MGM press chief Sol Handwerker looks on at left.

# Quality Lets DJ's Choose

TORONTO — Quality Records Ltd. is letting disk jockeys determine the A side of a new record release from among five selections. Having signed a new Toronto pop music group, the Fringe, Quality has pressed 300 promo records previewing five original numbers recorded by the group, and deejays across the country are asked to vote on which selection should be their debut disk. The song receiving the most votes will be the A side of the upcoming release.

As an incentive to ensure a good response, Quality will make a draw from all ballots naming the song which proves the popular choice, and will donate \$100 to the favorite charity of the winning station.

## Kristom Show Features Bands

HOLLYWOOD — Kristom Productions here has bowed a new syndicated radio show produced by Vince Rowe featuring the original records of the big bands and personalities of the 1930's and 1940's. The show, an hour in length, includes such artists as Glenn Miller, Larry Clinton, Artie Shaw, Ozzie Nelson, Fred Astaire, Ava Gardner, Dick Powell, Alice Faye, and Bing Crosby. The title of the show, according to Kristom chief Barr Sheets, is "The Golden Age of Popular Music."

# Yesteryear's Hits

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

### POP SINGLES—5 Years Ago NOVEMBER 17, 1962

1. Big Girls Don't Cry—Four Seasons (Vee Jay)
2. Return to Sender—Elvis Presley (RCA Victor)
3. He's a Rebel—Crystals (Phillys)
4. All Alone Am I—Brenda Lee (Decca)
5. Next Door to an Angel—Neil Sedaka (RCA Victor)
6. Gina—Johnny Mathis (Columbia)
7. Bobby's Girl—Marcie Blane (Seville)
8. Don't Hang Up—Orions (Cameo)
9. Limbo Rock—Chubby Checker (Parkway)
10. The Cha-Cha-Cha—Bobby Rydell (Cameo)

### POP SINGLES—10 Years Ago NOVEMBER 18, 1957

1. Jailhouse Rock/Treat Me Nice—Elvis Presley (RCA Victor)
2. Wake Up Little Susie—Everly Brothers (Cadence)
3. You Send Me/Summertime—Sam Cooke (Keen)
4. Silhouettes—Rays (Cameo)
5. Be-Bop Baby/Have I Told You Lately That I Love You—Ricky Nelson (Imperial)
6. Little Bitty Pretty One—Thurston Harris (Aladdin)
7. My Special Angel—Bobby Helms (Decca)
8. April Love/When the Swallows Come Back to Capistrano—Pat Boone (Dot)
9. Chances Are/The Twelfth of Never—Johnny Mathis (Columbia)
10. Honeycomb—Jimmie Rodgers (Roulette)

### R&B SINGLES—5 Years Ago NOVEMBER 17, 1962

1. Big Girls Don't Cry—Four Seasons (Vee Jay)
2. He's a Rebel—Crystals (Phillys)
3. Green Onions—Booker T. & the M.G.'s (Stax)
4. Do You Love Me—Contours (Gordy)
5. Somebody Have Mercy—Sam Cooke (RCA Victor)
6. Stormy Monday—Bobby Bland (Duke)
7. Nothing Can Change This Love—Sam Cooke (RCA Victor)
8. Lie to Me—Brook Benton (Mercury)
9. I'll Bring It Home to You—Carla Thomas (Stax)
10. Stubborn Kind of Fellow—Marvin Gaye (Tamla)

### POP LP's—5 Years Ago NOVEMBER 17, 1962

1. Peter, Paul & Mary—(Warner Bros.)
2. West Side Story—Soundtrack (Columbia)
3. Ramblin' Rose—Nat King Cole (Capitol)
4. Modern Sounds in Country & Western Music—Ray Charles (ABC-Paramount)
5. Jazz Samba—Stan Getz & Charlie Byrd (Verve)
6. The Music Man—Soundtrack (Warner Bros.)
7. Sherry and 11 Others—Four Seasons (Vee Jay)
8. I Left My Heart in San Francisco—Tony Bennett (Columbia)
9. My Son, the Folk Singer—Alan Sherman (Warner Bros.)
10. Joan Baez in Concert—(Vanguard)

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# Dawson Buying Two More FM Stations

DALLAS — Broadcaster-oilman Ray Dawson, owner of KXLS-FM in Oklahoma City, is buying two more FM stations and will attempt to spread the success of his "young sound" programming at KXLS-FM. Conditional sales contract has already been drawn for KOCW-FM in Tulsa with Dawson Communications Inc., a new firm that will be headquartered here. The "Young Sound" programming package originates in New York under the direction of Bill Greene, head of CBS-FM. Lynn Christian, one of the path-blazers in FM today, has just announced his resignation as general manager of WPIX-FM, New York, to become president of Dawson Communications.

Dawson bowed the "Young Sound" package when it was first introduced more than a year ago; he recently announced that the Oklahoma City station was in the black. He is now negotiating for a Dallas FM station in addition to the Tulsa operation. There is speculation that more stations will be added in the future.

In addition to its own FM operations, Dawson Communications will act as representative for CBS-FM in the southwest. Christian has already sold the "Young Sound" package, which hinges on Hot 100 records, to WWMT-FM in New Orleans, bringing the total of stations using the service to more than 20.

# Hot Promotions

TORONTO — Record-oriented contests have proved the most popular and successful promotions at CHUM here, according to music director-deejay Bob McAdorey.

CHUM has just wound up a "Money Chart" contest, offering \$1,000 to listeners who could correctly predict the top five hits on the next CHUM chart, and has just launched a "Gold Digger" game in which listeners win from \$10.50 up to a jackpot sum by identifying brief excerpts from "golden oldies."

The Money Chart contest was based on the weekly CHUM Chart (which has a circulation of 120,000). The chart contained an entry form on which contestants listed their predictions as to the top five disks in the order in which they would appear in the next chart. A ballot was drawn every hour and the contestant was asked to phone in, while his entry was checked against the new chart. Contestants who chose

the No. 1 hit correctly won \$10.50 (CHUM is at 1050 on the dial); first two hits correct, \$25; first three right, \$100; first four correct, \$250; all five correct, \$1,000. One contestant, a student, predicted all five hits correctly for the big money, and the contest attracted entries "by bags and bags full."

In CHUM's current "Gold Digger" contest, the station plays a five-second-or-so excerpt from an "olden, golden goodie," a hit from the CHUM chart dating as far back as 1958 or as recently as earlier this year. One phone call is accepted each hour and if the listener correctly identifies the hit, he wins \$10.50 and "enters the grooveyard to dig for real gold" with a chance to identify an excerpt from an older, less easily recognizable, hit from the past. The jackpot starts at \$50 and builds by \$5 with each incorrect guess.

"This is highly successful because it drives people crazy, either trying to remember the name of the song, or trying to get through to us and win," says McAdorey. "Both teen-agers and housewives are knocking them off pretty quickly; they sure know their records." In addition to terrific response from listeners wanting to play the game, the CHUM switchboard is jammed with calls from listeners who have guessed at the song title and just want to know if they are right for their own satisfaction.

"Record-oriented contests and promotions are the greatest, because people get so involved with records, they like it, they buy it, it's 'their' song," says McAdorey.

## Medic Air Updates WELE's Format

DAYTONA BEACH, Fla.— Medic Air, a programming consultant firm headed by Ed Neilson, is updating the programming of WELE, a country music operation here owned by Joe Peebles Associates. Neilson is also working on the programming of WCWR in Tampa, a station owned by the same firm. The latter will be uptown country in nature.

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# TOP SELLING R & B SINGLES

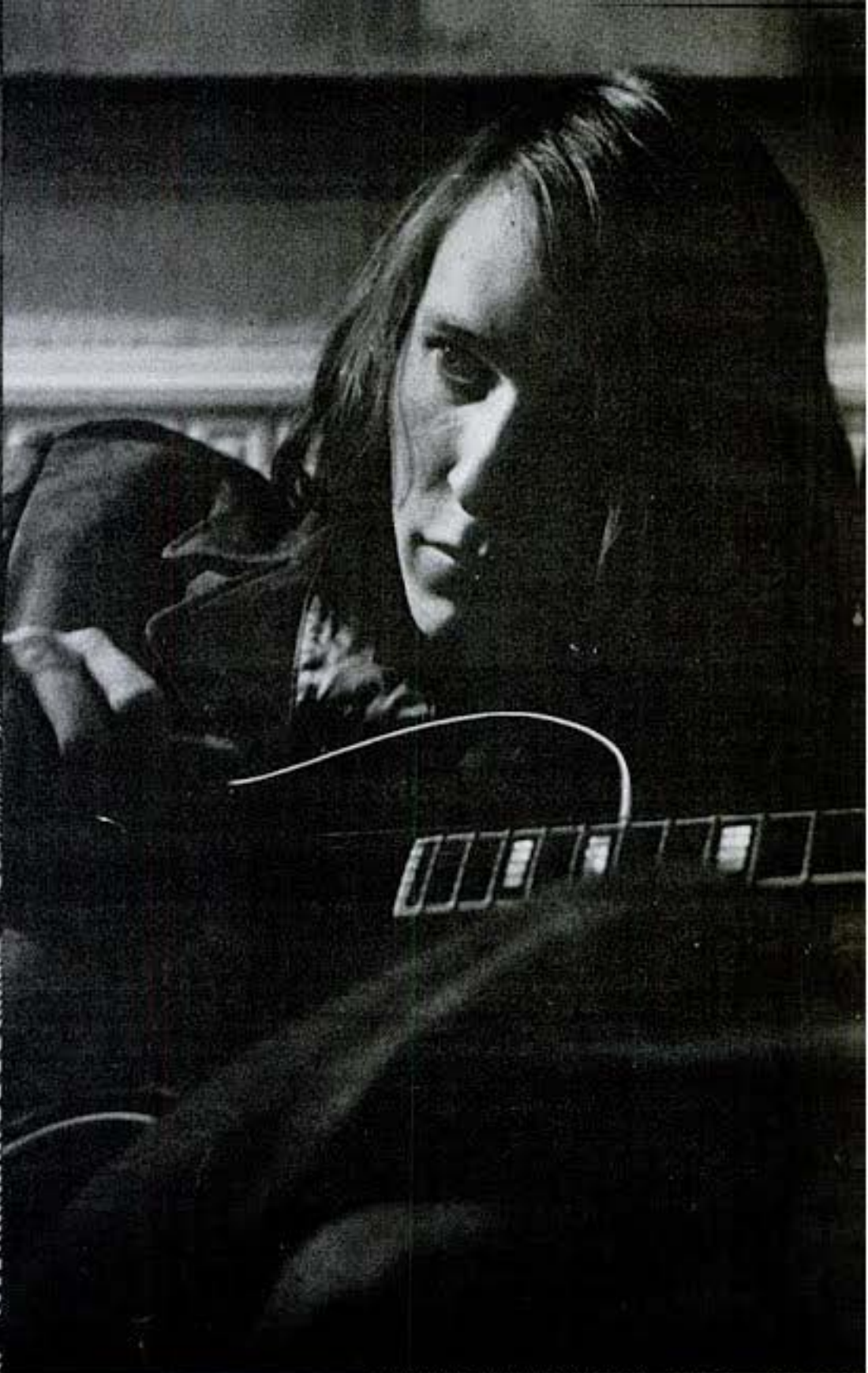
★ STAR Performer—Sides registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
		<b>Billboard Award</b>					
1	1	SOUL MAN Sam & Dave, Stax 231 (East/Pronto, BMI)	10	25	20	DIFFERENT STROKES Syl Johnson, Twilight 103 (Zachron/Edgewater, BMI)	9
2	2	YOUR PRECIOUS LOVE Marvin Gaye & Tammi Terrell, Tamla 54156 (Jobete, BMI)	8	26	8	ODE TO BILLIE JOE King Curtis and His Kingpins, Atco 6516 (Shayne, ASCAP)	8
3	3	A NATURAL WOMAN Aretha Franklin, Atlantic 2441 (Screen Gems-Columbia, BMI)	7	27	24	TELL HIM Patty Drew, Capitol 5861 (Beechwood/Edgewater, BMI)	6
4	5	I'M WONDERING Stevie Wonder, Tamla 54157 (Jobete, BMI)	5	28	43	SKINNY LEGS AND ALL Joe Tex, Dial 4063 (Tree, BMI)	2
5	4	EXPRESSWAY TO YOUR HEART Soul Survivors, Crimson 1010 (Double Diamond/Downstairs, BMI)	11	29	30	KARATE BOOGALOO Jerry O, Shout 217 (Boogaloo/Love Lane, BMI)	10
6	7	(Loneliness Made Me Realize) IT'S YOU THAT I NEED Temptations, Gordy 7065 (Jobete, BMI)	5	30	29	MEMPHIS SOUL STEW King Curtis, Atco 6511 (Pronto/Kilynn, BMI)	10
7	6	GET ON UP Esquires, Bunky 7750 (Hi-Mi, BMI)	12	31	37	GO GO GIRL Lee Dorsey, Amy 998 (Marsaint, BMI)	4
8	9	WHAT'VE I DONE (To Make You Mad) Linda Jones, Loma 2077 (Zira/Floresta, BMI)	7	32	32	GET DOWN Harvey Scates & the 7 Sounds, Magic Touch 2007 (LaCour/East, BMI)	4
9	10	TO SIR WITH LOVE Lulu, Epic 10187 (Screen Gems-Columbia, BMI)	5	33	33	I FEEL GOOD Jean Wells, Calla 137 (Eden, BMI)	4
10	11	PATA PATA Miriam Makeba, Reprise 0606 (Kins, ASCAP)	7	34	39	ALL YOUR GOODIES ARE GONE Parliaments, Revlon 211 (Groovesville, BMI)	3
11	12	SHOUT BAMALAMA Mickey Murray, 555 715 (Waco, BMI)	8	35	40	PIECE OF MY HEART Erma Franklin, Shout 221 (Web IV/Ragnar, BMI)	4
12	17	GET IT TOGETHER James Brown & the Famous Flames, King 6122 (Dyanette, BMI)	4	36	36	GIVE EVERYBODY SOME Bar-Kays, Volt 154 (East, BMI)	4
13	16	I HEARD IT THROUGH THE GRAPEVINE Gladys Knight & the Pips, Soul 35039 (Jobete, BMI)	4	37	42	SWEET, SWEET LOVIN' Platters, Musicor 1275 (Catalogue, BMI)	3
14	14	DIRTY MAN Laura Lee, Chess 2013 (Chevis, BMI)	10	38	44	ON A SATURDAY NIGHT Eddie Floyd, Stax 233 (East, BMI)	2
15	13	YOU KEEP RUNNING AWAY Four Tops, Motown 1113 (Jobete, BMI)	9	39	31	THE LETTER Box Tops, Mala 565 (Barton, BMI)	11
16	19	LOVE IS STRANGE Peeches & Herb, Date 1574 (Ghazi, BMI)	4	40	41	YOU'VE MADE ME SO VERY HAPPY Brenda Holloway, Tamla 54155 (Jobete, BMI)	3
17	15	(Your Love Keeps Lifting Me) HIGHER & HIGHER Jackie Wilson, Brunswick 55336 (Jelmyne/BRC, BMI)	13	41	38	FALL IN LOVE WITH ME Bettye Swann, Money 129 (Money, BMI)	9
18	22	EVERLASTING LOVE Robert Knight, Rising Sons 705 (Rising Sons, BMI)	7	42	47	WHERE IS THE PARTY Helena Ferguson, Compass 7009 (Frabos/Palo Alto/Dakar, BMI)	2
19	23	NINE POUND STEEL Joe Simon, Sound Stage 7 2589 (Press, BMI)	8	43	—	I SECOND THAT EMOTION Smokey Robinson & the Miracles, Tamla 54159 (Jobete, BMI)	1
20	25	BOOGALOO DOWN BROADWAY Johnny C. Phil-L-A, A. of Soul 305 (Dandelion/James Boy, BMI)	7	44	45	NOW THAT I GOT YOU BACK J. J. Barnes, Groovesville 1008 (Groovesville, BMI)	3
21	28	STAGGER LEE Wilson Pickett, Atlantic 2448 (Travis, BMI)	2	45	50	HE AIN'T GIVE YOU NONE Freddie Scott, Shout 220 (Web IV, BMI)	2
22	27	I SAY A LITTLE PRAYER Dionne Warwick, Scepter 12200 (Blue Seas/Jas, ASCAP)	2	46	46	SHAME ON ME Chuck Jackson, Wand 1166 (Lois, BMI)	2
23	18	LET LOVE COME BETWEEN US James & Bobby Purify, Bell 685 (Gallico, BMI)	7	47	48	I WANT ACTION Ruby Winters, Diamond 230 (Tobi-Ann, BMI)	2
24	34	MR. DREAM MERCHANT Jerry Butler, Mercury 72721 (Saturday, BMI)	4	48	49	UNTIL THE REAL THING COMES ALONG Ernie K. Doe, Duke 423 (Chappell/Jungnickel, ASCAP)	3
				49	—	YESTERDAY Ray Charles, ABC 11009 (Maden, BMI)	1
				50	—	TELL MAMA Etta James, Cadet 5578 (Fama, BMI)	1

# TOP SELLING R & B LP's

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
		<b>Billboard Award</b>					
1	1	DIANA ROSS & THE SUPREMES GREATEST HITS Motown M2-663 (M); MS 2-633 (C)	8	16	18	MAKE IT HAPPEN Smokey Robinson and the Miracles, Tamla T 276 (M); TS 276 (S)	8
2	2	FOUR TOPS GREATEST HITS Motown M 662 (M); MS 662 (S)	8	17	16	HERE WHERE THERE IS LOVE Dionne Warwick, Scepter SRM 555 (M); SPS 555 (S)	45
3	3	ARETHA ARRIVES Aretha Franklin, Atlantic B150 (M); SD B150 (S)	13	18	19	BILL COSBY SINGS/SILVER THROAT Werner Bros. W 1709 (M); WS 1709 (S)	10
4	5	A DAY IN THE LIFE Wes Montgomery, A&M LP 2001 (M); SP 3001 (S)	4	19	20	REACH OUT Four Tops, Motown M 660 (M); S 660 (S)	15
5	4	WITH A LOT O' SOUL Temptations, Gordy M 922 (M); S 922 (S)	15	20	22	ALLIGATOR BOOGALOO Lou Donaldson, Blue Note BLP 4263 (M); BLP B4263 (S)	3
6	6	RESPECT Jimmy Smith, Varve V 8705 (M); V6-8705 (S)	4	21	—	SOUL MEN Sam & Dave, Stax 725 (M); SD 725 (S)	1
7	8	I WAS MADE TO LOVE HER Stevie Wonder, Tamla T 279 (M); TS 279 (S)	8	22	—	BEST OF WILSON PICKETT Atlantic B151 (M); SD B151 (S)	1
8	10	MARVIN GAYE & TAMMI TERRELL UNITED Tamla T 277 (M); TS 277 (S)	7	23	24	FOR YOUR LOVE Peeches & Herb, Date TEM 3005 (M); TES 4005 (S)	4
9	7	GROOVIN' Young Rascals, Atlantic B148 (M); SD B148 (S)	14	24	—	DIONNE WARWICK'S GOLDEN HITS—PART 1 Scepter SRM 565 (M); SPS 565 (S)	1
10	12	THE TEMPTATIONS GREATEST HITS Gordy 919 (M); S 919 (S)	49	25	27	TAKE A LOOK Aretha Franklin, Columbia CL 2754 (M); CS 9554 (S)	2
11	13	SUPER HITS Various Artists, Atlantic 901 (M); SD 501 (S)	14	26	21	WINDOWS OF THE WORLD Dionne Warwick, Scepter SRM 563 (M); SPS 563 (S)	10
12	11	COLD SWEAT, PARTS 1 & 2 James Brown & His Famous Flames, King 1020 (M); S 1020 (S)	8	27	23	I NEVER LOVED A MAN THE WAY I LOVE YOU Aretha Franklin, Atlantic B139 (M); SD B139 (S)	33
13	15	ARE YOU EXPERIENCED? Jimi Hendrix Experience, Reprise R 6261 (M); RS 6261 (S)	6	28	—	SILK & SOUL Nina Simone, RCA Victor LPM 3837 (M); LPS 3837 (S)	1
14	17	EVERYBODY NEEDS LOVE Gladys Knight & the Pips, Soul 706 (M); S 706 (S)	4	29	—	DANCING IN THE STREET Ramsey Lewis, Cadet LP 794 (M); LPS 794 (S)	1
15	9	ODE TO BILLIE JOE Bobbie Gentry, Capitol T 2830 (M); ST 2830 (S)	6	30	—	TO SIR, WITH LOVE Soundtrack, Fontana MGF 27569 (M); SRF 67569 (S)	1



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- TROYS (Dunwich) "Gotta Fit You Into My Life"
- PATTY DUKE (United Artists) "My Own Little Place"
- STARK NAKED AND THE CAR THIEVES (Greengrass Prod.) "Look Back In Love"

STAN CATRON, Publisher



TOP LP's

★ STAR performer—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.

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Table with 4 columns: Rank, Last Week, Title-Artist, Label & No., (RPM) Mono & Stereo No., Weeks on Chart. Includes entries like DIANA ROSS & THE SUPREMES GREATEST HITS, SGT. PEPPER'S LONELY HEARTS CLUB BAND, STRANGE DAYS, THE DOORS, FOUR TOPS GREATEST HITS, VANILLA FUDGE, ODE TO BILLIE JOE, THE BEE GEE'S FIRST, DR. ZHIVAGO, GROOVIN', ARETHA ARRIVES, INSIGHT OUT, THE SOUND OF MUSIC, BYRDS GREATEST HITS, HEADQUARTERS, ARE YOU EXPERIENCED, SOUNDS LIKE, BILL COSBY SINGS/SILVER THROAT, THE SUPER-HITS, FLOWERS, PETER, PAUL AND MARY ALBUM 1700, WELCOME TO MY WORLD, RIGHTEOUS BROTHERS GREATEST HITS, TEMPTATIONS GREATEST HITS, WITH A LOT O' SOUL, FRANK SINATRA, RELEASE ME, MAKE IT HAPPEN, TO SIR, WITH LOVE, BORN FREE, WINDOWS OF THE WORLD, THESE ARE MY SONGS, A MAN AND A WOMAN, MORE OF THE MONKEES, A DAY IN THE LIFE, WHIPPED CREAM & OTHER DELIGHTS, SURREALISTIC FELLOW, REVENGE, REACH OUT, GOING PLACES, COLD SWEAT, PARTS 1 & 2, I NEVER LOVED A MAN THE WAY I LOVE YOU, S.R.O., BOB DYLAN'S GREATEST HITS, THE WINDS OF CHANGE, SMILEY SMILE, I WAS MADE TO LOVE HER, PROCOL HARUM, CLAUDINE, GOLDEN GREATS BY THE VENTURES.

Table with 4 columns: Rank, Last Week, Title-Artist, Label & No., (RPM) Mono & Stereo No., Weeks on Chart. Includes entries like SIMPLY STREISAND, IT MUST BE HIM, THE BEST OF SONNY & CHER, FAREWELL TO THE FIRST GOLDEN ERA, THE LOOK OF LOVE, FOR A FEW DOLLARS MORE, TURN THE WORLD AROUND, LUSH LIFE, MANTOVANI HOLLYWOOD, WHAT NOW MY LOVE, MOBY GRAPE, HERE WHERE THERE IS LOVE, THE BEST OF THE LOVIN' SPOONFUL, RESPECT, MAN OF LA MANCHA, JOAN, MAMA'S AND THE PAPA'S DELIVER, REVOLUTION!, BIG BROTHER & THE HOLDING COMPANY, COME BACK WHEN YOU GROW UP, THE LONELY BULL, THOROUGHLY MODERN MILLIE, THE BEST OF THE ANIMALS, MARVIN GAYE & TAMMI TERRELL UNITED, BLAZE, CANNED HEAT, ELECTRIC MUSIC FOR THE MIND AND BODY, THE BLUES PROJECT LIVE AT TOWN HALL, THE COWSILLS, INCENSE & PEPPERMINTS, A COLLECTION OF SIXTEEN ORIGINAL BIG HITS, VOL. 7, THE HOLLIES GREATEST HITS, JUST FOR YOU, THE JOHN GARY CARNEGIE HALL CONCERT, GONE WITH THE WIND, ALL MITCH RYDER HITS, SPANKY AND OUR GANG, FRANKIE VALLI SOLO, SERGIO MENDES & BRASIL '66, ABSOLUTELY FREE, EVERYBODY NEEDS LOVE, UP, UP AND AWAY, COUNTRY, MY WAY, THE MONKEES, TO SIR, WITH LOVE, HIP-HUG HER, MARY IN THE MORNING, WONDERFULNESS, FRESH CREAM, FIDDLER ON THE ROOF.

Table with 4 columns: Rank, Last Week, Title-Artist, Label & No., (RPM) Mono & Stereo No., Weeks on Chart. Includes entries like WHY IS THERE AIR?, I'LL TAKE CARE OF YOUR CARES, THAT'S LOU, BILL COSBY IS A VERY FUNNY FELLOW, RIGHT?, ROGER WILLIAMS GOLDEN HITS, THE BEST OF EDDY ARNOLD, THE SEA, COLLECTIONS, IF YOU CAN BELIEVE YOUR EYES AND EARS, RAVI SHANKAR AT THE MONTEREY INTERNATIONAL POP FESTIVAL, FISTFULL OF DOLLARS, COWBOYS & COLORED PEOPLE, SPRING!, EQUINOX, I STARTED OUT AS A CHILD, OTIS REDDING LIVE IN EUROPE, BORN FREE, JANIS IAN, SOUTH OF THE BORDER, THE TURTLES GOLDEN HITS, SOUL MEN, DIONNE WARWICK'S GOLDEN HITS, PART 1, LOVE, ANDY, DR. DOLITTLE, TODAY'S THEMES FOR YOUNG LOVERS, LISTEN, THIS IS MY SONG, BOOTS WITH STRINGS, LET'S LIVE FOR TODAY, THAT'S LIFE, RHAPSODIES FOR YOUNG LOVERS, WE CAN FLY/UP, UP AND AWAY, THE BEST OF THE BEACH BOYS, VOL. 2, THE BEST OF HERMAN'S HERMITS, REVOLVER, DANCING IN THE STREET, SECOND GOLD VAULT OF HITS, A MAN AND HIS SOUL, MY CUP RUNNETH OVER, PAUL REVERE & THE RAIDERS GREATEST HITS, BY REQUEST, GOLDEN HITS—THE BEST OF LAWRENCE WELK, HONEY AND WINE, YOU ONLY LIVE TWICE, JR. WALKER & THE ALL STARS "LIVE!", ALLIGATOR BOOGALOO, RAY CONNIFF'S HAWAIIAN ALBUM, OUR SONG, HAPPY IS THE SUNSHINE COMPANY, BURT BACHARACH: REACH OUT.

(Continued on page 42)



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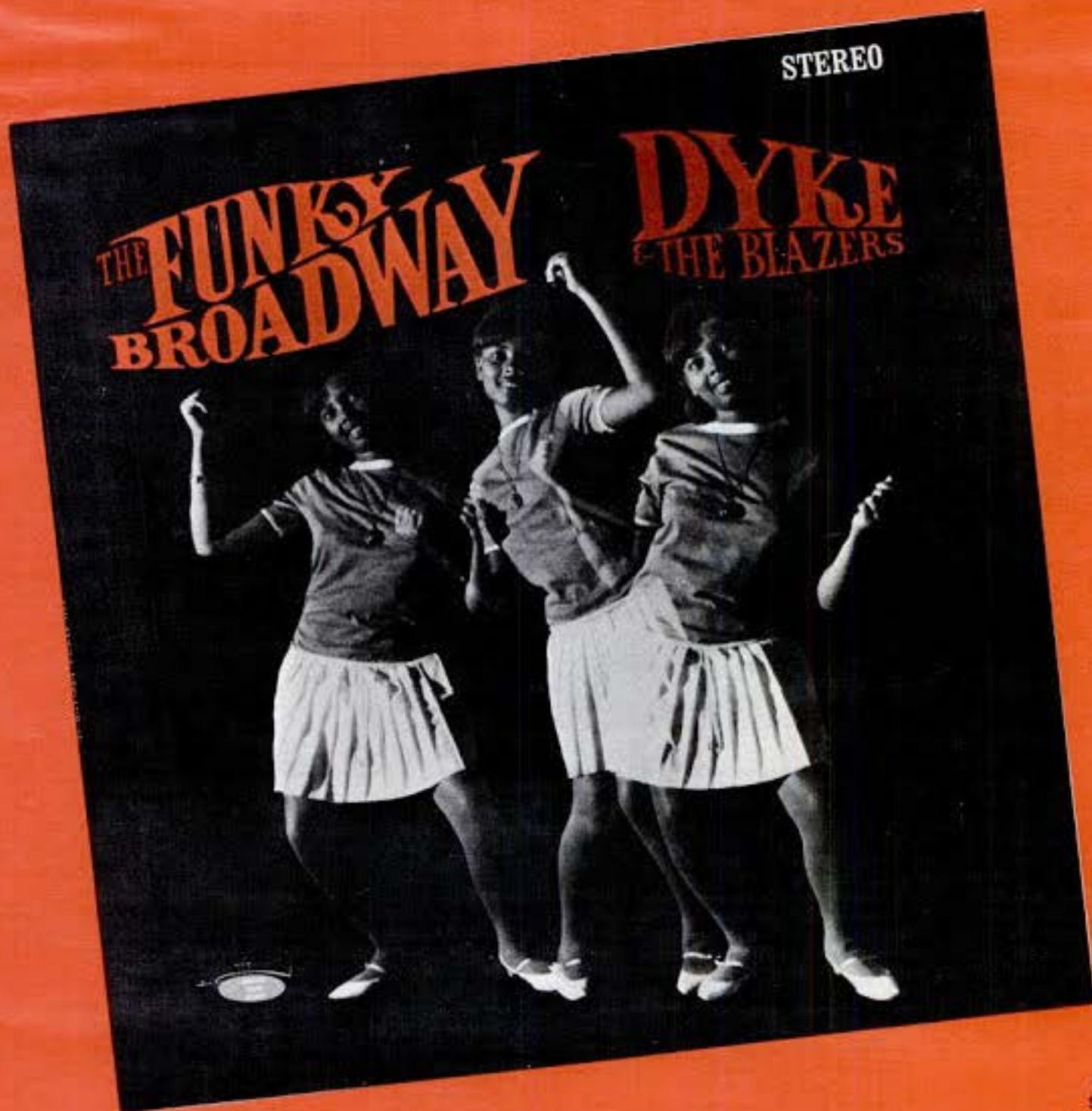
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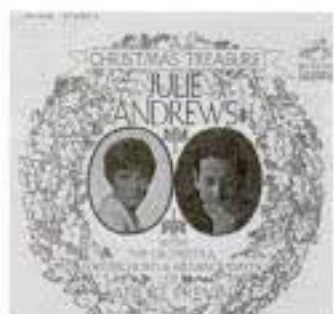
# Album Reviews

Continued From Back Cover



**POP SPOTLIGHT**  
**ANDROCLE'S AND THE LION**  
Various Artists. RCA Victor LOC 1141 (M); LSO 1141 (S)

Following the television special, this album should be hot in demand from adults and children alike. Brilliantly written music is coupled with exquisitely delivered dialog and song. One of the year's most delightful recordings, featuring Norman Wisdom, Ed Ames and music and lyrics by Richard Rodgers.



**CHRISTMAS SPOTLIGHT**  
**A CHRISTMAS TREASURE**  
Julie Andrews with Orch., Harpsichord of Andre Previn. RCA Victor LPM 3829 (M); LSP 3829 (S)

Julie Andrews is a Christmas package in her own right. Her voice is sweet and joyful which befits the spirit of the season. Andre Previn's orchestra, harpsichord and arrangements are also in keeping with the holiday mood, and together they make this LP a Christmas treasure, indeed.



**POP SPOTLIGHT**  
**NO WAY OUT**  
Chocolate Watch Band. Tower 5096 (M); ST 5096 (S)

The synthetic sound of the Chocolate Watch Band will excite the frantic fans of psychedelic, electronic rock. In "No Way Out" and "Expo 2000," the group preys upon senses with an eerie, teasing twanging, and in "Gossamer Wings," the haunting irregularity of the beat, lapsing into dizzy electronic wails will strike today's market square in the psyche.



**CHRISTMAS SPOTLIGHT**  
**WE WISH YOU A MERRY CHRISTMAS**  
Floyd Cramer. RCA Victor LPM 3828 (M); LSP 3828 (S)

The distinctive piano styling of Floyd Cramer decorates a Christmas tree-full of familiar favorites like "The Little Drummer Boy," "Rudolph the Red-Nosed Reindeer," "Silver Bells," "Silent Night"—more than 20 tunes. Except for "Jingle Bell Rock" and "I'll Be Home for Christmas," the tunes are short and sweet.



**POP SPOTLIGHT**  
**THE GOLDEN EARRINGS**  
Capitol T 2823 (M); ST 2823 (S)

The Golden Earrings out of Holland roll along with the infectious rhythm and lyric simplicity of the early Beatles. Their high-pitched harmony and punch beat in "Tears and Lies," "Don't Wanna Lose That Girl" and "Don't Make Me Nervous" evoke a daring and exciting suggestion of those four boys from Liverpool back in 1964 when it all began.



**CLASSICAL SPOTLIGHT**  
**MOZART: CONCERTO NO. 20 AND SONATA NO. 17**  
Daniel Barenboim/English Chamber Orch. (Barenboim). Angel S 36430 (S)

Barenboim's musical horizon continues to brighten both as pianist and conductor. In this recording he shines in both as he gives much fire and power to the two pieces. A dual feat not easily accomplished in such an accomplished manner.



**LOW PRICE COUNTRY SPOTLIGHT**  
**CHET**  
Chet Atkins. RCA Camden CAL 2182 (M); CAS 2182 (S)

The price, considering the guitar featured, is a bargain hard to resist. Chet Atkins meanders through a rippling "Foggy Mountain Top," offers an unusual melodic structure on "Bandera," and, for the pop side, goes deep into "Make the World Go Away."



**CLASSICAL SPOTLIGHT**  
**HANDEL: JULIUS CAESAR**  
Treigle/Sills/Various Artists/N. Y. City Opera (Rudel). RCA Victor Red Seal LOC 6182 (M); LSC 6182 (S)

This 3-LP set comes off much better without the visual hitches which accompanied the stage production. The voices and the records' production take over and the result is powerful and moving. Norman Treigle, Beverly Sills, Maureen Forrester and Beverly Wolff shine. The City Opera cast, orchestra and chorus give spirited performances under conductor Rudel.

## NEW ACTION ALBUMS

### ★ NATIONAL BREAKOUTS

#### RAVI SHANKAR AT THE MONTEREY INTERNATIONAL POP FESTIVAL . . .

World Pacific WP 1442 (M); WPS 21442 (S)  
(947-01442-3; 947-21442-5)

#### THE 'TURTLES GOLDEN HITS . . .

White Whale WW 115 (M); WWS 7115 (S)  
(933-00115-3; 933-07115-5)

#### SOUL MEN . . .

Sam & Dave, Stax 725 (M); S 725 (S)  
(833-00725-3; 833-00725-5)

#### DIONNE WARWICK'S GOLDEN HITS—PART 1 . . .

Scepter SRM 565 (M); SPS 565 (S)  
(805-00565-3; 805-00565-5)

#### LOVE, ANDY . . .

Andy Williams, Columbia CL 2766 (M); CS 9566 (S)  
(350-02766-3; 350-09566-5)

### ★ NEW ACTION LP's

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

#### LISTEN TO THE WARM . . .

Rod McKuen, RCA Victor LPM 3863 (M); LSP 3863 (S)  
(775-03863-3; 775-03863-5)

#### THE LOOK OF LOVE . . .

Dusty Springfield, Philips PHM 200-256 (M); PHS 600-256 (S) (740-20256-3; 740-60256-5)

#### COLLAGE . . .

Noel Harrison, Reprise R 6263 (M); RS 6263 (S)  
(780-06263-3; 780-06263-5)

#### DR. DOLITTLE . . .

Bobby Darin, Atlantic LP 8154 (M); SD 8154 (S)  
(180-08154-3; 180-08154-5)

#### A LATIN LOVE-IN . . .

Tony Martin, Project 3 PR 5010 (M); PR 5010 SD (S)  
(759-05010-3; 759-05010-5)

#### WEST COAST POP ART EXPERIMENTAL BAND, VOL. 2 . . .

Reprise R 6270 (M); RS 6270 (S)  
(780-06270-3; 780-06270-5)

#### THE ROBBS . . .

Mercury MG 21130 (M); SR 61130 (S)  
(650-21130-3; 650-61130-5)

#### SILK & SOUL . . .

Nina Simone, RCA Victor LPM 3837 (M); LSP 3837 (S)  
(775-03837-3; 775-03837-5)

#### SPOILER . . .

Stanley Turrentine, Blue Note BLP 4256 (M); BLP 84256 (S) (230-04256-3; 230-84256-5)

#### PINK FLOYD . . .

Tower T 5093 (M); ST 5093 (S)  
(873-05093-3; 873-05093-5)

#### CLEAR LIGHT . . .

Elektra EKL 401-1 (M); EKS 7401-1 (S)  
(455-00401-3; 455-07401-5)



**CLASSICAL SPOTLIGHT**  
**SELECTIONS FROM WAGNER AND WEBER**  
Gundula Janowitz. DGG 136546 (S)

Miss Janowitz' star should continue its rapid rise with this exceptional operatic recital disk. Slated to make her Metropolitan Opera debut this month, the German soprano gives dynamic, sensitive readings to such numbers as "Dich teure Malle" and "Ozean, du Cingherher." The lesser-known "Gretchen Gott! Su ist's entschieden schon" from "Rienzi" is brilliant. Her sensitivity also is evident in selections from "Lohengrin."



**CLASSICAL SPOTLIGHT**  
**BRUCKNER: SYMPHONY NO. 5**  
New Philharmonic Orch. (Klemperer). Angel SB 3709 (S)

Klemperer gets his individualistic statements across in definite and colorful terms throughout. From the opening Allegro passages, he moves deliberately and firmly, guiding the orchestra with a vitality that puts this 2-LP set above other previous recordings of the same work.



**CLASSICAL SPOTLIGHT**  
**HAYDN: DIE JAHRESZEITEN**  
Janowitz/Schreier/Talvela/Weiner Symphoniker (Boehm). DGG 139254/256 (S)

This boxed set of LP's brings three outstanding vocalists to Joseph Haydn's "The Seasons." They are Gundula Janowitz, soprano; Peter Schreier, tenor; and Martti Talvela, bass. Karl Boehm's conducting keeps everything and everyone in the right perspective.



**CLASSICAL SPOTLIGHT**  
**TCHAIKOVSKY: MANFRED**  
U.S.S.R. Symphony (Svetlanov). Melodiya/Angel SR 40028 (S)

The arrangement between Capitol and Melodiya continues to pay dividends to the American record-buying public. The latest in this excellent recording of "Manfred" by Svetlanov and the USSR Symphony. It's a work which hasn't been recorded too often, and the USSR version will certainly be a welcome addition to any classical collection.



**CLASSICAL SPOTLIGHT**  
**LUCIA POPP SINGS MOZART AND HANDEL**  
Angel S 36442 (S)

Starting off with the somber "Urns" aria from "Rodelinda," Miss Popp exhibits a poignant and dramatic coloratura. Her phrasing is excellent throughout. The disk should give impetus to her career. Conductor Georg Fischer and the English Chamber Orchestra support her admirably.



**LOW PRICE CLASSICAL SPOTLIGHT**  
**BETHOVEN: FIDELIO**  
Moedi/Jurina/Windgassen/Various Artists/Vienna Philharmonic (Furtwaengler). Seraphim IC 6022 (S)

Another memorable recording is restored to the catalog by Seraphim in its two-record set under the knowing leadership of conductor Wilhelm Furtwaengler. The cast is exciting throughout, especially Martha Moedi as Leonora, Wolfgang Windgassen as Florestan and Gottlob Frick as Rocco. Fine performances also are turned in by Sena Jurina and Otto Edelmann.

All Billboard  
Articles Are  
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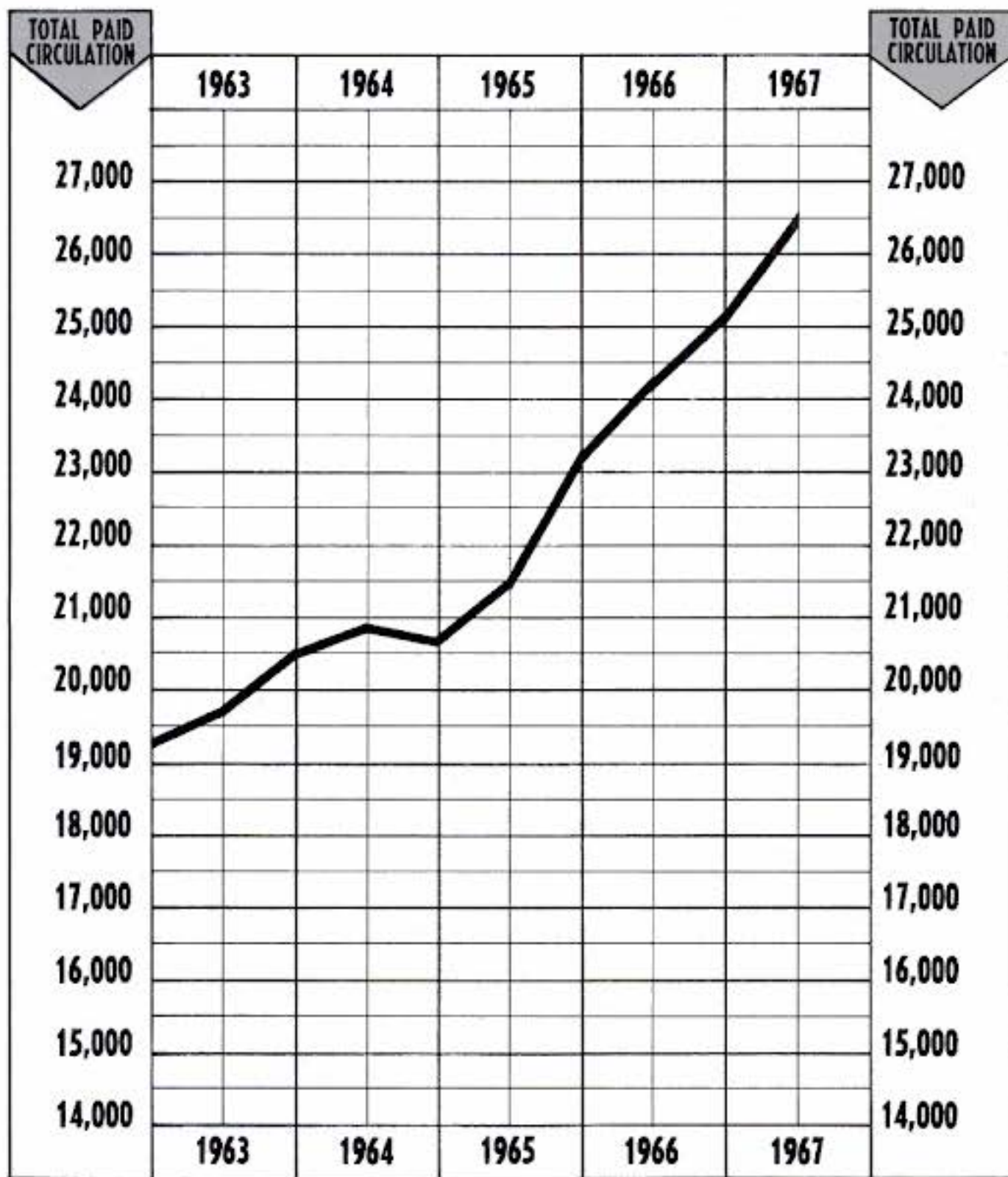
SEE ALBUM REVIEWS  
ON BACK COVER

(Continued on page 36)

NOVEMBER 18, 1967, BILLBOARD

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# WHY CHOOSE BILLBOARD?



MUSIC/RECORD PUBLICATIONS  
**BILLBOARD: 26,500**  
**TOTAL PAID CIRCULATION**

(Per audited figures issued on official statement by AUDIT BUREAU OF CIRCULATIONS, June 30, 1967)

**MAGAZINE "B":** Total Paid Circulation (Per sworn statement published in their issue of Oct. 7, 1967) . . . **13,024**

**MAGAZINE "C":** Total Paid Circulation (Per sworn statement published in their issue of Oct. 14, 1967) . . . **12,191**

# Album Reviews

Continued from page 34



**LOW PRICE CLASSICAL SPOTLIGHT**

**BEETHOVEN: SYMPHONY NOS. 3, 5 & 7**

Vienna Philharmonic (Furtwangler). Seraphim IC 6018 (M)

These symphonies, like all Beethoven works, have, of course, many interpreters. Nevertheless, this 3-LP package is significant. It is a marvelous listening experience by one of this century's musical giants.



**RELIGIOUS SPOTLIGHT**

**GOD IS ALIVE**

Wayne Newton. Capitol T 2832 (M); ST 2832 (S)

Wayne Newton is a pop vocalist who has also made the grade in the religious field as attested by his earlier album, "The Old Rugged Cross." He's back in the religious groove again in this package, and it, too, will draw lots of devotees. The songs are inspirational and his delivery is meaningful.



**R&B SPOTLIGHT**

**SPONTANEOUS COMBUSTION**

The Shirelles. Scepter SRM 562 (M); SPS 562 (S)

This package is probably the next best thing to going out and actually seeing the Shirelles in action. The LP has captured a "live" performance and really makes it live as the girls hit a hot pace in a rhythmic repertoire that swings easily from "Boys" to the standard "When the Saints Go Marching In."



**GOSPEL SPOTLIGHT**

**WHEN I'VE DONE THE BEST I CAN**

Gospel Chimes. Atlantic R 007 (M); SR-R 007 (S)

Carl Bean's emotive treatment of the title song is in the best gospel tradition of such former Gospel Chimes performers as James Cleveland. He'll be heard from again. The album is solid gospel fare, and Imogene Greene should win a host of followers on "Miss Me."



**R&B SPOTLIGHT**

**CHUCK JACKSON'S GREATEST HITS**

Wand WD 683 (M); WDM 683 (S)

The title of this package doesn't take "Greatest Hits" lightly. They are indeed "hits" and with Chuck Jackson belting away, they are "great." "Shame on Me" is the key side but Jackson plays no favorites and all come over with the kind of musical excitement that has become his trademark.



**GOSPEL SPOTLIGHT**

**GOSPEL "BLESSED WITH SOUL"**

Institutional Church of God in Christ. Atlantic R008 (M); SD R008 (S)

The mixture of gospel and soul, as delivered by the Institutional Church of God in Christ, is exciting and inspiring. The chorus and the soloist in this group get right down to the nitty gritty of the musical sermon and deliver with highly-charged emotion that has quite an effect on the listener.



**INTERNATIONAL FOLK SPOTLIGHT**

**A RUSSIAN FOLK RECITAL**

Valentina Levko. Melodiya/Capitol T 13493 (M); ST 10493 (S)

The rich contralto voice of Valentina Levko sings 10 Russian folk songs in this album that should have wide appeal. Melancholy numbers such as "Elegy" and "The Green Grove" are meaningfully done, while spirited songs such as "The Bell" and "Over the Clear Field" sparkle. "Reflections at the Campfire" is another jewel.



## SPECIAL MERIT PICKS

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

**POP SPECIAL MERIT**

**THE BEAUTIFUL BALLADS**

Nat King Cole. Capitol T 2820 (M); ST 2820 (S)

Cole's musical legacy continues to beat strongly, and in this record consisting of tunes not previously available in LP form, his warmth and unique styling sparkle. "Here's to My Lady," "Back in My Arms" and "When It's Summer" are chestnuts which show off Cole's magic.

**POP SPECIAL MERIT**

**INVITATION TO BROADWAY**

Matt Monro. Capitol T 2683 (M); ST 2683 (S)

The show songs in this collection give Matt Monro a pleasing showcase. His legitimate vocalists are excellently suited to the Broadway repertoire and the arrangements by Sid Feller and Billy May make them all highly attractive.

**POP SPECIAL MERIT**

**WOULD YOU BELIEVE?**

The Tempests. Smash MGS 27098 (M); SRS 67098 (S)

Leading off with their first single "Would You Believe," the Tempests offer a soul-filled, mostly-driving album debut. "Ain't No Big Thing" is another good driver for this North Carolina group, while "You Are the Star I Wish On" is a top-flight wailer.

**POP SPECIAL MERIT**

**OFF ON A 20TH CENTURY CYCLE**

The 18th Century Concepts. Sidewalk ST 5909 (S)

These eight El Monte, Calif., teachers again use baroque treatment and instruments with today's material in this their second album. While harpsichord, clavichord, flugelhorn, and other such instruments curiously produce a contemporary sound, this instrumental pressing with vocals also could find easy listening acceptance. Among the top numbers are "Light My Fire," "I Was Kaiser Bill's Batman" and "Happy Together."

**POP SPECIAL MERIT**

**THE CHESTERFIELD BROADCASTS**

Glenn Miller & His Orch. RCA Victor LPM 3873 (M); LSP 3873 (S)

The over-40 set will really appreciate this one. There's Glenn Miller and Ray Eberle and Marion Hutton and Tex Beneke and the Modernaires singing such great oldies as "Blue Champagne," "High on a Windy Hill" and "Skyline." The material is all from the Miller radio shows of 1940-1942.

**POP SPECIAL MERIT**

**A BUBBLE CALLED YOU**

The Alan Copeland Conspiracy. ABC-Paramount ABC 617 (M); ABCS 617 (S)

Arranger-conductor Copeland has brought together a versatile vocal group who can sing with ease both adult and booper tunes. Most of the selections contain hits associated with other performers. Arrangements, from rock to jazz, really swing.

**POP SPECIAL MERIT**

**SOUL MY WAY**

Jerry Lee Lewis. Smash MGS 27097 (M); SRS 67097 (S)

This LP has all of the power of Lewis of old, yet is hippie-deep with commercial impact for today's generation. "Shotgun Man" is blues, "Treat Her Right" is pop. "Turn on Your Love Light" is soul-plus. With exposure, Lewis could come back stronger than ever.

**CHRISTMAS SPECIAL MERIT**

**WE WISH YOU A MERRY CHRISTMAS**

The Johnny Mann Singers. Liberty LRP 3522 (M); LST 7522 (S)

The pleasant close harmony of the Johnny Mann Singers should find a lot of fans this season. Mann's arrangements are well conceived and imaginative. It's much more than Christmas mood music.

**COUNTRY SPECIAL MERIT**

**THE GREAT ROY ACUFF SONGS**

The Louvin Brothers. Capitol T 2827 (M); ST 2827 (S)

A repackaging of what used to be one of the greatest duos in country music—the Louvin Brothers—performing such classics as "Wabash Cannonball," "The Great Speckled Bird," and "Wreck on the Highway."

**CLASSICAL SPECIAL MERIT**

**ROMANCES FOR VIOLIN & ORCHESTRA**

Yehudi Menuhin/Philharmonia Orch. (Pritchard). Capitol SP 8667 (S)

Menuhin's skill is ever-present on these five works. He shapes and develops, lulls and sweetens, all with the polish of the master. John Pritchard's conducting makes the Philharmonia surge with inspiration.

**CLASSICAL SPECIAL MERIT**

**FREDERIC CHOPIN**

Martha Agerich. DGG 139317 (S)

This fine young Argentinian pianist makes an auspicious disk debut with this Chopin package. In the "Piano Sonata No. 3" her soft playing is excellent but she also handles the faster sections with considerable skill. The well known "Polonaise No. 6" is handled with precision and vigor. Her fall U. S. tour should boost sales on this fine album.

**CLASSICAL SPECIAL MERIT**

**TCHAIKOVSKY: NINE CHORUSES**

The Sveshnikov Chorus. Melodiya/Angel SR 40039 (S)

The a cappella style of the Sveshnikov Chorus is an instrument in itself and it works wonders with Tchaikovsky's musical approach to his own poetic works as well as the words of Pushkin, Lermontov, Tsiganov, and others. It stands up under replay and grows in value.

**COMEDY SPECIAL MERIT**

**HAVE A JEWISH CHRISTMAS . . . ?**

Lennie Weinrib & Various Artists. Tower T5091 (M)

If the buyer doesn't take some of the subject matter too sensitively or too seriously, this could be a very funny album. However, appeal will be limited to cosmopolitan areas. A big seasonal promotional drive is being made by the label.

**FOLK SPECIAL MERIT**

**TOMMY MAKEM SINGS TOMMY MAKEM**

Columbia CL 2745 (M); CS 2745 (S)

Tommy Makem, who usually sings with the Clancy Brothers and who usually sings standard folk material, is strictly on his own in this set. He's singing solo and he's singing his own material. The songs are of the folk genre but they're made especially current with the blending of country and blue. Makem knows just what to do with them as a singer.

**GOSPEL SPECIAL MERIT**

**GOD'S LONESOME HIGHWAY**

The Loving Sisters. Peacock PLP 143

The Loving Sisters perform in true come-together style, with a spontaneity and enthusiasm that comes from the soul. "God's Lonesome Highway" has the religiosity of the church and the soul generally associated with more contemporary forms of music.



**FOUR-STAR ALBUMS**

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

**SOUNDTRACK**

**ALBERT PECKINGPAW'S REVENGE**  
Original Soundtrack. Sidewalk DT 5907 (S)

**POPULAR**

**CARNEVALE!**  
(Carnevale's Italiano at Manna Leone's)  
Audio Fidelity AFLP 2178 (M); AFSD 6178 (S)

**HENRY JEROME PRESENTS HENRY'S TRUMPETS**  
United Artists UAL 3620 (M); UAS 6620 (S)

**HAWAII**  
The Knightbridge Strings. Monument MAS 13005 (S)

**REVERIE**  
The Knightbridge Strings. Monument MAS 13004 (S)

**MEDLEYS ON PARADE**  
Guy Lombardo & the Royal Canadians. Capitol T 2825 (M); ST 2825 (S)

**UP THE DOWN STAIR CASE**  
Original Motion Picture Score. United Artists UAL 4169 (M); UAS 5169 (S)

**GOLDEN HITS OF THE PARIS SISTERS**  
Sidewalk DT 5906 (S)

**HOWARD ROBERTS—GUILTY**  
Capitol T 2824 (M); ST 2824 (S)

**MIKLOS ROZSA CONDUCTS HIS GREAT THEMES FROM BEN-HUR, EL CID, QUO VADIS, AND KING OF KINGS**  
Capitol T 2837 (M); ST 2837 (S)

**DO THE LOVE**  
Bob Thiele. ABC ABC 615 (M); ABCS 615 (S)

**COUNTRY**

**GUITAR COUNTRY OF LITTLE JIMMY DEMPSEY**  
Jimmy Dempsey. ABC ABC 619 (M); ABCS 619 (S)

**A NEW FRONTIER**  
The Homesteaders. Little Darlin' LD 4009 (M); SLD 8009 (S)

**RELIGIOUS**

**PRESENTING THE ANTIOCH MISSIONARY BAPTIST CHURCH CHOIR IN CONCERT**  
Song Bird SBLP 308 (M)

**GOSPEL**

**TELL HIM**  
The Chariot Gospel Singers. Peacock PLP 146

**YOUR GOOD DEEDS**  
Dixie Hummingbirds. Peacock PLP 144

**CLASSICAL**

**J. S. BACH: CANTATAS**  
Various Artists/Munich Bach Chorus and Orch. (Richter). Archiv 198402 (S)

**BACH: 2 CANTATAS/3 MOTETS**  
Haefliger/Munich Bach Chorus and Orch. (Richter). Archiv 198401 (S)

**FESTIVE BAROQUE MUSIC FOR WINDS**  
Ensemble Musica Antiqua (Clemencic). Archiv 198405 (S)

**GABRIELI: THE GLORY OF VENICE**  
The Ambrosian Singers (Stevens). Angel S 36443 (S)

**GILBERT & SULLIVAN**  
The Knightbridge Strings. Monument MAS 13006 (S)

**SCHUBERT: THE "TROUT" QUINTET**  
Members of the Melos Ensemble. Angel S 36441 (S)

**SCHUMANN: STRING QUARTET IN A/PIANO QUINTET IN E FLAT**  
Christoph Eschenbach/Droic Quartet. DGG 139144 (S)

**LOW PRICE CLASSICAL**

**MENDELSSOHN: A MIDSUMMER NIGHT'S DREAM/HUMPERDINCK: HANSEL AND GRETEL**  
Royal Philharmonic (Kempel). Seraphim S 60056 (S)

**JAZZ**

**THE FUNKY ORGANIZATION OF HENRY CAIN**  
Capitol T 2688 (M); ST 2688 (S)

**KINFOLKS CORNER**  
Lucky Thompson and his Friends. Rivoli LRP 44 (M & S)

(Continued on page 41)

**ALBUM REVIEW POLICY**

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

**SEE ALBUM REVIEWS ON BACK COVER**



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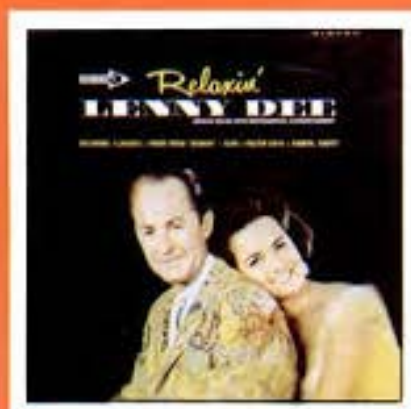
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IT'S GOT TO BE MELLOW • LEON HAYWOOD  
DL 4949(M) DL 74949(S)



SUMMER WIND • PATSY CLINE  
DL 4917(M)



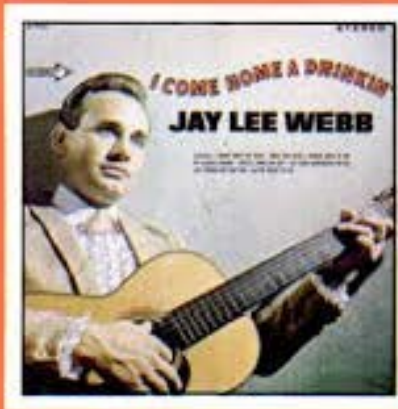
TEAR TIME • WILMA BURGESS  
DL 4935(M) DL 74935(S)



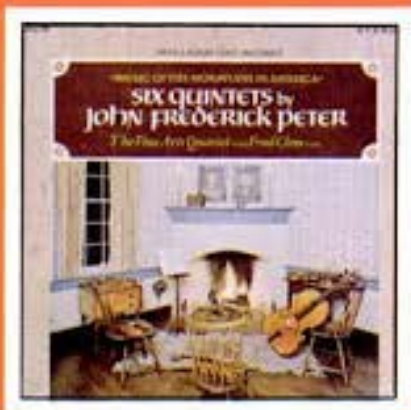
THIS IS JAN HOWARD COUNTRY  
JAN HOWARD  
DL 4931(M) DL 74931(S)



A WOMAN NEEDS LOVE • MARION WORTH  
DL 4936(M) DL 74936(S)



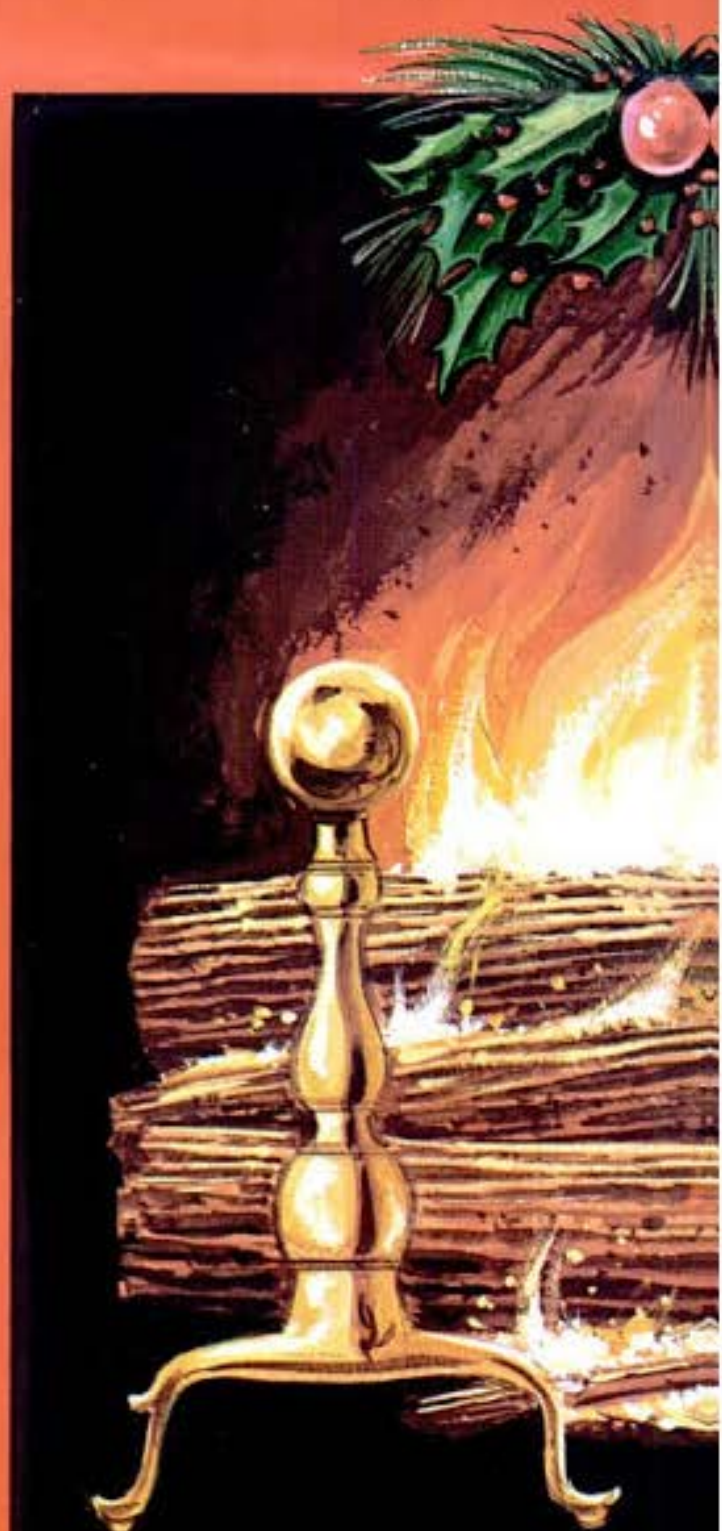
I COME HOME A DRINKIN' • JAY LEE WEBB  
DL 4933(M) DL 74933(S)



MUSIC OF THE MORAVIANS IN AMERICA  
THE FINE ARTS QUARTET  
DXA 197(M) DXSA 7197(S)



BIBLICAL ORATORIOS • AMOR ARTIS CHORALE  
DL 9430(M) DL 79430(S)



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# D CHRISTMAS

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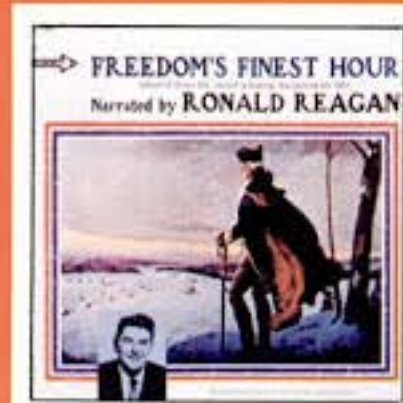
MUCHIN  
DL 74917(S)



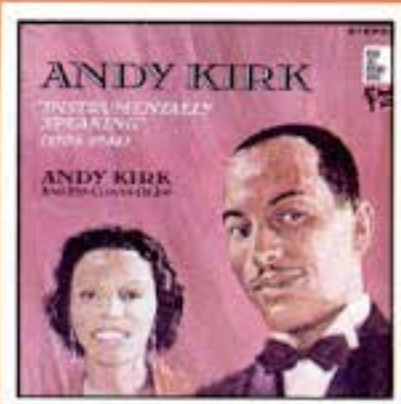
ANOTHER SIDE OF RICK • RICK NELSON  
DL 4944(M) DL 74944(S)



JAZZ TROPICAL! • JONAH JONES  
DL 4918(M) DL 74918(S)



FREEDOM'S FINEST HOUR - RONALD REAGAN  
DL 4943(M) DL 74943(S)



INSTRUMENTALLY SPEAKING (1936-1942)  
ANDY KIRK  
DL 9232(M) DL 79232(SE)



"THE BLUES" And All That Jazz (1937-1947)  
Volume 1 • Various Artists  
DL 9230(M) DL 79230(SE)



THE CHICAGOANS (1928-1930)  
"THE AUSTIN HIGH GANG"  
DL 9231(M) DL 79231(SE)



DANCING HAPPY • JAN GARBER  
DL 4909(M) DL 74909(S)



HOJAS MUERTAS • CHUITO VELEZ  
DL 4926(M) DL 74926(S)



TELL IT LIKE IT IS • JOHNNY ZAMOT  
DL 4945(M) DL 74945(S)



(M)—MONAURAL (S)—STEREO (SE)—ENHANCED FOR STEREO

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# Who Ever Heard Of Records With Handles?

## Dunhill Not Only Heard About Them- But Always Makes Them That Way.

WE GOT FIVE NEW ALBUMS WITH HANDLES

WE GOT A TOTAL OF 208 MINUTES OF SHEER ENTERTAINMENT

WE GOT ALBUMS WITH IDEAS, UNIQUENESS, AND CHARM  
AND ALL WITH REASONS FOR BEING ALIVE

WE BELIEVE ALL RECORDS SHOULD HAVE HANDLES  
AND NOT JUST GLOBS OF VINYL IN A CARDBOARD SANDWICH



FAREWELL TO THE FIRST GOLDEN ERA  
/ The Mamas & The Papas D-50025



BOOK OF SONGS / The Mamas & The  
Papap D-50022



HIT MAKER / Ernie Freeman D-50026



THE NOW SOUND OF THE BRASS RING  
D-50023



THE NOW SOUND OF MICKIE FINN'S  
D-50024

**DUNHILL** 







JOHNNY MACK OF WLAV in Grand Rapids, dark jacket in back, welcomes the Cowbills of MGM Records to Michigan. The label tossed a party recently for deejays in Detroit commemorating "The Rain, the Park and Other Things," a hit single for the group.

# Vox Jox

Continued from page 28

after the very popular "Opry Star Spotlight" on WSM, Nashville. Briggs went on the air Monday (6). Larry Scott, the music director who formerly handled the all-night stint, moved up to daytime. . . . To show the power of solid soul, WOL in Washington continues to dominate the ratings surveys. Latest five-county Pulse generally shows the r&b station with a 13 in the morning, 14 in the afternoon, and 18 at night, reports program director Ted Atkins. He admits the ratings don't reflect his labors, since he only arrived a few weeks back. He's trying to format the station a little more, but still leaves the deejays with complete freedom. After all, why should he shake the boat. The station has 65 per cent of all the Negroes in the metropolitan area. Only station that tops it anywhere during the day is the team of Hardin and Weaver on WMAL in the morning.

Rick (Fat Daddy) Douglass has been appointed music director of WREN in Topeka, Kan., and says the 5,000-watt fulltime operation needs all of the albums it can get. Address is 1001 Fillmore; zip code is 66604. . . . Kenneth Fairchild has been appointed program manager of WNBC and WNBC-FM, New York. The AM side is going to remain mostly conversation, as it is now; Fairchild originated talk at KTRH, Houston. However, you can expect some changes on FM within the next four-to-six weeks as soon as Fairchild gets the AM settled. One thing sure, FM will drop the classical music it is playing now. Also, it will not go rock. . . .

WOR-FM in New York, which had blazed new trails in radio programming as a progressive rock album station, completed the changeover to a hard-rock, tight-playlist operation last week with the exodus of Scott Muni and Johnny Michaels.

Elmo Ellis, general manager of WSB, Atlanta, has been re-elected chairman of the NBC radio network affiliates. . . . Don Elliott, former morning personality on KLAC, Los Angeles, has joined KGBS noon to 6 p.m. Sundays, the 50,000-watt country station in Los Angeles. . . . Would you believe that Bertha Porter, music director of WDRC in Hartford, Conn., has received 12 awards for breaking records. He's one of the greatest in the business at picking hits; her latest award was from Roulette Records for helping to break "I Think We're Alone Now," by Tommy James and the Shondells.

KOOL has bowed a show called "Musik From the Old Country," hosted by Hans Schacke, that will bring Phoenix listeners Continental hits by foreign artists. Show is 5-6 p.m. Sundays. . . . Bill Ardis, host of "Ardis Against the Night" on WHAM in Rochester, N. Y., sends me complimentary membership card in his fan club. I picked up his all-night show the other night on transistor, and mentioned it here. The mention also brought this letter from Billy Hayes, Brooklyn: "I got a kick out of your column on the stations and the deejays you picked up on your six-transistor radio in the a.m. hours. . . . we pick up these stations, and 200 or more besides, on our radio, which will



BOB HAWKINS, PROGRAM DIRECTOR of KVI in Seattle, puts the city's major newspaper columnists on the air in a special Christmas promotion for downtown Seattle stores. The columnists took the role of reporters sighting Santa Claus at various locations on his flight to Seattle. From left: John Reddin, Vic Stredicke, Janine Burks, all of the Seattle Times; Post-Intelligencer radio-TV editor John Voorhees; Seattle Times radio-TV editor Chet Skreen, and Hawkins.

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164	163	FOR YOUR LOVE	10	189	—	MIRIAM MAKEBA IN CONCERT	1
165	180	APPLES, PEACHES, PUMPKIN PIE	4	190	195	GROOVIN' WITH THE SOULFUL STRINGS	2
166	146	THE WILD ANGELS	58	191	—	WITH LOVE	1
167	155	THE WORLD WE KNEW	7	192	—	YOU'RE A VERY LOVELY WOMAN	1
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169	157	THE BEST OF THE BEACH BOYS, VOL. 1	64	194	—	WHEN THE WHISTLE BLOWS ANYTHING GOES	1
170	166	GREATEST HITS OF ALL TIMES	49	195	—	EXPRESSION	1
171	186	GOODBYE & HELLO	3	196	192	BIG SWING FACE	19
172	167	TIME, TIME	20	197	200	THE CANDYMEN	2
173	174	ERIC BURDON & THE ANIMALS, VOL. II	24	198	198	EXPLOSIVE BRASS IMPACT, VOL. 2	2
174	170	PAINT IT BLACK	13	199	199	OF CABBAGES & KINGS	2
175	190	BEST OF WILSON PICKETT	2	200	—	THERE MUST BE A WAY	1

\*Indicates Star Performer

## BREAKOUT SINGLES

### ★ NATIONAL BREAKOUTS

#### DAYDREAM BELIEVER

Monkees (Chip Douglas), Colgems 1012

#### HONEY CHILE

Martha Reeves & Vandellas (R. Morris), Gordy 7067

### ★ REGIONAL BREAKOUTS

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

#### WINDY . . .

Wes Montgomery, A&M 883 (Almo, BMI) (Detroit)

#### FOR A FEW DOLLARS MORE . . .

Hugo Montenegro, RCA Victor 9224 (Unart, BMI) (Houston)

#### NOBODY BUT ME . . .

Human Beinz, Capitol 5990 (Wemar, BMI) (Baltimore)

#### HEY MAMA . . .

Flaming Embers, Ric Tic 132 (Myrtle, BMI) (Detroit)

pick up everything but a blonde. In regards to the song "And I Love Her" at WHAM, the jockey could very well have been Bill Ardis, or Peter R. Grobe, or Matt Maeteo, Ed Mitchell, Mike Morgan, Alan Browning, Bill Gibbons, but most likely Bill Ardis. You must take into consideration that most of the stations you mention are 50,000-watters and they really get around at night; and that the good transistors they are putting out today have one, two, or three IF's, better known as transformers. We have three transformers with added trimmers on our set, with six tubes. I send sample pressings on my songs to all the stations we can tune in; and right now we're working on "Blue Christmas" and "Hawaiian Christmas." Jay Johnson co-wrote "Blue Christmas" with me.

Dick Shuey, program manager of country-formatted WMCS in Machias, Me., will be available as of Nov. 15 for announcing/program directing job. He says he'd like to stay with a country station but will consider other types of formats. He'd been handling an afternoon air stint. Contact him by letter at Route 92, Machiasport, Me. 04655. . . . Stu Collins, formerly with WLAV in Grand Rapids, Mich., has joined

WQXI in Atlanta nine-noon; also joining the Hot 100 station for the second time around is Gary Granger, returning from WPDQ in Jacksonville. Granger will handle weekend chores.

New music director of "The Woody Woodbury Show" syndicated on many TV stations is pianist Mike Melvoia, along with his own combo. Melvoia will provide theme and background music on the show and accompany guest singers. . . . KRAV-FM, stereo station in Tulsa, Okla., reports that 15,000-plus homes are delivered by KRAV-FM through CATV systems in Oklahoma, Arkansas, Missouri and Kansas. This is in addition to the regular listeners within signal range.

Jim Jeffries, new music director at WQXI in Atlanta, will see promotion men by appointment only on Monday and Tuesday between 3-7 p.m. Starting Nov. 1, the playlist of the Hot 100 operation is being made up each Wednesday by general manager Kent Burkhardt, operations manager Joe Kelly, assistant operations manager Bob Todd, Jeffries, and a different deejay each week. . . . How about this one—both Gary Stevens of WMCA and Bruce Morrow of WABC, who compete against each other for evening Hot 100 listeners in New York,

are both out-of-town and both visiting Europe. . . . New personality at country music station WTID in Newport News, Va., is (Dandy) Dave Cummins; he'd been a pop personality for years on WGH in the area.

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Bobby Byrne	Billy Eckstine	Isham Jones
Cab Calloway	Duke Ellington	Dick Jurgens
Frankie Carle	Shep Fields	Sammy Kaye
Benny Carter	Dizzy Gillespie	Hal Kemp
Casa Loma	Benny Goodman	Stan Kenton
Bob Chester	George Hall	Wayne King
Larry Clinton	Mal Hallett	Andy Kirk
Bob Crosby	Lionel Hampton	Gene Krupa
Xavier Cugat	Horace Heidt	Kay Kyser
	Fletcher Henderson	

Elliott Lawrence	Teddy Powell
Guy Lombardo	Boyd Raeburn
Johnny Long	Alvino Rey
Jimmie Lunceford	Buddy Rich
Freddy Martin	Jan Savitt
Hal McIntyre	Raymond Scott
Ray McKinley	Artie Shaw
Glenn Miller	Charlie Spivak
Vaughn Monroe	Jack Teagarden
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Red Nichols	Ted Weems
Ray Noble	Lawrence Welk
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# Classical Music

## Everything From Bach to Cruff In New Repertoire From U.K.

By KEN WILLSMER

LONDON—Classical releases here this month cover a wide range of repertoire.

British Decca's package of Richard Strauss' opera "Elektra," starring Birgit Nilsson, is the first complete recording of the opera. Cuts usually made for stage performance have been restored for the purpose of recording.

Also from Decca is a new recording of Bach's "Christmas Oratorio" starring Peter Pears, Helen Watts, Elly Ameling and Tom Krause with the Stuttgart Chamber Orchestra conducted by Kari Munchinger.

CBS has the first English-language recording of Honegger's "Joan of Arc at the Stake." The spoken role of Joan is performed by Vera Zorina who appeared at London's Festival Hall in June last year in the part.

EMI's opera offering is Verdi's "Aida" starring Birgit Nilsson in the title role with a supporting cast including Franco Corelli, Grace Bumbry, Mario Sereni and Bonaldo Giaiotti. The recording was made in Rome with the orchestra and chorus of the Rome Opera House directed by Zubin Mehta.

DGG is giving its Archive label a special promotion this month to help popularize the series. An album called "Masterworks of the Baroque" containing works by Handel, Bach, Telemann and Mouret is retailing at \$1.50. All the works on this special introduction album were awarded the Grand Prix du Disque, and will be used to spearhead a strong release on the label comprising seven LP's.

This month sees the entry of Pye into the specialist classical field with the introduction of its new Virtuoso label. The six LP's in the initial release embrace music of modern times and the baroque era. Three English contemporary composers John McCabe, Kenneth Leighton and Adrian Cruff are represented on one LP; the other

modern issue is of Bernard Herrman's cantata "Moby Dick." Pye premiered this composer's opera "Wuthering Heights" on record.

The baroque era is represented by a complete recording of Bach's "Clavierbung" organ mass on two LP's played by Ralph Downes; motets by 16th century Spanish composer Victoria including "Lamentations of Jeremiah"; and a selection of motets and madrigals by Monteverdi.

In the budget field Saga has issued a two-record set of Schubert's song cycle "Die Winterreise" with Thomas Hemsley accompanied by Gerald Moore. This set will retail at \$3.

Other notable releases this month include the first recording from Decca of the Handel-type opera rarity by Graun, "Montezuma." Excerpts from the work are sung by Joan Sutherland with the London Philharmonic conducted by Richard Bonyng. Also on Decca is a two-record set of Miss Sutherland singing a collection of musical comedy numbers.

From RCA Victor comes Puccini's "La Rondine" starring Anna Moffo. And on RCA Victor's low-price label are two further boxed sets in the Toscanini "Treasury of Great Music" series.

EMI has issued six singles in its "Your Kind of Music" series. The release comprises Sibelius' "Intermezzo" and "March From the Karelia Suite" (featured as a TV signature tune here); the humming chorus and aria, "One fine day" from the recently issued complete "Madama Butterfly" starring Renata Scotto; two songs by Schubert "To Music" and "Dor Erkonig" sung by Fischer-Dieskau; "He Was Despised" and "Behold the Lamb" from Handel's "Messiah," featuring Janet Baker, a singer currently in great demand here; Daniel Barenboim playing the first two movements of Beethoven's "Moonlight Sonata," and the "Adagio for Strings and Organ," by Albinoni.

## RECORD REVIEW

### Everest Series Welcome Addition

NEW YORK—Sopranos Maria Callas and Renate Scotto, and conductor Renato Fasano are among the principals of the first stereo-only release of the renamed Everest Opera Series. In addition to six albums from material from Ricordi of Milan, the initial release has three former Renaissance operas, some by way of Period Records, and the first complete recording of Massenet's "Don Quichotte."

Callas appears in Cherubini's "Medea," the same performance currently available on Mercury through a previous Ricordi deal. The opera, conducted by Tulio Serafin, with the La Scala Orchestra and Chorus, also is one of the five Ricordi operas in which Miss Scotto appears. Other leads are tenor Mirto Picchi, mezzo-soprano Miriam Pirazzini, and bass Giuseppe Modesti.

Renato Fasano conducts the Virtuosi di Roma in three delightful comic operas including only catalog listings of Paisiello's "The Barber of Seville" and "La Cambiale di Matrimonio" of Rossini, whose "Barber" replaced the earlier Paisiello work. Featured in the Paisiello romp are soprano Graziella Sciutti, tenor Nicola Monti, baritone Rolando Panerai, and basses Renato Capecci and Mario Petri.

In "La Cambiale di Matrimonio," the same quartet of male principals is joined by Miss Scotto and mezzo-soprano Giovanna Fioroni. Miss Scotto also stars in the third Fasano-conducted work, Pergolesi's "La Serva Padrona."

One of Miss Scotto's top early performances is restored to the catalog in Donizetti's "Lucia di Lammermoor" with Nino Sanzogno conducting the La Scala Orchestra and Chorus. The fine cast also includes tenor Giuseppe Di Stefano, baritone Ettore Bastianini and bass Ivo Vinco.

The only other title in addition to "Don Quichotte" that is not a reissue is the fifth Ricordi set, Rossini's "Petite Messe Solennelle," which has an excellent quartet of soloists in Miss

Scotto, tenor Alfredo Kraus, mezzo-soprano Fiorenza Cossotto, and bass Ivo Vinco. Giulio Bertola conducts the Coro Polifonico di Milano, pianists Franco Verganti and Gianluigi Franz, and organist Luigi Benedetti.

The "Don Quichotte" package is a real gem, especially the superb performance of bass Miro Chagalovich in the title role, which was created by the immortal Feodor Chaliapin and the outstanding conducting of Oscar Danon. Bass Ladko Koroshetz as Sancho Panza and mezzo-soprano Breda Kalef as Dulcinee also turn in top performances. While the French of the principals and the Belgrade Opera Chorus is tinged with their native accents, the set is a welcome catalog addition.

Bizet's "The Pearl Fishers," still is in the catalog under Period, but it will be deleted in this monaural form as will other Period operas as Everest rechannels them for the Opera Series. Rene Leibowitz conducts the Paris Philharmonic and topflight soloists soprano Mattiwilda Dobbs, tenor Enzo Serri, baritone Jean Borthayre, and bass Lucien Mans.

Leibowitz also conducts the Paris Philharmonic in Offenbach's "Orpheus in the Underworld," recently deleted by Renaissance, in a sparkling performance featuring Andre Dran, Bernard Demigny, Jean Mollien, Claudine Collart and other fine soloists.

The third rechanneled set is the only listing of Mozart's "The Girl in Gardener's Disguise (La Finta Giardiniera)" with Rolf Reinhardt expertly leading the Stuttgart Orchestra and Chorus. The capable soloists are Margot Guillaume, Hetty Plumacher, Werner Hohmann and Gustav Neidlinger. The Mozart and Cherubini operas take three LP's each, while the Pergolesi opera takes one pressing. The other seven sets are two disks each. It looks like this group of operas will have the same sales success as the 36 from the Cetra catalog issued by Everest last year.

FRED KIRBY

## Col. Goes 'Mod' With 17 Releases

NEW YORK—Columbia Records is stressing contemporary music with seventeen 20th Century titles on its Columbia, CBS and Odyssey labels this month. Among the composers represented are Schoenberg, Stravinsky, Stockhausen, Foss, Schuller, Cage, Berg, Webern,

Boulez, Copland and Ives. Much of the material constitutes first catalog listings.

On Columbia, Leonard Bernstein conducts the New York Philharmonic in the second volume of "Music in Our Time." The selection, all catalog firsts, are Foss' "Phorion," Edison Denisov's "Crescendo e Diminuendo" and Schuller's "Tripulum."

A stereo-only pressing of new avant-garde electronic music contains Milton Babbitt's "Ensembles for Synthesizer," Pousseur's "Trois visages de Liege," and Cage's "Variations II." The Cage work features pianist David Tudor. Pianist Glenn Gould and violinist Israel Baker play Schoenberg concertos with Robert Craft and the CBC Symphony, while Eugene Ormandy and the Philadelphia Orchestra have a pressing of Berg, Schoenberg and Webern.

### Stravinsky Leads

Stravinsky conducts an album of his recent compositions, most of which are new listings. Soloists in the eight selections include soprano Adrienne Albert, mezzo-sopranos Cathy Berberian and Shirley Verrett, tenor Loren Driscoll, trumpeters Robert Heinrich and Robert E. Nagel, pianists Charles Rosen and Craft, violinists Otis Igleman and Baker, violist San-

(Continued on page 45)

## Pilar Lorengar Stars at Met

NEW YORK—Pilar Lorengar was at her vocal best as Violetta on Nov. 1 at the Metropolitan Opera, thereby contributing to a finely sung "La Traviata." Sherrill Milnes also excelled, portraying Germont, the same role he sings in his recording debut on RCA Victor with Montserrat Caballe.

Miss Lorengar, who also appears on Angel and Deutsche Grammophon and Vox, recently recorded two operas for British Decca, London's parent company, Cherubini's "Medea" with Gwyneth Jones and Bruno Prevedi and Leoncavallo's "I Pagliacci" with James McCracken and Robert Merrill. Both London and Angel plugged her recordings in program ads, while Victor spotlighted Milnes and his disk debut.

Tenor Luigi Alva, the third principal who is also appearing in the Verdi opera for the first time at the Met this season, started slowly, but displayed his fine light lyric line by the time he finished his Second Act aria. Alva was featured in Angel's ad. He also has recorded for London and Victor, his latest set being Victor's "Il Re Pastore" of Mozart.

But it was Miss Lorengar who dominated. Her voice was clear and flexible, powerful when required, pianissimo when required. Equally fine vocally was Milnes, who displayed a rich voice with a feel for the role. Their second act duet was outstanding. FRED KIRBY

## CONCERT REVIEW

### Weissenberg Gets Series Off to Auspicious Start

NEW YORK—Pianist Alexis Weissenberg, in his first New York appearance in 15 years, turned in a brilliant performance at Philharmonic Hall, on Nov. 1. The concert kicked off Lincoln Center's Great Performers series; and it must be stated that Weissenberg fulfilled completely the series' concept. His virtuosity was extraordinary, and his tone control and phrasing revealed discipline and taste.

The program was broad, ranging over material of great diversity. It opened with Bach's "Chromatic Fantasy and Fugue in D Minor" and went on to Schumann's "Fantasy in C Major, Opus 17," five Chopin Nocturnes and Stravinsky's "Petrouchka." In turn, these performances revealed Weissenberg's technique, his under-

standing of lyrical, romantic and dramatic passages and his showmanly flair.

This appearance of Weissenberg coincides with a big promotion of new recorded material on the Angel and RCA Victor labels. The former label recently released two Weissenberg albums, one including the "Bach Chromatic Fantasy." An Angel package is in preparation with six Chopin pieces recorded with the Paris Conservatory Orchestra, under Stanislaw Skrowaczewski. On Victor, Weissenberg's first disk will include several Chopin compositions. These releases tie in with the artist's current two-month tour. The attendant promotion and his great capabilities should establish him solidly in the American classical market.

PAUL ACKERMAN

NOVEMBER 18, 1967, BILLBOARD

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# Classical Notes

## BEST SELLING CLASSICAL LP's

Soprano Montserrat Caballe will appear with Howard Mitchell and the Washington National Symphony on Nov. 21. Violinist Michael Rabin appears with the orchestra on Tuesday (14) and Wednesday (15). Soprano Pilar Lorengar replaced Victoria de los Angeles in Washington last month. . . . Tenor Richard Tucker appears with Max Rudolf and the Cincinnati Symphony on Friday (17) and Saturday (18). . . . Pianist Samuel Dilworth-Leslie gives a Town Hall recital on Nov. 19. . . . Cellist Juan Casaux recently gave a concert at the Institute of Puerto Rican Culture.

Pianist John Browning will play Prokofiev's "Concerto No. 3" with Erich Leinsdorf and the Boston Symphony on Friday (17) and Saturday (18). . . . Soprano Martina Arroyo appears with Joseph Eger and the American Symphony on Sunday (12) and Monday (13). . . . Soprano Magda Olivero made her American debut in the title role of Cherubini's "Medea," the opening performance of the Dallas Civic Opera. The cast included Bruno Prevedi, Graziella Sciutti, Bianca Maria Casoul and Nicola Zacheria. . . . Jeffrey and Ronald Marlowe, duo pianists, debuted at Town Hall on Nov. 8. . . . Cesare Selpi gives a recital at Hunter College on Saturday (18).

Soprano Judith Raskin appears with Pierre Boulez and the Cleveland Orchestra on Thursday (16), Saturday (18) and Sunday (19). . . . Violinist Christal Ferras performs with Stanislaw Skrowaczewski and the Minneapolis Symphony at Carnegie Hall on Thursday (16). . . . On Saturday (18), Robert Gaby and Jean Casadesu will appear at Carnegie with Jean Martinon and the Chicago Symphony. . . . Soprano Sakiko Kanamori won the \$2,000 Fisher Foundation Award, and soprano Costanza Cuccaro, the \$2,000 Starr and Irene Chambers Award at the national finals Council's regional auditions. The \$2,500 Madame Lilliana Terussi Award, which usually is accompanied by a Met contract, was not awarded.

Herbert Von Karajan will be conductor and stage director for the Metropolitan Opera's new production of Wagner's "Die Walkure" on Nov. 21. Other debuts in the opera will include soprano Gundula Janowitz and bass Karl Ridderbusch. Also featured will be Birgit Nilsson, Jon Vickers, Christa Ludwig and Thomas Stewart. Walter Berry replaces Stewart as Wotan on Nov. 27. Alain Lombard conducts his first Met "Romeo and Juliet" on Nov. 25. . . . Pianist Jose Iturbi was the soloist at the Oct. 25 opening of the Dayton Philharmonic. . . . William Steinberg conducts the first of four New York Philharmonic concerts of Berlioz' "The Damnation of Faust" on Thursday (16). Soloists will include Beverly Wolff, Ernst Haefliger, Gerard Souzay and Raymond Michalski.

FRED KIRBY

### Erato Christmas

Continued from page 44

ford Schonbach, cellist George Neikrug, flutist Arthur Gleg-Guschbauer, is a four-disk set offered at \$21 instead of \$28. The set includes works for the flute by Bach, Purcell, Couperin, Mozart, Poulenc, Bartok, Debussy and Prokofiev.

The second subscription offer is a three-disk set of the six quartets of Bela Bartok played by the Bartok Quartet, which is available at \$16 instead of \$21. Both sets are compatibly recorded. The offers are open until Dec. 31.



This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	WEST MEETS EAST Yehudi Menuhin/Ravi Shankar, Angel 36418 (M); S 36418 (S)	19
2	2	PUCCINI: LA RONDINE (2-12" LP's) Moffo/Barbironi/RCA Italiano Orch. & Chorus (Mollinari-Pradelli), RCA Victor LM 7048 (M); LSC 7048 (S)	10
3	3	LEONTYNE PRICE—PRIMA DONNA RCA Victor LM 2968 (M); LSC 2968 (S)	7
4	4	PUCCINI: TOSCA (2-12" LP's) Nilsson/Coralli/Fischer-Dieskau/Various Artists (Maazel), London A 4267 (M); OSA 1267 (S)	9
5	5	VERDI: LA TRAVIATA (3-12" LP's) Caballe/Bergonzi/Milnes/RCA Italiana Orch. (Pretere), RCA Victor LM 6180 (M); LSC 6180 (S)	4
6	7	PUCCINI: MADAME BUTTERFLY (3-12" LP's) Scotti/Bergonzi/Various Artists/Rome Opera House Orch. (Berbiroli), Angel (No Mono); SCL 3702 (S)	7
7	6	MAHLER: SYMPHONY NO. 8 (2-12" LP's) Various Artists/London Symphony (Bernstein), Columbia M2L 351 (M); M2S 751 (S)	41
8	12	ORFF: CARMINA BURANA New Philharmonia Orch. (DeBurgos), Angel 36333 (M); S 36333 (S)	65
9	8	ART OF DENNIS BRAIN Seraphim IC 60040 (M); (No Stereo)	26
10	10	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	22
11	9	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	85
12	11	HOROWITZ IN CONCERT (2-12" LP's) Vladimir Horowitz, Columbia M2L 357 (M); M2S 757 (S)	29
13	14	BEETHOVEN: NINTH SYMPHONY Mormon Tabernacle Choir/Philadelphia Orch. (Ormandy), Columbia ML 6416 (M); MS 7016 (S)	11
14	15	RACHMANINOFF: SYMPHONY NO. 1 Philadelphia Orch. (Ormandy), Columbia ML 6386 (M); MS 6986 (S)	16
15	32	HOMAGE TO GERALD MOORE (2-12" LP's) De los Angeles/Schwarzkoopl/Fischer-Dieskau, Angel (No Mono) SB 3697 (S)	2
16	16	GERSHWIN: RHAPSODY IN BLUE New York Philharmonic (Bernstein), Columbia ML 5412 (M); MS 6091 (S)	65
17	22	PROKOFIEV: IVAN THE TERRIBLE (2-12" LP's) Various Artists/U.S.S.R. Symphony (Stasevich), Melodiya/Angel RB 4103 (M); SRB 4103 (S)	4
18	20	MAHLER: SYMPHONY NO. 9 New Philharmonia (Klemperer), Angel 3708 (M); S 3708 (S)	4
19	19	PROKOFIEV: CINDERELLA (2-12" LP's) Moscow Radio Symphony (Rozhdestvensky), Melodiya/Angel R 4102 (M); SRB 4102 (S)	6
20	13	MAHLER: DAS LIED VON DER ERDE James King/Dietrich Fischer-Dieskau/Wienna Philharmonic Orch. (Bernstein), London OM 39005 (M); OS 26005 (S)	37

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
21	18	HOLST: THE PLANETS New Philharmonia Orch. & Chorus (Boult), Angel 36420 (M); S 36420 (S)	23
22	17	ART OF GERALD MOORE Various Artists, Seraphim 60044 (M); (No Stereo)	11
23	23	FRITZ WUNDERLICH: LYRIC TENOR Seraphim 60043 (M); S 60043 (S)	5
24	24	BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's) Berlin Philharmonic (Von Karajan), DGG (No Mono); SKL 101/108 (S)	27
25	27	MAHLER: SYMPHONY NO. 2 Harper/Watts/London Symphony (Solti); London CMA 7217 (M); CSA 2217 (S)	20
26	25	PUCCINI: LA BOHEME (2-12" LP's) Various Artists/RCA Victor Orch. (Beecham), Seraphim IB 6000 (M); (No Stereo)	58
27	26	SATIE: PIANO MUSIC/TROIS GYMNAPEDIES Ciccolini, Angel 35442 (M); (No Stereo)	7
28	29	RACHMANINOFF: CONCERTO NO. 2 IN C FOR PIANO Van Cliburn, Chicago Symphony (Reiner), RCA Victor LM 2601 (M); LSC 2601 (S)	35
29	21	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	67
30	30	DVORAK: SYMPHONY NO. 9 NBC Symphony (Toscanini), RCA Victor VIC 1249 (M); (No Stereo)	6
31	28	SHOSTAKOVICH: SYMPHONY NO. 10 USSR Symphony (Svetlanov), Melodiya/Angel R 40025 (M); SR 40025 (S)	6
32	31	NIELSEN: SYMPHONY NO. 1 Philadelphia Orch. (Ormandy), Columbia ML 6404 (M); MS 7004 (S)	15
33	—	TCHAIKOVSKY: QUEEN OF SPADES (4-12" LP's) Bolshoi Theatre (Khaikin), Melodiya/Angel (No Mono); SRD 4104 (S)	1
34	35	MAHLER: SYMPHONY NO. 3 Boston Symphony/Shirley Verett (Leinsdorf), RCA Victor LM 7046 (M); LSC 7046	4
35	38	RODGERS: VICTORY AT SEA, VOL. 1 RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2335 (M); LSC 2335 (S)	51
36	36	RICHARD TAUBER Seraphim 60051 (M); (No Stereo)	4
37	37	WAGNER: DIE WALKURE (5-12" LP's) Crezpin/Vickers/Various Artists/Berlin Philharmoniker (Von Karajan), DGG 39 229/233 (M); 139 229/233 (S)	27
38	40	RAVEL: BOLERO/RHAPSODIE/LA VALSE New York Philharmonic (Bernstein), Columbia ML 5293 (M); MS 6011 (S)	52
39	—	BERNSTEIN CONDUCTS NIELSEN Baker/Drucker/New York Philharmonic (Bernstein), Columbia ML 6428 (M); MS 7028 (S)	1
40	—	BRITTEN: A MIDSUMMER NIGHT'S DREAM (3-12" LP's) Various Artists/London Symphony (Britten), London A 1385 (M); OSA 1385 (S)	1

## Col. Goes Mod With Release of 17 Titles of Contemporary Fare

Continued from page 44

horn, clarinetists Kalmán Bloch, Paul Howland, Jack Kreiselman and Charles Russo, and harpist Dorothy Remsen. The disk also features the Festival Singers of Toronto, the CBC Symphony, and the Columbia Chamber Ensemble.

The CBS label has four titles, including two albums of 20th Century Canadian music, all first recordings. On one, Gould plays Oskar Morawetz' "Fantasy in D Minor," Istvan Anhalt's "Fantasia" and Jacques Hetu's "Variations." The other has Seiji Ozawa and the Toronto Symphony in Ernest MacMillan's "Two Sketches for Strings on French-Canadian Airs," Harry Freedman's "Images," Pierre Mercure's "Triptyque," and Francois Morel's

"L'Etoile noire (Tombeau de Borduas)."

A stereo-only CBS album has the first listings for Stockhausen's "Mikrophonie I" and "Mikrophonie II." The fourth CBS disk of Copland with the Juilliard Quartet, clarinetist Harold Wright and the composer on piano contains two first listings, the "Quartet for Piano and Strings" and the "Sextet for Clarinet, Piano and String Quartet."

Included in the seven-title Odyssey release are John Hopkins and the Melbourne Symphony in new Australian music, and Hiroyuki Iwaki and the NHK Symphony in new Japanese music. The Australian disk contains Peter Sculthorpe's "Sun Music I" and "Irkanda IV," and Dorian Le Gallienne's "Sinfonietta." The other album

has Akira Miyoshi's "Concerto for Orchestra," Toru Takemitsu's "Textures," and Toshiro Mayuzumi's "Mandala Symphony."

### Tudor Featured

Tudor is featured in a pressing of new organ music containing Mauricio Kagel's "Improvisation ajoutec," Christian Wolff's "For 1, 2 or 3 People," and Gordon Mumma's "Mesa, for Cybernetic Bandoneon." Mumma plays the cybernetic console in his composition.

A stereo-only set of new electronic music has Richard Maxfield's "Night Music," Steve Reich's "Come Out," and Pauline Oliveros' "I of IV." Craft conducts an album of Boulez and Stockhausen, which includes the first listing of the latter's "Nr. 5 Zeitmasse for Five Woodwinds."

Alvin Lucier directs the Brandeis University Chamber Choir in new vocal and choral works altered electronically by sound synthesizers and vocoders. The selections are Oliveros' "Sound Patterns," Lucier's "North American Time Capsule 1967," Cage's "Solos for Voice 2," Robert Ashley's "She Was a Visitor," Toshi Ichyanagi's "Extended Voices," and Morton Feldman's "Chorus and Instruments (II)" and "Christian Wolf in Cambridge."

The seventh modern Odyssey set has new music for chamber ensemble and two quarter-tone pianos. Features are pianists George Pappastabrou and Stuart Warren Lanning, soprano Phyllis Bryn-Julson, and a chamber ensemble from the Syracuse University School of Music. Teo Macero is the conductor. The selections are Ives' "Three Quarter-Tone Pieces," Macero's "One-Three Quarters," Calvin Hampton's "Catch-Up" and "Triple Play," and Donald Lybbert's "Lines for the Fallen."

# Country Music

## Second Country Nightclub Bows In Atlanta With Booming Results

ATLANTA — A second all-country nightclub has gone into operation in this city, and is flourishing much as its predecessor.

The Bantam Lounge, located near the airport, is now operating six nights a week with country talent, and accommodating 600 seated customers. Weekend shows play to standing room crowds.

The club opened Oct. 23 with the Gosdin Brothers, the Alabama-born, Hollywood-based duo who record for Bakersfield International. They were followed by another brother act, the Geezinslaws, then by Charlie Louvin, Bobby Lord and Ray Pillow. Already booked to follow are Jeannie Seely and Stan Hitchcock, Dave Dudley and the Roadrunners, Jean Shepard, the Blue Boys, Gordon Terry, Claude Gray, Wynn

Stewart, Stonewall Jackson, Hank Thompson and Wanda Jackson.

The Bantam Lounge has a regular staff band, featuring Marie Thompson and Dick Miles, the latter of whom also serves as host. The club operates from 9 p.m. to 2 a.m., Monday through Saturday. Club operators already are discussing the possibility of expansion.

### Handled by Ann Whiten

All booking and promoting into the club is handled by Ann Whiten, a former Mercury employee in Nashville, who now operates Ann's Booking & Promotion Agency in Atlanta. The other Atlanta country nightclub is the Playroom, which has dealt with turnaway crowds for many months. It, too, books country acts through the week.

"We've had talks and have a good understanding," Miss

Whiten said. "We encourage our artists to drop in at the Playroom, and ask that theirs reciprocate. This gives the country music fan a little 'extra.'" She noted that artists passing through Atlanta also now make it a point to drop in at both clubs.

The Atlanta move puts the city in a league with Minneapolis and Toronto, both of which have seen the successful operation of two such clubs. The long established Flame Club in Minneapolis now has competition (which is hurting neither place) from the new Stagecoach. Similarly, in Toronto, the Horseshoe and the Edison Hotel flourish. Several other cities or metropolitan areas around the nation have limited bookings of country talent in more than one club, generally operating with local performers during the week and booking an established act on a one-night or week-end basis. These include the Los Angeles and Newark areas.

### Cites Country Stations

Hubert Long, president of the Country Music Association and a man directly involved in booking the talent to clubs, attributes much of this booming success to full-time country radio stations.

"Whenever a city gets a full-time country operation, you can bet a club featuring country acts will open in that area soon," Long said. In many instances, stations do the actual promotion of the shows. There are scores of cities with one club booking country music shows on a full-time basis. Now Atlanta has moved up into the two-club league.



A HIGHLIGHT of the recent "Opry" convention in Nashville was the Capitol Records pizza party and show, where Merle Haggard and Bonnie Owen, among others, performed.

## Tenn. Folklore Society Sees Country Evolution in Making

MARTIN, Tenn. — A segment of country music was injected for the first time into the annual meeting of the Tennessee Folklore Society, which met at the University Center here Nov. 3-4.

Dorothy Gable, director of the Country Music Hall of Fame and Museum, traced the evolution of country music, and took the audience through a verbal tour of the Nashville structure. She also displayed a dobro, donated to the Museum by the late Lieut. William Settlemire, a Uke-lin, which had been turned over to the Hall of Fame for historical tracing, and an old Edison phonograph which plays disks. Mrs. Gable performed with the dobro and played old disks on the Edison. This instrument was do-

nated jointly by John Meridith, Columbus, Ohio, and by Pop Stoneman.

Academic papers were delivered on several artists, including Sleepy John Estes, who recorded for Victor in 1929, and more recently for Belmont. The paper, "The Legend of Sleepy John Estes," was delivered by Dana Edmonds, of Southwestern University.

Paul Flowers of the Memphis Commercial Appeal, delivered another paper, replete with tapes and interviews, on W. C. Handy, linking the blues into the folk legend. Both Estes and Handy were residents of Tennessee.

John Maxwell, Cookeville, Tenn., a maker of the dulcimer, gave a demonstration of the instrument, and explained the Appalachian Dulcimers. Maxwell operates the Upper Cumberland Craft Center, and hand-makes all his instruments.

This 33d annual meeting of the Folklore Society brought together students and faculty members from colleges and universities throughout the South, to perpetuate the existence of this type of music and to disseminate information. Papers delivered dealt in depth with the meaning of the music, and background on the composers and artists. It also included interludes of musicianship, ranging from the fiddle and guitar to the harmonica and the auto-harp.

## British Upswing in Country Seen by Essex Chief Platz

NEW YORK — A upsurge in the popularity of country music is expected to hit Britain soon. David Platz, head of Essex Music in England, said

there is more interest now in Britain in country music tunes. In the past three months, Platz has obtained over 20 different recordings by British artists of country songs. "This shows they're looking for country material."

Platz, director of European affairs for the TRO organization, handles Tree Music in England.

"The trend in country music society being formed and a new series on BBC radio — "Country Meets Folk." Tom Jones has done extremely well with country music material, as has Engelbert Humperdinck, he pointed out. "Jones actually recorded 'My Elusive Dreams' first, but it was released first in the United States by other artists; Jones' version was never released."

Platz is a partner in Straight Ahead Productions with Denny Cordell, which found the Procol Harum, a pop group. A writer, Keith Reed, brought in a demonstration record of "Whiter Shade of Pale." They loaned Reed \$500 to put a group together to record the tune and it paid off. Cordell Platz also produce the Move, a group managed by Tony Secunda that has had three big hits in England.

## OPRY CURTAIN PIECE BONUS WITH PACKAGE

NASHVILLE — Consumers buying RCA Victor Records' two-album set "Stars of the Grand Ole Opry" will receive a memento—a small part of the curtain of the Opry. Steve Sholes, pop a&r vice-president, arranged for the old curtain when it was replaced with a new one.

The LP set, slated for November release, features a comprehensive musical history of the performers who've been on the "Opry" ranging from Ernest Stoneman (1926) to Chet Atkins and Sonny James—some 40 artists in all. The set also contains a booklet of artists biographies compiled by Billboard music editor Paul Ackerman.

## PICTURE OF A HIT!

# J&B

45 RPM

RECORDS

VOCAL  
JAB-12975 SP



45-9009  
Pub., Tree,  
BMI  
Time: 2:39

REPEAT AFTER ME

(Glenn Tubbs)

JACK RENO

Produced by Buddy Killen

Distributed by ATCO Record Sales, 1841 Broadway, N.Y.C.



Distributed by ATCO

# Newest idea in the sky. A movie in color every 5 rows.

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# HOT ON THE HIT LIST



## JIMMY NEWMAN

WITH ANOTHER TOP-OF-THE-CHART ENTRY

# "BLUE LONELY WINTER"

DECCA  32202

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1531 DEMONBREUN ST. NASHVILLE, TENN.

# COUNTRY MUSIC

Billboard SPECIAL SURVEY For Week Ending 11/18/67

## HOT COUNTRY SINGLES

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

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
Billboard Award	2	IT'S THE LITTLE THINGS Sonny James, Capitol 5987 (Marston, BMI)	9	37	43	COME SEE WHAT'S LEFT OF YOUR MAN Johnny Darrell, United Artists 50207 (Combine, BMI)	7
	2	1 YOU MEAN THE WORLD TO ME David Houston, Epic 10224 (Gallico, BMI)	9	38	41	HANGIN' ON Goodin Brothers, Bakersfield Int'l 1002 (Gerpax/Alanbo, BMI)	7
	3	3 I DON'T WANNA PLAY HOUSE Tammy Wynette, Epic 10211 (Gallico, BMI)	13	39	45	WONDERFUL WORLD OF WOMEN Faron Young, Mercury 72728 (Cedarwood, BMI)	4
	4	4 DOES MY RING HURT YOUR FINGER Country Charlie Pride, RCA Victor 9281 (Jando & Robertson, ASCAP)	12	40	51	BALLAD OF WATERHOLE #3 Roger Miller, Smash 2121 (Famous, ASCAP)	4
	5	6 WHAT LOCKS THE DOOR Jack Greens, Decca 32190 (Acclaim, BMI)	8	41	42	MAKE A LEFT AND THEN A RIGHT Johnny & Jonie Mosby, Capitol 5980 (Central Songs, BMI)	7
	6	7 WHAT KIND OF A GIRL (Do You Think I Am?) Loretta Lynn, Decca 32184 (Sure-Fire, BMI)	9	42	31	I'M STILL NOT OVER YOU Ray Price, Columbia 44195 (Pamper, BMI)	18
	7	5 TURN THE WORLD AROUND Eddy Arnold, RCA Victor 9265 (Fingerlake, BMI)	13	43	32	TINY TEARS Liz Anderson, RCA Victor 9271 (Greenback, BMI)	12
	8	8 CHOKIN' KIND Waylon Jennings, RCA Victor 9259 (Wilderness, BMI)	14	44	53	TUPELO MISSISSIPPI FLASH Jerry Reed, RCA Victor 9334 (Vector, BMI)	3
★	11	11 IT TAKES PEOPLE LIKE YOU Buck Owens, Capitol 2001 (Blue Book, BMI)	6	45	56	I HEARD A HEART BREAK LAST NIGHT Jim Reeves, RCA Victor 9343 (Hill & Range, BMI)	3
	10	10 GARDENIAS IN HER HAIR Marty Robbins, Columbia 44271 (Hill & Range/Mariposa, BMI)	10	46	40	I DON'T SEE HOW I CAN MAKE IT Jean Shepard, Capitol 5983 (Champion, BMI)	8
	11	12 DEEP WATER Carl Smith, Columbia 44233 (Milne, ASCAP)	13	47	48	THE WHEELS FELL OFF THE WAGON Johnny Dollar, Date 1566 (Wayhew, BMI)	10
	12	14 I TAUGHT HER EVERYTHING SHE KNOWS Billy Walker, Monument 1024 (Piedmont, ASCAP)	9	48	49	CHUBBY (Please Take Your Love to Town) Gezzinslaw Brothers, Capitol 2002 (Cedarwood, BMI)	5
★	19	19 HOW FAST THEM TRUCKS CAN GO Claude Gray, Decca 32180 (Yanjo, BMI)	9	49	59	I WOULDN'T TAKE HER TO A DOGFIGHT Charlie Walker, Epic 10237 (Window, BMI)	3
	14	13 A WOMAN IN LOVE Bonnie Guitar, Dot 17092 (Lin-Cal/Ring-a-Ding, BMI)	15	50	55	ANYTHING LEAVING TOWN TODAY Dave Dudley, Mercury 72741 (Newkeys, BMI)	3
	15	15 YOU CAN'T HAVE YOUR KATE AND EDITH TOO Stetler Brothers, Columbia 44245 (Tree, BMI)	12	51	52	BLUE LONELY WINTER Jimmy Newman, Decca 32202 (Newkeys, BMI)	4
	16	17 TEAR TIME Wilma Burgess, Decca 32178 (Forrest Hills, BMI)	13	52	54	SAN ANTONIO Willie Nelson, RCA Victor 9324 (Alamo, BMI)	5
	17	9 FOOL, FOOL, FOOL Webb Pierce, Decca 32137 (Sure-Fire, BMI)	16	53	65	LOVE'S GONNA HAPPEN TO ME Wynn Stewart, Capitol 2012 (Freeway, BMI)	2
★	21	21 IF MY HEART HAD WINDOWS George Jones, Musicor 1267 (Gled/Blue Crest, BMI)	7	54	50	I WANNA GO BUMMIN' AROUND Sonny Curtis, Viva 617 (Viva, BMI)	9
★	24	24 A DIME AT A TIME Del Reeves, United Artists 50210 (Pass Key, BMI)	7	55	60	THE ONLY WAY OUT (Is to Walk Over Me) Charlie Louvin, Capitol 2007 (Central Songs, BMI)	3
★	27	27 BURNING A HOLE IN MY MIND Connie Smith, RCA Victor 9335 (Delmore, ASCAP)	4	56	57	YOU DESERVE EACH OTHER Robert Mitchum, Monument 1025 (Windward Side, BMI)	5
★	26	26 BOTTLE, BOTTLE Jim Ed Brown, RCA Victor 9329 (Window, BMI)	6	57	62	WEAKNESS IN A MAN Roy Drusky, Mercury 72742 (Gallico, BMI)	2
	22	23 LEARNIN' A NEW WAY OF LIFE Hank Snow, RCA Victor 9300 (East Star, BMI)	9	58	58	DALLAS Vern Stovall, Longhorn 81 (Saran/Deepcross, BMI)	8
★	39	39 FOR LOVING YOU Bill Anderson & Jan Howard, Decca 32197 (Painted Desert, BMI)	4	59	69	EVERYBODY OUGHT TO SING A SONG Dallas Frazier, Capitol 2011 (Blue Crest, BMI)	2
★	28	28 GOODY GOODY GUMDROPS Wilburn Brothers, Decca 32169 (Sure-Fire, BMI)	11	60	61	TRAVELING SHOES Guy Mitchell, Starday 819 (Cedarwood, BMI)	3
★	30	30 PINEY WOOD HILLS Bobby Bare, RCA Victor 9314 (T. M./Gypsy Boy, BMI)	7	61	66	STRANGER ON THE RUN Bill Anderson, Decca 32215 (Shamley, ASCAP)	2
	26	18 LIKE A FOOL Dottie West, RCA Victor 9266 (East Star, BMI)	13	62	63	WIND CHANGE Johnny Cash, Columbia 44268 (Witmark, ASCAP)	4
	27	25 GRASS WON'T GROW ON A BUSY STREET Kenny Price, Boone 1063 (Pamper, BMI)	11	63	68	I'D GIVE THE WORLD Warner Mack, Decca 32211 (Page Boy, SESAC)	2
★	47	47 BY THE TIME I GET TO PHOENIX Glen Campbell, Capitol 2015 (Rivers, BMI)	4	64	64	MABEL (You Have Been a Friend to Me) Billy Grammer, Rice 5025 (Newkeys, BMI)	9
★	34	34 JUANITA JONES Stu Phillips, RCA Victor 9333 (Norton-Port, ASCAP)	5	65	—	I'M A SWINGER Jimmy Dean, RCA Victor 9350 (Barnour, BMI)	1
★	35	35 YOU'VE BEEN SO GOOD TO ME Van Trevor, Date 1565 (Summerhouse/Harmony Hill, ASCAP)	11	66	—	WHO'S GONNA WALK THE DOG (And Put Out the Cat) Ray Pennington, Capitol 2006 (Pamper, BMI)	1
	31	33 THE COUNTRY HALL OF FAME Hank Locklin, RCA Victor 9323 (Yellow River, ASCAP)	5	67	67	SET ME FREE Curly Putman, ABC 10984 (Tree, BMI)	3
★	37	37 THIS WORLD HOLDS NOTHING (Since You're Gone) Stonewall Jackson, Columbia 44283 (Cedarwood, BMI)	7	68	73	HANGIN' ON Leon Ashley & Margie Singleton, Ashley 2015 (Gerpax/Alanbo, BMI)	2
★	46	46 I'LL LOVE YOU MORE Jeannie Seely, Monument 1029 (Pamper, BMI)	4	69	71	WOMAN NEEDS LOVE Marlon Worth, Decca 32195 (Moss-Rose, BMI)	3
★	44	44 I DOUBT IT Bobby Lewis, United Artists 50208 (Ly-Rann, BMI)	8	70	75	YOU'RE THE REASON Johnny Tillotson, MGM 15829 (Vogue, BMI)	2
	35	20 WHAT DOES IT TAKE (To Keep a Man Like You Satisfied) Skeeter Davis, RCA Victor 9242 (Glaser, BMI)	18	71	—	LOVE'S DEAD END Bill Phillips, Decca 32207 (Cedarwood, BMI)	1
	36	16 LAURA (What's He Got That I Ain't Got) Leon Ashley, Ashley 2003 (Gallico, BMI)	17	72	74	BEFORE THE NEXT TEAR DROP FALLS Duane Dee, Capitol 5986 (Raleigh, BMI)	2
				73	—	HEAVEN HELP THE WORKING GIRL Norma Jean, RCA Victor 9362 (Wilderness, BMI)	1
				74	—	SING ME BACK HOME Merle Haggard, Capitol 2017 (Blue Book, BMI)	1
				75	—	THE KEEPER OF THE KEY Slim Whitman, Imperial 66262 (Vidor, BMI)	1



# 2 Chart Busters

*A Hot, New Record by the C&W Star of the  
Lawrence Welk Show That's Breaking Fast and Big*

LYNN ANDERSON'S  
**'Promises,  
Promises'**  
CHART 59-1010



*This Talented Twosome Adds Up to a Smash Country Hit*

**'If You Can't  
Bring It  
Home'**  
CHART 59-1005



TRINA LOVE and  
OTT STEPHENS

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# Nashville Scene

Little Richie Johnson has signed several new artists for the Wayside label. They include Darrell McCall, Jimmy Strickland, Bill Floyd, Gayle Holly, Kay Arnold, and Tootsie. The latter is the operator of Tootsie's Orchid Lounge, a favorite gathering pub on lower Broad near the "Grand Ole Opry." Her first release is "Tootsie's Wall of Fame." . . . Old-timer Bob Wills works San Antonio's Farmers Daughter late this month, helping the place celebrate an anniversary. He's still the biggest name in that part of the country. . . . Ben Smathers has joined the list of notables playing the "Music Hall" show on NBC Wednesday. He and the Stoney Mountain Cloggers will be dancing. Among others on the show will be Eddy Arnold, Phil & Don Everly, and former Nashville Dinnah Shore. . . . The Gosdin Brothers, Rex and Vern, will soon make the move here from the West Coast. They were guest artists on the "Opry" a week ago, and then performed at Wheeling, W. Va. The boys, who record for Bakersfield, International, are now managed by Ann Whitten.

The Blue Boys played a special show at the Workhouse Nov. 7, honoring a request from Sheriff John Frazier in Nashville. They played in on an off night because they were booked almost solidly through the first half of 1968. Mary Reeves was an honored guest. As a result of a recent story in Billboard concerning these shows for the prisoners, the sheriff's office in Nashville has received requests from counterparts in 13 States requesting an opportunity to see the "Opry" in Nashville. . . . A new Dottie West release, "Childhood Places," is done, she says, for her three boys. . . . Jim Ed Brown made a hurried return trip to England, appeared on the David Frost show on BBC, and witnessed the release of a single he has done in that country. Titled "Lauriel," it's for distribution only in Europe. However, the RCA Victor star plans to sample it with disk jockeys in this country, though not until after his "Bottle, Bottle" cools off. . . . The friendship of the country music artists is again demonstrated. On a recent package tour, Jim Ed traveled in the Bill Anderson bus with the Decca artist at the latter's invitation. . . . K-Ark has signed Larry Steele and the Wranglers, and a release is forthcoming.

Mel Tillis, who remains a Cedarwood writer, has formed his own publication firm, Sawrass Music, Inc. He has opened an office on Music Row. Tillis has composed over 400 recorded songs. The firm already has releases by Bobby Bare, Porter Wagoner, Norma Jean, Marvin Rainwater, and Mel. . . . Merle Haggard was featured on "Midwestern Hayride" Saturday (11), along with Bonnie Owens and the Strangers. . . . Ron Erwin, KGBS personality, is doing a weekly 30-minute show for Armed Forces Radio, with emphasis on Country

Music. . . . David Houston, of course, is the yodeler on the Ralph Emery ABC release, "Yodelin' Jim." It was co-written by a minister, the Rev. Billy Franks, brother of long-time management specialist Tillman Franks. The other writer was Linvel Arington. . . . Houston's new group is called the Persuaders. . . . Former Nashville air personality Bill Hamby now is back at WGIG, Brunswick, Ga., and with heavy country programming is in need of releases. He promises to promote record companies who feed him material. . . . Willie Nelson slated for an appearance on the "Tonight" show early in 1968.

Hugh X. Lewis is getting a big push on "Wrong Side of the World," which looks like his biggest. . . . The Four Guys, Bill Monroe & Bobby Lord made personal appearances at Buckley's Record shop in Nashville. . . . Hank Snow's Christmas LP contains the old-time favorite "Blue Christmas," written by Billy Hayes and Juy Johnson. The album is particularly well received in Canada. . . . Starday released "Ordinary Girl," by the Amos Sisters, Betty Jean and Judy, as a regional, but it was met with such strong acceptance that it was released nationally just five weeks later. Starday's Kenny Roberts of Saginaw, Mich., guested on the "Opry." . . . Mrs. Margaret F. Waters, who was the "Sallie" half of the old "Opry" comedy team of Sarric & Sallie, died in a Nashville hospital at the age of 64. She and her sister had been special guests of honor at the 41st birthday celebration of the show last year. Death also came recently to Tommy Sosebee, former "Opry" performer ("Till I Waltz Again With You") and announcer. . . . Ray Griff, partner in Blue Echo Music, cut a session produced by independent Paul Tannen, and it was picked up by MGM. Titled "Your Lily White Hands," it's the first for Griff. His partner is Carla Scarborough. . . . Lovers Oak Music of Brunswick, Ga., is responsible for Jimmie Dawson's K-Ark tune, "Big Black Bug Boogie," and the Otis White "This House Is Not a Home Without You" on Winner.

Johnny Blue, formerly with Ark Records in Cincinnati, has moved to Nashville and is trying to tie in with a band. He'll travel. . . . The bands of Ray Price & Willie Nelson took part in a benefit for Wes Potts who was injured in a boating accident. . . . A special release in Canada will take place for "Bonjour Tristesse, Hello Sadness," the Epic single by Lucille Starr. . . . Molly Bee's new MGM release "Sinners Wine" was produced by Paul Tannen's Tannridge Music Firm. . . . 19-year-old Larry McNelly plays the five-string banjo on the latest Roy Acuff Decca album. He's also done some traveling with Nashville package shows. . . . Vic

## 'Legend' Foreign Rights to Tree

NASHVILLE — The foreign rights to the country music opera "The Legend of Johnny Brown" have been purchased by Tree Publishing Co., which now is represented on most of the world's continents.

The opera, a full album story with 15 songs and narration, was written by Eddie Miller. It was recorded on Tower, with a large cast.

Jack Stapp, president of Tree, said the LP should have strong potential in Italy and Germany, which are opera oriented, but also country-music inclined.

Several songs have been taken from the unusual opera and recorded as singles. Among them, "Where Did the Good Times Go," by Gene Stern on Columbia.

This is believed to be the only country music opera ever written. It has not been staged as yet, but negotiations are pending.

## Ebb Harrison Buys 4 Kendall Masters

DALLAS—Ebb Harrison Sr., head of Golden-Ebb Tide Records, has leased the masters on four sides by Jean Kendall from Dallas producer-agent Charles Wright for January release on his c&w Ebb Tide label. Miss Kendall for past three years has headed her own band in the Indianapolis area. She recently signed with Wright to act as her personal manager and producer.

Her first Ebb Tide release will be "If I Ain't Got What You Want (Then Baby, You Don't Need It) b.w. 'I'm What You Don't Want Anymore.'"

McAlpine penned the new June Stearns Columbia release, "River of Regret."

WPLO, Atlanta, puts on its next big shower of stars Nov. 25. The staging includes Marty Robbins the Kitty Wells-Johnny Wright show, Conway Twitty and the Western Gentlemen. Advance sales indicate that two shows may be necessary to handle the crowd. . . . Margie Singleton, in addition to her other awards, received the Record of the Month honor from South Africa for her album "Country Music With Soul." . . . Dolly Parton authored four of the songs contained in the new duet album with Porter Wagoner on RCA Victor. . . . Jim and Jess are about to record a new single, due for a Dec. 1 release on Epic. Meanwhile, they have driven to Springfield to tape two "Country Music Carousel" shows for J. Hal Smith.

## Yesteryear's Country Hits

### COUNTRY SINGLES— 5 Years Ago NOVEMBER 17, 1962

1. Mama Sang a Song—Bill Anderson (Decca)
2. I've Been Everywhere—Hank Snow (RCA Victor)
3. I'm Gonna Change Everything—(Jim Reeves (RCA Victor)
4. Don't Go Near the Indians—Rex Allen (Mercury)
5. A Girl I Used to Know—George Jones & the Jones Boys (United Artists)
6. Devil Woman—Marty Robbins (Columbia)
7. Pride—Ray Price (Columbia)
8. Cow Town—Webb Pierce (Decca)
9. Hello Out There—Carl Balew (RCA Victor)
10. We Missed You—Kitty Wells (Decca)

### COUNTRY SINGLES— 10 Years Ago NOVEMBER 18, 1957

1. Wake Up Little Susie—Everly Brothers (Cadence)
2. Jailhouse Rock/Treat Me Nice—Elvis Presley (RCA Victor)
3. My Special Angel—Bobby Helms (Decca)
4. Fraulein—Bobby Helms (Decca)
5. Geisha Girl/Livin' Alone—Hank Locklin (RCA Victor)
6. My Shoes Keep Walking Back to You—Ray Price (Columbia)
7. Home of the Blues/Give My Love to Rose—Johnny Cash (Sun)
8. Holiday for Love/Don't Do It Darlin'—Webb Pierce (Decca)
9. Whole Lotta Shakin' Goin' On—Jerry Lee Lewis (Sun)
10. Honeycomb—Jimmie Rodgers (Roulette)

Roses are Red,  
Violets are Blue,  
Which of our  
Lousy  
Writers are You?

Homer & Jethro

# Billboard SPECIAL SURVEY For Week Ending 11/18/67 HOT COUNTRY ALBUMS

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	TURN THE WORLD AROUND Eddy Arnold, RCA Victor LPM 3849 (M); LSP 3849 (S)	10
2	3	BRANDED MAN Merle Haggard & the Strangers, Capitol T 2789 (M); ST 2789 (S)	8
3	2	YOUR TENDER LOVING CARE Buck Owens & His Buckaroos, Capitol T 2760 (M); ST 2760 (S)	12
4	4	ODE TO BILLIE JOE Bobbie Gentry, Capitol T 2830 (M); ST 2830 (S)	10
5	5	LOVE OF THE COMMON PEOPLE Waylon Jennings, RCA Victor LPM 3825 (M); LSP 3825 (S)	13
6	7	I'LL NEVER FIND ANOTHER YOU Sonny James, Capitol T 2788 (M); ST 2788 (S)	12
7	9	THE PARTY'S OVER AND OTHER GREAT WILLIE NELSON SONGS Willie Nelson, RCA Victor LPM 3858 (M); LSP 3858 (S)	4
8	8	TONIGHT CARMEN Marty Robbins, Columbia CL 2725 (M); CS 9525 (S)	12
9	6	CARRYIN' ON WITH JOHNNY CASH & JUNE CARTER Columbia CL 2728 (M); CS 9528 (S)	12
10	26	BILL ANDERSON'S GREATEST HITS Decca DL 4859 (M); DL 74859 (S)	3
11	10	JOHNNY CASH'S GREATEST HITS, VOL. 1 Columbia CL 2678 (M); CS 9478 (S)	18
12	12	GENTLE ON MY MIND Glen Campbell, Capitol T 2809 (M); ST 2809 (S)	7
13	11	JACKSON AIN'T A VERY BIG TOWN Norma Jean, RCA Victor LPM 3836 (M); LSP 3836 (S)	11
14	14	BEST OF EDDY ARNOLD RCA Victor LPM 3565 (M); LSP 3565 (S)	30
15	17	GEMS BY JIM Jim Edward Brown, RCA Victor LPM 3853 (M); LSP 3853 (S)	3
16	16	DANNY BOY Ray Price, Columbia CL 2677 (M); CS 9477 (S)	26
17	13	HITS BY GEORGE George Jones, Musicor MM 2128 (M); MS 3128 (S)	15
18	20	THE BIG HITS Starliner Brothers, Columbia CL 2719 (M); CS 9519 (S)	7
19	19	JUST BEYOND THE MOON Tex Ritter, Capitol T 2786 (M); ST 2786 (S)	11
20	21	A BIRD NAMED YESTERDAY Bobby Bare, RCA Victor LPM 3831 (M); LSP 3831 (S)	4
21	22	SINGIN' WITH FEELIN' Loretta Lynn, Decca DL 4930 (M); DL 74930 (S)	4
22	15	I'M A LONESOME FUGITIVE Merle Haggard, Capitol T 2702 (M); ST 2702 (S)	17
23	23	YOUR FOREVERS DON'T LAST VERY LONG Jean Shepard, Capitol T 2765 (M); ST 2765 (S)	8
24	29	QUEEN OF HONKY TONK STREET Kitty Wells, Decca DL 4929 (M); DL 74929 (S)	3
25	18	COLD HARD FACTS OF LIFE Porter Wagoner, RCA Victor LPM 3797 (M); LSP 3797 (S)	23
26	28	YOU'LL ALWAYS HAVE MY LOVE Wanda Jackson, Capitol T 2812 (M); ST 2812 (S)	5
27	30	BEST OF CONNIE SMITH RCA Victor LPM 3848 (M); LSP 3848 (S)	3
28	24	ALL THE TIME Jack Greene, Decca DL 4904 (M); DL 74904 (S)	20
29	25	I FORGOT TO CRY Charlie Louvin, Capitol T 2787 (M); ST 2787 (S)	7
30	31	DAVE DUDLEY COUNTRY Maurice MG 21133 (M); SR 61133 (S)	8
31	36	LAURA Leon Ashley, RCA Victor LPM 3900 (M); LSP 3900 (S)	3
32	27	MY ELUSIVE DREAMS David Houston & Tammy Wynette, Epic LN 24325 (M); BN 26325 (S)	12
33	38	NOW IS A LONELY TIME Roy Drusky, Mercury MG 21118 (M); SR 61118 (S)	7
34	43	HELLO, I'M DOLLY Dolly Parton, Monument MLP 8085 (M); SLP 18085 (S)	2
35	37	THAT MAN, ROBERT MITCHUM . . . SINGS Monument MLP 8086 (M); SLP 18086 (S)	5
36	41	COOKIN' UP HITS Liz Anderson, RCA Victor LPM 3852 (M); LSP 3852 (S)	7
37	—	CONWAY TWITTY COUNTRY Decca DL 4913 (M); DL 74913 (S)	1
38	33	MR. MEL Mel Tillis, Kapp KL 1535 (M); KS 3535 (S)	14
39	44	PRIDE OF COUNTRY MUSIC Country Charlie Pride, RCA Victor LPM 3775 (M); LSP 3775 (S)	2
40	—	DON'T SQUEEZE MY SHARMON Charlie Walker, Epic LN 24326 (M); BN 26326 (S)	1
41	42	COOL COUNTRY Wilburn Brothers, Decca DL 4871 (M); DL 74871 (S)	20
42	—	WATERHOLE #3 (Code of the West) Roger Miller, Smash MGS 27096 (M); SRS 67096 (S)	1
43	—	IT'S SUCH A PRETTY WORLD TODAY Wynn Stewart, Capitol T 2737 (M); ST 2737 (S)	21
44	—	KING OF WESTERN SWING Bob Wills, Kapp KL 1523 (M); KS 3523 (S)	4
45	—	COUNTRY MEMORIES Slim Whitman, Imperial LP 9356 (M); LP 12356 (S)	1

# It's Shoutin' Time!!!

## TEAR TIME

by

## WILMA BURGESS

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# International News Reports

## Czech Festival Checks Out as Biggest Ever

PRAGUE—The Fourth Prague International Jazz Festival held from Oct. 18 to 22, was the biggest success in the short history of the event, with two of the five concerts sold out and the others very well attended.

The multi-faceted festival included a contest for young Czechoslovakian jazz musicians, an international competition for jazz composers, showings of American and Czechoslovakian jazz films and a series of jam sessions held in the Rđuta jazz club. In addition an extra concert was staged at Teplice near the East German frontier.

Top attractions at the festival were the quartets of Charles Lloyd and Roland Kirk from the U. S., the international big band led by Kenny Clarke and Francy Boland, and singers Mark Murphy and Georgie Fame. One evening of the Festival was devoted to Russian jazz groups and featured the Ella Fitzgerald-style singing of Giulli Tsochelli, a quintet notable for the fine solo

By LUBOMIR DORUZKA

work of tenorist Alexei Zubov and trombonist Konstantin Bacholdin, an enthusiastic Dixieland group from Leningrad and the impressive Moscow Radio big band led by Vadim Ludvikovski.

### East Meets West

The Festival represented the first major confrontation between jazz groups from East and West. In the composers' competition, the City of Prague awarded first prize to the American writer G. Dogias. It was received on the composer's behalf by the U. S. cultural attache.

George Avakian, manager of the Charles Lloyd Quartet: "The great thing about the Prague Festival is that it brings together so many people from different countries—and I believe this is as important as the music itself."

Avakian declared himself most interested in the preparatory talks on the formation of a European Jazz Federation to promote the development and advancement of jazz in Europe.

Rik Gunnell, manager of Georgie Fame, commented: "Of all the East European countries, Czechoslovakia has probably the largest potential audience for artists from the West, and the local music industry has reached a stage which makes such appearances fully possible. The success of Georgie Fame here has encouraged me to make plans for the promotion of my other artists in this territory."

The preliminary talks on the formation of a European Jazz Federation were attended by festival promoters from Bologna, Italy; Vienna; Comblain la Tour, Belgium; Warsaw; Moscow and Budapest and representatives of TV and radio from many other countries. A further meeting was planned for March in Vienna.

## 77% of Cap.'s Profits 'Devoured' by U. K. & U. S. Taxes, Says Sir Joseph

By GRAEME ANDREWS

LONDON — Seventy-seven per cent of Capitol's profits are "devoured" by U. S. and British taxes before the balance reaches EMI stock holders. This was revealed by EMI chairman

Sir Joseph Lockwood in his annual review of group activities in which he fiercely criticized the heavy taxation policies by governments throughout the world.

"Heavy taxation due, above all, to high levels of government expenditure is becoming an increasing drag on effort and efficiency. This applies in most of the countries abroad in which we operate," declares Sir Joseph.

He flays the U. K. government for its "short-sighted policies in indiscriminate restrictions on overseas investment" and he says in the last year EMI has had difficulty on three occasions in obtaining permission to invest profits retained abroad.

Sixty-five per cent of group pre-tax profits were earned overseas in the year to June 30—representing a return of 27 per cent on the net operating assets of EMI overseas companies.

Between 1955 and 1967 EMI's direct cash investment outside the U. K. totaled only \$4.2 million while in dividends, royalties and fees the company remitted \$75 million to the U. K., in addition to the foreign currency earned by exports and the assets created abroad by plowing back the profits of overseas companies. Sir Joseph

estimates the value of EMI overseas interests today based on earnings is over four times their value in 1955.

Reporting on group activities during the year Sir Joseph says Capitol's sales reached an all-time high with a percentage increase higher than that of the U. S. record industry but narrowed margins brought lower profits. Capitol's record club achieved a 78 per cent increase in sales over the previous year and the costs of this expansion have been written off. Other Capitol achievements include the securing of exclusive rights to distribute all Soviet recordings in the West.

EMI's Australian company had its best-ever year lifting profits by 6 per cent over the previous year.

EMI's other global activities brought a small increase in profits though sales were slightly lower and results in France were "poor."

The review points out that the acquisition of a 67 per cent controlling stake in Gerry Oord's Dutch record company Bovema reduces still further the very small number of countries

(Continued on page 59)

## Two Classical Budget Lines

MEXICO CITY — Discos Universales launched twin budget labels this month.

The new labels, Heliodor and Fontana Special, offer classical music taped in Europe by Deutsche Grammophon Gesellschaft for Heliodor and Philips for Fontana.

The albums will sell for \$2 to distributors. Special albums, cover notes and four-color dust covers inside albums are part of the presentation for the labels.

The initial release is 24 albums. The Heliodor label includes such artists as Maurizio Pollini, Michel Block, Anne Fischer, Sviatoslav Richter, Bronislav Gimpel, David Oistrakh and Heinrich Geuser.

Fontana Special offers the Symphonic Orchestra of Vienna, Leipzig Gewandhaus Orchestra, Simon C. Jansen and a variety of popular symphonic works by Beethoven, Schubert and others.

set up utilizing browser bins, album slicks, photos of the artists and of deejays from the participating station.

## Motown Wk. In Canada Is Co-Op Effort

TORONTO — Key major market radio stations and leading record dealers co-operated with Phonodisc Ltd., Canadian licensee for Motown Records in the recent "Motown Week in Canada" promotion.

Stations CHUM in Toronto, CFOX, Montreal, CKLG, Vancouver; CKXL, Calgary; CHED, Edmonton, and CKRC, Winnipeg, declared the week of Oct. 16-22 Motown Week, and featured from one to three cuts per hour from Motown's 15-album fall release. Some stations ran on-air contests in which listeners correctly naming an unidentified Motown artist won the artist's new LP, while others offered grand prizes of the entire 15-LP package to winners in mail contests. Stations also promoted "Motown Week" in advance with on-air promos.

In each city special store window and in-store displays were



PART OF THE MOTOWN WEEK in Canada promotion held by Phonodisc Ltd. recently was a contest of CHUM, Toronto, offering the winner Motown's 15-album fall release. Music director-deejay Bob McAdorey displays some of the contest entries and the prize LP's.



UNITED ARTISTS PUBLISHING EXECUTIVES from Europe gathered in London to discuss world-wide promotion on the music for "Live for Life," successor to "A Man and a Woman." Seated, left to right: Johann Michel of UA Holland; Murray Deutch, executive vice-president of the UA publishing companies; Eddie Adamis of UA France; John Spaulding, general business manager of UA's European branch; David Matalon, UA Italy; Michael Stewart, president of the United Artists Music Companies, and Roger Welch, general professional manager for UA in England.

## Hachette Wing Into The Record Market

By MIKE HENNESSEY

PARIS—The Office d'Editions Generales, an affiliate publishing company of the giant Hachette group, has entered the record market with a series of 10-inch classical LP's which will be enclosed in the weekly magazine "Chefs d'Oeuvre de l'Art" ("Art Masterpieces").

The first issue of the magazine containing a record of two Bach concertos went on sale on Nov. 10. Subsequent issues will offer recordings of Beethoven's First Symphony, extracts from Offenbach operettas and works by Brahms.

A. Beressi, president of Editions Generales, said more than 100,000 copies of the magazine have been distributed to 20,000 points of sale throughout France. The magazine-record would not be available through record shops but would be sold by newsstands and bookshops.

The magazine "Chefs d'Oeuvre de l'Art" has already achieved a 70,000 weekly circulation with its series on art in which a different reproduction of a famous painting was included each week.

"Now we plan to do the same thing with the great classical composers," said Beressi. "We are not in competition with the record companies because we are using material from the catalogs of various French and foreign labels."

The magazine plus record will retail at \$1.60. Records will be selected from a repertoire of more than 200 disks.

The Office d'Editions Generales is launching its disk operation in association with Fabri of Milan, a company which has successfully exploited the magazine-plus-record idea in Italy and Germany, and Beressi revealed that he is planning to introduce the scheme in other countries.

It can be regarded," said Beressi, "as the equivalent of paper back books and, as such, complements the production of the record companies."

From Oct. 23 to Nov. 1, Pathe-Marconi bought time on Radio Luxembourg and Europe No. 1 for twice daily broadcasts on this theme and to promote its own classical series, "Le Plaisir Musical," selling at \$3.99.

From the most important  
chart in Great Britain  
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Current Hit Albums...

# RECORD RETAILER

NOVEMBER 8, 1967 1s 6d

## BRITAIN'S TOP 40 ALBUMS

THIS WEEK	LAST 3 WEEKS' POSITIONS			Weeks in Chart	TITLE	Artist	Label	Number (stereo followed by mono)	Producer
1	1	1	1	24	SGT. PEPPER'S LONELY HEARTS CLUB BAND	Beatles	Parlophone PCS/PMC 7027	George Martin	
2	2	2	2	132	THE SOUND OF MUSIC	Soundtrack	RCA Victor SB/RB 6616	Robert Wise	
3	4	3	21	4	BREAK THROUGH	Various Artists.	Studio TWO STWO 1/-	—	
4	3	4	22	4	BEST OF THE BEACH BOYS, Vol. 2	Beach Boys	Capitol ST/T 20956	Brian Wilson	
5	6	9	7	5	UNIVERSAL SOLDIER	Donovan	Marble Arch -/MAL 718	E. Stephens/T. Kennedy	
6	5	10	35	4	BRITISH MOTOWN CHARTBUSTERS	Various Artists	Tamla-Motown -/TML 11055	—	
7	12	5	3	62	DR. ZHIVAGO	Soundtrack	MGM MGMCS/MGMC 8007	Jesse Kaye	
8	15	15	14	6	MORE OF THE HARD STUFF	Dubliners	Major Minor MMLP 5	Tommy Scott	
9	8	13	4	52	BEST OF THE BEACH BOYS	Beach Boys	Capitol ST/T 20856	Brian Wilson	
10	11	8	6	27	A DROP OF THE HARD STUFF	Dubliners	Major Minor —/MMLP 3	Tommy Scott	
11	9	7	8	26	RELEASE ME	Engelbert Humperdinck	Decca SKL/LK 4858	Peter Sullivan	
12	7	6	5	9	SCOTT	Scott Walker	Phillips SBL/BL 7816	John Franz	
13	17	12	9	8	CRUSADE	John Mayall	Decca SKL/LK 4890	Mike Vernon	
14	16	11	12	24	ARE YOU EXPERIENCED	Jimi Hendrix Experience	Track 612-001	Track	
15	18	20	27	31	THIS IS JAMES LAST	James Last	Polydor 104-678 (stereo)	James Last	
16	13	14	15	14	BEE GEES 1st	Bee Gees	Polydor 583/582-012	Robt. Stigwood/Ossie Byrne	
17	19	18	17	23	HIPSTERS, FLIPSTERS, ETC.	Geno Washington	Piccadilly NSPL/NPL 38032	John Schroeder	
18	10	17	13	9	WALKER BROTHERS STORY	Walker Brothers	DBL 002 (stereo)	John Franz	
19	24	31	—	3	THOROUGHLY MODERN MILLIE	Soundtrack	Brunswick STA/LAT 8685	Charles 'Bud' Dant	
20	20	21	20	21	TOM JONES LIVE AT THE TALK OF THE TOWN	Tom Jones	Decca SKL/LK 4874	Peter Sullivan	
21	22	22	30	65	GOING PLACES	Herb Alpert	A and M AMLS/AML 965	Herb Alpert/Jerry Moss	
22	26	32	18	12	KING AND QUEEN	Otis Redding/Carla Thomas	Stax 589-007 (stereo)	Jim Stewart	
23	32	—	—	2	DAVID McWILLIAMS, Vol. 2	David McWilliams	Major Minor -/MMLP 10	Mike Leander	
24	23	35	29	22	TAMLA-MOTOWN HITS, VOLUME 5	Various Artists	Tamla-Motown TML/11050	Various	
25	21	19	11	13	PIPER AT THE GATES OF DAWN	Pink Floyd	Columbia SCX/SX 6157	Norman Smith	
26	14	16	10	6	RAYMOND LEFEVRE	Raymond Lefevre	Major Minor MMLP 4	—	
27	28	24	24	32	GREEN GREEN GRASS OF HOME	Tom Jones	Decca SKL/LK 4855	Peter Sullivan	
28	36	26	28	21	MAMAS AND PAPAS DELIVER	Mamas and Papas	RCA Victor SF/RD 7880	Lou Adler	
29	25	28	33	10	BEST OF THE DUBLINERS	Dubliners	Transatlantic -/TRA 158	Nathan Joseph	
30	30	38	—	4	THRILL TO THE SENSATION OF SUPER STEREO		CBS PR 5	Derek Everett	
33	37	45	—	—	THE SOUND OF MUSIC	Soundtrack	RCA Victor SB/RB 6616	Robert Wise	

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# German Labels Give Product Last Word in Merchandising

By OMER ANDERSON

BONN — The Chicago meat packers would envy the imaginative approach taken this season by German record companies to pressing the pfennig profit from disk product.

The Chicago meat packers are famous for utilizing everything in a porker except the squeal. German record companies this season are resourcefully merchandising every note of their catalogs down to, and including, the last scherzo.

To begin with, German labels are kicking off their big glossy album offerings with promotion disks offered at a special price. For example, Deutsche Grammophon kicked off its big Tchaikovsky album with Herbert von Karajan and the Berlin Philharmonic (seven LP's) with a special LP with excerpts from the album, "Herbert von Karajan's Peter Tchaikovsky."

This specially LP is priced at \$2.50. The intent to promote sale of the big Tchaikovsky album. Ariola-Eurodisc, in the same vein, is offering a two-LP album recorded by winners of the 1966 Tchaikovsky competition in Moscow at the special price of \$5 to promote its large winter offering of new releases from the Soviet state record company label, Melodia, which Ariola distributes.

## Best-Sellers

These special classical LP offerings frequently head the best-seller lists in Germany for many weeks, and render invaluable sales promotion for the albums. For example, last year Deutsche Grammophon released a special classical LP "Festive Baroque" to promote its baroque albums. This LP is still at the top of the best-seller lists.

This is the case, too, with Ariola-Eurodisc's Tchaikovsky competition special album. The German record companies offer their big albums at a special low subscription price expiring at the end of January.

# French Unit Asks Restrictions Lyricists' Fees on Foreign Tunes

By MIKE HENNESSEY

PARIS—Lyricists commissioned by sub-publishers to write local versions of foreign copyrights should not be entitled to royalties unless their version is either recorded or published in sheet music form, according to the Light Music Section of the Union Internationale des Chambres Syndicales d'Editeurs de Musique meeting in Paris under the chairmanship of its president, Jimmy Phillips of KPM, London.

It was pointed out that writers of local versions were sometimes getting royalties even for local instrumental versions of foreign songs. The meeting recommended that a clause requiring the publishing or recording of the local lyric should be included in future subpublishing contracts.

Delegates also discussed the royalty situation regarding local lyrics to foreign copyrights which sometimes become more widely adopted than the original lyrics. It was stated that a British lyricist, for example, might write an English lyric to an Italian copyright. The English version could be recorded in several other countries, but the British lyricist was only entitled to royalties from his own country.

## Study Asked

The meeting decided to look further into this situation before making any recommendations.

It was further agreed that all local recordings of foreign copyrights should include the original titles of the works on the labels.

The Light Music Section considered a request for royalty payments from the Japanese Lyric Society which produces Japanese versions of foreign copyrights. Currently, the Society is

The albums then revert to regular price, and after the albums are sufficiently well-promoted on the market and begin to show signs of losing their sales zip, they are broken up and offered for sale as individual LP's at the regular LP price.

This merchandising technique is known as the Baukastenprinzip or building stone principle: records can be assembled as an album or be broken up and sold separately.

Next, after the material begins to take on a vintage sheen, it is reissued as budget product at \$4 instead of the regular \$5.25 and \$6. Also, this top classical utilized, in the last stages, for the production of "theme" and "mood" offerings—in the case of Deutsche Grammophon its "Musical Rendezvous" series.

## For Cassettes

Finally, much of the classical (and pop) material is issued virtually intact for cassettes. For example, Deutsche Grammophon is offering much of its classical material from the same tapes for musicassettes.

Ariola Eurodisc has had spectacular success in using special classical releases to promote the Melodia repertory (which it issues as Melodia-Eurodisc). Aside from the Tchaikovsky album Ariola has issued a series of promotional Melodia product LP's, many of which have been best sellers. For instance, its "The Most Beautiful Russian Folk Songs," issued last year at \$2.50 is still on the best-seller lists.

This is the case, too, with Philips recording of Handel's "Water Music Suite" and "Fireworks" by the Radio Symphony Orchestra Berlin under Loriner Maazel. This LP, priced at \$1.25 and released last year as sales promotion for Philips classical repertory, has had phenomenal sales and is still on the best-seller lists.

paid outright for its work by record companies and the meeting decided that the question of royalty payments could only be considered when the Society had been given permission from the original publisher to produce a Japanese lyric to a foreign song.

The meeting of the Light Music Section was followed by a two-day meeting of the Serious Music section under the chairmanship of Rene Dommange of Editions Durand, Paris. The Section discussed the implications of decisions taken at the Berne Convention meeting in Stockholm with particular reference to a recommendation that underdeveloped countries unable to obtain copies of certain foreign works, should be able to print the works themselves.

Delegates also discussed measures to combat illicit publishing of music and lyrics and also considered plans for the Congress of the Union Internationale des Editeurs to be held in Amsterdam from June 7-15 next year.

Officers elected for 1968 were: Light Music; president, Wim van Vught (Holland); vice-presidents: Felix Paecq (Belgium), Jimmy Phillips (Britain); secretary, L. van den Hout (Belgium); treasurer, Heinz Liechti (Switzerland).

Serious Music; president, Rene Dommange (France); vice-presidents: M. Clausetti (Italy), Muller Blatau (Germany), Mr. Kohn (USA), Mr. Hansen (Scandinavia), Mr. Roth (Britain); secretary: H. Junne (Belgium); treasurer, Mr. Foetise (Switzerland).

# Philips Youth Push Pushed

HAMBURG — Philips has launched a campaign to project a "youth image" for the label in keeping with its success in discovering young talent.

Philips has had notable success in building teen artists into

top recording stars. One of these is Vicky, 17, the German pop queen.

Philips is sending Vicky on a two-week TV and concert tour of Japan. She will take part in 12 TV shows, will make a recording, and will give three international press conferences while in Tokyo.

West Germany's top selling teen artist, Vicky has just re-

corded "Morgen sehen wir uns wieder," which Philips released to coincide with her trip to Japan.

Now touring West Germany is another young stand-out Philips artist, Juergen von Manger, whose latest LP is "Stegreif-geschichten." Manager specializes in a "humanist" approach to pop.

Philips is fitting its foreign artists such as Dave Dee, Dozy, Beaky, Mick & Tich into its "youth" sales promotion.

# From The Music Capitals of the World

## CHICAGO

Baby Huey, whose pulling power locally is phenomenal in view of the fact he's currently unrecorded, returned to the Cheetah Nov. 10-21. He'll also be at the Cheetah on New Year's Eve with the Exception. . . . Dionne Warwick opens at Mister Kelly's Nov. 27. . . . Chess' the Dells have taped the syndicated "Upbeat" show in Cleveland. . . . Andre Williams has recorded a new one on Chess called "Mrs. Mother U.S.A." . . . One-Derful's Otis Clay, out with "A Lasting Love," will be in Pensacola, Fla., Nov. 11; Threepoint Nov. 23; Jackson, Miss., Nov. 25; Birmingham, Ala., Nov. 26, and Durham, N. C., Dec. 25. . . . The B. G. Ramblers move into the 67 Supper Club in Muncie, Ind., this week. . . . John H. Rook comes from Pittsburgh to become director of operations (programming director) for WLS Radio. . . . Dusty Springfield is taping the Red Skelton Show for Dec. 12 viewing and will be on the Tonight Show Monday (20).

Effective Nov. 1, WAIT's new address was 679 N. Michigan Avenue; new telephone (312) 944-6100. . . . The Family came to The Pussycat Nov. 8. Group includes Rochelle Lara, vocalist; Terry Slannery, guitar; Bob Sizemore, bass, and Louis Stevens, drums. . . . In the Triangle Concert Series, Janis Ian makes her Chicago concert debut Dec. 29 at Orchestra Hall. . . . The Pride and Joys, which Dunwich is producing for Acta, have scored a movie featuring six of their own tunes. Picture will be released by Original Films, Ltd., in December. Their Acta single, "We Got a Long Way to Go" b-w "That's the Way It Is," will be released Monday (13).

Bill Traut reports that H. P. Lovecraft's first Philips LP has sold 1,100 copies "underground" in San Francisco with no prior singles releases. Management of the Filmore has signed the group for this week with options for the next four months. They'll then go to Los Angeles' Cheetah for a week and on to The Scene in New York. The group also recently taped an "Upbeat" show.

THE STUDIO BEAT: Independent producers Skeet Bushor and Jim Koss had the Indianapolis group, Sir Winston and the Commons at Universal last week for Dunwich, and another Indianapolis discovery, the Olivers, were at the same studio cutting their second RCA single under Bushor.

For Capitol, Jerry Sims handled a session with the Magnificent Men at Universal and got a single, "Crazy About You." . . . The first single by folk-rock duet Steve Lester and Jerry Talbot was produced by Skeet Bushor for Dunwich last week. . . . Bill Traut taped the band track of the Pride and Joys' new single at the Chess studios, cut vocals at Universal and added some "sweetening" at the Columbia studios in California.

Chess cut the Kittens' "Ain't No More Room" during recent days. . . . Those same Kittens backed a session for the Mauds at Universal produced by Bill Traut for release on Mercury. Bill says he's thinking of lifting "You Must Believe Me" from their latest LP. . . . Judy Banz' husband Richard has been transferred to London so she's leaving the Universal production staff after two years. . . . Wayne Cochran, king of the bleached soul brothers, will put on special teen shows at the Happy Medium Theatre Sunday (19). . . . Oscar Peterson open at the London House Tuesday (14) to be followed by Rubin Mitchell's Trio Dec. 5.

RAY BRACK

## CINCINNATI

Mel Herman's Living Room, swank downtown supper club, continues to win crowds with the use of top recording names. For the past year, the Living Room has showcased virtually every recording name of note on one-day to week stands, and competition keeps wondering how Herman can stay in the black, what with his more-or-less limited capacity. Stan Kenton and His Orchestra and Cannonball Adderley split last week there, with the Four Freshmen the attraction Nov. 13-15, and a host of similar disk names to follow.

Marian Spelman, personality and songstress of WLW Television, has a new album out called "Marian Spelman Sings About God and Country." Its 12 numbers include such long-time favorites as "This Land," "The House I Live In," "You'll Never Walk Alone," "I Believe," "You're a Grand Old Flag," "The Lord's Prayer and Schubert's 'Ave Maria.'" Arranging was done by Bugs Bower.

The album, recorded in New York, is being sold at \$2 through mail order only, via Crosley, Dayton, Ohio. BILL SACHS

## COPENHAGEN

HMV has released an album of extracts from the Teaterminder radio program by singer Grethe Soenck and actor Ole Soeltoft. . . . Pia Ortkær, recently signed by HMV, has recorded a Danish version of the title song from "Thoroughly Modern Millie." . . . The Tremeloes' CBS single "Even the Bad Times Are Good" is rapidly climbing the Danish chart after the group's visit to Copenhagen. . . . The Danish group Yes Indeed has recorded the Peter, Paul and Mary hit "I Dig Rock 'n' Roll" for Triola. ESPEN ERIKSEN

## DETROIT

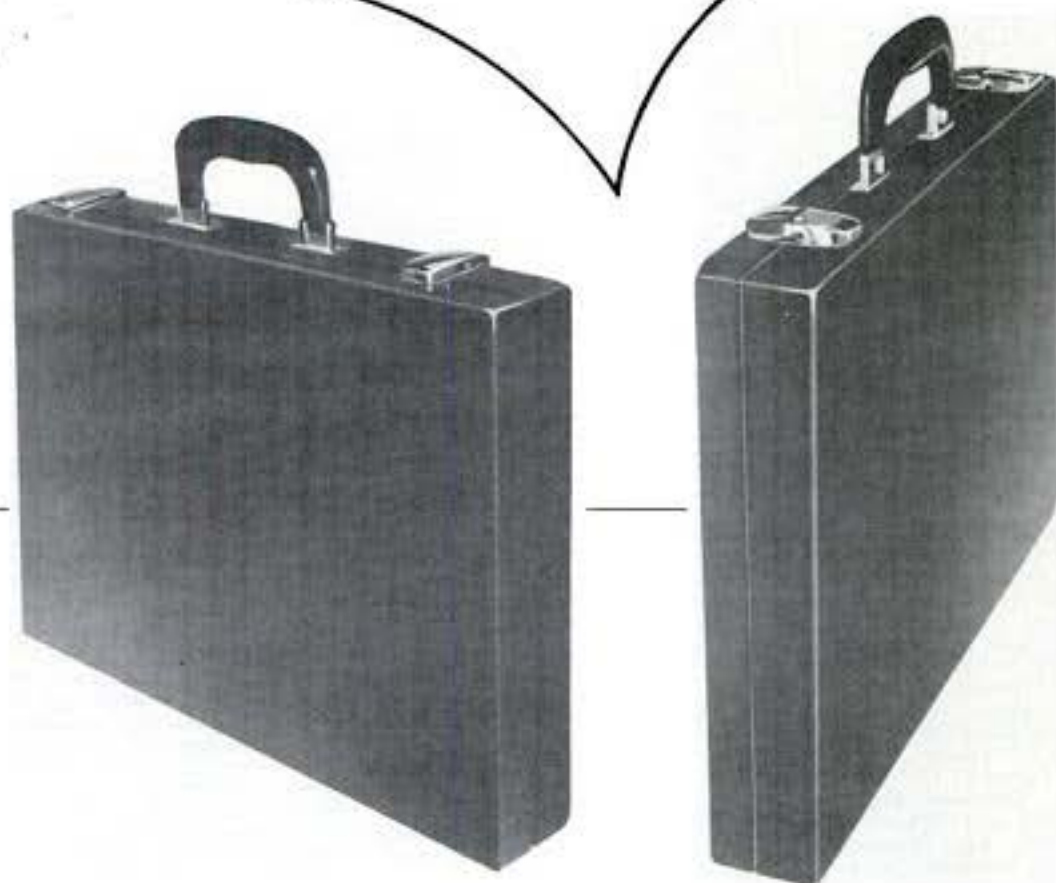
Joan Baez performs at the Masonic Auditorium on Sunday (19). . . . Phil Ford and Mimi Hines will star at the Roostertail through Saturday (18). . . . Owner of the Chess Mate coffee house, Morry Widenbaum, opened a teen-age discotheque with live music called the Inn Mate, a block from his coffee house. The Southbound Freeway opened the Inn Mate on Friday (3). . . . Johnny Mathis with Our Young Generation plays the Fisher Theater for one week beginning Monday (27). . . . The Solid Hitbound Revue opened at the Twenty Grand on Friday (3) with J. J. Barnes and the Parliaments, recording artists for the Detroit based Revilot label. . . . The Utopias signed with LaSalle Records here and their first release is due shortly. . . . A November Jazz Festival takes place at the Masonic Auditorium Saturday (25) with Cannonball Adderley, Wes Montgomery and Jean Dushon. LORAIN ALTERMAN

## HELSINKI

HMV artist Irina Milan was in Stockholm to record "Groni" and "What's Wrong With Me, Babe?" Miss Milan has been signed to appear on Swedish TV on New Year's Eve for a program which will be shown throughout Scandinavia through Nord-Vision. She has also been signed for an appearance on Norwegian TV in January. . . . Paul Jones with Tom and Mick, the Young Ideas, Jerry Williams, Irina Milan and Lasse Samuelson's Dynamic Brass will play in Finland during their Scandinavian tour. . . . Music Fazer is releasing a Swedish version of "The World We Knew" by Gunnar Wiklund. . . . Sweden's Anni-Frid Lyngstad (HMV) visits Finland on Sunday (19) for TV (Continued on page 56)

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ZALMAN SHAZAR, president of the State of Israel, is presented with an LP on the six-day war by Honoch Givton, director of the Kol Yisrael Broadcasting Authority. The album consists of on-the-spot Kol Israel broadcasts made during the Mideast war as a joint production of Kol Yisrael and CBS (Israel). Looking on are Simon Schmidt, managing director of CBS Records Israel, and Yitzchak Shimoni, assistant to Givton.

## From The Music Capitals of the World

• Continued from page 54

and concert appearances. . . . Laila Kinnunen (HMV) was in Stockholm for three days of promotion. KARI HELOPALTO

### LONDON

The new one from Tom Jones is a Les Reed-Barry Mason composition, "I'm Coming Home," released this week. Reed and Mason are currently scoring with Engelbert Humperdinck's "Last Waltz," which already has the standard brand on it. Studio reports say there were some damp eyes among the session musicians during the playback of the soulful Jones latest. Flip is "The Lonely One" written by Jones' manager Gordon Mills. . . . CBS is reviving the Nancy Whiskey hit of 11 years back, "Freight Train." She has re-recorded it with drums instead of a washboard plus a string quartet directed by Tony Reeves. . . .

### Metronome Push on Atlantic Soul LP's

HAMBURG — Metronome has started a big push to boost sales of Atlantic soul albums in Germany. Special window display material has been sent to dealers and Metronome is undertaking extensive advertising in newspapers and magazines. Metronome has released 65 soul albums in Germany and will put its promotion campaign into top gear when Sam and Dave, Carla Thomas and Wilson Pickett fly in for concerts in Frankfurt and Munich this month.

### 50th Pourcel LP to Be Out in 42 Nations

PARIS — The 50th album by arranger-conductor Franck Pourcel will be released in 42 countries, including France (La Voix de Son Maître), Britain (EMI), U. S. (Liberty) and Germany (Electrola).

Pourcel, who has sold 12 million records since signing with Pathé-Marconi in 1953, has done special arrangements of 12 titles, predominantly current hits, for the new album, including "San Francisco," "The Last Waltz," "The World We Knew," "Casino Royale," "You Only Live Twice," "Vivre Pour Vivre," "Aranjez aux Amours" and "Une Nuit aux Nuages."

Bee Robin Gibb and his girl friend Mollie Hullis escaped uninjured from the South London train disaster at Hither Green.

Decca is releasing Benjamin Britten's "The Burning Fiery Furnace" featuring Peter Pears, John Shirley-Quirk and Robert Tear to coincide with a BBC-TV "Workshop" program showing the recording of the work in Orford Church, Aldeburgh, where it was premiered last June before Queen Elizabeth. . . . Liberty enters the jazz stakes this month with the first album releases. They are "Spirit Feel" by Roger Kellaway and Tom Scott and "Live in 3/4 Time" by the Don Ellis orchestra, both taken from the World Pacific catalog. The label also releases its first "Great Performances" LP's featuring Vikki Carr and Slim Whitman. . . . HMV's "Music of Today" series features three young British composers in a current LP release. They are Gordon Crosse ("Concerto da Camera"), Harrison Birtwhistle ("Tragoedia") and Hugh Wood, represented by three piano pieces. The Melos Ensemble plays the Crosse work, and joins forces with violinist Manoug Parikian for the Birtwhistle concerto. Wood's wife, Susan McGraw plays his piano pieces. . . . Morgan Music, run by singer Monty Babson and session drummer Barry Morgan, has moved to Willesden, London. Two recording studios are in process of construction there, and Don Percival is exploitation manager. Wilson Malone and Danny Beckerman have been signed as pop songwriters and producers.

An unusual single release featuring operatic soprano Joan Sutherland is the Rodgers and Hart standard "Falling in Love With Love." Extracted from her album "Love Live Forever," the song is accompanied by the New Philharmonia Orchestra conducted by Richard Bonyage, her husband. . . . First casualties on BBC's Radio 1 are disk jockeys Duncan Johnson and Pete Drummond. Drummond leaves the "Top Gear" comping spot, but may land a jazz series later. Johnson loses the Tuesday "Midday Spin" spot, but may also be heard again later. Successors are Tony Brandon and John Peel. . . . Veteran nightclub and vaudeville star Leslie (Hutch) Hutchinson was hospitalized with suspected pneumonia. . . . Litigation in progress between Andrew Oldham and Eric Easton, the two discoverers of the Rolling Stones four years ago. A freeze of royalty payments has been arranged pending the outcome of the dispute between Oldham, formerly the Stones' manager, and Easton, who used to be joint manager. . . . Eve Taylor, manager of Sandie

## CBS & ARION DISTRIB PACT

PARIS — CBS will distribute the new Arion label created by producer Ariane Segal. Miss Segal's productions won eight prizes from the Academic Charles Cros and the Academie du Disque Francais last year. The repertoire will include records for children, poetry, music and documentary material and the initial release on Wednesday (15) will be "Chants a la Cour de Charles Quint," recorded by a choir of 60 children. This will be followed by "Rondes, Chansons, Jeux et Comptines" and an album of American ballads sung in French by Lucille Pierre.

Shaw, Val Doonican, Adam Faith and Jackie Trent, has formed Carnaby Music in conjunction with Chappell. Early copyrights are Chris Andrews compositions, including the successful Sandie Shaw hit record "You've Not Changed" and Jackie Trent's "That's You."

Circus clown Pierre Picton has made two EP's for EMI's Playtime children's series. Like his contemporary Coco, Picton is regularly active among youngsters in the interests of road and home safety. . . . RCA has released "Laura-Li," a Tom Springfield composition sung by Jim Ed Brown, formerly with the Browns country group. . . . Follow-up to the Flower Men's "Let's Go to San Francisco" hit is "A Walk in the Sky," also written by John Carter and Ken Lewis. The Flower Men recently completed a tour of Denmark. . . . Decca's current Richard Strauss operatic release "Elektra" features the company's "sonistage" recording technique previously used for the same composer's "Salome." "Elektra" stars Birgit Nilsson, Regina Resnik, Marie Collier, Tom Krause, Gerhard Stolze and the Vienna Philharmonic under Georg Solti and was produced by John Culshaw. . . . Liberty's Blue Note Jazz releases have been delayed by the continuing London dock strike. . . . Film and TV actress June Thorburn died in the Iberia plane disaster in Sussex.

Polydor features Memphis Slim, Sonny Terry and Brownie McGhee in an LP release called "Folk Blues Festival." . . . Ronnie Carroll hosted a \$3,000 party to launch his new Philips single "Time," written by Tom Springfield. . . . CBS will release its first Direction singles next week. They are "My Home Town" by Otello Smith and the Tobago Bad Boys, "Flames" by Elmer Gantry's Velvet Opera and "Give Me My Freedom" by the Glories.

NIGEL HUNTER

### PARIS

Barclay has signed a five-year exclusive distribution contract for France with Vanguard, the label formerly licensed to Barclay through Amadeo in Austria. . . . Sugar Music has acquired French rights of the four songs on the new Gligliola Cinquette Festival EP, including the main title "Rosa Nera." . . . Joe Dassin (CBS) has recorded the French version of "Ode to Billie Joe" (Marie-Jeanne) backed with his own composition, "Tout petit bebe a besoin d'une maman." The record was made in London with arrangements by Johnny Arthey. . . . 20th Century-Fox staged a mini-film preview of the songs from the musical "Doctor Dolittle," which will be released in France, Dec. 21. Barclay will release the soundtrack album of the film in French and English and also the Bobby Darin interpretations of songs from the film on Atlantic. Music is published here by Francis Day. . . . April Music, the music publishing division of CBS France, has signed a contract for the ex-



MURRY WILSON, rear center, personal manager of the Beach Boys and father of the group's Brian, Carl and Denny, sits in on his first international promotion session as a recording artist. The Paris meeting was attended by European directors and the staff on the Francis, Day & Hunter publishing organization. The album being promoted is "The Many Moods of Murry Wilson" on Capitol.

clusive representation of the Walt Disney catalog in France, Belgium and Switzerland.

John Williams, director-general of Barclay Records Ltd. of Canada, met with Barclay executives and to seek additional representation of French labels in Canada. Barclay Records Ltd. of Canada will take over exclusive representation of Barclay and Riviera product in Canada from Columbia on Jan. 1, 1968. . . . Vogue released an EP of the soundtrack from the Claude Lelouch film "Live For Life" on the Disc'AZ label. The music for the film, written by Francis Lai, will be released throughout the rest of the world by United Artists. . . . Sugar Music has acquired the copyright of "Pour Avoir Dit Non" by Georgette Lemaire (Philips), "Les Arbres Morts" by Nana Mouskouri (Philips) and "Tom" by Marie Laforet (Festival). . . . Vogue has released the original soundtrack EP on Hispavox, of the Raphael film "Al Ponerse el Sol."

CBS has released a new single by Valentine Saint-Jean with the Joe Dassin song "Cache Cache" and the Jacques Brel song "Un Enfant." . . . Barclay has released a third album of rhythm and blues songs, "Formidable" with no breaks between the tracks. Aimed at the party market, the album features slow numbers on one side and fast numbers on the other. . . . Pathe-Marconi issued a special promotional 78 r.p.m. record of two titles from the new album by the French traditional jazz band Les Haricots Rogues on Ducretet-Thomson. . . . Pathe-Marconi rush-released "Itchycoo Park" by the Small Faces. . . . Philips released a new album by Nana Mouskouri to coincide with her opening at the Olympia Theater. MIKE HENNESSEY

### MADRID

RCA Espanola general manager Gil Beltran met the Mamas and (Continued on page 57)



A&M INTERNATIONAL manager David Hubert visits Deutsche Grammophon executives in Hamburg to discuss plans for boosting sales of A&M product in Germany. Left to right are Polydor International manager Hans Werner Tolksdorf, DGG product manager Michael von Winterfeldt, David Hubert, and DGG General Manager Richard Bjsch.

## Teldec Top C&W German Label

HAMBURG — Telefunken-Decca (Teldec) has become West Germany's top country label by channeling an unprecedented amount of Nashville product into this country.

Current Teldec c&w releases include "Nashville Women" (Hank Locklin with the Jordanaires), "From Nashville With Love" (Chet Atkins), "The Best of Hank Snow" (Hank Snow with Anita Carter), "I Want to Go With You" (Eddy Arnold), "The Best of Floyd Cramer," "Blue Side of Lonesome" (Jim Reeves), "Grassroots Country" (Stu Phillips).

Teldec has also had success developing homegrown country such as "Ronny," who had two new hits, "Adios, My Darling" and "Roses So Red."

## Nina Lizell Inked By AB Electra

STOCKHOLM — Gramophone AB Electra, Stockholm, has signed singer Nina Lizell to an exclusive contract and is planning a world-wide promotion campaign aimed at achieving international star status for the singer.

Mats Olsson, chief producer for Gramophone AB Electra, went to Geneva to discuss terms of the contract with Miss Lizell's father.

The initiative was taken by RCA in New York after hearing Miss Lizell's Swedish and German recordings. Mats Olsson will produce all future Lizell recordings, and sessions are planned for Germany, Britain, France and Sweden.





PIRE RECORDS holds a party to launch "Let the Heartaches Begin," by bluesman Long John Baldry. Left to right, at the Rasputin Club, is Tony Macauley, Pire producer and co-author of the song; Louis Benjamin, Pire Records managing director; Baldry and John McLeod, co-writer of the song.

## From The Music Capitals of the World

• Continued from page 56

the Papas and Scott McKenzie in Palma de Mallorca to discuss plans for Spanish TV appearances. . . . Juan and Junior (Novola) were in England to promote two titles released there, "The Chase" and "A dos ninas" (For Two Girls). . . . Spanish composer Joaquin Rodrigo has finally authorized publication of the Spanish version of "Aranjuez Mon Amour," the Richard Anthony (Odeon) recording of which has been on the French charts for several weeks. Spanish lyric is by Alfredo Garcia Segura and the song is published by Union Musical Espanola. . . . Main title of L. E. Aute's new record for RCA is "Mi tierra, y mi gente" (My Land and My People). . . . Sonoplay is releasing a record by the English pop group, the End, which was produced in London by Rolling Stone Bill Wyman. Wyman also composed the main title, "Loving, Sacred Loving." . . . Juan and Junior are set to make their first movie this month. . . . "Cuando sali de Cuba," sung by its composer Luis Aguile, has just been released by Sonoplay after extensive promotion.

Hispavox has signed a long-term agreement for distribution of the Liberty catalog in Spain. The Liberty label was formerly distributed here by Odeon. First releases by Hispavox will be records by Vikki Carr, the Fifth Dimension and Bobby Vee. . . . The Argentine group Los Mac Ke Macs is recording the Spanish version of "Aranjuez Mon Amour" for CEM. . . . Argentine singer Palito Ortega (RCA) will be in Spain on Jan. 20 to start his second movie. . . . Zafiro Records is releasing a new series of albums of Spanish classical music. First releases are the Spanish operettas "La Revoltosa" and "La Rosa del Azafra" conducted by Odon Alonso. . . . The new album of Manolo Diaz (Barclay-Sonoplay) features 12 of his own compositions, including "Ayer tuve un sueno" (Yesterday I Had a Dream) which he sang at the Rio de Janeiro Song Festival. . . . "Get On Your Knees" by the Barclay-Sonoplay group Los Canarios has been released in Britain by Major-Minor. . . . Hispavox will release English and Spanish versions of the soundtrack from "Camelot" to coincide with the picture's opening at Christmas. . . . CEM has signed a contract with the U. S. firm Jewel for the distribution in Spain of the Jewel catalog which includes the Paul and Ronn labels. CEM also signed a reciprocal distribution agreement with Sono Radio Records of Peru. . . . On Nov. 10, Cadena SER will present a trophy to the

Novola group Los Brincos for recording the most popular song of the summer—"Lola." During the reception the group will present their new recording, "Nobody Wants to Know," sung in Spanish.

Peter Elderfield and Alex Everitt of Pire International Division were in Madrid for talks with Hispavox executives on the promotion of Pire artists in Spain and Hispavox artists in Britain. . . . CEM is negotiating for TV appearances in Spain by Italian artists Nico Fidenco, Laya Castellano and Donatella Moretti. . . . Marini Callejo, former a&r director with Zafiro has signed a contract to produce for Fonogram. . . . Los Pasos (Hispavox) have recorded an English version of their song "Ojo por Ojo" (An Eye for an Eye), for immediate release in the U. K.

RAFAEL REVERT

### MILAN

For the first time, EMI-Italiana has released its repertoire in the cartridge format. They chose the musicassette configuration. All Italian record companies' repertoires are available on cassettes, except RCA-Italiana and Decca's. . . . A&M international manager David Hubert discussed plans to bring Herb Alpert and the Tijuana Brass, the Sandpipers and Jimmie Rogers to Italy with CGD

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director Giuseppe Gianni and promotion manager Johnny Porta. . . . The sub-publishing contract between United Artists Music and Curci for exploitation of the UA catalog in Italy has been renewed. . . . Parade, Tiffany, Edibi, CDI, King Universal and Telerecord will be allowed to become members of AFI, the association of the Italian record companies, affiliated to the British IFPI. The six firms formed the managing board of APDI, an association of record companies not allowed to enter AFI. This marks a turning point in AFI's policy, which will also be revised through several statutory rules.

Wilson Pickett and Sonny and Cher will probably participate in the San Remo Festival, said Rifi international manager Giuseppe Velona. Pickett will be in Italy in February where he competes or not.

MPM, a new sales organization

jointly owned by Tiffany and Italmusica, has acquired distribution of Cinevox, Equipe, CDB, CGO, Cedi and Saint Martin.

Durium will present Little Tony with a golden disk for selling one million copies of his San Remo hit "Cuore Matto." This is the best selling disk of 1967 in Italy. . . . Tiffany Records has issued an album series, "Around the World in 33 R.P.M." First release consists of 21 compatible stereo albums, all instrumental. Retail price is \$2.40. . . . The Procol Harum's latest record "Homburg," available here on the Italiana label, has been covered by I Camaleonti (CBS) as "L'Ora Dell'Amore."

EMI-Italiana has completed its low-priced line "Stasera All-Opera" (Tonight at the Opera) with four more operas: "Walkiria," "Pagliacci," "Don Pasquale" and "Falstaff." . . . Tiffany Records is active with Spanish artists in Italy. Besides distributing Los Bravos' disks, it will also release records by Los Canarios, produced by Alan Milhaud, and by Luis Aguile from Sonoplay. Aguile is expected here for TV dates and, according to Tiffany head, Marino Marini, will probably participate in the next San Remo Festival. . . . Carisch will distribute Bob Azzam's records under the Odeon label in Italy, according to a recent agreement. First release is "Can't Take My Eyes From You" b-w "Soul Finger." . . . Milena Cantu, formerly with Clan Records, has signed with Rifi Record.

GERMANO RUSCITTO

### TORONTO & MONTREAL

Jubilee Records in the U. S. will release "The Swinging Shepherd (Moe Koffman) Goes the Electric Flute Route" LP, recorded in Toronto, on which the Canadian musician-composer plays the prototype Selmer electric varitone flute and also his twin electric saxophone and the tumpura. The LP offers five Koffman compositions, including a new arrangement of his "Swinging Shepherd Blues," plus such pop items as "Norwegian Wood" and "Trains on Boats and Planes," in a rock-jazz bag. Koffman and his quartet (Art Ayre on organ, Gary Blin-

stead on bass and sitar, Jim Pirie on guitar and Andy Cree on drums) have been invited to do numbers from the LP on the Johnny Carson Show to coincide with its release. . . . Bell

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Records in the U. S. has picked up "Next to Nowhere" by Montreals M. G. and the Escorts, currently a hit on Quality here.

The Sir John A. Records label moves its headquarters from Ottawa to Toronto with the move of label president John D. Fozer and  
(Continued on page 59)

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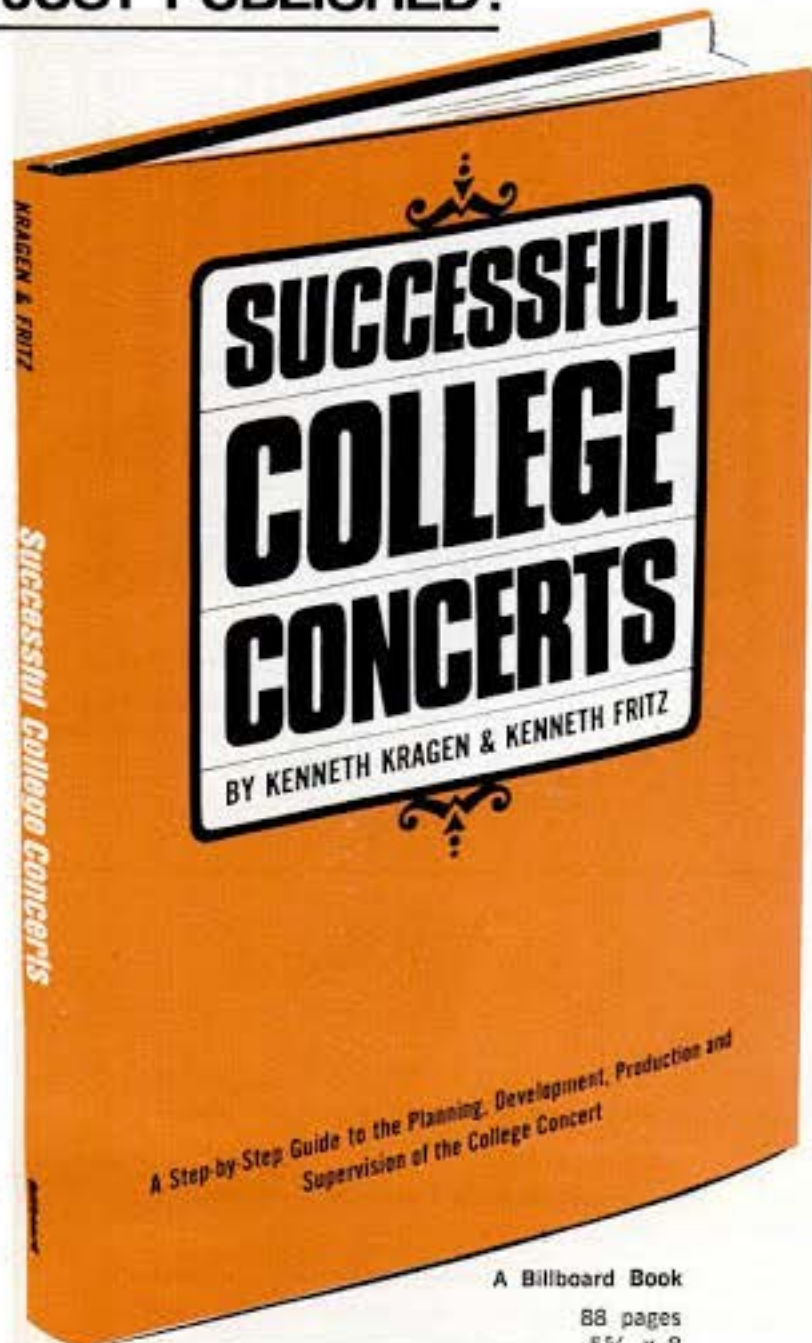
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**ABOUT THE AUTHORS**



Mr. Kragen (left) and Mr. Fritz (center) with the Smothers Brothers.

**Kenneth Kragen**—In 1958, while attending the University of California, Ken Kragen produced the Kingston Trio's first concert. The venture was an unqualified success, and was in essence the beginning of the college concert concept as we know it today.

Reluctantly, he turned down the opportunity of going to work for the Trio to promote their concerts on tour, and went on to Harvard for a business degree. His first job out of graduate school was as personal manager for the well-known singing group, The Limelights.

**Kenneth Fritz**—Before graduating from American University, Ken Fritz had produced a score of highly successful concerts on campus, featuring such top-flight performers as Count Basie, Dave Brubeck, and, fortunately, The Limelights, at which point the Kragen/Fritz friendship began.

After the paths of the two Kens crossed in 1960, the solid friendship evolved quite naturally into a solid partnership. Their most recent assignments for universities and colleges included concerts for Bill Cosby, Ray Charles, Louis Armstrong, Peter, Paul & Mary, The Beach Boys, and Victor Borge. Now, both still under 30 years of age, the name is Kragen/Fritz, Inc.

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# TAPE CARTRIDGE TIPS

by Larry Finley

Steve Morris, Administrative Coordinator of 20th Century-Fox Records, held a special screening of a "mini-version" of DOCTOR DOLITTLE at 20th's screening room in New York last week. The entire executive and sales staff of ITCC attended this screening and, at its completion, all agreed that this picture was a "thrilling experience."

Made long before the completion of the picture, this "mini-version" contains scenes featuring 7 out of the 13 songs. It is truly a great tribute to Leslie Bricusse for the wonderful music and lyrics and to Lionel Newman, Musical Director of the picture for 20th Century-Fox, who truly outdid himself on this score.

20th Century-Fox has a real "winner" here and it is the writer's belief that the soundtrack from this fabulous, fun-loving film will be one of the best-selling soundtrack cartridges of all time. ITCC has the EXCLUSIVE four and eight-track cartridge rights for this soundtrack and deliveries to ITCC distributors are greatly exceeding expectations.

We want to congratulate and thank Richard Zanuck, Executive Vice-President in Charge of Production for 20th Century-Fox Film Corporation, and Arthur P. Jacobs, Producer of DOCTOR DOLITTLE, for making it possible for the world to enjoy this type of family entertainment which is so needed on the motion picture screen.

Following the screening of this "mini-version" of DOCTOR DOLITTLE the writer flew to the West Coast to visit Lionel Newman, Musical Director of 20th Century-Fox Film Corporation. Happy Godday, who is on special assignment at the Fox Studio for the music for this film, and Arthur P. Jacobs, Producer of the picture. All three are friends of long standing and assured the writer that 20th would give the utmost in cooperation to ITCC, their Distributors and Dealers.

We also discussed the forthcoming production of "STAR," starring Julie Andrews, which will be released in July of 1968. According to Lionel Newman, "STAR" will be an outstanding soundtrack and ITCC distributors and dealers have the Cartridge rights on both the 4 and 8-track configurations exclusively.

Very soon 20th Century-Fox will be going into production of the motion picture version of "HELLO, DOLLY!" with Barbra Streisand and Walter Matthau. Even though the release of this picture and soundtrack cartridge will be in the fall of 1969, ITCC is already taking orders from distributors for both the four and eight-track configurations; again, exclusive with ITCC.

Speaking of exclusive soundtracks, ITCC is starting to make delivery of another outstanding 20th Century-Fox original soundtrack, "VALLEY OF THE DOLLS," on both four and eight-track Stereo Tape Cartridges. Here again, the writer believes that this album will very quickly win its way into the BILLBOARD "Top LP's" chart.

## G&W Electronic AM-FM Tuner In Tune With CARtridge Sales

LOS ANGELES — G&W Electronic's AM/FM Auto Tuner, which operates through a cartridge player system, is helping sell cartridges, not detracting from their sale, believes Jerry Golden, an executive with the eight-month-old firm.

"FM radio stimulates people to buy the cartridges," Golden says. He believes people audition music on FM and then purchase the cartridge.

G&W's \$49.95 model, built by Standard Radio of Japan exclusively for the young company, can be inserted in every brand of 4 or 8-track car or home player, Golden points out. This is a major feature, he boasts. Such companies as Automatic Radio and Panasonic have also developed FM tuners which use its cartridge player's amplifier and speaker systems.

But their tuners can only be used with their own cartridge equipment.

Golden does not see his equipment as a "threat" in any way to the effectiveness of cartridges as an entertainment medium. Rather, he likens the new FM exposure to that which AM radio has given single recordings.

### Low-Price Tag

Approximately 90 per cent of all cars in the U. S. aren't sold with FM units. The low price tag of G&W's unit places it in reach of a mass audience. FM radios generally have been a high price ticket item for the sound aficionado. "For the first time," Golden says, "every car stereo owner is a potential FM listener."

Since putting the unit on the market last July, G&W reports selling 20,000 units. The prod-

uct is one inch longer than an 8-track cartridge, has micro-miniaturized solid-state circuitry in its quarter-inch high plastic housing.

Golden, five years in the electronics field, holds a number of patents on the unit. He feels the development of a radio which plays through a cartridge system turns an auto into a "complete car center" of entertainment. His partner in the business is Jack Whalen, whose background is in financial mar-

keting. Golden, prior to forming his own company, had been with Craig Panorama and has helped create its car stereo department.

Golden's experience with Craig enabled him to set up a 61 distributor network for G&W; 54 of these locations in the U. S. G&W's distributors run the gamut of business—from pure tape stores to record one-stops to glass companies. G&W's terms on its merchandise to distributor is 1 per cent receipt of invoice with the net in 10 days.

Within the next six months, the company plans bowing an FM stereo model with a \$69 tag, also for insertion in a cartridge player system.



THIS IS THE NEW Four 'n' Eight solid-state cartridge tape player from Arvin, carrying a suggested retail price of \$159.95. Speakers may be separated 16 feet for play of all 4 and 8-track cartridges.

## Publishers Scramble To Pick Up Catalogs

CHICAGO — Several publishers are in a race to seize the market for consumer tape CARtridge catalogs. Catalogs are now being made available to dealers from All State Distributors here, from Ron Solovitz in Philadelphia and from Sentry Industries in Paramus, N. J.

First into the field was All State's the Glass List, published under the direction of Morton A. Ohren, head of the firm's tape subsidiary, Tape Distributors of America.

### Gen'l Recorded Expanding Gear

SONNYVALE, Calif.—General Recorded Tape is installing additional duplicating and assembling equipment in its new \$500,000 building. Goal is an output of 10,000 cartridges per shift.

The company recently tripled its production capacity in its new quarters at 1286 Lawrence Station Road here. Alan Bayley, GRT's president claims the company is duplicating 5,000 tapes on each of its three shifts.

The two and one-half-year-old firm employs 132 at its factory headquarters which produces tapes in 4, 8-track and cassettes for 60 record companies.

The issue sells for 50 cents and contains lists of all available 4- and 8-track cartridges. Initial press run was 50,000 copies, with stock numbers. It will appear every other month.

Solovitz' catalog has the same frequency and is called Listen. He expects to put out his first issue, listing 4, 8-track and cassette titles, before the end of the year. It will be coded for PlayTape and reel-to-reel as well.

Sentry's catalog, listing reel-to-reel, cassette, 4 and 8-track tapes, will be off the press next month.

"Getting this kind of magazine into the hands of tape cartridge customers will mean an increase of at least 20 per cent in dealer sales," Ohren said. Cost to dealer of the Glass List is 15 cents each for orders of a thousand.



FROM CONCORD comes this new 8-track stereo cartridge deck for high fidelity component systems. It's model CP-250 and a company spokesman said it'll retail for "less than \$100."

## THE MAMAS and THE PAPAS ARE DECEMBER'S "ARTISTS OF THE MONTH"

Sign up now for GRT's "Artist of the Month" promotion. Get your free displays from your GRT Distributor each month.

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# Selectivity Control Developed

• Continued from page 1

is regarded by many as shattering the primary edge of disks over cartridges. With the aid of fast forward (and reverse for cassettes and open reel), the mechanism can silently scan any selection in seconds.

Complete and automatic selectivity control, long the elusive butterfly to tape and tape cartridge engineers, is accomplished by the use of a patented magnetic marking control system. The only limit to the number of selections which can be marked is the length of the tape itself. Dimensions of the mechanism can be as small as one inch by one inch.

The automatic control device, which was invented by computer engineer Daniel C. Chang, will be marketed by C, S and W Corporation's affiliate company, Electronic Arts Corp. While the company will negotiate for licensing rights, no exclusive contracts will be issued. "We believe this system should be adopted on an industrywide basis," White said. "Any exclusivity would fail to alleviate the cartridge's most serious handicap."

Electronic Arts will license both tape equipment manufacturers and tape duplicators. Licensees will do their own manufacturing of the mechanism and

code the tapes. However, if an equipment manufacturer desires, Electronic Arts will license an intermediary to build mechanisms O. E. M. and ship them for assembly into the cartridge units.

In addition to music selectivity, the automatic scanning device should prove a boon to language tape manufacturers. The mechanism, with its repeat capabilities, enables the a complete lesson to be broken down into intervals. The operator can then program each interval or series of intervals for immediate repetition.

Another area which may be

revolutionized by this development is the jukebox industry. Although its final application is still in the planning stage, White said Electronic Arts will soon market the tape device as a compact jukebox which could greatly expand the availability of music at any location, while utilizing a fraction of the space currently needed. By using a type of cassette, jukebox operators could have songs added or deleted from the cassette periodically at service stations located throughout the nation. A system for copyright control is among the problems to be resolved.

## Audiopak "Triple-Threat" Cassette.

It's available three different ways.



**Audiopak**  
TAPE CARTRIDGES & CASSETTES

Audio Devices, Inc., 235 E. 42 St., N.Y. 10017.

## Bogen System

CHICAGO — Bogen has introduced new second generation compact music systems, the MSR-1 and MSC-1, with 8-track CARtridge play capability.

The products are listed in the firm's new catalog, obtainable by writing Bogen Communications Division, Lear Siegler, Inc., Paramus, N. J. 07652 and asking for catalog No. 546.

## Martel Combo Set

LOS ANGELES — An 8-track, AM/FM multiplex combination, designed along the lines of component high fidelity equipment, has been developed by Martel Electronics. The home unit called the Pax 300 carries a \$299 suggested list and delivers a reported 60 watts of power. Track indicator lights key in the cartridge program being played.



THIS SUPER DUPLICATING system for cassettes has just been introduced by Ampex Corp. The high speed outfit includes a duplicator master (two 3300 units) driving up to 10 duplicator slaves (AD-150) seen in the foreground. The master record electronics unit is at right background.



# Channel Marketing's New Tape Cartridge Holder\* Adheres to Any Surface...

... without drills, holes, bolts, screws, straps or fasteners of any kind.

This is the most practical, convenient cartridge holder/program organizer on the market.

It leaves no defacing marks in the car's interior. Can be placed under the dashboard, in the glove compartment or any other convenient place in the car or home in a minute's time.

Each holder stores 3 cartridges, both 4 and 8 track. Two holders will store 6 tapes, enough for a full day's music enjoyment. That's why we packed them in sets of two on a colorful rack display card. At our suggested retail price of \$1.69 a pair, your customers will snap them up!

Take advantage of the instant customer appeal of this new Channel accessory. Write c. phone for free literature and price list.



Cartridges are suspended individually, allowing user to remove and replace them without moving other cartridges. Titles are clearly visible for fast selection.

\*Patents Pending under the trade name Tape Storage Channels.

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## From The Music Capitals of the World

• Continued from page 14

phia's Academy of Music on April 20. . . . Imperial's the *Sunshine Company* slated for the Ambassador in Washington Friday (24) through Sunday (26). Other dates are Boston's *The Catacombs*, Nov. 28 to Dec. 3, and Philadelphia's *The Trauma*, Dec. 8-10. . . . John Rublow's new book "Popular Music" being published by Basic Books of New York. . . . Bea Marks, named a vice-presi-

dent of the Fild-Weintraub Division of Fredana Management was inadvertently left out of a previous story (Billboard, Nov. 4). . . . Motown's the *Temptations* will appear on the Ed Sullivan Show on Sunday (19). They will appear on the *Smothers Brothers' Show* on Dec. 17 and on Jan. 19 will tape the Hollywood Palace. . . . ASCAP's Rochester, N. Y. office has been moved to Syracuse.

Among the participants in the

AGVA Youth Fund's "Showbusiness Man of the Year" salute to Danny Stradella of Danny's Hide-A-Way at the Americana will be Frank Sinatra, Peter Sellers, John Wayne, Gregory Peck, Carolyn Jones, Jack Benny, Ed Sullivan, Dinah Shore, Dale Robertson, Robert Mitchum, Allen and Rossi, Joe E. Lewis, Danny Kaye, Milton Berle, Johnny Carson, and Merv Griffin. . . . Atlantic artist Chris Crosby signed with the William Morris Agency. . . . United Artists' *Serendipity Singers* play the St. Paul Municipal Auditorium on Tuesday (14). . . . Andy Williams and Henry Mancini completed their second fall tour on Sunday (12). Williams returns to Los Angeles on Monday (13) to start rehearsals for his annual family Christmas show and his second NBC-TV special this season.

Teresa Brewer opened at the Latin Quarter on Wednesday (8). . . . The *Marvin Gaye* show plays two performances at the Washington Hilton Hotel on Sunday (26). The package includes Sam and Dave, Tammi Terrell, the Illinois Jacquet Combo with Milt Buckner on organ, and Dyke and the Blazers. . . . Guitarist Huey Long gives a Carnegie Hall concert on Feb. 22. . . . Herman Finkelstein, ASCAP general counsel, addresses a University of Pennsylvania Law School class on Tuesday (14) and a Columbia Law School seminar on Wednesday (15). . . . *Ruby and the Romantics* open at Las Vegas' Sands Hotel in January. . . . Bob Robbins, lyricist for "Pony Express" and "California, the Golden State," died on Oct. 27 in Visalia, Calif. . . . *Marion Dillon* opened a two-week stand at The Apartment on Monday (6).

Artists appearing in a special midnight jazz concert at Carnegie Hall on Saturday (25) will include Lee Morgan, Thad Jones, Kenny Dorham, Blue Mitchell, Joe Newman, Kenny Burrell, Grant Green, George Benson, Wynton Kelly and Lorez Alexandria. . . . Martin Erlichman, Barbra Streisand's manager, arrived in New York on Thursday (9) for meetings with Columbia Records on his artist's next recording dates. He then will go on a 17-city tour of Columbia branch offices on promotion and sales of her latest album, "Simply Streisand." . . . A son, Christopher James-John, to Joel Vance of Richard Gersh Associates and his wife Joan. . . . Steve Slayton sang five Gladys Shelley songs on The New Yorkers, WNEW-TV show in New York. . . . Lionel Hampton and his Jazz Inner Circle are playing high school one-nighters sponsored by civic groups to familiarize youngsters with the history of jazz in the U. S.

The *Children of Paradise*, Columbia artists, recently appeared at the Cheetah in Chicago. . . . *Tryptych* is taping a Clay Cole



THE NORELCO CASSETTE ALBUM from North American Philips Co., provides a compact and convenient means to store up to nine hours of cassette tape recordings. The new album comes pre-packed with six C-60 or C-90 Norelco blank cassettes in a molded plastic tray, ideal for at-a-glance indexing of taped material. Designed for bookcase or record shelf use, the album has a sturdy leatherette binding trimmed in gold and comes with a protective outer sleeve.

appearance. . . . Jay Hamilton Productions signed the *Isle of Phyve*. Keith Gosney, lead singer of the group has inked a song writing contract with Ann Music Publishing (BMI), Hamilton's publishing wing. . . . Entertainers at the Oct. 30 Mercy Cougla Hospital, Heritage House Benefit Show sponsored by WHAT in Philadelphia included Jackie Wilson, Cannonball Adderley, Martha and the Vandellas, Walter Jackson, Pickney Roberts, and Oscar Toney Jr. . . . The first LP to be released on Billy Ver Planck's Mounted label features Marlene Ver Planck. MIKE GROSS



GENERAL RECORDED TAPE FACTORY, showing packaging (foreground) and loading departments (rear).

### EXCLUSIVE—MUNTZ! EXCLUSIVE—4-TRACK CARTRIDGE FIRSTS!

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|---|---|
| <p><b>ABC</b><br/>ABC-A-616 . . . . .THE CANDYMEN<br/><b>ARHOLIE</b><br/>ARH-A-1026 . . . . .MANCE LIPSCOMB, VOL. 3<br/><b>ART</b><br/>ART-A-12 . . . . .NATIVE BAHAMIAN RHYTHMS AND SONGS—Various Artists<br/>ART-A-2012 . . . . .PANAMA TIPICO CON LUCHO AZCARRAGA<br/>ART-A-20010 . . . . .TOMMY GRIFFIN'S ROCK 'N' RHYTHM ORGAN &amp; DRUMS<br/><b>CAPITOL</b><br/>4CL-1929 . . . . .NAT KING COLE SINGS THE BLUES<br/>4CL-2776 . . . . .THE WIZARD OF OZ AND OTHER TRANS LOVE TRIPS—The West Coast Workshop<br/>4CL-2781 . . . . .SOMETHIN' GROOVY!—Peggy Lee<br/>4CL-2796 . . . . .THE BEST OF JACKIE GLEASON<br/>4CL-2802 . . . . .MORE AND MORE OF SANDLER AND YOUNG<br/>4CL-8659 . . . . .THE QUIET HOUR—Robert Irving &amp; The Sinfonia of London<br/><b>CHARLIE PARKER</b><br/>CP-C-407 . . . . ."BIRD" SYMBOLS—Charlie Parker<br/><b>COMMAND</b><br/>COM-A-911 . . . . .BRASILIAN IMPRESSIONS—Dick Hyman<br/>COM-A-913 . . . . .ANYTIME!—Robert Maxwell<br/>COM-A-917 . . . . .THE NEW SOUND OF TODAY'S BIG BAND—Doc Severinsen<br/>COM-A-919 . . . . .EXPLOSIVE BRASS IMPACT—Warren Kline and His Brass Impact Orchestra<br/>COM-A-921 . . . . .BENNY GOODMAN . . . . .PARIS—LISTEN TO THE MAGIC<br/><b>CONTEMPORARY</b><br/>CON-A-7550 . . . . .LAND OF JAZZ—Harold Land<br/>CON-A-7573 . . . . .GETTIN' TOGETHER!—Art Pepper<br/><b>CRESCENDO</b><br/>CRE-A-2040 . . . . .(THE SEEDS!) A FULL SPOON OF SEEDY BLUES—Sky Saxon Blues Band<br/><b>DELMARK</b><br/>DEL-A-9408 . . . . .SOUND—Roscoe Mitchell Sextet<br/><b>DIAMOND</b><br/>DIA-A-5008 . . . . .THE BEST OF RONNIE DOVE, VOL. 2<br/><b>DOT</b><br/>DOT-Y-25825 . . . . .LUIZ BONFA PLAYS GREAT SONGS<br/><b>SUNHILL</b><br/>DNH-A-50022 . . . . .THE MAMAS &amp; THE PAPAS BOOK OF SONGS—The Stapleton-Morley Expression<br/>DNH-A-50023 . . . . .THE NOW SOUND OF THE BRASS KING<br/>DNH-A-50024 . . . . .THE NOW SOUND OF MICKIE FINN'S<br/>DNH-A-50025 . . . . .FAREWELL TO THE FIRST GOLDEN ERA—The Mamas and the Papas<br/>DNH-A-50026 . . . . .ERNIE FREEMAN—HITMAKER<br/><b>FONTANA</b><br/>FC4-67569 . . . . .TO SIR, WITH LOVE—Soundtrack</p> | <p><b>HICKORY</b><br/>HIC-A-138 . . . . .A GIRL FOR ALL SEASONS—Gail Wynthers<br/>HIC-A-139 . . . . .ROY ACUFF SINGS FAMOUS OPRY FAVORITES<br/><b>IMPULSE</b><br/>IMP-A-9146 . . . . .THE SORCERER—Gabor Szabo<br/>IMP-A-9157 . . . . .IT'S WHAT'S HAPPENIN'—Clark Terry<br/><b>KING</b><br/>KNG-Y-743 . . . . .THE ALWAYS AMAZING JAMES BROWN<br/>KNG-Y-780 . . . . .EXCITEMENT—James Brown<br/><b>LIMELIGHT</b><br/>LC4-86030 . . . . .FEELIN' GOOD—Gerry Mulligan<br/><b>MERCURY</b><br/>MC4-61138 . . . . .CHUCK BERRY "LIVE AT THE FILLMORE AUDITORIUM, SAN FRANCISCO"<br/><b>NONESUCH</b><br/>NON-C-71044 . . . . .SCHUMANN: KONZERTSTUCK IN F and KONZERTSTUCK IN G—Chamber Orch. of The Sarre<br/><b>REPRISE</b><br/>4RA-6263 . . . . .COLLAGE—Noel Harrison<br/>4RA-6271 . . . . .THAN WHOM NONE GREATER!—Charles Aznavour<br/><b>ROGE</b><br/>RGE-A-5296 . . . . .O FINO DO VIDLÃO—Paulinho Nogueira (Recorded in Brazil)<br/><b>SMASH</b><br/>SC4-67086 . . . . .BY REQUEST: MORE OF THE GREATEST LIVE SHOW ON EARTH—Jerry Lee Lewis<br/>SC4-67087 . . . . .PRESENTING . . . THE JAMES BROWN SHOW—Various Artists<br/>SC4-67096 . . . . .WATERHOLE #3—Roger Miller<br/><b>TIZOC</b><br/>TIZ-A-1014 . . . . .CANTO A VERACRUZ—Con El Conjunto Jarcho "Villa del Mar" de Angel Valencia<br/>TIZ-A-1032 . . . . .CHIAPAS Y SU MUSICA—Marimba Chiapa de Corzo<br/><b>TRADITION</b><br/>TRA-C-1006 . . . . .THE RISING OF THE MOON—Clancy Brothers and Tommy Makem<br/>TRA-C-1040 . . . . .AUTOBIOGRAPHY IN BLUES—Lightnin' Hopkins<br/><b>UNI</b><br/>UNI-Y-73007 . . . . .THE EMANCIPATION OF HUGH MASEKELA<br/>UNI-Y-73010 . . . . .HUGH MASEKELA'S LATEST<br/>UNI-Y-73012 . . . . .MESSAGE TO OUR ANCESTORS—Big Black<br/><b>WARNER BROS.</b><br/>4WA-1705 . . . . .THE EARTH—Anita Kerr/Rod McKuen/The San Sebastian Strings<br/>4WA-1714 . . . . .THE BIG BEAT SOUND OF JAMES LAST AND THE AMERICAN PATROL<br/>4WA-1716 . . . . .ANYTHING GOES—Harpers Bizarre<br/>4WA-1717 . . . . .THIS IS IT!—Bob Newhart<br/><b>WESTMINSTER</b><br/>WES-N-1021 . . . . .16 GREAT OVERTURES—Hermann Scherchen<br/><b>WHITE WHALE</b><br/>WW-A-7115 . . . . .THE TURTLES' GOLDEN HITS</p> |
|---|---|

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# Audio Retailing

## CES Adds 30,000 Sq. Ft., Two Hotels for 1968 Event

WASHINGTON — Next June's Consumer Electronics Show has been opened to accessories manufacturers and has been expanded to two additional hotels.

The June 23-26 event, sponsored by the Electronic Industries Association's Consumer Products Division, will offer 30,000 additional square feet of exhibit space in the New York Hilton and Americana Hotels—where the inaugural show was held last year—and two other hotels, the Warwick and City Squire.

These moves were among decisions made in a recent meeting of the CPD executive committee. In their meeting, the committee described last year's show, which attracted 104 exhibitors, as an "unqualified success." CPD staff Vice-President Jack Wayman said that 94 of those same exhibitors have confirmed space for the 1968 show. "Twenty-six have requested additional space and 33 new exhibitor requests have been received," he said.

The major policy action of the

committee was to open the exhibit doors to manufacturers of accessories normally sold by consumer electronics retailers as the result of "many requests" from manufacturers. Last year's show was open only to domestic and foreign manufacturers of consumer electronic end products.

Total salable space for the 1968 show will be 160,000 square feet, capable of housing about 150 exhibitors.

The committee also announced that the third annual Billboard tape cartridge forum will be held in conjunction with the 1968 show, to "focus on one of the major and lively product areas of the industry."

Exhibits will be open on one evening next year and the All-Industry banquet at the Waldorf-Astoria Hotel will be repeated on the opening night of the show.

### NARDA

The show period will again feature a government-industry symposium and retail merchandising sessions on store management and product develop-

ment, the latter sessions under the joint sponsorships of EIA and the National Appliance and Radio-TV Dealers Association (NARDA). All allied industry trade associations will be invited to participate in the show by means of headquarter booths and organization meetings.

Floor plans will be sent to the industry in late November and the trade show committee will meet in New York Nov. 7-8 to set final show plans. The trade show committee has been enlarged to 18 members. They are William King, RCA Sales Corp., chairman; Howard Behren, Symphonic; A. J. Burger, 3M Co.; Victor Campos, KLH; Tom Castle, General Electric; James Fox, Fisher; Robert Furgeson, Ampex; Edward Geczik, Westinghouse; Nat Gold, Pilot; Kenneth Kohlman, Zenith; Leon Kuby, Harman-Kardon; Edward H. L. Mason, H. H. Scott; Fred Meyer, Arvin; Robert Mensch, Olympic; Martin Shellenberger, Sylvania; Jerry Solomon, Philco-Ford; Dennis Stancik, Motorola; Larry Williams, Admiral.

## 30,000 Attend L. A. Hi-Fi Show

By BRUCE WEBER

LOS ANGELES — More than 30,000 persons attended the Los Angeles High Fidelity Music Show last week to view the industry's new breakthroughs in sound.

It was obvious to most who toured the show at the Ambassador Hotel that the high fidelity industry will never reach a technological plateau.

Said Walter O. Stanton, president of the Institute of High Fidelity, "The range of possibilities in the reproduction of sound is limitless and the future offers a fascinating challenge to the imaginative. One major advance has led to another in our industry, and the next two decades should be no exception."

Among the new sound concepts shown by the 100 exhibitors:

- Garrard's new automatic turntables in the "synchro-lab" series.
- Wharfedale's "achromatic" speaker systems.
- Bozak's "Building block" speaker system.
- Fischer's 500-T, all-transistor, 90-watt FM-stereo receiver.
- Scott's new stereo components.

- Sony's new \$2,574.50 component system.
- A lounge chair equipped with a self-contained tape cartridge system with speakers mounted in the wings.
- Seeburg's Stereo Home Music Center which changes 12-

### Dealer Capitalizes On Appearances

BELLINGHAM, Wash. — Timely use of displays, featuring artists making local personal appearances, have contributed to increased sales for the Stereo Center. Managed by Walt Bonim, the Stereo Center shows window, table and counter displays to coincide with one-night performances given by artists at nearby Western Washington State College and at a nightclub in Vancouver, B. C., 50 miles from Bellingham.

Last spring, when the Supremes appeared in Vancouver, the Stereo Center capitalized on the post-show demand by advertising the Supremes and carrying a large quantity of their albums. A similar promotion of the Righteous Brothers helped to sell 30 albums, based on the duo's one-night performance.

### 400 Sign for Promo Contest

OKLAHOMA CITY — The University Sound winter sales promotion contest, which began Oct. 1, has attracted 400 dealers so far.

William Simonite, University sales manager, said order releases and commitments are running ahead of the same period last year and he calls the response "phenomenal" because the winner's trip destination has not been announced. Last year's winners got a week-long trip to Portugal.

This is University's sixth trip. The contest runs through the first quarter of 1968.

inch LP's automatically according to a pre-selected program.

### Mix

Though the product mix was about the same as that at the New York Show in September, the show here drew a larger retail and consumer audience. Attendance was up 1 per cent over last year.

Stanton said he believes the high-fidelity industry's big growth years lie ahead on the strength of the following technical breakthroughs:

- The advances in microcircuitry which can shrink tuners and amplifiers without sacrificing quality of sound reproduction.
- Construction of homes with built-in entertainment centers.
- The offering of planning services by high-fidelity dealers to customers preferring custom-built systems.
- The catering to the wants of decorators by manufacturers providing equipment with a "custom-built" appearance.

### Philco Branch Open in Atlanta

ATLANTA — Brown Distributing Co., Inc., here has been replaced as the Philco-Ford distributor. The sale, distribution and servicing of consumer products of Philco-Ford Corp. will be handled by a district sales office at 700 Forrest Road, N. E., operated as Philco Distributors, Inc., under district manager Ezra F. Howington Jr.

The change becomes effective at the close of the business day Nov. 27.

### Ohio Recital

YOUNGSTOWN, Ohio — Strouss' Music Centers in Youngstown and Warren, Ohio, presented organ stylist Dick Delaney in a concert at Rayen High School Auditorium, (26). There was no admission charge.



SOUND ON SOUND, sound with sound and echo and duet effects are possible with this new Ampex 750 stereo tape recorder at \$199.95 in a compact model or \$249.95 in a walnut cabinet with smoked plexiglass cover. The compact model measures 15 1/4 inches wide by 13 inches deep by 6 1/2 inches high and fits standard size wells in any console. The stylish model is shown here.

## Don't Discount List Price

DENVER — It is possible to sell a consistently profitable record volume without discounting, according to Wayne Sabelman, owner of the Carousel Record Shop here.

Sabelman entered record retailing two years ago. At that time he was appalled by what he termed "overemphasis on price" and the lack of service and know-how which he found everywhere. This led to the decision to create a prestige record dealership in an area of the city where no first-class record sales operation of any kind existed.

Sabelman opened an attractive, eye - appealing "cottage store" with complete inventory to attract the serious-minded music lover and the teen-ager.

The store is carpeted from wall to wall and features a novel browser in bright red and yellow designed to simulate an old-fashioned carousel. Here all rock and roll records are kept. Widely separated browsers provide for 45 r.p.m.'s, classical music, albums, westerns, etc., with no crowding. There are comfortable chairs for the customer who wants to sit for exposure to displays of top-drawer stereo tape recorders and phonographs.

### Bingo

Because it is only a block away to a huge discount department store with the usual record department, Sabelman and his store manager, Mrs. William Titman, decided from the first that there should be "gimmicks" to provide additional incentive for customers to come in. Typical of Sabelman's thinking in this way is a bingo-ball, crank-operated cage on the sales counter, plus a hardwood bingo board. "Every teen-ager or adult customer for that matter who buys a 45 r.p.m. single is entitled to one game of bingo, with a prize consisting of another single record," Mrs. Titman explained. "Everyone enjoys this, whether there is any real saving involved or not. During busy hours, we often have people lined up waiting to play."

With an inventory nearly one-third larger than the nearest similarly sized competitor in the city, Carousel Record Shop offers a special order service on oldies, favorites, classical music, etc., with no additional charge attached. "It has been amazing how much this has

been appreciated," Mrs. Titman said. When customers come in and ask for favorite records which aren't in stock, we bend over backward to give fast, immediate service and find that it is always well appreciated."

### Teen Credit

The store offers a teen-age credit card service, by agreement with a group of stores in the area, which gives the teen-age, card-bearing customer a 5 to 10 per cent discount on gasoline, golf games, drive-in restaurant food items, drug-store items, gifts and stationery. Begun experimentally, with no particular idea of what the results might be, this has become so successful that more than 700 of the cards have been issued and are in constant use.

Punch-out cards, which represent \$10 worth of purchases, are provided for both adults and teen-age customers. They are good for \$1 credit on album, single record, or merchandise purchaser.

Except for these small discounts all prices average 20 per cent higher than the nearby discount department store. "We have no animosity toward the department store at all," Mrs. Titman said with a smile. "If anything it builds traffic for us since customers find only a limited best seller inventory, and come to us for complete albums, large - scale purchases, better variety and quality phonographs and tape recorders."

Sabelman is doing a volume 25 per cent better than his fondest expectations. During the past year, prerecorded tape has zoomed in sales. He carries more than 500 prerecorded tape albums in stock.

The store currently leads the city in the sale of prerecorded tapes in the \$7.95 and up category.

## University Has New Dealers

OKLAHOMA CITY — University Sound has named Straub Associates of Denver and ABM Sales, Inc., of Detroit as new representatives for the firm's hi-fi, public address, microphone and electronics products in their respective areas.

University is a division of LTV Ling Altec and is a manufacturer and world-wide distributor of commercial and consumer sound equipment.



AT \$24.95 suggested retail, this new table AM radio is offered by Arvin with two four-inch speakers and solid-state six-transistor chassis.

# CLASSIFIED MART

## DISTRIBUTING SERVICES

ATTENTION, RECORD OUTLETS: WE have the largest selection of 45 rpm singles and goodies at 25¢ each, also major label LP listings at promotional prices. Send for free listings. All orders welcome. Apex Recordings, Inc., 390 Kings Highway, Brooklyn, N. Y. tfn

POSTER DISTRIBUTORS WANTED—The big teen craze is in Posters and we have them all, including Jefferson Airplane, Beatles (Sgt. Pepper), Doors and thirty-five more. These posters are all new, not previously released. Send for free samples of these big profit-making items. Take 6, Dept. B, 5563 Sunset Blvd., Hollywood, Calif. tef

300 ASSORTED NEW 45's, \$10 P.P.; 100 assorted recent hits, \$15 p.p. Send for list. Kaco Enterprises, 747 Neroid Ave., Bronx, N. Y. 10466. eol

## PROMOTIONAL SERVICES

J. HUNTER RUTLEDGE, REGIONAL record promotion. Direct contact with the disc jockeys. Flat rate or percentage. 829 W. Glenwood, Tyler, Tex. no23

## National Record Promotion

(You Record It—We'll Plug It)  
Music Makers Promotion Network  
★ New York City ★  
20 Years' Dependable Service  
Brite Star, Cleveland, Ohio  
Covering All Major Cities, Nashville, Chicago, Hollywood, Etc.  
★ DISTRIBUTION ARRANGED  
★ MAJOR RECORD LABEL CONTACTS  
★ NATIONAL RADIO & T.V. COVERAGE  
★ BOOKING AGENT CONTACTS  
★ MAGAZINE-NEWSPAPER PUBLICITY  
★ RECORD PRESSING

General Office:  
209 Stahlman Bldg., Nashville, Tenn.  
Mailing Address:  
14881 Overlook Dr., Newbury, Ohio  
Send All Records for Review to:  
Brite-Star, 14881 Overlook,  
Newbury, Ohio  
CALL: Cleveland (216) 20-4-2311

## NATIONAL RECORD PROMOTION & PUBLICITY PRESSING

No Job Too Small

## CONSULTATION

Questions answered re: recording, publishing, distribution.



**MORTY WAX PROMOTIONS**  
1650 Broadway  
N. Y., N. Y. 10019  
CI 7-2159

ROCK BANDS: WHEN IN TEXAS check for bookings at Austin's leading rock club, the New Orleans Club, 1125 Red River, Austin, Tex. no18

WANTED: MANAGER OR AGENT FOR a Tenor of the Mario Lanza type, Young, handsome, sings in Spanish, Italian and English. Write for picture or records. Pepe Urquiga, 3822 Britton Plaza, Tampa, Fla.

## RECORD SERVICES

### ATTENTION! RECORD DEALERS & RACK JOBBERS

We are one of the largest distributors of old cut-out 45 r.p.m. & 33 1/3 records in the country. Our top cream top hit best seller records are priced at 15¢ & 18¢ each. No order too small or too large. Our giveaway records, or better known as inside package records, are \$3.50, \$4 & \$5 per 100. Our L.P. assortments per box of 20 are \$18, \$20 & \$24 per box. Special-priced L.P.s for this ad: Shangri La's, Leader of the Pack, 65¢; The Dixie Cups, Chapel of Love, 65¢; Dottie Gray, In Crowd, 60¢; San Remo String, Hungry for Love, 65¢; Archie Bleyer, Moonlight Serenade, 50¢; The Chordettes, Never on Sunday, 48¢; Plaza 3 Double Album Show Tunes, 40¢; Don Shirley & May Flowers, 35¢, and many others. Our 45 r.p.m. records in all categories are of the best artists which will sell very rapidly. We also package records in poly bags as follows: 3 for 50¢, cost 35¢; 5 for 85¢, cost 50¢; 6 for \$1, cost 60¢. Single old hit records only bagged pre-priced to sell at 25¢, 50¢ or 35¢, 3 for \$1. Your cost, 15¢. All top sellers. Give us a trial order and find we are one of the most reliable houses you can deal with.

Main Office:  
COAST TO COAST HIT RECORD CO.  
5545-47 Baltimore Ave.  
Philadelphia, Pa. 19143

Orders are shipped from either Philadelphia or Cincinnati warehouses, whichever saves on shipping costs.

COMPLETE DEMO SERVICES YOURS at savings! Let professional musicians and singers record your songs according to publisher's requirements. Fast service for lead sheets, song analysis and expert advice. Broad Recording Studios, 246 Broad Ave., Palisades Park, N. J. 07656.

## USED EQUIPMENT

FOR SALE: USED STEEP-TYPE ANGLE Iron Stands with wheels. Four, six and eight. Six dollars per stand. M. Denis, 407 Church Hill Rd., Fairfield, Conn. Phone (203) 372-1121. no18

10 FEDERAL CUP DROP POPCORN Vendors; latest model equipped with cup anti-theft device, counter, locked coin box; check these before buying any used popcorn vendors; 1 year parts warranty. Manager, Federal Popcorn Machine Corp., 103 S. W. 4th St., Des Moines, Ia. jaf

## EMPLOYMENT SECTION

### SITUATIONS WANTED

WOULD YOU LIKE A TIGER TO WORK for you? I'm only a human being but I'll work like ten tigers for a record company in either sales, promotion and/or merchandising. Extremely creative, married, 25-year-old male, experienced in many phases of record industry, seeking good job with future, preferably in California area. Tiger, Apt. #16, 1136 Cahuenga Blvd., Hollywood, Calif. no18

## MISCELLANEOUS

NASHVILLE, TENN.'S most convenient motel. Close to recording studios and business; courtesy car service; 24-hour telephone; 100% air conditioned; heated; swimming pool. Tel.: (615) 255-4163

**ANCHOR MOTEL**  
1921 West End Ave., U. S. 70W de16

NASHVILLE'S NEWEST RECORDING studio. Modern 4-track facilities. Music City Recorders, 221 19th Ave. South, Nashville, Tenn. 37203. Phone (AC 615) 242-5085. de2

READ "SONGWRITER'S REVIEW" magazine, 1697-B Broadway, N.Y.C. 10019. \$3 year; 35¢ sample. Guiding Light to Tin Pan Alley. Est. 1946. no18

35,000 PROFESSIONAL COMEDY LINES! 60 Books, plus Current Comedy, the topical gag service. Catalog free. Sample selection, \$5. Robert Orben, 3534 Daniel Crescent, Baldwin Harbor, N. Y. 11510. tfn

## INTERNATIONAL EXCHANGE

### ENGLAND

FIRST-CLASS GUARANTEED AIRMAIL service on British records to U. S. A. All titles available. U.K. albums \$6 each, additional albums only \$5. All breakages replaced. 24-hour service. Free catalogue. Heaton Record Center, Derbyshire, England.

FOR SALE: ONE OF THE LARGEST discotheques in Europe, 2 dance floors, 4 bars, capacity for 1,200, situated in a central tourist area on the Costa Brava, Spain. Constitutes a sound investment with a very high seasonal turnover. For further details write to Box No. 61, Billboard, 7 Welbeck, London W. 1, England. tfn

ROLLING STONES' NEW SINGLE, "Dandelion," out end of August, \$1.75 airmailed. Stones' all-new cuts album, expected September, \$6 airmailed. Order yours now for airmailing on release date! Beatles' 16-cut odds, Hendrix, Pink Floyd, or any other English album from Record Centre, Ltd., Nuneaton, England. tfn

### UNITED STATES

RECORDING ARTISTS WITH MASTER. We will produce, press, promote and distribute internationally your records. Fee \$250 and 5¢ commission on each sold. Or place your masters material with major record company, fee \$100. (Fee in advance only.) Thunder Record Co., P. O. Box 273, Jenkintown, Pa. 19046.

## CLASSIFIED ADVERTISING RATES

REGULAR CLASSIFIED AD: 25¢ a word. Minimum: \$5. First line set all caps.

DISPLAY CLASSIFIED AD: 1 inch, \$20. Each additional inch in same ad, \$15. Box rule around all ads.

FREQUENCY DISCOUNTS: 3 consecutive insertions, noncancellable, nonchangeable, 5% discount; 6 insertions, 10%; 13 or more consecutive insertions, 15%.

CLOSING DATE: 5 p.m. Tuesday, 11 days prior to date of issue.

BOX NUMBER: 50¢ service charge per insertion, payable in advance; also allow 10 additional words (at 25¢ per word) for box number and address.

INTERNATIONAL EXCHANGE ADVERTISING RATES International Exchange is open to all advertisers of foreign countries or American advertisers whose service or sales message is specifically directed toward an international market.

REGULAR CLASSIFIED AD: \$1 per line. Minimum: 4 lines per insertion.

DISPLAY CLASSIFIED AD: \$14 per inch. Minimum: 1 inch. Some frequency discounts as above apply.

### PAYMENT MUST ACCOMPANY ALL ORDERS

SEND ORDERS & PAYMENTS TO: John O'Neill, International Exchange Advertising Director, Billboard, 188 W. Randolph St., Chicago, Ill. 60601, or Andre de Vekey, European Director, 7, Welbeck St., London W. 1, England.

## Classified Advertising Department

BILLBOARD MAGAZINE  
188 West Randolph Street  
Chicago, Illinois 60601

Please run the classified ad copy shown below (or enclosed separately) in \_\_\_\_\_ issue(s):

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PLEASE TYPE OR PRINT YOUR AD COPY IN THE ABOVE SPACE. FULL PAYMENT MUST ACCOMPANY YOUR CLASSIFIED AD ORDER.

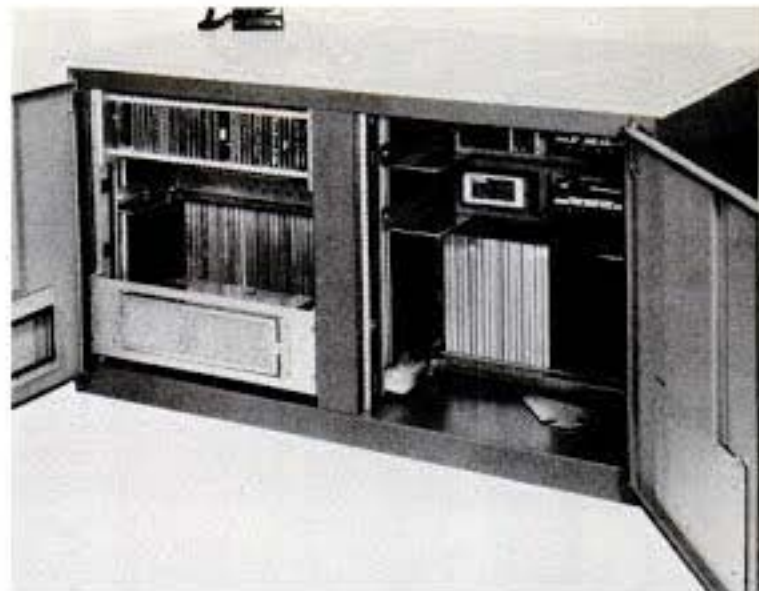
NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP CODE \_\_\_\_\_

AUTHORIZED BY \_\_\_\_\_ AMOUNT ENCLOSED \_\_\_\_\_

Type of classified ad desired—check one  
 REGULAR CLASSIFIED  DISPLAY CLASSIFIED  
HEADING DESIRED: \_\_\_\_\_



LOOKING TO THE FUTURE of communications, persons attending EASTCON in Washington Oct. 16-18 saw this Philco-Ford Vidicoder demonstrated. In development for 10 years, it permits transmission of "anything the eye can see to anyplace in the world that the telephone can reach." The unit transmits single-frame images from conventional television cameras over standard telephone lines to conventional television receivers and recording devices. Images can be stored in the device for later use. The units are being sold through Philco-Ford and may be leased from Western Union.

## Scanning The News

Keeping brighter students in the business field was the theme of a talk recently by Allen H. Center, Motorola vice-president, before the Oklahoma City Advertising Club. "Other intellectual pursuits are fine," said Center, "but too many of tomorrow's leaders are choosing them on the basis they cannot advance society through business. This is the wrong reason. Business is mainstream, and provides the underpinnings for all progress in satisfying humanistic as well as material needs. Business has too often let the story of its accomplishments end with profit. Profit is the only last word in the first chapter of what business does to advance society. The second chapter should tell how profits make possible research and growth. The third chapter should tell what new and better products and services come from research and growth. The fourth chapter should tell how these new and better things directly advance the social, educational, cultural and even spiritual needs of the entire world."

Motorola chairman Robert W. Galvin has been engaging in a dialog with students that is now published regularly in 29 university campus newspapers. . . . Sylvania Electronic Components has published a new color TV edition of the Sylvania Technical Manual providing essential data on some 3,300 types of electron tubes and semiconductor devices. . . . Fifteen school districts surrounding Texas A&M University are now receiving high school classes in physics, mathematics and English via a "Blackboard-by-Wire" teaching system from the university. The system, which transmits voice communications and handwriting over telephone lines, was developed by Sylvania Electric Products, Inc. The system could be adapted to instruct local merchants in new advertising and marketing techniques, according to Dr. Frank W. R. Hubert, dean of Liberal Arts at Texas A&M. The major advantages of the system is that it costs less than closed circuit TV. . . . Motorola, Inc. chairman Robert W. Galvin recently received the Air National Guard Meritorious Service Award from Brig. Gen. Howard T. Market, Commander of the 126th Air Refueling Wing, Illinois Air National Guard, in recognition of Motorola's support of Guard activities by employees. . . . Ezra F. Howington Jr., has been named district manager of Philco-Ford's new Atlanta district sales office. The new district management also includes William B. High, sales manager; Edward G. Goldman, operations manager; William Smith, credit manager; Joseph E. Haigh, parts supervisor, and Thomas A. Shoemaker Jr., district service manager. . . . Philco-Ford's Industrial Design staff has been realigned and four new men have been added. F. M. Grunwald is now

director of design-consumer electronics products; A. R. Gilbert becomes manager of industrial design-electronics group; design studio and model shop matters are now under the charge of administration and services manager Art Whitehair.

## Leonards Sold

LOS ANGELES — Leonards Department Store, a discount chain in Southern California which sells records, musical instruments, phonograph-televisions and appliances, sold its merchandise and assets to the Tandy Corp., Fort Worth, a nationwide hobby craft operation.

A spokesman for Leonards said the prices was in excess of \$8.5 million.

## Rich Seminar

CHICAGO — Buddy Rich conducted a free clinic-seminar at Frank's Drum Shop here Oct. 28. Host was store owner Maurie Lishon. Rich was appearing at the Scotch Mist in a limited engagement that ended Nov. 5.

## Hofner and Wax

CHICAGO—The public relations firm representing Sorkin Music Co., Inc., has seen to it that the wax figure of Paul McCartney in the Royal London Wax Museum here is graced with a genuine Hofner bass. Sorkin handles Hofner in the U. S.



BILL PRINCE, accomplished player of tenor sax, flute, clarinet, trumpet, trombone and piano, has become a clinician for Vox Musical Instrument Division, Thomas Organ Co. He will be available to dealers throughout the country for concerts, demonstrations and sales instructions-promotion programs.



# Coin Machine News



HUGO PRELL, Breman, Kan., operator, admires the Spectra. He won one in a drawing!



DAVE SUTHERLAND, left, congratulates A. J. Hillbrenner, Waverly, Mo., operator, who won a color TV set at the K. C. showing.



BILL SUTHERLAND (left) with Sutherland Distributing salesman Jim Jackson (center) and Seeburg field engineer Jack Mulford discuss the new Seeburg Spectra console during showing at Kansas City, Mo.

## Where Will Next Association Start

CHICAGO — Regional coin machine trade associations—under continuous encouragement and guidance from the Music Operators of America (MOA)—have sprung up in quantity this year. And it appears that the pace will continue next year.

During the recent MOA convention, operators from Oregon and Louisiana expressed strong interest in getting State associations going. Louisiana is well on the way to achieving this, having held an informal pre-organizational meeting attended by MOA officials last summer. It is likely that that State will join the regional association ranks next year.

Oregon, which has only two

MOA members, is also fertile soil for an association. Operators from that State talked at length with MOA officials during the convention about getting an organization started.

Associations were formed this year in Minnesota, Kansas and Arizona. Other States having coin machine operators associations are California, Montana, Nebraska, South Dakota, Wisconsin, Illinois, Arkansas, Missouri, Mississippi, Florida, South Carolina, North Carolina, Virginia, West Virginia, New York, New Jersey, Massachusetts and Connecticut. There are strong local associations in Baltimore, New York City, Cleveland, Chicago, Kansas City, Mo., Louisville and Milwaukee.

## Show New-Shape Seeburg Phono

By EARL PAIGE

KANSAS CITY, Mo.—A new shape in console jukeboxes is being shown by Seeburg distributors. Called the Spectra, the new unit's 160-selections are about the only resemblance to past models.

Typical of the presentations was an elaborate one here last week at the new headquarters of Sutherland Distributing, where a large crowd of Kansas and Missouri operators viewed such new departures as:

Style: a striking low-swept program area contrasted with the dominating, attention-getting presence of speakers mounted ear-level.

Selector indicator: a display feature adding more animation. As the mechanism scans, numbers and letters flicker on an illuminated panel. The final selection remains illuminated for easy identification of the title being played.

Vertical keyboard: the 28 selector keys are placed at an angle, directly below the album display area and back of the title strip program panel,

out of reach of spilled beverages. They are styled for easy depression by the fingers.

Illuminated coin receptacle area: here, the dollar bill acceptor or a preselection kit attracts attention to an array of selection options.

Dollar Bill Special: a dollar bill acceptor option allows the patron to punch a button and have five preselected albums or 14 preselected tunes credited. The dollar bill acceptor on the previous Seeburg model can be transferred to the Spectra.

Preselection Kit: another option that offers three preselected tunes for a quarter.

Album display theater: five album covers rotate on an interior carousel. Every 10 seconds a new album cover appears in the theater window. The albums can also be positioned permanently.

Easy-load mechanism: records can be loaded without interrupting a record being played via easy-to-reach mechanism under the hinged title strip program panel.

Popularity meter: no longer is it necessary to scan the mechanism to measure popularity. Large letters and numbers are easily read across the bottom of the record magazine.

Sound system: the dominant feature of which are two woofers and two all-range speakers mounted in the top of the unit to deliver stereo sound at ear-level.

Coin-mechanism: is easily removed and is attached to end of long lead-in for easy servicing of coin mechanism at nearby table. The 50-cent mechanism is included in the body of the one coin unit.

Replaceable side panel: an answer to burglar vandalism. The complete side panel housing the cash box door is easily replaced as an entire unit.

Mechanism accessibility: the entire playing mechanism slides forward and out of the unit by using two hasps.

The presentation here was made by Dave Sutherland, his brother, Bill, here from the Oklahoma City offices of the far-flung Sutherland distributor organization, Seeburg's Jack Mulford and members of Sutherland's sales team. An illness in the family prevented See-

(Continued on page 74)

## CHICAGO

CHICAGO — The premier of the new Seeburg Spectra at Worldwide Distributors here was an informal affair. It offered ample opportunity for operators to chat with sales personnel. We listened to John Nevelle point out some features to local operators Eddie Devries and Carl Usry, C & R Amusement.

"Look at these selector keys. They're mounted up here out of the way and right at the height where it's natural for the fingers to depress them," Nevelle was saying.

"There's no way for liquid to get spilled on the keys. You could stand back 20 feet and squirt water at the keys with a hose and not hit a single electrical contact."

### Record Mechanism

He raised the hinged title strip program panel and pointed to the record magazine. "You

(Continued on page 71)

## Tape Selectivity Device May Have Jukebox Application

NEW YORK — A reported breakthrough in the art of packaged prerecorded tape by C. S. & W. Corp., a communications engineering firm here, could have jukebox engineering ramifications.

The firm has been awarded a patent for an automatic selectivity device which would enable the jukebox manufacturer to design a coin-operated tape player with a mechanism similar in concept and function to existing tape cartridge players.

The device would allow the

manufacturer to expand the number of selections into the size of the machine greatly, the company claims.

The firm also says the entire mechanism would sell for a fraction of the cost of today's jukeboxes.

The concept incorporates a magnetic marking control and a mark counting device which can search for any recording on the tape and play bidirectionally on a multitrack pattern—all at the depression of a selector button. (For more details, see story on page 1.)

## New Little LP Entry

By MAURIE ORODENKER

PHILADELPHIA — Little LP's for jukebox play will be produced for the first time by Sure Music and Record Co.

Leonard Rosen, president of the locally based record manufacturing firm, said "Let's Have a Party" is the first release.

Garwin Sales Co., of Chicago, will handle the national distribution of Sure's Little LP's.

Rosen has pioneered in recording the string band music which has traditionally been characteristic of Philadelphia. The string bands and their

colorful music is brought to the attention of the nation each New Year's day when the networks televise the famous Philadelphia Mummers Parade.

It was at the suggestion of Ray Pettola, of Eastern Music Systems Corp., local distributors of Seeburg machines, that "Let's Have a Party With the Best of the Mummers" was selected for a Little LP. It is being released nationally for the music machine market with the help of Stanley Jarocki, of Chicago, national promotion manager for Seeburg Corp.

## Cannon Sees 'Tremendous' Growth in Music Revenue

CHICAGO—Music Operators of America (MOA) president-elect William Cannon told Billboard, "I see tremendous growth in music. Collections are up all over the country. The average man has more leisure time. Television is rapidly losing its appeal."

Cannon, owner of Cannon Coin Machine Co., Haddonfield, N. J., will no doubt be characterized as a music-minded MOA president, though he is involved with and informed about all aspects of modern coin machine

operation. He has become identified with music programming problems through serving as chairman of the association's special committee on the subject.

"Though the growth in the number of music locations will no doubt be slight in coming years," Cannon said, "the growth in revenue will be great."

Cannon is optimistic that this growth will accompany "re-establishment of ourselves as part of the music industry family. We must ally with the remainder of the music industry. We've been isolated."



INSPECTING THE NEW SEEBURG at Worldwide Distributors, Chicago, last week was Larry Berke, left, Midwest Coin Machine Service. Said Worldwide's Harold Schwartz, right: "This is the year of the big change."

**MORE NEWS ON THE SHOWS**

CHICAGO—We continue our coverage this week of the big three coin machine shows held recently in Chicago. Here are more pictures, more new product reports and more of the color that makes coin machine shows the greatest of trade shows. For those of you interested in vending, we will carry more news on that big show and convention next week.

**MOA SHOW**

**All-Tech Shows Wide Line**

CHICAGO — All-Tech Industries of Hialeah, Fla., showed the most diverse array of coin-operated products at the Music Operators of America (MOA) show here recently.

The firm displayed its coin-operated and home billiard table lines, children's rides and a new target game. Last-named, called Gangbuster, was viewed

at the show for the first time by many operators. The unit is adjustable for the number of shots, has fast-disappearing skill targets, adjustable time feature, trouble-free scoring mechanism and a high score and bonus feature.

Representative models of the firm's eight coin-operated billiard tables were shown. In the All-Tech Gold Crest coin-operated series are 6-foot, 85-inch, 7-foot, 8-foot and 9-foot models. The firm's new Diplomat coin-operated line includes 85-inch, 7-foot and 8-foot models.

All-Tech claims to be the world's largest manufacturer of coin-operated children's rides, and its selection touted at the show seems to bear it out. The company offers its new racer ride called Batty Car, The Stage Coach, Frontier Chuck Wagon, Cow Pony, Santa Fe Express, Midget Racer, Fire Express, Musical Ferris Wheel, Twirlybird Helicopter, Satellite Explorer, Kiddie Hi-Way Patrol, Cross Country Racer and Indian Scout.

Inquiries may be directed to the firm at 950 West 20th Street, Hialeah, Fla.

**New Equipment**



Williams—Touchdown 1-Player

Unveiled at the MOA show in Chicago, Williams' new single-player, Touchdown, is now in delivery. Available in three or five-ball models, the unit features gridiron animation, kickoff returns, touchdown scoring, conversions and field goals. It makes football points and high scores for sharpening of competitive play. A "match feature" included. Single, double or triple chutes are optional.

**ELECTRIC SCOREBOARDS . . . 2 Models**

**OVERHEAD MODEL**  
(Natural finish hardwood cabinet)

• Two-faced. Scores 15-21 and/or 50 pts.  
F.O.B. Chicago . . . **\$169.50**

**NEW SIDE-MOUNT MODEL**  
(Walnut Formica finish—easy to clean)

• Scores 15-21 and/or 50 pts. Also 15-21 pts. only.  
F.O.B. Chicago . . . **\$249.50**

EACH model also has these features:  
• 10¢ 1-player or 2-player by simple plug switchover. Also 2 for 25¢ play. Easily serviced.  
• "Come Over" light flashes on at end of game.  
• Large metal coin box—holds \$500 in dimes.

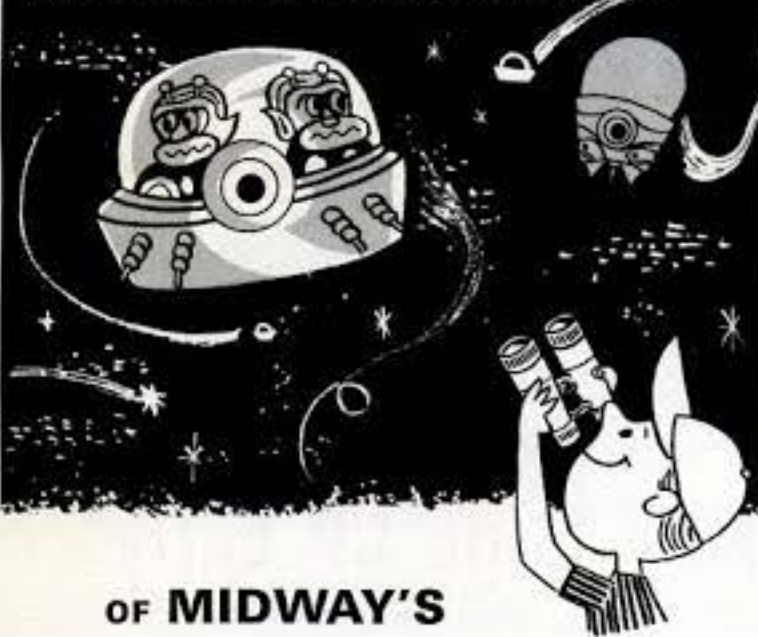
Terms: 1/2 dep., bal. C.O.D. or S.D.

**MARVEL Mfg. Company**  
2845 W. Fullerton, Chicago, Ill. 60647  
Phone (312) 342-2424

**BILLIARD SUPPLIES**

5 oz. Belgian Bumper Pool Balls, set of 10, \$9.00. Others \$5 up  
2 1/4" 15 Belgian numbered and 2 3/8" Cue Balls. Set . . . \$19.95  
57" Cues—str., \$2.95 ea., \$33 dz.  
57" Jointed Cues . . . \$7.50 up  
Heath and A.B.T. Coin Chutes.  
Complete line. Write for new list.

**FOR A CLOSER INSPECTION . . .**



**OF MIDWAY'S FLYING SAUCER GUN**

GO TO YOUR NEAREST  
**MIDWAY DISTRIBUTOR SHOWROOM**  
(NOW ON DISPLAY)

**MIDWAY MANUFACTURING CO.**  
3750 RIVER ROAD, SCHILLER PARK, ILLINOIS



AN AMERICANA II boothful includes, from left, Willie and Shirley Lipsey of United, Inc., and Gordon and Renee Shafer, Southern Novelty Co., Milwaukee.



AMERICANA II is embraced by, from left, United, Inc.'s Russ Townsend, Wurlitzer field service engineer Bob Harding and Jim Martin and Dan Mattes, both with Mitchell Novelty Co., Milwaukee.

**NEW! Roto Magic Feather Touch Mechanism**



Write for FREE Color Brochure or Phone (201) 228-2700

- NO More Service Problems
- NO Jamming
- NO Cheating
- Just a Sure Money Maker

"CORONET" T.M.

Available in White and now also Pecan in these sizes: Cor. I — 46"x78" • Cor. IA — 49"x84" • Cor. II — 52"x92" • Cor. III — 4'x8' PRO. • Cor. IV — 4 1/2'x9' PRO.

**NATIONAL**

Shuffleboard & Billiard Co. DEPT. B  
1275 BLOOMFIELD AVE., FAIRFIELD, N. J. 07006



DUEL, a game that can be used as a table, or with removable legs, as a counter unit. As a table the unit is 28 inches high and measures 22 inches by 24 inches. Six different games are offered. The unit was introduced at MOA by AMF International Limited.

**'COIN' CIDENTALLY**

**Behind the Two-Way Glass**

Bill Maki applied for a job as a coin machine routeman and was obliged to take a pre-employment polygraph test. National Educational Television, preparing a program called "The Right of Privacy" aired on Oct. 9, obtained Maki's permission to film his polygraph test through a two-way mirror and record it through a microphone in the test room. It was not necessary for NET to install either the mirror or the mike. They were there, always had been, enabling persons outside the room to observe tests unobserved. Maki wouldn't have known this, of course, had he not been on TV.

We're pleased to report that our burned-tongue-in-cheek coffee test was well received (though some readers took it seriously at first). We may make it an annual feature. Perhaps with awards!

RAY BRACK

# Distribution Today

We resume our commentary by leading distributors on the state of the business today. The series will continue next week.

George W. Sammons  
President  
Sammons-Pennington Co.  
Memphis, Tenn.

My personal business philosophy has been for 20 years and still is that my organization is a service organization for the operator and we just don't make the delivery of new equipment, receive our check and then forget about him. My idea is that we must do and are doing the following things to keep the operator and ourselves in business (for, after all, we are no stronger than the operator himself and if we misguide him and he fails then we will likewise fail):

1. We must procure for him the finest, trouble-free, money-making equipment in the world.
2. We must supply parts and service for this equipment without a lot of delay.
3. We must have a finance program whereby the equipment can pay its own way.



4. We must help keep the operator abreast of all adverse national and local legislation that would be detrimental to his operation.

5. We must help keep the operator advised of all the new techniques and new types of equipment that would help him in his business.

6. From time to time we must procure and train personnel for him, and, in some cases, we must even let him have some of our men.

7. Sometimes we even have to play the role of a Chaplin, listening to the operator's troubles, giving advice and helping out as much as we can.

8. It is my honest opinion that we cannot do without the operator, and, likewise, he cannot do without the distributor. So we shall continue to work together as a team and help one another.

I don't really think that the method of distribution is changing a whole lot from what it was 20 years ago, other than the fact that the distributor of today is more diversified. It is healthy for the distributor—and also the operator—to diversify today. We have been primarily a music distributor over these 20 years and about eight years ago we went into vending distribution. We felt that the music industry had become full-grown and that the vending industry was in its infancy. This has proven a fact, for our vending sales keep getting larger every year. Also, the operator has found that he can enter the vending field without too much added expense. Many have done this with our help and guidance and are doing a good job of it.

There are quite a few problems in the industry today, and, I suppose, we'll always have some problems. One of the biggest problems today is obtaining good personnel. It is not easy to find good, honest and qualified manpower today that is willing to learn the business. This is more true with the operator than the distributor. Part of the reason for this is the fact that the operator serviceman must work irregular—and sometimes long—hours. Another big problem in the business today is making a profit and staying in business with the high cost of operation and taxes as they are today.

I believe there is still a good future in distribution for the man who recognizes the fact that he must be in the position to fill all the needs of the operator, regardless of what they might be. We have seen a lot of new distributors come and go in our territory since we began here, and I think that those who have failed did not have the patience to render all of those little extra services to the operator that he commands. The next prime requisite for success in distribution is to have sufficient capital, or access to it. Many distributors have failed because they did not have sufficient money or backing to get them over the hump.

In the areas where you find a strong and successful distributor, you will find many strong and successful operators who have listened to the many suggestions of the distributor, taken advantage of his numerous services and promoted new equipment and ideas in an aggressive manner.

I have been in the coin machine distribution all my life, and I still have great faith in our industry. I will stand up and fight for our industry. It has been good to me.

## Little LP's By Dudley And Drusky

CHICAGO — Garwin Sales, which has taken over the Seeburg Little LP program, has released two new titles by Roy Drusky and Dave Dudley.

Drusky's LP is "Now Is a Lonely Time," ("Now, There Goes Everything," "Early Mornin' Rain," "New Lips," "She Thinks I Still Care," "Somewhere My Love.")

The Dudley release is "Dave Dudley Country," ("Honey," "Old Fashioned Love," "Greatest Man Alive," "Don't Forget the Good Times," "Mister Gloom," "Louisiana Saturday Night.")

Both LP's are Mercury derivatives.

## Coinmen In The News

### RICHMOND

A Rowe phonograph and Phono-Vue service school held at Roanoke Vending Exchange here recently was conducted by Ellis Royal, field service engineer for Rowe and hosted by Alton D. Sheffield, Ed Bass and Bob Lacy of the distributorship. Operator personnel attending were C. E. Morse, Stoney Morse and Aubrey Wood of Richmond; Jesse Richardson, Frye Amusement Co., Winchester, Va.; Ed Connors, K&C Music Co., Roanoke, Va.; Fred Birdsong and Paul Lamb of Virginia Music & Novelty, Colonial Heights, Va.; Bill Browning and E. T. Matthews of Virginia Vending, Richmond.

Roanoke Vending President Harry D. Moseley, said, "We feel that the operators and their personnel who attended this school displayed a great deal of interest and enthusiasm and a lot was accomplished through this school."



ANOTHER AMERICANA II toast is celebrated by, from left, Bob and Betty Dilley and Joyce and Russ Dougherty, all of Rapids Coin Machine Service, Wisconsin Rapids.



A THIRD AMERICANA II toast is raised by, from left, Don and Donna Mentzel, Andreas & Mentzel, Oshkosh, Wis.; Fritz and Frieda Jaber and Alice and George Jaber, the Jaber Co., Fond du Lac.

International  
News Reports—  
Last Issue  
of Every Month

# OPERATORS



HOW DO YOU GO ABOUT SELECTING RECORDS FOR THE PROGRAMMING OF YOUR INDIVIDUAL LOCATIONS?

Please Check One:  
(or more, if you're in real trouble)

- I ask my friendly one-stop what he has in stock.
- I listen to the radio for a half-an-hour a day, and buy everything they play. (I once tried to order 25 copies of a soap commercial.)
- I ask my youngest daughter what the kids are buying. (She's 43.)
- I read all the promotion literature from record companies and buy whatever they say is good. (I have a very large inventory.)
- I sneak into my competitor's locations and photograph his title strips.
- I buy all the records by artists whose last names begin with "M."
- I throw darts at Billboard's Hot 100 chart and buy what I hit. (Once I hit my wife. She broke my throwing arm and I couldn't buy anything for 6 weeks.)

If your methods of buying even vaguely approach any of the above extremes, your locations (and profits) are undoubtedly suffering from severe malnutrition.

### THE CURE:

Join the hundreds of your fellow operators who long ago discovered the modern programming route to more pay and play:

## RSI RECORD SOURCE INTERNATIONAL

... a unique sampling service designed to alert operators to the best new singles early enough for you to test and evaluate them personally, order copies needed for your locations from your supplier, and cash in on each record's full cycle of popularity.

The three services available to operators are: HOT 100, EASY LISTENING and COUNTRY MUSIC. Each service consists of weekly shipments of 10 different records per week in your selected musical category. These singles are those which are just going onto Billboard's charts or are just-released, "Cinch" winners, as determined by Billboard's 7-man review panel.

REMEMBER: ONLY YOU KNOW THE INDIVIDUAL MUSIC TASTES OF YOUR LOCATIONS... AND ONLY YOU SHOULD MAKE THE SELECTIONS FOR THE MOST EFFECTIVE PROGRAMMING.

WHY NOT DO IT WHILE THEY'RE HOT?

Write for full details and rates to:

Record Source International  
(A Division of Billboard)

165 W. 46th St., New York, N. Y. 10036

# Vending News

## NVA Mounts Florida Fight

By EARL PAIGE

CHICAGO — The National Vendors Association (NVA) has chosen Florida as a "trouble-shooting" area and will move to fight discriminating licensing fees and a "hodge-podge" of county, city and municipal ordinances affecting bulk vendors.

At the recent NVA board meeting here, co-counsel Don Mitchell said, "The State law in Florida is not in itself too bad, but it just isn't being enforced and is being entirely disregarded by local governments."

(With the exception of charter cities, the Florida law states that

local governments cannot charge over one-half of the amount of taxes and license fees fixed by the State.)

### Special Fund

"Sales of 1 cent are basically exempted under the Florida law but nobody pays any attention to this," Mitchell told the directors. "We helped win a case in Miami but when we took the ruling to Fort Lauderdale they wouldn't listen."

NVA has set aside a special \$6,000 legislative fund. Mitchell said this did not mean that the total amount had to be used. "These special trouble areas might cost us less or they might cost us more," he stated.

### Special Brochure

NVA directors also approved an educational brochure, which will dramatize, in facts and figures, why a store should be serviced by a professional bulk operator and not buy and fill its own machines. The brochure, or

fact sheet, will help operators combat store ownership and operation of bulk machines.

The association accepted the resignation of one member who has reportedly set up a store-ownership merchandising program. "It was a case of this person no longer being a vendor," said one director. "He isn't a distributor, because he doesn't sell machines to other vendors. Nor is he a manufacturer."

Stating NVA's position, Mitchell said, "We are against any unfair methods of competition, but we can in no way arbitrate between different types of legitimate competition."

The association is also setting up a special NVA Cancer Research Fund. A special bank account was opened last week. Operators are being asked to donate the gross receipts from one machine per year. The total each year will be turned over to the Damon Runyon Cancer Fund.

## Rowe, National Show Chilled Candy Units

CHICAGO—At the big vending show here two weeks ago both Rowe Manufacturing Co. and National Vendors exhibited chilled candy venders.

The Rowe unit, Model 277R,

adds a refrigeration unit to the basic Rowe 277 candy, according to factor engineer Al Panuzzo. The horsepower cooling unit holds the temperature at 65 degrees, or cooler if desired.

The 277R has eight columns and 295 capacity. The new model also has a coin changer and multiple pricing.

National's machine to obsolete the expressions "summer candy" and "winter candy" is model CM-72, which holds the temperature at 70 degrees. It is a nine-column unit available 36, 24 or 20 trays to the column. It offers three gum and three mint.

A Vendo spokesman said the firm is preparing a refrigerated candy vender for the military market and may make it available to the general vending trade.

Chilled candy is not exactly a new idea. Some years ago Stoner made available cooler conversion models.

## BIG PROFITS COME IN SMALL PACKAGES

Northwestern's Model 60

produces more profit per dollar of investment

Whether it's in a super-market or super service station, the Model 60 is an operator's profit package. Simple changes of the brush housing and merchandise wheel allow you to dispense all types of popular items. The Model



60 has the most foolproof coin mechanism in its field. Extra-wide chute and interchangeable globe accommodates all sizes of products. Model 60's attractive, modern design is sure to corner profits for you—at any location. Wire, write or phone for complete details.

**Northwestern**

CORPORATION  
2713 Armstrong St., Morris, Ill.  
Phone: WHitney 2-1300

## Vending Show Products



SEEBURG'S low-cost post-mix cold drink vender, the Polarix. Among numerous features are Pick-A-Tank, allowing for use of a wide variety of syrup containers; the No-Drip ice maker, eliminating water recirculation and evaporation, and the unit's small size, suitable for the small or medium location.



ICE CREAM VENDER. This is Polar-Vend's Model V-72 which dispenses two different flavors of soft ice cream, custard, fru't ice, slush or sherbert. The profit picture on 400 servings per day at a 20-cent vend price is \$61 net, according to company figures.



APPLE VENDING is being promoted as a year-round aspect of the snack dispensing business by Apple Box, Inc., manufacturers of the above unit. It is 54 inches high, 40 inches wide and 27 inches deep. A refrigerated vender, the machine has a 600-unit capacity.

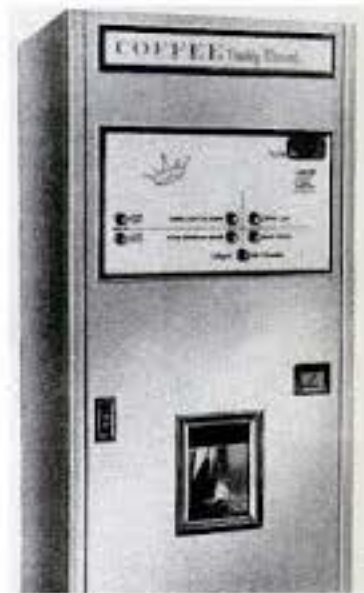


GUARDIAN MODEL 'D' heavy-duty automatic shoeshine unit. This unit cleans, applies polish and buffs in a two-minute cycle, pausing between placement of each foot. Exclusive neutral, brown and black polish is available. Operation is by 25-cent coin or by switch. The unit is one of several models from Automatic Shoe Shine Machines.



COFFEE MAT'S improved standard Model SSC-600. A dry grounds, single-cup fresh-brew unit, this model will also handle the new "freeze-dry" coffee. An outstanding new feature of this unit is the outside adjustment on the coffee hopper which allows operators to tailor amounts of coffee grounds to individual locations.

International  
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HOT TEA DISPENSER. Coffee Mat has adapted its Princess Model PSC-300 to brew hot tea from fresh leaves. The moderate-priced machine has proved successful as a coffee unit in low volume, marginal locations with limited space.

## MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c ..... \$14.00  
N.W. Deluxe, 1c or 5c Comb. .... 12.00  
N.W. 10-Column 1c Tab Gum Mach. 18.00  
Atlas 1c & 5c 100 Ct. Ball Gum. 12.00  
Accorn 1 Lb. Globe ..... 10.50

### MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red ..... \$ .72  
Pistachio Nuts, Jumbo Queen, White ..... .87  
Algan Crown Red Lip Pistachio Nuts ..... .43  
Algan Prince Red Lip Pistachio Nuts ..... .57  
Cashew, Whole ..... .53  
Cashew, Sifted ..... .75  
Peanuts, Jumbo ..... .45  
Spanish ..... .32  
Mixed Nuts ..... .48  
Baby Chicks ..... .35  
Rainbow Peanuts ..... .32  
Bride Mix ..... .32  
Boston Baked Beans ..... .32  
Jelly Beans ..... .32  
Licorice Gems ..... .32  
M & M, 50¢ ct. .... .48  
Munchies, 16-lb. carton, per lb. .39  
Hershey-ets ..... .47

Wrapped Gum—Fleets & Pal, 4M pcs. .... \$14.00  
Rain-Bio Ball Gum, 1800 per ctn. 4.25  
Rain-Bio Ball Gum, 1800 printed per carton ..... 4.40  
Rain-Bio Ball Gum, 2250 per ctn. 4.25  
Rain-Bio Ball Gum, 4250 per ctn. 4.25  
Rain-Bio Ball Gum, 3500 per ctn. 3.25  
Mailettes, 2400 per carton ..... 8.40  
13 Cartons minimum prepaid on all Leaf Brand Rain-Bio Ball Gum.  
Adams Gum, all flavors, 100 ct. .45  
Wrigley's Gum, all flavors, 100 ct. .45  
Beech-Nut, 100 ct. .... .45  
Hershey's Chocolate, 250 ct. .... 1.20  
Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator. One-Third Deposit, Balance C.O.D.

## IMMEDIATE DELIVERY VICTOR'S NEW '88'



With Chrome Glass Frame  
Designed to get maximum sales with minimum servicing.

- Available in 1c, 5c 10c or 25c coin mechanism.
- Interchangeable Display Panel.
- Large capacity holds 320 V Capsules, 140 V-1 Capsules, 1,100 balls of 100 count Gum. Takes in \$28.00 when filled with Ball Gum and Charms. Also holds 1,000 pieces of Wrapped Gum.

Write for Beautiful Illustrated Circular and Prices.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

## NORTHWESTERN SALES AND SERVICE CO.

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When answering ads...  
Say You Saw It in  
Billboard

# Vending News Digest

## California Smuggling Fight

LOS ANGELES—In an attempt to thwart cigaret smuggling, the California State Board of Equalization has requested additional manpower to investigate cigaret merchandising and has asked permission to upgrade its regulations for reporting on cigaret sales by manufacturers.

The onset of smuggling is said to have been triggered by the recent 7-cent-a-pack cigaret tax increase. The tax went up 4 cents in August and 3 cents more in October.

Officials are worried that cigarets will be smuggled in from Oregon, where there is a 4-cent State tax and no sales tax.

The officials want 10 new inspectors at border checkpoints and at truck weighing points. They also want an elaborate check and report system on vending machines sales, retailers and manufacturers.

There has yet been no suggestion that these new controls will eat up all the increased revenue from the tax hikes. But there are a lot of coin machine operators saying "I told you so."

## Pennsylvania Tax Hike Passed

PHILADELPHIA—The long-expected cigaret tax increase in Pennsylvania was passed Oct. 10 by the State Senate by a 25-20 vote. The bill passed the lower house earlier. The measure increases the cigaret tax 5 cents per pack.

Operators had battled the measure through their associations both here and in Pittsburgh, but they knew from the beginning that a tax hike was inevitable since the bill was tied to a measure stipulating that part of the tax to be used to provide aid to parochial schools.

The Pennsylvania tax is now 13 cents per pack. Democrats charge that the passage in the Senate was rigged by Republicans. There may be a court test.

# Service Costs Up

CHICAGO—"The \$4 billion dollar vending industry is spending about \$380 million dollars annually in route service expenses," Roger W. Kallock, a management consultant for A. T. Kearney & Co., told members of the National Automatic Merchandising Association here.

In pointing out the growing importance of analyzing route service expenses, he said, "Service wages and drivers' commissions, not sales commissions, have risen from 7.6 per cent of sales to last year's record high of 9.7 per cent of each vending dollar."

### Analysis

To fight the growing route service cost, Kallock introduced an analysis program which he said can be used to: 1—Measure the effectiveness of present route service; 2—Determine costs to service each account and each type of equipment; 3—Develop new routes and service techniques. This program "can produce savings of approximately 10 per cent of route service costs," he said.

Kallock told members that in order to analyze present routes and organize new ones, a route supervisor must develop his own

"route planning guides." These route planning guides will serve as tools in improving his judgment in assigning route work. The five basic steps in developing guides are: 1—The definition of each work element; 2—The detailed time study of a representative group of routes; 3—The development of manpower planning guides; 4—The measurement of present routes, and 5—The construction of new routes.

### Time

In the first step both productive time and nonproductive time should be accounted for. Productive time includes every step from loading the merchandise in the truck to delivery at location and, nonproductive time includes such delays as traffic tie-ups to coffee breaks, Kallock explained.

"Step two," he said, "consists of making detailed time studies of a number of routes starting at the beginning of a routeman's day and continuing to the end; measuring the actual time required to perform each of the work elements."

### Combined

The consolidation of the two studies are combined in the third step so that the supervisor can determine the average start trip and end trip time. These conclusions will serve as manpower planning guides.

In measuring the present routes, Kallock noted, every delay has to be taken into consideration from the traffic congestion of the route to the complication of the machines serviced. Once time periods for each route have been established, the supervisor is ready to set up new routes on his findings.

Kallock commented his past experience shows that any effort a route supervisor makes to analyze his routes, whether detailed or not, has resulted in savings for the company.

## Correction

Bally's game, the Wiggler, was incorrectly identified as Wiggle Alley here Oct. 28, page 111.

**NEW VICTOR 77 GUM & CAPSULE VENDORS**

**A REAL SALES STIMULATOR IN ANY LOCATION**

Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel. Vends 100 count gum, V-1 and V-2 capsules. Available with 1c, 5c, 10c, 25c or 50c coin mechanism. Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

**PRICE \$39.00** each with chrome front

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**SCHOENBACH CO.**  
Manufacturers Representative  
Acorn - Amco Distributor

**MACHINES**

**GREAT TIME SAVER!**

**COIN WEIGHING SCALE**

**\$23.50**

**HOT - HOT 10c VEND ITEMS**  
(all 250 per bag)

Mini-Books (3 per capsule) ..... \$5.50  
Las Vegas ..... 8.50  
Hemlock ..... 9.50  
Space Men ..... 9.00  
Asst. Mix ..... 7.00-8.00  
Finger Puppets ..... 8.00

**Hot 5c VEND ITEMS**  
(all 250 per bag)

Bangles & Beads ..... \$5.00  
Jokes & Tricks ..... 5.00  
Bugs & Reptiles ..... 5.00  
Rings ..... 5.00  
Assortments ..... \$4.25 to \$5.00

**1c VEND ITEMS**  
Per M ..... \$2.50 to \$13.00

Parts, Supplies, Stands & Globes. Everything for the operator. One-third deposit with order, balance C.O.D.

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Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption. Bulk loading.

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**CHARMS RINGS CAPSULES GIMMICKS**

**GIMMICKS ARE IDEAS**

When the IDEA is good, the GIMMICK is good, and it sells. We've got a big line of GIMMICKS for 1c, 5c and 10c vending. There are over 150 to choose from. It's all illustrated in our Picture Price List (available on request).

But good GIMMICKS need darn good DISPLAYS. The combination is what sells 'em best.

It's a good idea to take a long look at the ideal line of EPPY Charms, Gimmicks, Rings and Capsules; and, of course, the ideal DISPLAYS.

Designed & Molded, Metalized & Assembled in our own factory.

**FAMOUS FOR IDEAS  
FAMOUS FOR QUALITY  
FAST FOR SHIPMENTS**

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## New Members of the NAMA Leadership Team

CHICAGO—The National Automatic Merchandising Association (NAMA), as reported last week (Nov. 11 issue), elected Meyer Gelfand president for 1968 during its recent convention here. Names of the other new officers and directors were reported last week. Here are their pictures:



CANTEEN PRESIDENT PATRICK L. O'MALLEY, left, director; Automatique president Arthur D. Stevens, center, director, and AVENCO vice-president J. Robert Graham, director.



VENDO CO. SENIOR VICE-PRESIDENT John L. Burlington, left, vice-president-elect; Automatic Candy's William H. Martin, center, senior vice-president, and Servomation's Ted R. Nicolay, treasurer.



NEW DIRECTORS ROBERT G. MORRIS, left, president, Coan Manufacturing; Benjamin Montee, center, president, Cater-Vend, and W. R. Patton, president, Pacific Vending Service, Inc.

more than

**60**

... vending specialties. Come aboard now... earn while you learn a trade of the future.

**NAVY**

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME \_\_\_\_\_  
COMPANY \_\_\_\_\_  
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Fill in coupon, clip and mail to:  
**T. J. KING & COMPANY**  
2700 W. Lake St. Chicago 2 Ill.  
Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk, Panned Candies; 1 Hersheys 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders.

Write: T. J. King & Co. for prices and our new 12-page catalog.

# Sanitation Called Vitally Important

CHICAGO — Sanitation conditions are very important to vending routemen and supervisors because 65 per cent of contagious diseases are carried through food, water and beverages, health expert David E. Hartley told vending industry leaders at their national convention here last week.

"A growing number of people want cleanliness, so standards are getting higher. The industry can't financially afford the embarrassment of poor sanitation," Hartley said.

Hartley said that through the years machines have improved greatly in cleanability features. He pointed to the most recent innovation in hot and cold drink dispensing machines which now contain an automatic internal cleaning system to periodically wash the tubing of the machine with a sanitizing fluid.

In outlining the sanitation code of NAMA, Hartley gave pointers to routemen and supervisors on how they can fulfill the association's requirements and maintain a good image for the industry.

### Appearance

The appearance of personnel is one of the most important aspects to consider. "A routeman's personal cleanliness and work habits can make the difference in the vendor's image," Hartley said. He then listed some of the complaints that the public has made of routemen in the past:

Poor appearance and grooming; dirty hands and nails; infected cuts, boils or sinuses; smoked while servicing machine which can cause ashes or saliva in the product; performed operations on the floor; cleaned

parts of the machinery in the janitor's mop sink.

Hartley went on to list some ideal work habits for routemen servicing food vending machines: (1) Use rags only to wipe up splash on floor and use a clean cloth for work surfaces and food-contact areas. (2) Carry cleaning supplies in a clean compartment, do not put them on the floor of the servicing truck. (3) Do not keep can opener in a pocket with a handkerchief, and rinse it before using it. (4) Try to service machine without touching food-contact parts.

### Transport

In transporting perishable foods to the locations, Hartley recommended that "cold foods should be kept at 45 degrees Fahrenheit and hot foods at 140 degrees Fahrenheit." He suggested the routeman keep a thermometer in his truck to check foods periodically on long trips.

When choosing a new location, Hartley said there are several factors a vendor should consider: The place should look appealing, insects and rodents must be under control. Check to see that there are no overhead sewers and that floors are clean and cleanable.

"Clean floors are the largest problem," he remarked. Other factors to look for are good lighting, proper connection with the public water system, plenty

of trash containers and clean containers for unused utensils, cups, trays, etc.

### Cup Drink

In conclusion, Hartley outlined some of the key problems to look for in servicing the different types of machines. Cup drink venders, he said, are the most difficult to keep clean because of the product contact surfaces, splashing and spillage and waste pails causing odors. For these he suggests the routeman carry a pail, fresh cleaning clothes, brushes, detergent sanitizers and in some cases insecticides. One of the most important things to remember in location cleaning is to use clean pails and sinks in washing parts.

Machines vending packaged candy, gum and cookies are the easiest to keep clean. Most problems with this type of machine is keeping out insects and rodents, the saw-tooth grain beetle often attacks this machine in hot weather. For bottled and canned soft drink dispensers the only thing to watch out for is clean can openers.

Hot canned food dispensers should be checked frequently to see that food is not overcooked or dried up. Machine temperatures of dispensers of prepackaged sandwiches, salads, etc., should be kept accurate (45 degrees). Both temperature and possible spillage are important things to look for in dairy machines.

# New Equipment



United-Orion Shuffle-Alley

Operators got their first look at this new six-player shuffle alley at the recent MOA show in Chicago. Called Orion, the unit brings back by popular demand the bonus feature which builds up the bonus score during a game and then permits collection in an "extra bonus frame" with a strike or a spare. There are five ways to play: "dual flash," "flash," "regulation," "strike 90" and "bonus." Has heavy duty pin hangers; single, double or triple chutes are optional.

# New Equipment



FISCHER'S NEW REGENT SERIES is available in three sizes: Model 101D, 56 inches by 101 inches; Model 91D, 52 inches by 91½ inches, and Model 86D, 48 inches by 84 inches. A new feature in Fischer tables this year is a non-resettable coin counter. Other features in the Regent series include bolt-down top frame, all-metal self-cleaning runways, mechanism drawer and ball return combined in one unit and "Wedge-lock" rail and cushion assembly.

MOA show-goers paid extra attention to this new game from Chicago Coin, Playtime. It's a four-player highlighted by a "keep-shooting" feature in the last frame which lets the player prolong the pleasure as long as he keeps popping the ball in the "50" pocket. A criss-cross feature also offers two games in one. There are four frames per game, three balls per frame, and the unit offers dime or three-for-a-quarter pricing. There is an emergency ball return button. The unit is 10 feet long and 6½ feet high.

# Coinmen In The News

### DETROIT

Jerry Levy of L & L Concessions has just been re-elected Chief Barker (president) of Detroit Variety Club Tent Five. Ben Rosen, head of ABC-Consolidated here for many years, was elected a director of Variety. . . . Another L & L partner, Julian Lefkowitz, was elected president of the National Association of Concessionaires at Miami. . . . Maurice J. Feldman, head of Central Coin Machine Exchange, says, "we're still moving Valley pool tables," looks for good Christmas business, and plans to return to Palm

Springs for perhaps six weeks after the first of the year. . . . Gerry Snyder and Frank Martin, Seeburg distributors, held open house for the trade for three days, to present the new improved models for 1968, with a large attendance of operators and their staffs. . . . Frank Alluvot Jr., of Frank's Music, reports the addition of Genevieve Konars to the staff as office manager and bookkeeper. She was formerly with Eddie Clemons' Music Service Co. for about 20 years in a similar capacity. She succeeds Roberta Weber, who resigned to get married and make her home in Florida.

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More will LIVE the more you GIVE

**HEART FUND**

CHICAGO

• Continued from page 65

can change records while the machine is playing. It's all right here in front of you. And look at the way the popularity meter is changed.

"The numbers and letters are four times as large. You don't have to scan to find out what records to take off. One look at this row of numbers and letters tells you instantly what records are getting the action."

Larry Berke, Midwest Coin Machine Service, walked up as Nevelle explained how easy the record mechanism was to remove.

"You shouldn't have to remove the mechanism. About the only time it would be necessary is when you need to change a needle, which is after about 60,000 plays. But you just open the two front doors, unfasten two hasps and the whole mechanism slides clear out and tilts forward so you can get right at it.

Special Glass

Nate Kleinberg, All Star Music, was now listening. "Are those two doors in front made out of glass?" he asked.

"I know what you're thinking," replied Nevelle. "But you've never seen glass like this. It's quarter inch tempered glass.

"We saw a man take a sheet of this glass just one-eighth inch thick, put it across two saw-horses and stand on it. It sprang up and down like a piece of steel," Nevelle said.

Pricing Options

Kleinberg asked about the pricing arrangement. "We've got this set one for a dime, three for a quarter and six for a half-dollar," Nevelle explained. "If you decide to get two for a quarter and five for a half it's only one step down, a lot easier to do."

"We're giving you a lot of ways to go this year," Nevelle pointed out. "For one thing, there's the pre-selector kit. It goes right here inside the pricing panel. You have two buttons. Each button credits a set of three pre-selected tunes for a quarter.

"This is the answer for patrons who might complain if you go two for a quarter and say they know a spot where there's three tunes for a quarter. You show them these two buttons and how by pressing either one they get three songs for a quarter."

"They're pre-selections?" Kleinberg asked.

"Yes," Nevelle answered, "so you know you're talking about a lot of over-play."

Dollar Bill 'Special'

Nevelle then explained the "Dollar Bill Special" kit. "This is another kit where you have two buttons. One button automatically credits five Little LP's. The other button credits 14 pre-selected numbers.

"On dollar bill play it's hard



WORLDWIDE'S TOM HIGDON, center, lunched with Chicago operator Andy Bruno, left, and Hobart, Ind., operator Frank Burnett at jukebox showing in Chicago, Nov. 7.

for a patron to punch off 14 songs after he's put a dollar bill in the acceptor. He presses four or five numbers and then forgets where he's at. But this way, one punch, and 14 songs play.

"Of course," Nevelle said, smiling, "maybe five or six have already been credited by some other patron, but the songs play once and everybody is happy."

"You know who wants a dollar bill acceptor?" asked Kleinberg. "The \$10-a-week spot."

"This is another thing," said Nevelle. "Suppose you've got a

dollar bill acceptor in last year's model and you want to re-cycle that model down one notch. Do you have to keep the dollar bill unit in it? No, just take it out and put it in your new Spectra. These dollar bill units are interchangeable.

Sound

Berke broke in to comment on the sound. "It's terrific," he said. "The sound comes right out at you."

"We've got four speakers mounted behind the steel grill up there on top of the unit," said Nevelle, "and we've done



FACTS AND FOOD were served together at the showing staged in Chicago last week by Worldwide Distributors for the new Seeburg 160-selection phonograph.

something else entirely new this year. We've changed our automatic speed compensation.

"It used to be we were set for true 33 and one-half speed and when a 45 r.p.m. came on the turntable we automatically compensated for it and speeded the motor up. Now this

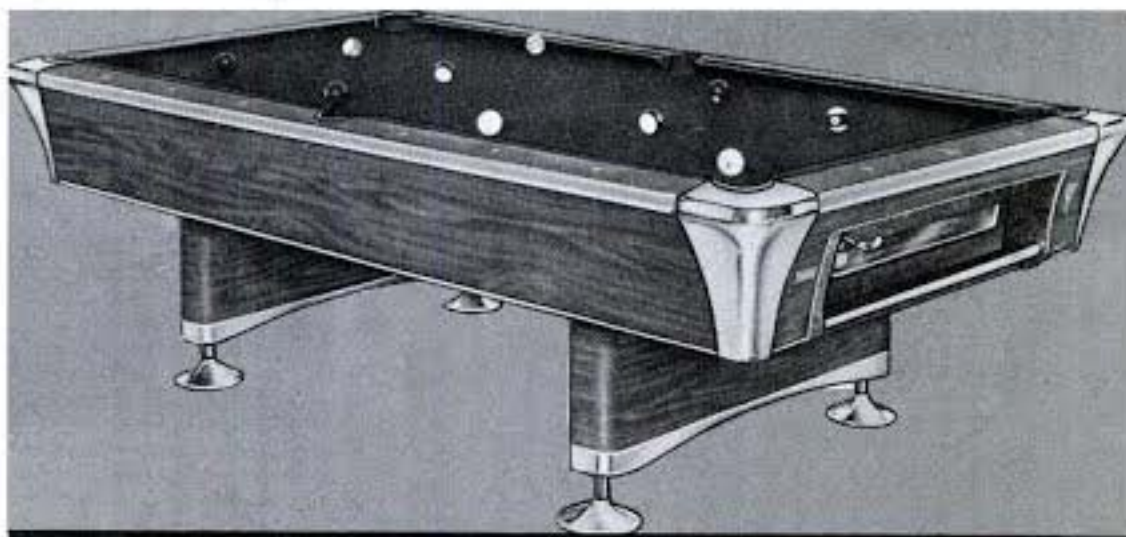
is reversed. We're set for 45 r.p.m. and compensate for 33 and one-half."

"You ought to call this the year of the big change," said Kleinberg. "Everything is different about this machine."

"You're right," Nevelle answered.



For 18 years operators have been giving FISCHER the high-sign

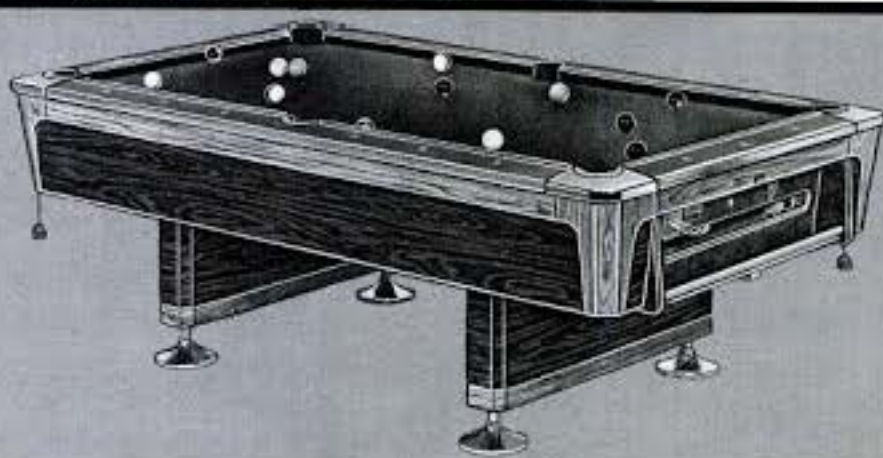


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Model 92-D 91" x 52"

Available in: Walnut-grained finish. Luxuriously styled and precision crafted throughout to please even the most serious players. Durability-designed to provide many extra years of use.

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### Gottlieb—Surf Side Two-Player

Double advancing value roto targets which score up to 500 points... four bull's-eye targets and two rollovers which advance red and yellow roto value... red and yellow targets and side rollovers to score roto value... roto-star which scores the shoot-again feature... new eye-catching pop-bumper and cap... new, colorful illuminated coin entrance plate... illuminated score card holder... auto-ball lift... triple chute combination. Such are the top play and design features on D. Gottlieb Co.'s new two-player flipper game, Surf Side. It is now in delivery.

**Watch for the Bluebook Every Month in Billboard**

# Sutherland Holds a Showing



DAVE AND BILL SUTHERLAND welcome Mr. and Mrs. John Allen outside new building at 1920 McGee Trafficway, Kansas City, Mo., where the firm held a special showing of the new Seeburg Spectra last week. That's Bill on right; his brother next to him.



HAPPY OPERATOR finds 50-cent piece under chair, a special gimmick to point up using half dollars.



SEEBURG'S JACK MULFORD surrounded by ladies. Ladies from left, Mrs. Doris Ann Sutherland, Mary Margaret Brown, Mrs. Jack Sulley, Mrs. Dean McKinzie and Mrs. Walter Cobb.

*Chicago Coin's New 4-Player*

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**"KEEP SHOOTING" FEATURE**  
Last Frame Only... Any Ball In "50 Pocket" Keeps Returning

**TWO GAMES IN ONE**

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3 for 25c

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CROWD OF OPERATORS with section of Sutherland showroom in background. The new facilities offer 22,000 square feet of space.



CAREFUL, JACK I Mulford stands on special glass used in front of new Spectra.



A. J. HILBRENNER looks over assembled components used in new Seeburg console.



DOLLAR BILL ACCEPTOR class was part of showing. Here, Sutherland's Joe Marek demonstrates adjustment for Jerry Brittain, Wichita operator (right).



More Photos Taken at 1967 MOA Convention



CAPITOL'S MAURI LATHOWER (right) accepts award from James Tolisano.



LARRY COOPER, Western Automatic Music, Chicago (right), escorted this group of lovely girls to the MOA banquet.



NSM Consul 130 jukebox was examined in the Associated Coin Amusement Co., Inc., booth.



DECCA DELEGATION smiled for photographer at Decca booth of Decca Records.



DR. DAVID ROCKOLA (right) greeted Joe Ash, Rock-Ola distributor from Philadelphia.



DAVID ROSEN, Sega Enterprises, Inc., Tokyo (left), received first foreign MOA manufacturer-member plaque from James Tolisano.



BOOTS RANDOLPH, one of the most popular performers at MOA banquet.



NICHOLAS ALLEN, MOA counsel, addressed members and explained fight on copyright revision legislation.



TRADITIONAL GAVEL was presented to Music Operators of America (MOA) president-elect William Cannon (right) by James Tolisano, who will move to post of board chairman.



LOU GLASS, Madison, Wis., operator (left), talked with Billboard's Don Ovens (center) and Joe Terras at Record Source International booth.

Coming Events

Nov. 18—New York Bulk Vendors Association dinner-dance (honoring Nathan Gordon), Boulevard Nightclub, New York City.

Nov. 21—Music Operators of New York, annual meeting, Holiday Inn.

Nov. 30-Dec. 2—Music Operators of Virginia, 9th annual convention and trade show, John Marshall Hotel, Richmond.

Dec. 3—Kansas Amusement & Music Association, organization meeting, site to be announced, Topeka.

Dec. 5—Missouri Coin Machine Council, Holiday Inn, Sedalia.

Jan. 16-18, 1968—Amusement Trade's Association annual exhibition; Alexandra Palace, London.

Jan. 20, 1968—Montana Coin Machine Operators Association, Barries, Great Falls.

Jan. 26, 1968—St. Louis Metropolitan Automatic Merchandising Council, board meeting, St. Louis.

Feb. 27-29, 1968—Seventh Annual Northern Amusement Equipment and Coin-Operated Exhibition, Blackpool, England.

Mar. 22-24, 1968—National Automatic Merchandising Association Western Exhibit, Ambassador Hotel, Los Angeles.

April 5-6, 1968—National Automatic Merchandising Association regional management conference, Plaza Inn, Kansas City, Mo.

April 19-20, 1968—National Automatic Merchandising Association, regional management conference, Hotel America, Washington, D. C.

April 26-May 5, 1968—Hanover Trade Exposition, Hanover, West Germany.

April 26-27, 1968—National Automatic Merchandising Association, regional management conference, Hotel America, Houston.

May 2-5, 1968—National Vendors Association, annual convention, Pheasant Run Lodge, St. Charles, Ill.

May 10-11, 1968—National Automatic Merchandising Association, regional management conference, Gideon Putnam Hotel, Saratoga Springs, N. Y.

May 17-18, 1968—National Automatic Merchandising Association, regional management conference, Marriott Motor Hotel, Chicago.

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Bally Bucking Bronco	395.
CC Champion Rifle	225.
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WURLITZER WEEK IN CLEVELAND was highlighted by the visit of ABC's The Candyman to Cleveland Coin International. Here group leader Rodney Justo shakes hands with Ronald Gold, president of Cleveland Coin.

**MOA SHOW**

**Symphomatic Shows Mini**

CHICAGO — A mini-jukebox was shown by Discomatic, Inc. of Plainfield, N. J., during the recent trade show here.

The unit, called the Mini Symphomatic, will sit on a counter or may be mounted on a stand for "console application."

The unit is manufactured by Gerinex S. A. in Switzerland

and was one of three import jukeboxes shown this year.

The unit has a 2 by 10-watt stereo amplifier, solid state, with external speakers. The credit unit accepts two different coins and allows from two to five selections. It "memorizes" up to 50 selections.

No selector buttons are used. Rather selections are made using two telephone-type dials.

**Show New-Shape Seeburg Phono**

• Continued from page 65

burg's Edward Blankenbeckler from attending.

Highlights of the presentation included methods for merchandising music for the "swinging" under-26-year-old population, promoting Little LP's, attracting "overplay" with the dollar bill acceptor's option kits, getting more 50-cent pieces into circulation and using more wall boxes.

**Youth Market**

"Fifty per cent of the population is under 26," said Dave Sutherland, in dramatizing the younger market he said operators should aim at. "Do you think they spend their time at the YMCA or at sewing circles? No. They visit your locations every day of the year. They're a swingin' market we have to sell."

Sutherland's Ray Brown described the Little LP as "the record of tomorrow" and one of the tools necessary to attract young jukebox patrons. "Record companies have proved they

don't need a hit single to sell an album. Today, people buy the artist and the tune.

"Seeburg albums are now being distributed by Garwin Sales and will be made available at all Seeburg distributors and all one-stops."

**"Overplay"**

"The Little LP together with the dollar bill acceptor makes 'overplay' a reality of today's operating. We know of locations where grosses of \$30 to \$40 a night from overplay are being recorded. Overplay can mean as much as \$200 extra in a week."

Overplay was also stressed when Sutherland discussed the Consolette, and suggested operators begin getting 50-cent pieces from the banks and start circulating them in a deliberate way.

"There is no shortage of 50-cent pieces. Ask your banker. The banks have them available but people have just forgotten to use them. There will be 200 million minted in 1968.

"If you haven't seen a half

dollar lately look under your chairs." (As a special gimmick, Sutherland had taped a 50-cent piece under each chair.)

Remember when you used to check a \$50 a week spot and found \$20 or \$30 in half dollars? Get those half dollars from your banks and get them back in circulation.

Tying the half dollar idea in with the Seeburg Consolette wall box promotion, Sutherland said, "Do you realize that the Consolette costs you only 29 cents a week in depreciation? Put some Consolettes in those 18 and 24-hour restaurant stops. Try them in your bars and taverns.

"Try a Consolette for eight weeks with our money-back guarantee. That's only \$2.32, and if you aren't convinced with the extra income from a Consolette, we will buy it back from you."

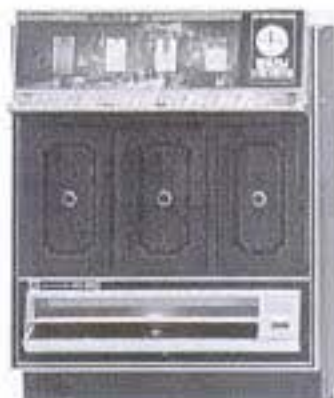
**PZP Showed Soccer Game**

CHICAGO — PZP Associates, Inc., Cheshire, Conn., exhibited its coin-operated Kick-It soccer table at the Music Operators of America trade show.

The unit accommodates four players and simulates soccer game action as the players manipulate "soccer players" mounted on eight steel bars which run parallel across the playfield.

PZP says the game is an excellent piece for bars, bowling alleys, arcades, amusement parks, club rooms and recreation rooms.

Automatic ball injection is one of the prime features.



RIVIERA 25, Rowe's new cigaret vender. The unit is designed for wide selectivity of brands and adaptability to individual location decor. It has 35 columns, handles 25 individual brands and holds 15 columns of 100mm length cigarets. Four different front panels are available in shadow oak, walnut, Aztec gold and honey oak. Cabinet colors are adobe sand or espresso.



JERRY AND AL DOBROSKY, Nebraska City, Neb., operators, are seen here at the loading dock at H.Z. Vending Sales, Omaha, after dealing with Hymie Zorinsky for more Rock-Olas.

GOTTLIEB'S 2-Player  
**Surf Side**

\* Double advancing value roto targets score up to 500 points.

\* 4 Bulls-eye targets and 2 rollovers advances red and yellow roto value.

\* Red and yellow targets and side rollovers scores roto value.

\* Roto-star scores shoot-again feature.

\* New! Eye-catching Gottlieb designed Pop-bumper and cap.

\* New! Colorful illuminated coin entrance plate.

\* Illuminated score card holder.

\* Auto-ball lift. Triple chute combination.



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Model 437



Model 436

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that means more money for you

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**"EASY VIEW" PROGRAMMING**

Hinged program holders flip down for faster title changes. Magazine has clearly visible record indicator numbers *on top* for faster, one-look loading. New slotted, precision casted magazine hub keeps records aligned for perfect indexing every time.

**FLIP-TOP SERVICING**

Flip up the self-locking program dome. The push-button switches are at eye-level. Album price changes are made with electrical clips, so they can't be accidentally changed. Even the amplifier and credit unit can be serviced *inside* the cabinet!

**NEW PROMISE OF PROFITS**

Animated top, brilliant new colors and sleek chrome trim make coins flow in like never before! New top design finally ends all danger of spillage. There's a new (optional) dollar bill acceptor and a common cash box for both coins and bills.

The new 160-play Ultra Model 437 plus its 100-play version, the new Centura Model 436 . . . and the modestly priced, compact, 100-play Concerto Model 434 . . . make ROCK-OLA the only manufacturer that covers all locations, large or small, for maximum take.

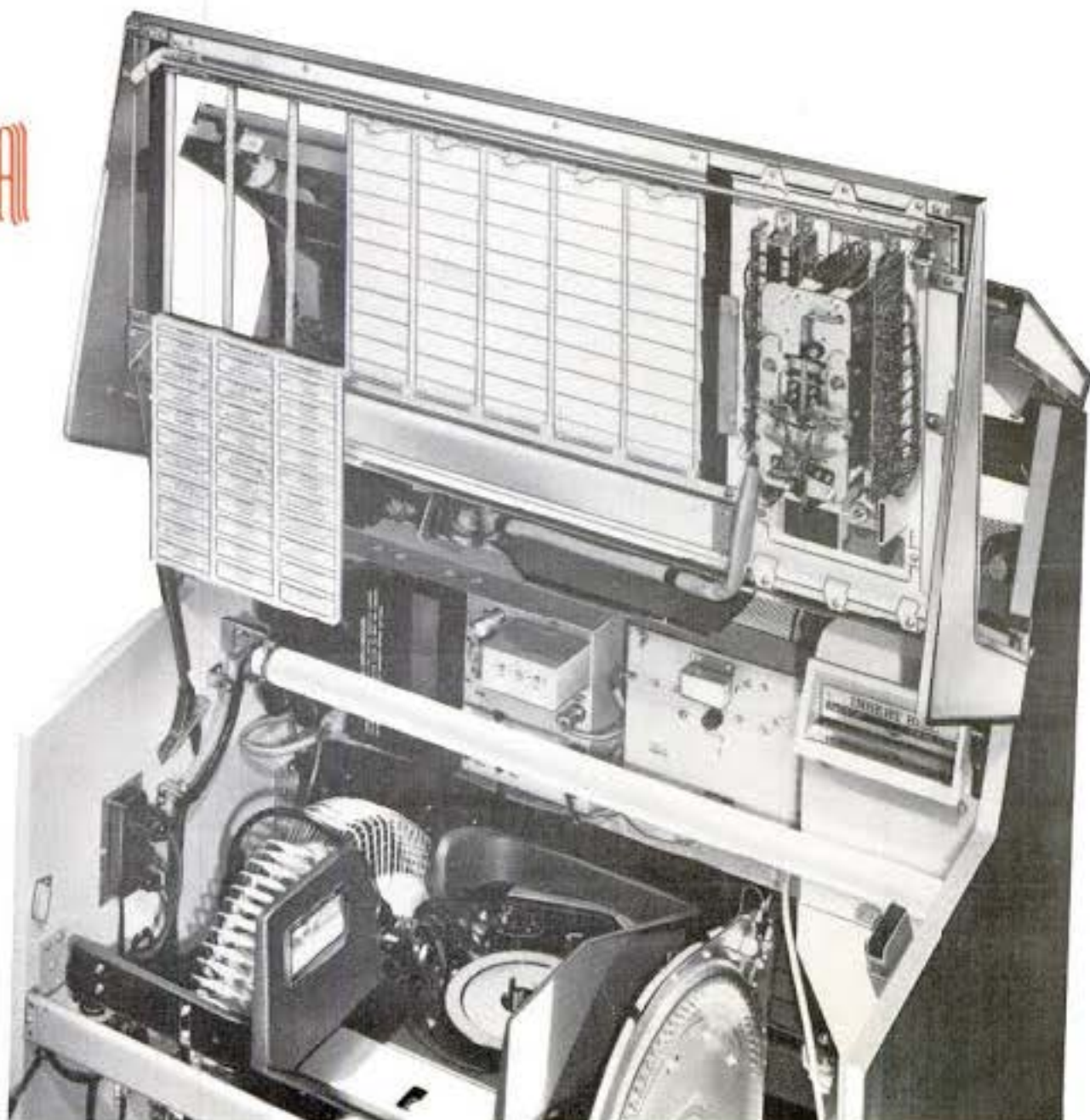
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All-out, all the way,  
for profits!

**NEW ULTRA!**  
MODEL 437  
160 SELECTIONS

**NEW CENTURA!**  
MODEL 436  
100 SELECTIONS



# Album Reviews

More Album Reviews Inside



**POP SPOTLIGHT**

**ANYTHING GOES**

Harpers Bizarre, Warner Bros. W 1716 (M); WS 1716 (S)

With their hit single as its title, the second Harpers Bizarre album, should enjoy big sales. The California group also sings their latest single, "Chattanooga Chop Chop" and a fine version of "Mildred" here. "Jessie" and "You Need a Change" are top versions of newer material in the easy rock style of the quintet.

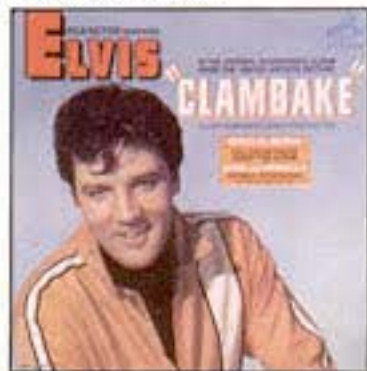


**SOUNDTRACK SPOTLIGHT**

**CLAMBAKE**

Soundtrack, RCA Victor LPM 3893 (M); LSP 3893 (S)

Elvis' latest movie track places the singer musically miles away from his early rock days. He spans a wide spectrum of music, from the happy-go-lucky children's tune, "Confidence," to the country-oriented "You Don't Know Me." Elvis performs them equally well, as he does two other country tunes, "Just Call Me Lonesome" and "Guitar Man," and "Big Boss Man."



**POP SPOTLIGHT**

**WHEN THE WHISTLE BLOWS ANYTHING GOES**

Soul Survivors, Crimson LP-502 (S)

The Soul Survivors took to the hit road on the "Expressway to Your Heart," burning up the charts with their emotional, soul-searing sound. Now, with an LP crammed with the same dynamic tension and frenzy as the smash single—featuring "Please, Please, Please" and "Respect"—the Soul Survivors should hit the top sales.



**POP SPOTLIGHT**

**PISCES, AQUARIUS, CAPRICORN & JONES, LTD.**

The Monkees, Colgems COM 104 (M); COS 104 (S)

Make room at the top of the charts for this one. This has both hit sides of their latest single, "Pleasant Valley Sunday" (featuring Peter Percival Patterson's Pet Pig Porky) and "Words" plus 10 other good cuts. "Salesman" and "What Am I Doing Hanging 'Round?" also are topnotch.



**POP SPOTLIGHT**

**SOMETHING SPECIAL**

Kate Smith, RCA Victor LPM 3870 (M); LSP 3870 (S)

Leading off with "I Think I Like You" from "Doctor Dolittle," Kate Smith scores with another song from a film, "Born Free." It's a melodic, relaxed album, one which will not disappoint the many Kate Smith fans. Glenn Osser's arrangements are admirably suited for Miss Smith.



**POP SPOTLIGHT**

**TWENTY-ONE TROMBONES**

Various Artists, Project 3 PR 5014 SD

The sound is bold and brassy, and the arrangements fresh and exciting. Urbie Green and other top trombonists swing with the pop standards—recent ones such as "If He Walked Into My Life" and oldies such as "Without a Song." It adds up to a jumping session.



**CHRISTMAS SPOTLIGHT**

**CHRISTMAS WITH ED AMES**

RCA Victor LPM 3838 (M); LSP 3838 (S)

"Christmas With Ed Ames" is a delightful time with appropriate combination of traditional and standard seasonal fare. "I Wonder as I Wander," an early Appalachian number, is a gem. But Ames also expressively sings such carols as "The First Noel," "Do You Hear What I Hear" and "O Come, All Ye Faithful."



**COUNTRY SPOTLIGHT**

**THE BUCKAROOS STRIKE AGAIN**

Capitol T 2828 (M); ST 2828 (S)

The Buckaroos once again prove themselves worthy of the rating "Best Instrumental Country Group." The material suits them to a "T," as each cut singles out one of the four polished musicians. Don Rich, vocalist, stands out on "I'm a Coming Back to You" (vocal) and Kern Country Break-down" (fiddle).



**COUNTRY SPOTLIGHT**

**LONESOME COUNTRY**

Curly Putman, ABC Paramount ABC 618 (M); ABCS 618 (S)

This writer-performer has so many good things in this LP it's difficult to believe he wrote them all—"My Elusive Dreams" and "Green Grass of Home" as well as his current single "Set Me Free" will spark most of the sales impetus. Other good tunes are "Hummin' a Heartache," and "I'm Not the Boy I Used to Be."



**COUNTRY SPOTLIGHT**

**JUST AN OLD FLAME**

Hank Thompson & the Brazos Valley Boys, Capitol T 2826 (M); ST 2826 (S)

Perennial favorite Hank Thompson gets all fired up about an old flame and that's the theme of this LP. "Just an Old Flame" leads the way, but the old standard "I Gotta Have My Baby Back" comes through beautifully. A tune written by Thompson—"It's Better to Have Loved a Little"—soars with emotion.



**RELIGIOUS SPOTLIGHT**

**MY CATHEDRAL**

Jim Reeves, RCA Victor LPM 3903 (M); LSP 3903 (S)

Jim Reeves' memory lives on as RCA has packaged another collection of his sacred music. Song with inspiration and sincerity, Reeves' interpretations of "Mary's Little Boy Child" and "May the Good Lord Bless and Keep You" glitter throughout, as do his other nine songs of faith.



**COUNTRY SPOTLIGHT**

**BAKERSFIELD DOZEN**

Red Simpson, Capitol T 2829 (M); ST 2829 (S)

As a writer, Red Simpson packs a wallop; as a singer that wallop is amplified on his own material. "I'm Gonna Write Mamma for Mamma" is plaintive, "Jeannie With the Light Brown Cadillac" is humorous. The LP contains a wide variety of material for total entertainment.



**CLASSICAL SPOTLIGHT**

**HAYDN: CELLO CONCERTO IN C/BOCCHERINI: CELLO CONCERTO IN B FLAT**

Jacqueline Du Pre/English Chamber Orch. (Barenboim), Angel S 36439 (S)

Jacqueline Du Pre's cello work has gained high repute through her earlier albums and concerts. Her superb handling of the cello compositions of Haydn and Boccherini will gain her more fans.



**CLASSICAL SPOTLIGHT**

**MAHLER: SYMPHONY NO. 9**

Symphonic Orchester des Bayerischen Rundfunks (Kubelik), DGG 139345/46 (S)

With the recent renewed interest in Mahler, this fine recording of his last completed work should attract considerable attention. Kubelik and the Bavarian Symphony perform admirably, and Kubelik is certainly gaining a reputation for performing Mahler.



**CLASSICAL SPOTLIGHT**

**KABALEVSKY: REQUIEM (1963)**

Levko/Volaitis/Moscow Chorus / Moscow Philharmonic (Kabalevsky), Melodiya/Angel SRB 4101 (S)

Melodiya/Angel introduces another important Soviet work to the catalog with a stunning performance under the stunning direction of the composer. Contralto Valentina Levko and baritone Vladimir Volaitis are excellent as the soloists.



**CLASSICAL SPOTLIGHT**

**ORFF: OEDIPUS DER TYRANN**

Orff/Vornoy/Engon/Various Artists/Bavarian Radio Symphony (Kubelik), DGG 139251/53 (S)

Orff's powerful music drama receives a shattering first recorded performance under the superb direction of Rafael Kubelik with the composer supervising the recording sessions. Gerhard Stolze, Astrid Vornoy and Kieth Engon are in top form in this three-disk set.



**CLASSICAL SPOTLIGHT**

**BORODIN: PRINCE IGOR**

Christoff/Various Artists/Chorus and Orch. of National Opera Theater of Sofia (Semkova), Angel CL 3714 (S)

The magnificent voice of Boris Christoff, combined with an inspiring performance by the National Opera Theater of Sofia Orchestra and Chorus, result in a memorable rendition of "Prince Igor." The handsome packaging and informative 32-page leaf does justice to the performance.



**CLASSICAL SPOTLIGHT**

**SHOSTAKOVICH: SYMPHONY NO. 10**

Berlin Philharmonic (Karajan), DGG 139020 (S)

Shostakovich's 10th, a complicated work with great moments of serenity and fire, is performed with deep understanding by von Karajan and the Berlin Philharmonic. The performance lifts the emotions. The abstract cover art, with its somber and violent overtones, is appropriate for the work.



**JAZZ SPOTLIGHT**

**74 MILES AWAY**

Cannonball Adderley, Capitol T 2822 (M); ST 2822 (S)

Cannonball's talent keeps crescendoing and this album is a clear indication of the reason. The title number is a masterpiece of precision. "Walk Tall," while similar to his hit, "Mercy, Mercy, Mercy," stands on its own. "I Remember Bird," a tribute to Charlie Parker, is a gem.