

Billboard

The International Music-Record Newsweekly

EDITORIAL

Break Bias Barrier NOW

The conscience of the nation — its moral and intellectual resources—is today grappling with America's most crucial problem since the Civil War: Racial tension.

Every level of government and industry, every community and every thinking person is concerned; and this concern is being translated into positive action intended to remove the cause of racial disaffection.

Many individuals and firms in the music business have already taken a positive stance and have quietly opened new avenues of opportunity for the disadvantaged and the heretofore unemployable. But a much more massive effort can be made if the total industry applies itself.

We therefore call on all trade organizations and music associations to set up committees to study the problem and guide their members in employing personnel who are often victims of discrimination and prejudice.

There is a great pool of manpower and talent here—and surely the music industry is completely aware of this fact. Let all of us, individually and in our trade, implement these liberal principles; let them be part of our day-to-day way of life, our *modus operandi*. Mere talk is an exercise in futility.

Decency and common sense dictates the course we have outlined. We expect, and will press for, action by all music groups.

Monaural v. Stereo: Dealer And Buyer in Same Groove

By HANK FOX

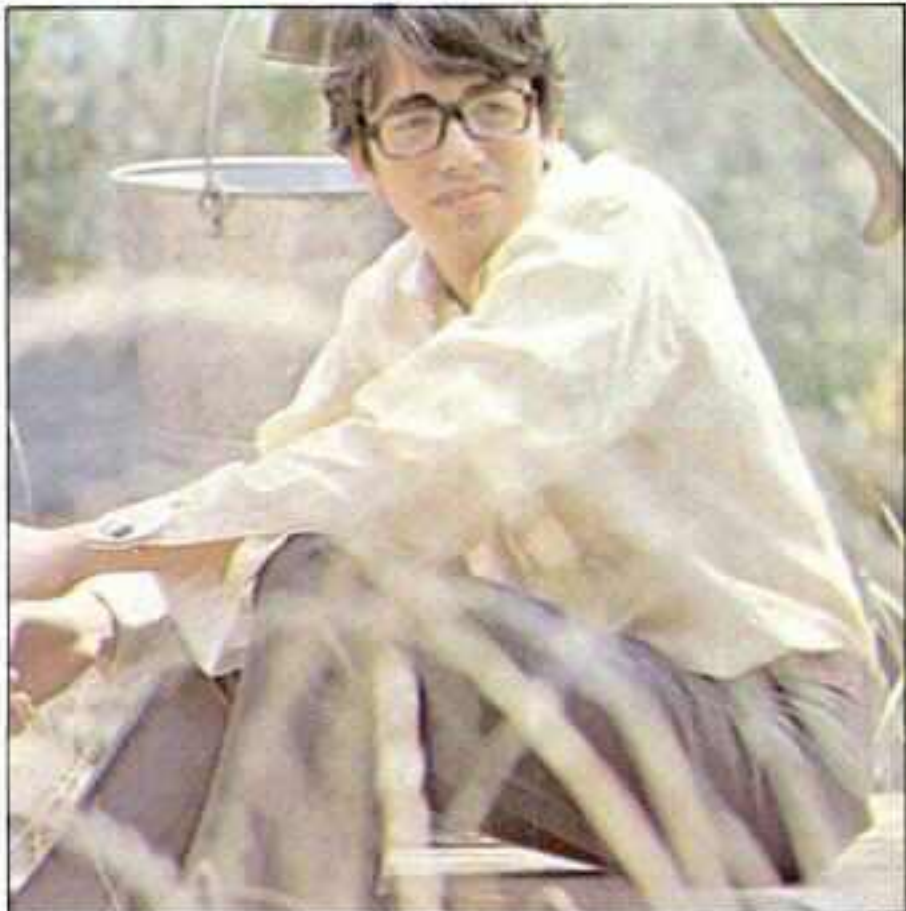
NEW YORK—After some four months of confusion, dumpings and monaural wholesale price reductions, dealer purchasing patterns are beginning to reflect consumer demand.

Based on comparisons between dealer unit retail sales (non-rack only), compiled by Billboard's Record Market Research division (RMR) and a 65-retailer survey of current dealer monaural-stereo buying ratios both are approaching a common denominator. Many dealers who had stopped ordering monaural records are now buying them in limited quantities. And consumers are slowly moving away from monaural at a steady, but transitional pace.

During RMR's 10th period (Sept. 11-Oct. 9), the retail store selling ratio of monaural to stereo was 35.8 to 64.2 per cent. This *(Continued on page 6)*



The Hombres came bursting out of the South with a grit-rock rocket that has soared to the top of the charts, "Let It Out (Let It All Hang Out)" (KF-5058), their first single for Verve/Forecast. Their album of the same title (FT/FTS-3036) is headed in the same direction. (Advertisement)



Warner Bros. Seven Arts Records takes another long stride into the future of the music world with their debut album by Van Dyke Parks. The LP, titled "Song Cycle" (#1727), is already the most talked-about album in underground music circles. Should be a best seller in a hurry. (Advertisement)

Devaluation Stirs Trade

U. K.: Bracing For the Punch

By GRAEME ANDREWS

LONDON — The U. K. record industry is girding itself for the severest pressures yet on turnover and profitability following the devaluation of the pound Nov. 18. The extent margins and sales will be depressed is still impossible to ascertain.

The record industry relies on relatively few direct imports which will be the most severely affected product lines. University Recording's Stereo-8 Cartridges and King Stereo with its Muntz 4-track will both speed local manufacture of their cartridges to avoid a crippling increase in import costs. Meanwhile, both companies had considerable stocks brought in before devaluation.

Record lines that are directly imported include Liberty's Blue Note and Polydor's Atlantic Jazz imports. When stocks of these are exhausted, both companies will have to decide whether it is more economic to manufacture locally under their existing agreements with Philips and Polydor, respectively, rather than import these albums.

Meanwhile, two trends are *(Continued on page 10)*

PUBS FOREIGN \$\$ DENT SEEN

NEW YORK — The Harry Fox office, publishers' agent and trustee, stated that the devaluation of the pound (see companion stories) would make a serious dent in publishers' and writers' foreign income. In the case of some domestic publishers, foreign income represents about 50 per cent of their total take. Countries which have thus far followed Britain's lead in devaluing their currencies include Ireland, Denmark, New Zealand, Spain, Jamaica and Israel. The Fox office stated it is studying the matter to ascertain more specifically the effects of devaluation on copyright owners.

Key Western nations, other than the United Kingdom, have stated that they have no intention at present to devalue currencies. In addition to the United States, these include Canada, West Germany, Italy and France.

U. S.: Facing Pinch on Take

By MIKE GROSS

NEW YORK — The U. S. music-record industry is facing a reduction of its take from England as a result of the devaluation of the British pound last week. The devaluation of a little more than 14 per cent means that the record manufacturers, music publishers, etc., will be getting less dollar value return for their product since a price rise to make up for devaluation is not anticipated. The pound's value went down from \$2.80 to \$2.40.

Some record manufacturers, however, are taking an optimistic view on the long-range effect of the devaluation. They figure, along with Prime Minister Harold Wilson, that the move will eventually strengthen Britain's economy and increase the country's buying power. Now, the record companies are faced with the problem of trying to sell more records to make up for the dollar loss but it's agreed that it will be a hard pull.

It's not known how many American companies were caught, at the time of devaluation, with a pound reserve thus suffering an immediate 14 per cent loss on capital. Harvey Schein, president of CBS International, revealed that his company weathered the devaluation without any scars because it *(Continued on page 10)*

Col Club, FTC In New Battle

By MILDRED HALL

WASHINGTON — The Columbia Record Club and the Federal Trade Commission are lining up legal ammunition for a battle in the U. S. Seventh Circuit Court of Appeals in Chicago, where Columbia filed its *(Continued on page 6)*

Korvette's Rothfeld Urges: EDP Ticketing for Industry

By LEE ZHITO

NEW YORK—David Rothfeld, E. J. Korvette's merchandise manager for records, audio, musical instruments and books, last week called on the record business to go to EDP ticketing on an industry-wide footing. EDP—electronic data processing—is being used to great advantage in other fields, Rothfeld said, and it is time that the record business cash in on the profit benefits of this streamlined method of inventory control.

Rothfeld called on record manufacturers to source-mark all album and tape product. Source marking means that the pre-punched two-part-price ticket is affixed to each package by the manufacturer. The tickets can be coded to convey all necessary information in inventory control. This would include such facts as description of product (monaural LP, stereo LP, or tape configuration), universal product number, type of music, etc. *(Continued on page 8)*



Take A Look...

(Advertisement)

THEY LAUGHED
WHEN I SAT
DOWN

WATCH
her ride
c/w
MARTHA
#9389

JEFFERSON
AIRPLANE
ON
RCA
VICTOR

3,000 Stations To Air Presley Yule Program

NEW YORK — More than 3,000 stations will broadcast an Elvis Presley Christmas radio program on Dec. 3 and 10. The half-hour program will include selections from his RCA Victor Christmas single "If Every Day Was Like Christmas," two sacred albums and one Christmas album.

A spot announcement by Dale Robertson for Christmas seals also is part of the program. One minute has been left at the end of the program for local public-service announcements. Victor is supplying stations with special program kits containing a 7½-i.p.s. tape of the program plus a complete script with timings and a separate copy of the single. Being mailed separately are two four-color posters for store use and an ad mat for local tie-ins by dealers and radio stations. Trade and consumer advertising also is slated.

Stations carrying the program also will receive complete Presley disk and 8-track tape CARtridge catalogs, 100 Presley Christmas cards, 50 1968 Presley calendars, a package of Christmas seals, and handbills.

Compass Masters

NEW YORK—Compass Records this week acquired two masters — "Trespassin'," with the Ohio Players from Vidalia Productions, and "Miss Julie's School for Proper Girls," with the Tapestry. The Tapestry previously released "Carnaby Street" on Compass. Mickey Kapp said that the label's Helen Fesguson record, "Where Is the Party?" has been released in England through Decca, Ltd., and in France through Barclay.

Billboard's Album Reviews Service Is Made Sharper

NEW YORK — To more accurately aid dealers, rack merchandisers, one-stops and radio programmers in merchandising and programming today's new album releases, Billboard is instituting new categories with new legends for its album reviews.

With this issue, the highest ranking review will be known as Star Performer Spotlights. This category represents the cream of the week's new releases. In the pop category, it includes those albums which the Billboard Review Panel believes have enough sales potential to reach the upper half of the "Top LP's" chart. The rating also takes into account disks which have enough long-term sales potential to justify being labeled a top seller although they may never reach the top 100 positions.

In the other categories for which Billboard has special survey charts (e.g. country, r&b, etc.), if the album is rated at having sufficient potential to reach any position on those charts, it will be given a Star Performer Spotlight in its respective category. This week, all Star Performers are indicated by a colored star within the spotlight symbol followed by the word "Spotlight."

As of next week, the symbol will be followed by the words

Price Equalization No Help, Say Midwest Rackers as Sales Sag

By RAY BRACK & EARL PAIGE

CHICAGO — A roll-call of major Midwest rack jobbers last week revealed that the summer price equalization has not boosted dollar volume in the second half when comparisons with the same period last year are drawn.

The rack merchandisers reported static or sagging sales June through October, with November sales dropping sharply. This drop was attributed by most to the lack lately of one or more major hit singles.

"In this area, for November, rack jobbers are running 15 per cent behind in dollar volume compared with last November," reported Victor Faraci, manager of Musical Isle Record Corp., Chicago. "The major reason for the drop is the absence of a real hot single. Volume on the whole was holding steady until November."

Business Spotty

"The price equalization certainly hasn't increased our dollar volume," declared Robert Pockrandt, manager of Major Records in Des Moines. "Busi-

ness has been spotty, but this has been the case in many retail fields. We have seen a slight increase in single volume the second half."

"If I were to choose between the terms 'soft' and 'slow' to describe business since the price equalization," said Lynn Jenks, manager of Associated Distributors, Indianapolis, "I'd use the word 'soft.' For the number of stores and outlets we serve, we have to say business isn't really good. I've just returned from a trip through the territory calling on dealers and the average store manager is pessimistic. The reason for this is the fact that there has not been a continuous series of hot singles this fall. Singles bring people into the stores."

Dan Heilicher, vice-president of J. L. Marsh, Minneapolis, reported: "Though I understand that rack jobbers are generally reporting spotty volume since the price increase, our dollar volume for the second half is up over last year. Part of the reason for this, we believe, is that we lessened the impact of the move

by not changing the monaural price. We've followed the NARM convention, retaining as much monaural as possible and putting out as long as we can at the old price, \$3.79. Ten per cent of our sales are still monaural, and our stores are enjoying greater dollar volume. I cannot report on unit volume."

EDP Helps

By means of modern data processing methods, J. L. Marsh is capable of keeping up on day-to-day sales through all outlets. Heilicher said that the singles business is being hurt by the immediate availability of the same hit on an LP or the release of a hit LP without a single.

Nate Kulkin, manager of Inland Records, Cleveland, also reported a sag in singles sales and attributed it to "a lack of good solid hits."

And at the Handleman Co. branch in Chicago, singles buyer Penny Paul reported, "I thought the price increase on monaural product might help singles sales, but it hasn't. It still depends on the record."

WB, ATLANTIC DEAL SIGNED

NEW YORK — The deal for the acquisition of Atlantic Records and its affiliates by Warner Bros./Seven Arts, Inc. was signed Nov. 24. The price eventually could approximate \$17 million, with payment in cash and shares of Warner Bros./Seven Arts Ltd.

Under the agreement, Atlantic will operate as an independent subsidiary of Warner Bros./Seven Arts Records with the same management, personnel, distributors, international licenses and artists as heretofore.

Columbia Develops Hall of Fame Series

NEW YORK — Columbia Records has developed a Hall of Fame album series made up of recordings drawn from its archives of jazz, pop, film, vaudeville and Broadway music.

The Hall of Fame series provides in LP form recordings that have been previously issued on 78 r.p.m. disks, as well as previously unissued material.

The new series was launched with two single LP's, "Luncheon Special" with Jimmie Lunceford and His Orchestra, "Ethel Merman, Lyda Roberti and Mae West"; a two-record set, "Bing Crosby in Hollywood" and a three-record set "The Essential Frank Sinatra."

The debut Hall of Fame albums were produced by Miles Kreuger and Frank Driggs. Kreuger, who is responsible for the Crosby and the Merman/West/Roberti LP's, was formerly a member of Colum-

bia's a&r staff and assisted in the production of several original Broadway cast albums. He is now under contract to Columbia Records especially for this series. Driggs has produced many jazz LP's for Columbia's Archive series. His initial Hall of Fame albums are "Luncheon Special" and "The Essential Frank Sinatra."

In preparing these albums, the producers utilized an exclusive piece of equipment developed by Columbia's engineering staff that revitalizes the sound on the original disks. Columbia claims that the result is a recording that has a wider frequency range than is usually heard on other reissues, provides greater clarity and microphone presence to voices and instruments that might otherwise have suffered losses in re-recording, and is freer of surface noise than the original.

RECORD OF THE WEEK

RCA's Disk by Ames Spins Poignant Message of Today

NEW YORK—Marshall McLuhan's theory that a message can best be delivered through the medium of the phonograph record was dramatically brought into focus last week with the release of "Who Will Answer?" by Ed Ames on RCA Victor. The disk was judged "best record of the week" by Billboard's reviewing panel, whose appraisal of the disk appears on Page 87.

The song, which was written by Spanish composer L. E. Aute, with new English lyrics by Sheila Davis, expresses the urgent feelings of our times and deals with such meaningful subjects as nuclear war, apathy, religious discontent and the underlying confusion of today's generation. The original version, known as "Aleluya No. 1," was the No. 1 song in Spain during the spring of this year and was

enthusiastically received in other Spanish-speaking countries.

RCA Victor is so convinced the disk will become one of the biggest and most discussed records of the year, that when the record was shipped to distributors Nov. 24, the label began utilizing every medium of exposure and promotion to ensure its success. Ames introduced the song on Johnny Carson's NBC-TV "Tonight" show Nov. 23.

Eddie Deane, of Sunbury Music, the publisher, originally brought the song to Jim Fogel-song, Ames' a&r man, at the close of a recording session. Deane played the Spanish instrumental version and recited Sheila Davis' lyrics. When Ames heard the song, he told Fogel-song he wanted to record it. The session was held two weeks ago at RCA Victor's Music Center of the World Studios in

Organizational Changes Made By K-R Assoc.

NEW YORK — Koppleman-Rubin Associates, this week announced a major re-organization. Gary Klein, who headed firm's West Coast offices, moves here as vice-president. In his new post he will assist Koppleman and Rubin and oversee the West Coast operation. Klein brought Gary Lewis, the Turtles, the Righteous Brothers, Rick Nelson and Teddy Neeley into the K-R fold.

Moving into Klein's West Coast slot is Bruce Wendell, who had been Klein's assistant. Wendell will head all Coast K-R production and publishing activities and will also be in charge of the new K-R label, the Hot Biscuit Disc Co., which released its first single last week.

Purpose of the re-organization is to allow Koppleman and Rubin more time to devote to the new label, television, and eventually motion picture production. The firm is working on its first television series, which will make its network debut early in 1968.

In another move, Koppleman-Rubin signed producer-arranger-writer Jack Nitzche, who will headquarter in Los Angeles. Two writers, Russ Titelman and Lowell George, have also joined the West Coast office.

Distrib Drawing In ITCC Contest

NEW YORK — Phase 2 of the International Tape Cartridge Corp.'s "Dr. Dolittle" sweepstakes (Billboard, Nov. 25) will include three ITCC distributor drawings, one from each of three sections of the U. S. The distributor who draws the winning number in his area will be flown to one of three premiere showings of the 20th Century-Fox film to be held farthest from his home. The three premieres—all charity events and attended by the film's stars—will be held Dec. 19 in New York, Dec. 20 in Chicago, and Dec. 21 in Los Angeles. The winners will also attend the film cast parties following the premieres.

Reprise Joins Underground

LOS ANGELES—Reprise is going "underground," label plans print media and broadcasting promotions for two acts appealing to people favoring underground newspapers: Arlo Guthrie and Jim Kweskin.

Label will place advertising in the underground press, attempt in-store displays at such locations as San Francisco's Haight-Ashbury section and New York's Greenwich Village. Additionally, airplay will be sought at radio stations situated around colleges, many of whom are playing album tracks by pop/hippie groups.

Hollywood. Perry Botkin's arrangements cuts across many centuries of music, from a Gregorian-type chant through the sounds of Johann Sebastian Bach to today's hard rock.

Ames has already clicked with three singles this year. They are: "My Cup Runneth Over," "Time, Time," and "When the Snow Is on the Roses."

Billboard

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SALES TRAINING DEBATE: Is attitude more important than expertise?

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GARRY SHERMAN, arranger-producer, discusses overdubbing in the first of a series of articles on studio techniques.

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ARIOLA-EURODISC, German record manufacturer, will begin producing cassettes for the Philips playback system.

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Billboard

Published Weekly by
Billboard Publications, Inc.
2160 Patterson St., Cincinnati, O. 45214
Tel.: Area Code 513, 381-6450

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

EDITOR IN CHIEF: Lee Zhitto

EXECUTIVE EDITORS:

Paul Ackerman
Ray Brack
Aaron Sternfield

DEPARTMENT EDITORS, NEW YORK

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U. S. EDITORIAL OFFICES

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General Manager: Andrew J. Csida
Mgr. Record Market Research: Andy Tomko
Director, Reviews and Charts: Don Owens
Manager, Charts: Laurie Schenker
Supervisor, Print Services: Bill Courtney

PUBLISHER: Hal B. Cook, New York Office

INTERNATIONAL OFFICES

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

EUROPEAN EDITOR: Mike Hennessey, 16 bis Rue Fontaine, Paris 9 me, France.
Phone: 526.80.19

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

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

ITALY: Germano Ruscitto, Via Padova 154, Milano, Italy. Phone: 282-23-80

FRANCE: Mike Hennessey, 16 bis Rue Fontaine, Paris 9 me, France. Phone: 526.80.19

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

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

Subscription rates payable in advance. One year, \$20 in U. S. A (except Alaska, Hawaii and Puerto Rico) and Canada, or \$45 by airmail. Rates in other foreign countries on request. Subscribers when requesting change of address should give old as well as new address. Published weekly. Second-class postage paid at New York, N.Y., and at additional mailing offices. Copyright 1967 by Billboard Publications, Inc. The company also publishes Record Retailer, Vend, Amusement Business, High Fidelity, American Artist, Modern Photography, Merchandising Week. Postmaster, please send Form 3579 to Billboard Publications, Inc., 2160 Patterson St., Cincinnati, Ohio 45214.



Col.'s Special Products in Detroit Grows

NEW YORK — Columbia Special Products has expanded its operation in Detroit to keep pace with the rapidly growing market there.

The expansion includes the setting up of a new office, located in the Fisher Building, to be managed by Bud Borkovec, who most recently served as manager of Western Sales for Columbia Special Products in Los Angeles.

Among the services available to Columbia Special Products' clients are premium records, promotional tapes, and custom-formulated incentive gift and awards programs which utilize a variety of name-brand sport and leisure-time merchandise.

In addition to the Detroit office, Columbia Special Products offices are located in New York, Los Angeles, Chicago and Ontario, Canada.

Ninandy Bowed By Andy Stroud

NEW YORK—Ninandy Records has been launched by Andy Stroud. The new label will be devoted to all types of product, including r&b, pop, jazz, Latin, gospel, and country. Gene Burleson has been named national promotion manager.

First release features Montego Joe doing an instrumental of "Soul Man." The label has also signed Billy Taylor, noted jazz performer and air personality with WLIB here. Taylor has a jazz show on WLIB-FM, a jazz format station. Burleson said that Taylor will be recorded soon. The label has also signed Samuel Wayman. The music publishing wing is Ninandy Music.

BING BACK IN RECORD SWING

LOS ANGELES—Bing Crosby, who has been inactive in recordings for the past year, has cut two tunes from the forthcoming Broadway production "How Now Dow Jones." His Reprise single pairs "Step to the Rear" with "What Do We Do With the World?" Ernie Freeman arranged-conducted; Sonny Burks produced the session.

Crosby last recorded two sides for Reprise in May 1966: "Far From Home" and "How Green Was My Valley."

Schulman Firm Set

PHILADELPHIA — Steve Schulman has launched an independent record promotion firm here and will cover this market as well as the Baltimore-Washington area. He has acquired for promotion product of Shelby Singleton Productions, Vanguard Records, Hot Biscuit Records and Laurie Records.

Project 3 Deals

NEW YORK — Project 3 has signed international distribution deals with Iramac for the Netherlands and Morks Musicforlag in Copenhagen for Scandinavia.

Executive Turntable



Irwin Robinson has been named vice-president of Screen Gems-Columbia Pictures Music Publishing Division and Colgems Records. Robinson had been director of business affairs and general attorney for the division and will continue in those positions as well. Before joining Screen Gems-Columbia Music in 1964 as an attorney, Robinson was business affairs manager for Zodiac Music and Palette Records for seven years. . . . Paul Dekorte has been named supervisor of production of children's recordings for Hanna-Barbera Productions. Sunset Records, a subsidiary of Liberty, distributes for Hanna-Barbera.

★ ★ ★

Rocky Catena has been appointed to the newly created post at Capitol of national rack merchandising manager. He was formerly pop album sales manager, and joined the company in 1958 as a Chicago salesman. . . . Ben Scotti joins World Pacific as national promotion manager, with additional responsibility for the Pacific Jazz and Soul City lines. Scotti was previously in independent promotion.

★ ★ ★

Lee Trimble has resigned his position as regional sales and promotion manager for Tower Records to become president of Westex Record Service Inc., Dallas. Trimble had been with Tower since its inception in July, 1964. Westex one-stop services all of Northern and Western Texas.

★ ★ ★

Arnold Kaminer has joined Channel Marketing, manufacturer of tape cartridge accessories, as executive vice-president and member of the board. Kaminer was most recently marketing director for the Fidelipac division of TelePro Industries. Kaminer will direct the sale of Channel accessories and will also serve as adviser in the development of new products. He will be based at Channel Marketing's New York headquarters. . . . Vern Cupples and John Edgerton have been named vice-presidents of Pic-A-Tune, Northern California one-stop, rack-jobbing and tape complex. Cupples will operate the one-stop operations, while Edgerton will be in charge of service operation.

★ ★ ★

Mort Weiner has been named national singles sales manager for Verve and Verve/Forecast. He had been with the parent label, MGM, as a field representative for the last 18 months. Before that, he was with Dot and Columbia. . . . Columbia Records of Canada, Ltd., has appointed Bill Eaton as director of merchandising and sales promotions, reporting to Jack Robertson, general manager, marketing. Eaton, who has been with the company 10 years, has been Toronto branch manager for the past two years. Eddie Colero, Toronto branch sales representative for nine years, has been named new Toronto branch manager.

★ ★ ★

Charles Williams has resigned as general professional manager of Buck Owen's Blue Book Music Co. He had also been professional manager for Central Songs. Williams plans to open his own publishing firm. . . . Dick Burns has been named general professional manager of Trousdale, Wingate Musics, publishing arm of Dunhill Records. He was previously in promotion for Dunhill and other ABC labels.

★ ★ ★

Richard Perry has joined the Warner Bros.-Seven Arts Records a&r staff. A former New York-based independent producer, Perry has a formal music background. He will record groups for both Warners and Reprise. . . . Tom Rounds has been named president of Charlatan Productions, Hollywood-based film company set up to shoot pop recording groups for TV. He was formerly program director at KFRC, San Francisco. . . . Sandor (Alex) Porges retires Thursday (30) as executive consultant to Glenn E. Wallichs, chairman of the board at Capitol. He has held the post since 1964, joining the company in 1947 as administrator of the international department.

★ ★ ★

Rene Cardenas has been named special international representative for Latin America for MGM Records. He has worked with Ampex in South America four years. Before that, he was with the Kingston Trio in the recording, publishing and personal appearance fields. . . . Mercury Record Corp. has named Eddie Kilroy national sales and promotion manager for all country product, a newly created post. A former deejay, Kilroy was last with United Artists as country promotion director.

★ ★ ★

Stanley Costa has been named assistant to Lennie Hodes, general manager of Dick James Music, Inc. Before joining Dick James Music, Costa was with South Mountain Music, Tridon Music, Fling Music and Don Costa Productions.

EMI Lebanon, Monument Tie

LOS ANGELES — Monument Records will be distributed in Lebanon, areas of the Middle East and parts of Africa by EMI Lebanon.

Monument and its subsidiary labels—Rising Sons and Sound Stage 7—will be issued on the Monument label, as a result of contracts signed by Michel Ber-

son, managing director of EMI Lebanon, and Bobby Weiss, director of the international division.

Initially, EMI will import Monument LP's but will manufacture singles and EP's on a local basis, with initial promotion concentrated on Boots Randolph, Knightsbridge Strings, Billy Walker and Fran Jeffries.

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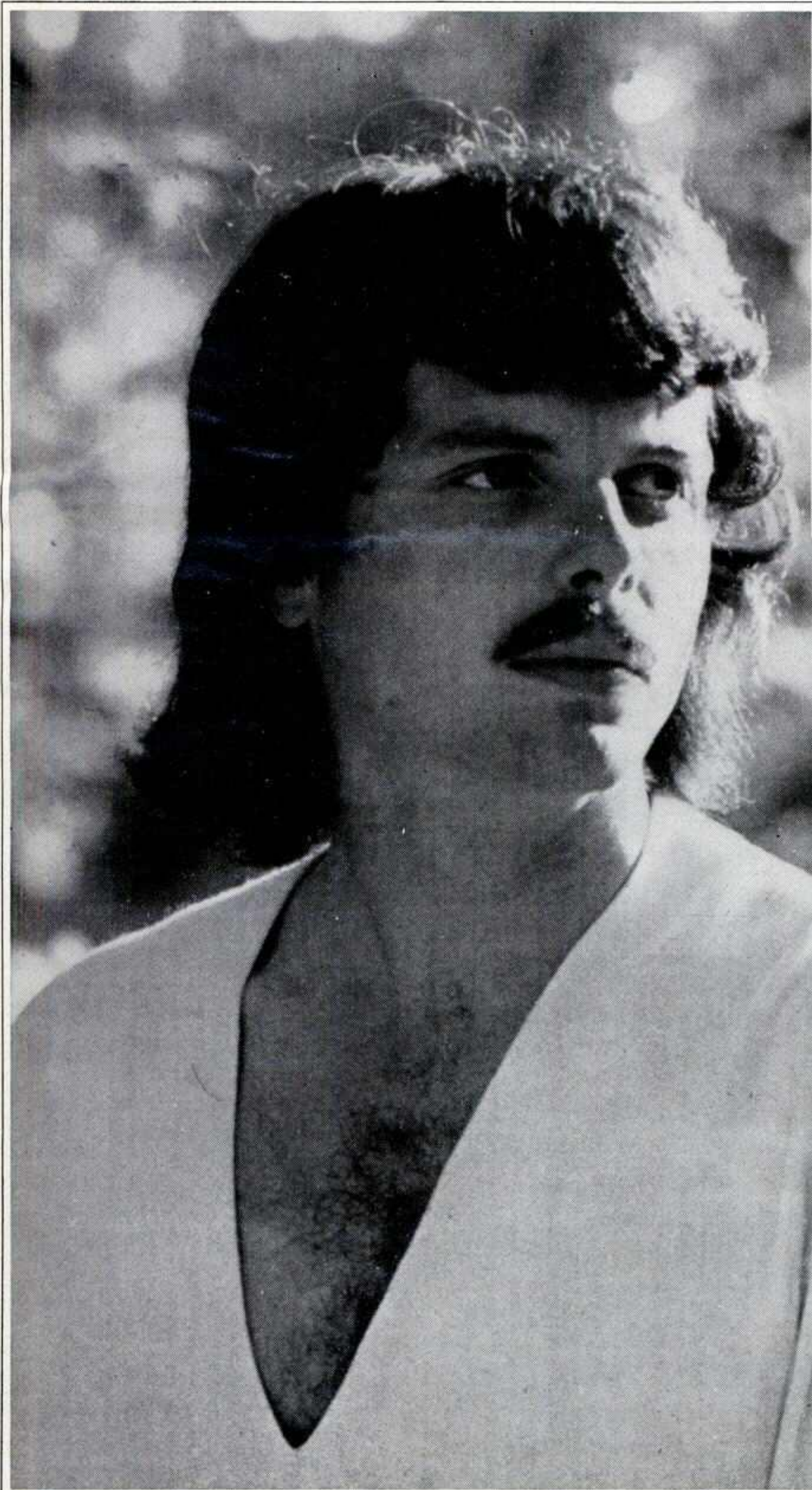
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Merc. Studio to Be New Act Workshop

NEW YORK — The new Mercury studios, which will be in operation shortly after the first of the year, will include a studio to be used for a workshop project to develop new artists. The new headquarters, at 110 West 57th Street, will feature two studios. The larger studio, which has 8-track capabilities, will be leased to other record companies when Mercury artists are not using it. But the smaller studio will be largely used as a workshop. Its 4-track features will be "turned over to independent record producers and groups. When we think they have something, we'll let them use the studio free," said Charlie Fach, director of recorded product. "This will include people with track records and those without. If they want

to try something different, we'll let them. Kids will have the time and the place in which to experiment with new ideas without watching the clock or becoming worried about where the money for the studio fee is going to come from."

He pointed out that Mercury was currently having a problem with a Spanky and Our Gang recording session. "We'll have to record in one studio and mix in another." The new facilities in New York includes some 19,000 square feet, 7,100 of which will be devoted to studios. There will be three mixing facilities available, as well as a rehearsal room. In line with its policy to cater to independent producers, the new location also has special offices for the use of independent record producers when they are in town.



ASTRUD GILBERTO attends a Ricordi party at New York's Essex House honoring Leone Piccioni, head of the radio section of Italian Broadcasting. Others are, from left, Lucio Salvini, Ricordi public relations director; Mort Nasatir, president of MGM Records; Guido Rignano, Ricordi managing director; Piccioni; and Mario Rapetti, Ricordi publishing chief.

TALENT REVIEW

Charles a Thanksgiving Treat With All Musical Trimmings

NEW YORK—Opening in New York on Thanksgiving Day didn't seem to bother Ray Charles, who made his New York nightclub debut at the Copacabana Nov. 24.

Charles, the Raelets, his 16-piece band and Billy Preston played before a full house and turned in a performance of historic proportions.

The package is getting \$50,000 for two weeks at the Copa, and the Copa is getting a bargain. The band, the Raelets and Preston, a dynamic singer-dancer-organist, would be enough to sustain the act. And with these talents serving as a backdrop for Ray Charles, the effect is overwhelming.

Most of the material performed by the ABC artist had been recorded on albums. But to the Copa patrons, many of whom were not too familiar with the genius of Charles, it was a revelation.

Charles performed "Georgia

on My Mind" in a slow, measured manner, slurring the lyrics, but still squeezing every ounce of meaning from them. The word "soul" has been used freely in describing the style of an artist. But that's the only way to describe the anguish that Charles injects into a song.

Charles is performing in his traditional style, accompanying himself on piano and keeping time with his feet.

Charles, with help from the Raelets, performed "You Are My Sunshine" in a style which incorporated elements of gospel, r&b and big band, and his soulful treatment of "I Can't Stop Loving You" was a masterful rendition of the Hank Williams classic.

"Premium Stuff," an unrecorded composition by Charles, had a joyful, jazzy sound.

"Yesterday," which Charles has recorded as a single for ABC, registered as a soulful lament for what might have been.

Charles cut the time of arrival fairly thin. His plane landed at Kennedy Airport a couple of hours before the show began. But Charles never blew his cool. The show clicked off as smoothly as a precision watch.

AARON STERNFIELD

Peer-Southern Score

NEW YORK — Peer-Southern Music is publishing the score for "The Private Right," a Greek film which was featured in the San Francisco Film Festival, Wednesday (22).

Col. Club, FTC In New Battle

• Continued from page 1

intent to appeal the FTC's August Cease and Desist Order. Educated guess is that the club in the case will take such preparatory thrashing that the court could not even begin consideration of the case until the end of next year.

Federal Trade Commission attorney Jerry Harwood, who has been assigned counsel for the government in the case, filed the mammoth transcript of the Commission hearings and findings on Nov. 15.

The FTC's admittedly "narrow" order required the Columbia Club to refrain from any outside label contracts that resulted in fixing of artist's royalties, or any exclusive features to prevent other club operators or potential operators, from licensing the outside records on the same terms as Columbia.

(Billboard Aug. 19, 1967.) The order did not ban distribution of outside labels by the club.

The FTC's final order set aside Hearing Examiner Donald Moore's recommendation that the 1962 complaint be dropped. Moore found no danger of monopoly in his 1964 report, and gave club distribution of records a warm approval. The original complaint had alleged that restrictive licensing agreements by Columbia Club with competing labels lessened competition dangerously in mail-order record marketing. The final order, issued last August and written by FTC Chairman Paul Rand Dixon, attacked some of the contractual arrangements as setting up "cost barriers" allegedly giving Columbia Club a discriminatory price edge.

The Columbia petition, filed at the Chicago Appeals Court by its New York attorney Asa Sokolow, claims that the Commission order is not substantiated by evidence produced during the hearings and, in effect, introduces new findings concerning markets, prices, artist royalties. Also, Columbia says charges are included which were not made in the complaint, contrary to the Administrative Procedures Act. Columbia also challenges the Commission majority's rejection of its own hearing examiner's 300-page initial decision, and its refusal to disqualify a member of the FTC felt to be prejudiced, by Columbia.

Probe Charge Of Fee-Fixing

By RAY BRACK

CHICAGO — An apparent conspiracy by Twin Cities ballroom operators to fix cut-rate fees for rock and roll bands has been investigated by the Minnesota Attorney General's office.

State Attorney General Douglas M. Head said his office uncovered evidence that area ballroom operators did discuss a fee-setting plan but did not follow through because they

(Continued on page 17)

Trinity Distrib Adds

NEW YORK — Jewel-Paula Records has named Trinity Record Distributors of New York as their new outlet in that area. In addition to Jewel and Paula, Trinity will also handle the Ronn and Murco labels.

Market Quotations

As of Noon Thursday, November 23, 1967

NAME	High	Low	Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
Admiral	38	19	489	20 7/8	19	20	- 1/8
American Broadcasting	102	66 1/2	289	76	67 1/2	72 1/8	+ 2 3/4
Ampex	40 3/4	22 3/4	1428	35 3/8	32 1/4	35 1/8	+ 2
Audio Devices	30 3/8	20 1/8	163	23 1/8	20 1/8	23 1/8	+ 3/8
Automatic Radio	25 3/8	3 1/4	612	18 3/4	14 1/2	17 1/2	- 1 1/8
Automatic Retailer Assoc.	80	51 3/8	141	72	69 1/2	72	+ 1 1/2
Avnet	61 3/4	16 3/8	1872	61 3/4	51 1/2	61	+ 3 1/4
Cameo Parkway	55	2 1/8	205	34 3/8	30	32 1/8	- 2
Canteen Corp.	28 3/8	19 3/8	311	21 3/8	19 3/8	20	- 1 3/8
CBS	76 3/8	47	999	50 3/8	47	50 3/8	+ 3/8
Columbia Pic.	56	33 1/2	169	46	42 1/8	45 3/8	+ 1
Consolidated Elec.	57 3/4	35 1/2	436	39 1/2	35 3/8	39 1/2	+ 3
Disney, Walt	57	37 1/2	282	56 1/2	52 1/2	56 1/4	+ 2 1/4
EMI	57 3/8	3 1/2	692	5 3/8	4 3/8	4 7/8	- 3/8
General Electric	115 3/8	82 1/2	983	105	98 3/8	104 3/4	+ 1 1/8
Gulf + Western	64 3/8	30 3/8	2261	53 1/2	48	53 1/8	+ 1 3/8
Handleman	50	17 1/8	138	46 1/4	42	46 1/4	+ 3 1/2
MCA	68 1/4	34 3/4	145	68 1/4	63 3/4	67 1/4	+ 2 3/4
Metromedia	66 1/4	40 3/8	345	52 3/4	50	52 3/4	+ 2
MGM	64 3/4	32 3/4	286	57 3/8	53 1/2	56	+ 1 3/8
3M	93 1/2	75	394	89 3/4	87 1/8	89 3/4	+ 1 1/4
Motorola	146 1/2	90	390	133 1/2	127 1/4	131 1/4	- 1/2
RCA	65 1/2	42 3/8	1533	59 1/4	55	58 7/8	+ 3/8
Seeburg	24 1/2	15	258	20 1/4	17 3/8	19 3/4	+ 3/8
Trans Amer.	47 3/8	28 1/2	803	47 3/4	45 1/2	47 3/8	+ 1 1/4
20th Century*	29 3/4	11	933	25	21 3/8	24 1/2	+ 1
WB	42 3/8	19 1/2	616	38 1/8	34 3/4	37 3/8	+ 1/8
Wurlitzer	36	18 1/8	144	26 1/2	24 1/2	25 3/8	- 3/8
Zenith	72 1/4	47 3/4	508	65 1/4	61	62 1/2	- 1 1/4

OVER THE COUNTER*

As of Noon Thursday, November 23, 1967

	Week's High	Week's Low	Week's Close
GAC	8 1/2	8 1/8	8 1/2
ITCC	10 1/4	10	10 1/8
Jubilee Ind.	9 1/2	8	9 1/2
Lear Jet	18 1/2	15	18 1/2
Mercer Ent.	16 1/4	15	15 1/2
Mills Music	34 1/2	33 1/2	34
Orrtronics	6	5 3/4	6
Pickwick Int.	15 1/2	12 3/4	15 1/2
Telepro Ind.	27 3/8	2 1/2	2 3/8
Tenna Corp.	9	8 3/8	8 3/4
National Mercantile	13 3/4	13	13

*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.

*20th Century: High and low for year adjusted for 2-for-1 split.

Monaural v. Stereo: Dealer And Buyer in Same Groove

• Continued from page 1

marks stereo's highest sales ratio to date. At the same time, dealers were purchasing their records at a 20 to 80 per cent monaural to stereo rate. Many dealers had been buying their product at 5 to 95 per cent to 100 per cent ratios immediately following the monaural-price equilization last June.

The range of wholesale stereo buying ratios among the 65 dealers varied from 50 to 100 per cent. Retailers surveyed explained that where rock and r&b product was involved monaural record buying and selling was highest. However, dealers report, even in these areas the monaural disk is succumbing to stereo at the retail level.

While monaural records rebounded slightly in consumer sales during the Sept. 11-Oct. 7 period, total monaural unit sales for the 12 weeks ended Oct. 7 were equal or under any four-week period during the year's first three months. Total monaural unit sales for period 10 were 1,078,400; stereo unit sales, 1,934,900. Monaural unit sales for period 9, Aug. 14-Sept. 9, were 926,400; for period 8 July 17-Aug. 12, 978,300. In period 7, the one immediately following the upward monaural revision, monaural unit sales were 1,568,200.

Klein, Merco Deal Seems Set

NEW YORK — The purchase of Merco Enterprises, national rack-jobbing-distributing and one-stop complex, by Allen Klein, president and majority stockholder of Cameo/Parkway Records, appears set.

According to reliable sources, Klein has offered to buy Merco in a cash deal, and the Merco board has accepted in principle.

A letter of agreement is expected to be signed in a week or so. After the letter is signed,

stockholders will be asked to approve the sale. Little difficulty is expected in this phase. The Merco officers approving the sale also control enough of the voting stock to win approval. However, Jack Grossman, president of Merco, said that while negotiations are still taking place, no "substantial agreement" has been reached.

While the actual cash figure of the reported deal has not

(Continued on page 8)



The Magnificent

Aretha Franklin

“CHAIN OF FOOLS”

Written by Don Covay

Atlantic #2464

c/w

“PROVE IT”

from the hit album “ARETHA ARRIVES” (8150)



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MGM Springs Spring: New Community Line

NEW YORK — MGM Records is introducing a new label—Spring Records—for both r&b and pop music. This will bring five labels under the direction of Irv Stimler, who heads the Metro Group under MGM Records' "community of labels" setup. Spring Records is a joint venture between MGM and Guardian Productions, headed by Julie Rifkin. Stimler also guides Cub, r&b label; Way-out, r&b; Poppy, psychedelic and rock; and Music Factory, a label named after an hour show syndicated by MGM Records that's hosted by a&r producer Tom Wilson.

Don Ellis to Open Club as Home Base

LOS ANGELES—Don Ellis, the c&w trumpeter, has found a home. A group of his fans have financed the opening of Ellis Island in nearby North Hollywood as the home base for this 21-piece orchestra.

Formal opening is slated for Monday (27). Ellis and his associates have been playing at Bonesville and the Manne Hole, both in Hollywood. The new club plans to book other acts.

Stimler said that he was talking with a couple of producers and would start at least one more label. Both Music Factory and Cub are MGM-owned labels. Like Spring, Poppy is a jointly owned label with Kevin Eggers. Wayout Records is a label in Cleveland headed by Lester Johnson and former football ace Jimmy Brown.

Already, Cub is showing action with a record by the Act IV—"Bless You"—breaking in the r&b market in the Baltimore-Washington area, said Stimler. MGM has not had a major r&b hit since a 1960 record by the Stereos on Cub.

Stimler also handles all activities of the Metro label, MGM's pop budget line. In addition, he heads a separate sales and promotion department within MGM for Cameo-Parkway Records, which MGM distributes.

The Metro Group is operated like a separate record company. Nat Lapatin is head of national promotion. "This new setup allows us to place more emphasis on a given record, from pressing to distribution to promotion to sales," Stimler said.

Klein, Merco Deal Seams Set

• Continued from page 6

been disclosed, it was learned that the purchase price will be "substantially more than the market price." Merco, a publicly held company traded over the counter, was selling for about \$16 a share last week.

Grossman and the entire executive staff will stay on with long-term contracts.

Klein's move into distribution is unusual, but not unique on the part of a record company owner. Pioneer in this development is ABC Records, which in the last year has acquired large merchandising operations in New York, Seattle and Salt Lake City.

Since Klein took over Cameo/Parkway earlier this year, he has signed a distribution deal with MGM and has announced a pending merger of his other interests—which include management of several top rock groups—with Cameo/Parkway. Merco, when it is acquired, will be included in the record and management complex.

New Tower Distrib

SAN FRANCISCO — Tower Records' new distributor for the San Francisco area is Eric-Mainland Distributing Co., 645 Bryant St. in San Francisco.

Korvette's Rothfeld Urges: EDP Ticketing for Industry

• Continued from page 1

Rothfeld pledged the co-operation of the Korvette stores to test EDP ticketing in the record-tape business. In calling for source marking, the Korvette executive echoed a plea which he made in Billboard in the Oct. 17, 1964, issue. He was quoted then as saying:

Two-Part Tab

Another thing the manufacturer could do to help the dealer is to put a two-part tab or ticket on each album. This would identify the album, and after each sale the clerk would keep half the tab. At the end of the day, he would have a quick inventory which would facilitate reordering or stocking the product. The added initial cost would be negligible compared to the added sales."

(Billboard for the past several years has waged an editorial campaign similarly calling on the industry to move to EDP source marking.)

Rothfeld last week listed the following among the advantages of source marking:

- Quick and accurate knowledge of inventory so that the dealer can channel his investment into fast turning product;
- Newly shipped stock can move directly into the sales area without losing time in the receiving and marking room to await being ticketed on the premises (this time lag can prove costly in lost sales);
- The dealer will have a continuing awareness of product movement, and know of changing trends in the type of product which is selling, thereby guiding him in what should be reordered;
- Considerable man hours and money will be saved by eliminating manual inventory control systems, and by substantially reducing the time and cost of on-premises ticketing.

Source Marking

Rothfeld called for one major label or several major record manufacturers to lead the industry in source marking. "Once a top label sets the course," Rothfeld said, "the other firms are sure to follow."

Of prime importance, Rothfeld stressed, is the need for establishing an all-industry universal numbering system to be used in converting the record business to EDP source marking.

Billboard

BEST BETS FOR CHRISTMAS

While dealers report that it is early for Christmas product, certain LP's and singles seem to be jumping out in front of others. It appears that Christmas LP's do not require the radio exposure as do the singles, and LP sales seem to be slightly ahead of singles sales to date. Below is a list of the best selling LP's and singles to date. As the sales of Christmas product increase, so too will the number of best selling Christmas LP's and singles reported in these special charts—in accordance with sound research practices in terms of sufficient retailers reporting significant sales on specific records. These special charts will run for the next five issues as a special buying and stocking guide. NOTE: It is possible that many new Christmas releases have not yet had the full opportunity to be reflected here.

CHRISTMAS LP'S

1. **A CHRISTMAS ALBUM**, Barbra Streisand, Columbia CL 2757 (M); CS 9557 (S)
2. **THE DEAN MARTIN CHRISTMAS ALBUM**, Reprise R 6222 (M); RS 6222 (S)
3. **ELVIS' CHRISTMAS ALBUM**, Elvis Presley, RCA Victor LPM 1961 (M); and/or LOC 1035 (M); (No Stereo)
4. **MERRY CHRISTMAS, HO, HO, HO**, Lou Rawls, Capitol T 2790 (M); ST 2790 (S)
5. **MERRY CHRISTMAS**, Johnny Mathis, Columbia CL 1195 (M); CS 8021 (S)
6. **CHRISTMAS SONG**, Nat King Cole, Capitol W 1967 (M); SW 1967 (S)
7. **ANDY WILLIAMS' CHRISTMAS ALBUM**, Columbia CL 2087 (M); CS 8887 (S)
8. **MERRY CHRISTMAS**, Bing Crosby, Decca DL 8128 (M); DL 78128 (S)
9. **A CHRISTMAS TREASURE**, Julie Andrews with Orch.; Harpsichord of Andre Previn, RCA Victor LPM 3829 (M); LSP 3829 (S)
10. **NOEL**, Joan Baez, Vanguard 9230 (M); 79230 (S)
11. **LITTLE DRUMMER BOY**, Harry Simeone Chorale, 20th Century-Fox TFM 3100 (M); TFS 4100 (S)
12. **WE WISH YOU A MERRY CHRISTMAS**, Ray Conniff Singers, Columbia CL 1892 (M); CS 8692 (S)
13. **IN THE CHRISTMAS SPIRIT**, Booker T & the M.G.'s, Stax 713 (M); S 713 (S)
14. **JIM NABORS' CHRISTMAS ALBUM**, Columbia CL 2731 (M); CS 9531 (S)
15. **THE KATE SMITH CHRISTMAS ALBUM**, RCA Victor 3607 (M); LSP 3607 (S)

16. **CHRISTMAS, PRESENT AND PAST**, Paul Revere & the Raiders, Columbia CL 2755 (M); CS 9555 (S)
17. **HOLIDAY SING-ALONG WITH MITCH**, Mitch Miller & the Gang, Columbia CL 1701 (M); CS 8501 (S)
18. **JAMES BROWN SINGS CHRISTMAS SONGS**, King 1010 (M); 1010 (S)
19. **THE GLORIOUS SOUND OF CHRISTMAS**, Philadelphia Orchestra (Ormandy) & the Temple University Choir, Columbia ML 5769 (M); MS 6369 (S)
20. **CHRISTMAS GREETINGS FROM MANTOVANI AND HIS ORCHESTRA**, London LL 3338 (M); PS 338 (S)
21. **CHRISTMAS WITH MARTY**, Marty Robbins, Columbia CL 2735 (M); CS 9535 (S)
22. **SEASON'S GREETINGS FROM PERRY COMO**, RCA Victor LPM 2066 (M); LSP 2066 (S)
23. **CHRISTMAS WITH BUCK OWENS**, Capitol T 2396 (M); ST 2396 (S)
24. **SING SONGS OF CHRISTMAS**, Guy Lombardo, Capitol KAO 1443 (M); SKAO 1443 (S)
25. **CHRISTMAS WITH ANITA BRYANT**, Columbia CL 2720 (M); CS 2720 (S)
26. **WE WISH YOU A MERRY CHRISTMAS**, Floyd Cramer, RCA Victor LPM 3828 (M); LSP 3828 (S)
27. **CHRISTMAS WITH EDDY ARNOLD**, RCA Victor LPM 2554 (M); LSP 2554 (S)
28. **THE 4 SEASONS CHRISTMAS ALBUM**, Philips PHM 200-223 (M); PHS 600-223 (S)
29. **SONGS FOR A MERRY CHRISTMAS**, Wayne Newton, Capitol T 2588 (M); ST 2588 (S)
30. **JOY TO THE WORLD**, Andre Kostelanetz, Harmony 7432 (M); 11232 (S)
31. **CHRISTMAS WITH THE LENNON SISTERS**, Dot DLP 3343 (M); DLP 25343 (S)
32. **TWELVE SONGS OF CHRISTMAS**, Jim Reeves, RCA Victor LPM 2758 (M); LSP 2758 (S)

CHRISTMAS SINGLES

1. **SNOOPY'S CHRISTMAS**, Royal Guardsmen, Laurie 3416
2. **LITTLE DRUMMER BOY**, Lou Rawls, Capitol 2026
3. **LITTLE DRUMMER BOY**, Harry Simeone Chorale, 20th Century-Fox 429
4. **JINGLE BELL ROCK**, Bobby Helms, Decca 30513
5. **BLUE CHRISTMAS**, Elvis Presley, RCA Victor 0647
6. **PLEASE COME HOME FOR CHRISTMAS**, Charles Brown, King 5405

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U. K.: Bracing for Punch

• Continued from page 1

anticipated on the British retail scene: one is a possible swing towards the budget album by regular record purchasers. Previously, the budget lines here as in the U. S. have relied largely on impulse sales but planned purchases could increasingly switch to these more attractively priced lines. Also, the industry, which is just preparing for its Christmas boom in over-the-counter sales, hopes to push post-Christmas sales with the aid of possible all-time record sales of gift tokens for disks. Two token lines run by EMI and National Record Tokens are both currently conducting major publicity campaigns.

Buyer Holding Out

But there is no doubt that it is going to be harder to get the customer into the shops, particularly in six or so weeks' time as the cost of living begins to rise due to the higher price for imported foods and other overseas essentials. Pressures will increase on manufacturers also, as a result of a rise of indirect costs notably transportation due to higher charges for oil, diesel and petrol.

Many international royalty and licensing agreements will be affected by the switch in the rate of exchange. EMI managing director Ken East said "In the case where a guarantee in dollars has been given for an American catalog more records will have to be sold in the sterling area. However, we may be able to offset problems like this with better exports." But he added "The whole domestic scene for the record industry here may be altered."

Additionally, all imported masters, where these are charged for, will cost more. All this week U. K. licensees and subsidiaries of American companies were in contact with their American offices in an attempt to evaluate just how much costs need to go up and to try and find immediate ways of pegging down costs before a price spiral gets under way.

The devaluation has meant no immediate changes and the current industry feeling is that everyone will have to wait and see how prices are affected. Meantime, long-term confidence in the industry's growth prospects in this country remain remarkably buoyant.

None of the American companies that have taken a direct stake in the British market such as MGM and Liberty are cutting back on their programs for next year. CBS and RCA are both going full steam ahead with their long-range plans, while prospective independents such

as U. A. are also known to be undeterred by this latest tightening of the British economy. The real effects are likely to be felt after Christmas and it is generally thought that the first six months of next year will be a tough trading time.

But as one industry executive remarked "We've been here before. The July 1966 deflationary package from the government came right out of the blue but we managed to get back on course within six months. It is going to be harder this time because costs are bound to go up and people will certainly have less money for what to many is still regarded as a luxury item."

The new measures have almost certainly come too late to spoil the Christmas sales boom which seems certain to give the industry a better year than 1966. So far in 1967 for all the months for which official figures are available up until August the industry exceeded its sales to dealers in every month except February.

"We've all got to work harder but with any luck this time next year we will be heading for better times," is the philosophy of one key executive. "1968 is going to be a long hard year but if we put in the ground work then 1969 could be our best ever."

Brightest ray of sunshine in the devaluation gloom comes on the export front with Britain's record prices cut by 14 per cent overseas. Already this year the industry has exported over two and a half million records and now seems set to make an even greater contribution to Britain's balance of payments.

U. S.: Facing Pinch on Take

• Continued from page 1

had hedged on its pound reserve by keeping its debts high.

Electric & Musical Industries, British-based firm which is the parent company of Capitol Records here, has been holding its own in the market since D (devaluation) Day. Its stock has been fluctuating a little all week and just went down a quarter of a point since the economic shakeup.

Meantime, American companies like RCA Victor and Decca Records which recently announced new plans for the handling of their product in England, have not adjusted their initial blueprint and are banking on England to come through this financial crisis.

MONAURAL vs. STEREO LP UNIT SALES

(1967 Retail Store Sales Only)

(in percentages)

	Monaural		Stereo	
	current	year to date	current	year to date
Jan. 2-Jan. 28	57.3		42.7	
Jan. 30-Feb. 25	64.7	60.4	35.3	39.6
Feb. 27-Mar. 25	60.2	60.3	39.8	39.7
Mar. 27-Apr. 22	57.9	59.8	42.1	40.2
Apr. 24-May 20	55.2	59.1	44.8	40.9
May 22-June 17	59.9	59.2	40.1	40.8
June 19-July 15	43.5	57.6	56.5	42.4
July 17-Aug. 12	40.0	56.4	60.0	43.6
Aug. 14-Sept. 9	37.9	54.5	62.1	45.5
Sept. 11-Oct. 7	35.8	53.1	64.2	46.9

Billboard SPECIAL SURVEY For Week Ending 12/2/67

BEST SELLING JAZZ LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	A DAY IN THE LIFE Wes Montgomery, A&M LP 2001 (M); SP 2001 (S)	9
2	2	RESPECT Jimmy Smith, Verve V 8705 (M); V6-8705 (S)	8
3	3	ALLIGATOR BOOGALOO Lou Donaldson, Blue Note BLP 4263 (M); BLP 84263 (S)	9
4	6	DANCING IN THE STREET Ramsey Lewis, Cadet LP 794 (M); LPS 794 (S)	6
5	4	EXPRESSION John Coltrane, Impulse A 9120 (M); AS 9120 (S)	7
6	9	DYNAMIC DUO Jimmy Smith & Wes Montgomery, Verve V 8678 (M); V6-8678 (S)	29
7	5	WAVE Antonio Carlos Jobim, A&M LP 3002 (M); SP 3002 (S)	7
8	7	EQUINOX Sergio Mendes & Brasil '66, A&M LP 122 (M); SP 4122 (S)	30
9	11	BRAVO BRUBECK Dave Brubeck, Columbia CL 2695 (M); CS 9495 (S)	11
10	10	SERGIO MENDES & BRASIL '66 A&M LP 116 (M); SP 4116 (S)	24
11	8	THAT'S LOU Lou Rawls, Capitol T 2756 (M); ST 2756 (S)	14
12	12	CALIFORNIA DREAMING Wes Montgomery, Verve V 8672 (M); V6-8672 (S)	39
13	—	GROOVIN' WITH THE SOULFUL STRINGS Cadet LP 796 (M); LPS 796 (S)	1
14	17	MELLOW YELLOW Odell Brown & the Organ-izers, Cadet LP 788 (M); LPS 788 (S)	13
15	15	BIG SWING FACE Buddy Rich, Pacific Jazz PJ 10117 (M); ST 20117 (S)	22
16	—	74 MILES AWAY Cannonball Adderley, Capitol T 2822 (M); ST 2822 (S)	1
17	16	SWING LOW, SWEET CADILLAC Dizzy Gillespie, Impulse A 9149 (M); AS 9149 (S)	4
18	18	THE SPOILER Stanley Turrentine, Blue Note BLP 4256 (M); BLP 84256 (S)	5
19	—	CRY YOUNG Ahmad Jamal with Voices, Cadet LP 792 (M); LPS 792 (S)	1
20	13	A MAN AND HIS SOUL Ray Charles, ABC ABC 590 X (M); ABCS 590 X (S)	6



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Billboard TOP 40

EASY LISTENING

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

THIS WEEK	1 Wk. Ago	2 Wks. Ago	3 Wks. Ago	TITLE	Artist, Label & Number	Weeks On Chart
1	1	2	2	WHEN THE SNOW IS ON THE ROSES	Ed Ames, RCA Victor 9319 (Miller, ASCAP)	10
2	2	1	1	MORE THAN THE EYE CAN SEE	Al Martino, Capitol 5989 (Saturday, BMI)	12
3	3	3	3	MORE THAN A MIRACLE	Roger Williams, Kapp 843 (Robbins, ASCAP)	12
4	5	14	14	WAIT UNTIL DARK	Henry Mancini, RCA Victor 9340 (Wilmark/Northridge, ASCAP)	6
5	13	13	15	CUANDO SALI DE CUBA	Sandpipers, AAM 880 (Miller, ASCAP)	7
6	6	9	10	I ALMOST CALLED YOUR NAME	Margaret Whiting, London 115 (Singleton/Kemisco, BMI)	8
7	4	4	4	IT MUST BE HIM	Vikki Carr, Liberty 55986 (ASA, ASCAP)	17
8	7	5	5	A STRANGE SONG	Harry Belafonte, RCA Victor 9263 (Blackwood, BMI)	12
9	8	7	6	THE LAST WALTZ	Engelbert Humperdinck, Parrot 40019 (Denna, ASCAP)	11
10	10	10	9	FOR ONCE IN MY LIFE	Tony Bennett, Columbia 44258 (Stein & Van Stock, ASCAP)	13
11	25	29	29	STEP TO THE REAR	Marilyn Maye, RCA Victor 9347 (Carwin, BMI)	4
12	27	37	—	YOU MADE IT THAT WAY	Perry Como, RCA Victor 9356 (Rose, BMI)	3
13	15	16	17	HOLLY	Andy Williams, Columbia 44325 (Claudine, BMI)	6
14	18	21	37	COLD	John Gary, RCA Victor 9361 (Sculpture, ASCAP)	4
15	14	15	16	WHEN WILL THE GOOD APPLES FALL	Seekers, Capitol 2013 (Unart, BMI)	7
16	16	12	12	WHAT A WONDERFUL WORLD	Louis Armstrong, ABC 10982 (Valando, ASCAP)	8
17	22	34	—	CHATTANOOGA CHOO CHOO	Harper's Bizarre, Warner Bros. 7090 (Feist, ASCAP)	3
18	29	38	—	LIVE FOR LIFE	Jack Jones, RCA Victor 9365 (Unart, BMI)	3
19	12	6	7	YOU, NO ONE BUT YOU	Frankie Laine, ABC 10983 (Demian/Sawyer, ASCAP)	9
20	11	11	11	TO SIR, WITH LOVE	Herbie Mann, Atlantic 2444 (Screen Gems-Columbia, BMI)	8
21	17	18	19	THIS TOWN	Frank Sinatra, Reprise 0631 (Remick, ASCAP)	5
22	20	20	30	JUST LOVING YOU	Anita Harris, Columbia 44236 (Chappell, ASCAP)	6
23	9	8	8	I FEEL IT	Peggy Lee, Capitol 5988 (Almo, ASCAP)	10
24	24	25	33	LAZY DAY	Spanky & Our Gang, Mercury 72732 (Screen Gems-Columbia, BMI)	5
25	23	23	25	BE MY LOVE	Mel Carter, Liberty 56000 (Miller, ASCAP)	6
26	30	31	31	OPEN FOR BUSINESS AS USUAL	Jack Jones, Kapp 860 (Greenwood, BMI)	6
27	19	19	24	ALL THE TIME	Jimmy Roselli, United Artists 50217 (Cedarwood, BMI)	8
28	31	33	40	BY THE TIME I GET TO PHOENIX	Glen Campbell, Capitol 2015 (Rivers, BMI)	4
29	32	32	38	LOVER MAN	Barbra Streisand, Columbia 44331 (MCA, ASCAP)	4
30	35	—	—	WINDY	Wes Montgomery, AAM 883 (Almo, ASCAP)	2
31	21	17	13	A BANDA	Herb Alpert & the Tijuana Brass, AAM 870 (Irving, BMI)	13
32	—	—	—	YOUR LOVE IS EVERYWHERE	Andy Russell, Capitol 2009 (Northern, ASCAP)	1
33	33	35	35	LOVE OF THE COMMON PEOPLE	Wayne Newton, Capitol 2016 (Tree, BMI)	5
34	—	—	—	IN THE MORNING	Anita Kerr Singers, Warner Bros. 7085 Wright, Ltd.)	1
35	39	—	—	I GET ALONG WITHOUT YOU VERY WELL	Karen Chandler, Dot 17049 (Famous, ASCAP)	2
36	—	—	—	HERE COMES HEAVEN	Eddy Arnold, RCA Victor 9368 (Hill & Range, BMI)	1
37	37	—	—	VALLEY OF THE DOLLS	Dionne Warwick, Scepter 12203 (Feist, ASCAP)	2
38	38	—	—	REACH OUT	Burt Bacharach, AAM 888 (Blue Seas/Jac, ASCAP)	2
39	—	—	—	LIVE FOR LIFE	Ferrante & Teicher, United Artists 50228 (Unart, BMI)	1
40	—	—	—	HAPPY TIME	Frankie Randall, RCA Victor 9346 (Sunbeam, BMI)	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)
- TEN STOREYS HIGH
Bill Smith (Talmu)
- HOW COME YOU DO ME LIKE YOU DO
John Davidson (Columbia)
- THAT'S MY DESIRE
Ronnie Dove (Diamond LP)
John Gary (RCA LP)
- LOVERS OF THE WORLD UNITE
Tartans of Lavender Lane... (Capitol)
- THE SHEIK OF ARABY
Jim Kweskin Jug Band... (Reprise)
- SOLITUDE
ST. JAMES INFIRMARY
Eileen Romey... (Audio Fidelity LP)
- HEY MR. BANJO
Freddy Morgan (Liberty LP)
- HAPPINESS IS
Benny Golson (Verve)
- JEEP'S BLUES
Sonny Stitt (Roulette)
- I SURRENDER DEAR
Steve Mason (Mason)
- ROCK-A-BYE YOUR BABY
Judy Garland (ABC LP)
Steve Mason (Mason)

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Musical Instruments

Fee-Fixing Probe in Twin Cities

• Continued from page 1

were "unwilling or unable" to do so.

As reported here Sept. 23, Twin Cities ballroom operators were considering a classification and fee schedule for teen bands that would have cut payments from \$25 to \$50 across the board. A dozen teen clubs in the area were allegedly involved in the fee-fixing through a newly

formed ballroom owners association.

Billboard learned that one of the new association's first moves was to rank the area's 250 working teen bands into three classes: Class A (about 10 bands) at a fee of \$150 to \$200; Class B (about 45 bands) at a fee of from \$135 to \$150, and Class C (some 200 bands) at fees amounting to scale plus booker's commission. Scale for a five-man

group would be about \$90, and the booker gets from 10 to 20 per cent.

Stigma

Area bookers charged that such an agreement not only violated anti-trust laws but was unfair to the Class B and C bands. Word of the rankings leaked out to the band fans—a loyal bunch—placing a stigma on some bands.

Club owners contended that

they formed the association only to discuss common problems such as parking, policing, admission prices and, to be sure, talent fees.

Head said that had such a policy come into being in the Twin Cities, it would likely have been a violation of State anti-trust laws.

Teen groups are now being paid fees on the basis of talent, supply and demand, Head said.

Electronic Instruments Making The 'Dean's List' on the W. Coast

By BRUCE WEBER

LOS ANGELES — If the amplified instrument sales boom slowed down this year, it forgot to tell instrument-conscious high school teen-agers and electronic-oriented young adults.

Electronic instruments have evolved into the single most important facet of the high school-university music curriculum in Southern California educational institutions.

It used to be that school kids wanted automobiles and surfboards to fill their leisure activity moments. Times have changed.

Except for the success of "instant music on wheels"—the auto tape cartridge industry—traditional teen-age items are being pushed aside for the most part by musical instruments—amplified as well as non-amplified.

Musicologists in the Los Angeles School District agree with academicians at UCLA and USC that amplified instruments have carried interest in music down the evolutionary road in schools.

"Young people listen to groups like the Beatles and the Monkees and they want to imitate them," says William Rubenstein, a music teacher in the

Los Angeles board of education district. "Thus, the interest in musical instruments, especially in the amplified market," he reasons.

Healthy Advance

Key retail outlets near both high school and college campuses report instrument sales and earnings are advancing at a healthy pace, especially in guitar sales.

A music professor at UCLA believes the biggest portion of the amplified market is a result of the young people taking over the music industry.

"The folk music craze on college campuses pushed the instrument interest along, too," believes S. A. Johns, an associate music professor at UCLA.

"Students are interested in instruments, and we have to offer a variety of classes to satisfy them," says Johns. "Merely marching in the school band at football games is not enough. Young musicians are too sophisticated to accept part-time instrument instruction."

A teacher at Fairfax High School, Los Angeles, says there is a wider interest in music classes now than at any other time in her 11-year career as a mu-

sic instructor in the city school district.

Aware of Music

The reason: "Youngsters in music," she feels. "This, of course, gives instruments a new area of acceptance."

"To tell what instruments are going to have a large sales appeal in the months ahead," says Gary Robbins, an instructor in the San Gabriel Valley, "all you have to do is watch what the rock musicians are using."

Key instrument outlets report amplified instruments are popular but the range of interest is increasing in all instruments.

Within the guitar family, for example, the demand for the electric bass is growing. The bass' attraction, dealers say, is in its ease of transportation. It also enables the player to get more power than with a conventional guitar.

Other electronic instruments popping up in high school classes and at fraternity socials are the tambourine and the harmonica. There is an increase in interest in trumpets, which dealers say is directly related to Herb Alpert's Tijuana Brass.

It is the over-all popularity of music that is giving teachers—dealers, too—the most satisfaction. Music popularity is laying the foundation for future instrument sales, says Robbins.

4 Factors

Educators at all levels of learning see four key factors that will keep up the demand for knowledge in instruments. They are:

- Electronics—Use of amplified devices are making instruments easier to play.
- Education—Music at all levels is offered in nearly every high school and university in the country.
- Records and Television—Both have given music and instruments more exposure.
- Leisure activity—There is more recreational time for people to use in learning to play instruments.

If schools are any guideline, the growth in consumer demand for instruments has not shown any indications of slumping.

UA Coast Move

LOS ANGELES — United Artists Records and United Artists Music Co. have moved to new offices at 9229 Sunset Boulevard. West Coast operations is headed by Norman Weiser, vice-president and manager.

2,500 Attend Bay Area Vox-In

SAN FRANCISCO — Over 2,500 pop musicians from the Bay Area turned on and tuned in Vox instruments at a Vox-In sound workshop at the Avalon Ballroom here last week.

San Francisco groups, Just Six, Sopwith Camel, Blue Cheer, Gut, All Men Joy, the Breed and others demonstrated Vox equipment, such as the Ultra-sonic Guitar, Wah-Wah pedal, Beatle de luxe amp, P.A. systems and ampliphonic instruments.

Vox president Joe Benaron said the workshop here may well serve as a prototype for a series of such events throughout the country.

Speaker Special

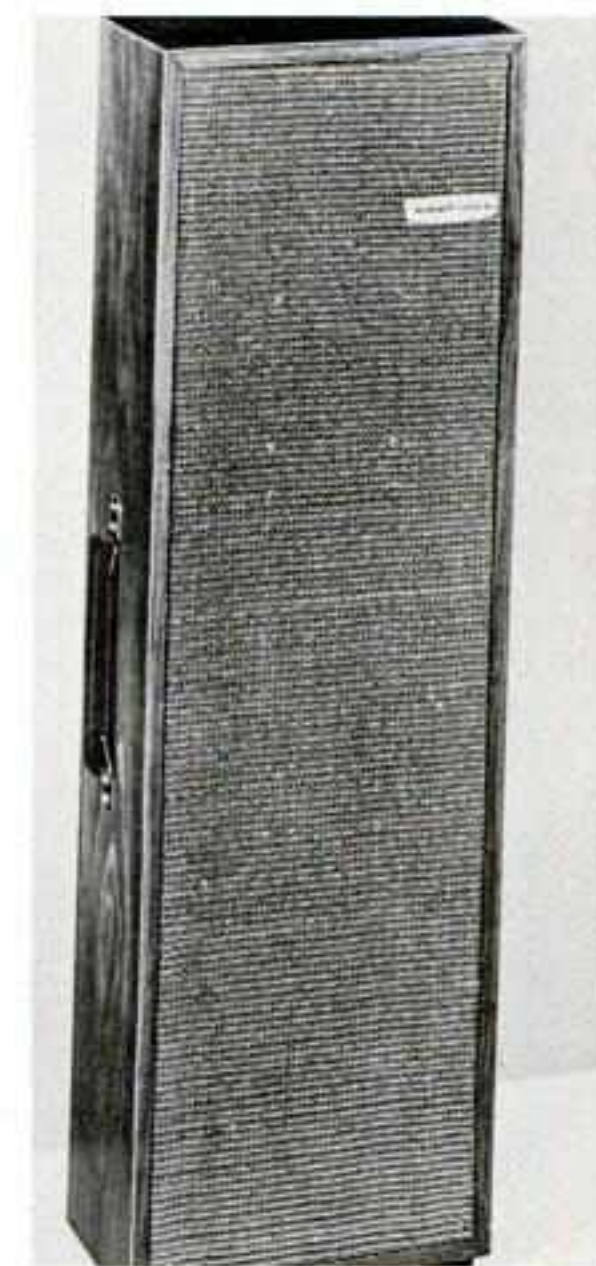
CHICAGO—Strum & Drum, Inc., is offering a Norma de luxe attache case amplifier at a reduced price with its new Norma CS-700 column speaker.

The new column speaker has two 12-inch speakers at 100 watt input music program capacity. It is usable with any make amplifier.

The attache case amp is portable and has optional battery pak adapter for use without AC current.



THE BRAIN, a new combo amp from Toby Music Systems, Inc., lists at \$350. It functions with guitar, bass, p.a. and organ and has six isolated inputs plus reverb and tremolo vibrato. It will work with all external speaker systems that are designed to carry 200 or more watts peak music power. It has a full-house panel: 6 jack inputs, 13 knobs, 2 lights and 2 switches. Its companion piece is the BTRX speaker enclosure having four, 12-inch speakers rated in excess of 300 watts peak music power. The BTRX lists at \$295. Information from Toby Music Systems, Inc., 3939 Broadway, Fort Worth, Tex.



PERMA-POWER has introduced this new sound column, the Ampli-Vox model S-1200A at \$59.95 suggested list. It's available to most electronic, educational, audio-visual and music outlets. Unit weighs 11 pounds and it's said to "provide a low-frequency roll-off which tailors voice reproduction to the listener's psycho-acoustical expectations." (Try that on your next customer.) The column is a six-element unit with speakers arranged in frequency tapered array.

Hill's Electronic Disk on 20th-Fox

NEW YORK — Writer John Hill of Blackwood Music, Inc. has arranged and produced a new electronic single, which he wrote, for 20th Century-Fox Records. The disk's titles are "The Electronic Insides and Metal Complexion that Make Up Herr Doktor Krieg" and "Gotta Find Somebody." Hill used synthesizers and amplifiers for the pressing, which also has normal vocal and instrumental sounds. The process involved more than 60 hours of taping.

Col.'s Faith Record Helping TB Assn.

NEW YORK — Columbia Records is supplying a special Percy Faith single for the 1967 Christmas Seal Campaign of the National Tuberculosis Association. The theme songs are "Christmas Is" and "Happy Holiday" from the Columbia album "Christmas Is," with Faith, his orchestra and chorus.

On the single, he introduces each selection for the seal drive. The disk will be played on radio stations through Dec. 31.



COWSILLS-HOFNER endorsement contract signing is celebrated by handshakes. Seen, from left, are Ralph Oliver, promotion manager for Sorkin Music Co., Inc., national distributors for the Hofner line of guitars and amplifiers; Zach Glickman, manager of the Cowsills, and Harold Sorkin, Sorkin Music Co.



THE WHO, having found their way to the charts with "Pictures of Lily," has signed with Vox guitar and amplifier division of Thomas Organ Co. to endorse product.



NEW SHOWROOM-WAREHOUSE was shown off last week by M. Hohner, Inc. in Palo Alto, Calif. Preparing to take a tour are, from left, electronics technician Rudi Kreiser, national sales manager Galen Stine, Northwest representative Harold Munson and Western sales manager Horst Mucha.

Radio-TV programming

Pams' Leader Meeks Makes Top 40 Jingle

By CLAUDE HALL

DALLAS — Bill Meeks, Pams' president, didn't invent top 40 radio, but it's quite likely that top 40 radio wouldn't be where it is today if there hadn't been a Bill Meeks. Meeks helped give top 40 radio its zing . . . its identification.

Meeks, a musician at home on saxophone, clarinet, or flute, got into the jingles-producing business while serving as air personality and salesman with KLIF here in 1947. . . "the first jingles I ever heard of," he said. He remembered one of those jingles as slashing at TV: "No worn-out old-time movies, no picture tubes to fail. . . ." It should be pointed out that Gordon McLendon, head of KLIF, was one of the pioneers in top 40 radio.

When Meeks began selling some of his jingles to other radio stations, "an odd thing began to happen. These stations began to climb in ratings." In 1951, Meeks started Pams. That first year of business, Pams did \$300,000 worth of business. Meeks expects to close out 1967 with more than \$1.5 million in business. Some of this will be logos for all four of ABC's new networks. Meeks was in town last week working on the project. In addition, is branching out of the pop music field to also specialize in r&b and country music formats. Pams tailored the jingles used on WVON in Chicago; the station climbed to No. 1 in a recent general pulse audience survey and, as Meeks put it, "We were there when it happened." Meeks is also going into the TV field on a larger basis.

Started in 1936

Meeks entered the radio business in 1936 with WRR in Dallas playing with a kid band called the Humdingers. The late Ben Ribble was a member of the band. They had a Sunday show on the station called "Primrose Parade" sponsored by an oil company. Then Meeks entered North Texas State. He continued to perform, substituting with bands like the Light Crust Dough Boys and the Cass County Kids. It was about this time that he met McLendon, who encouraged him to become a KLIF salesman. KLIF had two salesmen, Meeks and a man named Bruce Collier. Meeks said he had Collier's phone tapped "so I'd know who his clients were. I had to . . . he was really a slick salesman."

While selling advertising, Meeks was also a deejay. At one point he had a CBS network show starring one of his bands—the Circle Five Ranchhands—that originated out of Houston (the entire band would drive down from Dallas every Saturday). He had also a live show with a band daily remote from a Dallas used car lot.

Employs 33

Today, he operates a firm employing 33 (most of whom are professional musicians) and keeps two studios in Dallas busy. To illustrate the flexibility of his staff members, Rick Sklar, program director of WABC in New York, and Walter Schwartz, then general manager of WABC, once saw Pams' Tommy Lloyd at work in the studio on trumpet. Later the same day,

they saw and heard Lloyd playing in a band at the State Fair. That night, visiting the local Levee nightclub, Schwartz and Sklar were again surprised to see Lloyd, this time playing in the club band. He saluted WABC by, right in the middle of "Sweet Lorraine," playing the WABC logo.

Meeks said that the turning point for Pams was in 1960 when he came up with a variable logo recording method to allow the various logos of stations to be recorded over the same big band instrumental, giving every station its own big band sound.

Besides having jingles packages in every major market in the U. S., Pams products are



KAI WINDING, OPENING A month's engagement at Shephard's at New York's Drake Hotel, visits with the radio industry. From left: Monitor's Steve White, WNEW's Ned Powers, Winding, WVNJ's Joe Pellegrino, WHN's Jim Ameche and WPIX-FM's Charles Whitaker.

in countries like Australia, Great Britain, Canada, Honolulu, Mexico, and South America. The firm just completed logos for the new BBC pop music programming service in England.

ASHLEY TO BOW TV SEG FILMED IN NASHVILLE

NASHVILLE—Ashley Records in January will bow TV series featuring Leon Ashley and Margie Singleton. Ashley, besides being a recording star, is president of the firm. The 13-week series will be different from other country music shows being presently produced in Nashville, Ashley said, as it will explore in depth the background of the guest artists appearing each week. Don Tweedy, a&r director of Ashley Records, will direct the new show. Ed Hamilton, label promotion director, will emcee and act as talent co-ordinator. Ashley will begin filming the shows in Nashville in December. Some 15 markets have already been lined up to expose the show.

CBC Song Market to Begin Its 2d on Jan. 1

TORONTO — The Canadian Broadcasting Corp. has announced that CBC Song Market, a competition for amateur and professional Canadian songwriters, was such a success that a second contest will begin Jan. 1.

The first competition was launched in October 1966, and attracted more than 3,000 entries, with 32 of the best songs broadcast in a series of programs on the CBC radio network. Initially, the first prize of \$2,000 was to be accompanied by an RCA Victor recording of the winning song. However, the high standard of entries led RCA Victor to release a full album containing the win-

ning song, three finalist and eight semi-finalist entries, sung by various Canadian artists.

Deadline in the second competition is March 31. The 32 songs selected for broadcast will be aired on the network beginning in July 1968, with the winning song announced in the fall.

Judges for the first competition were Arthur Schwartz, who wrote such hits as "Dancing in the Dark," "Something to Remember You By," and "You and the Night and the Music"; RCA Victor a&r director Wilf Gillmeister, Montreal choral director and singer Ray Berthiaume, and CBS singing star Juliette.

WGEZ Bows Night-Timer

BELOIT, Wis. — WGEZ bowed a night-time country music program Monday (20), announced Raymond W. Grandle, general manager and owner. This makes the station virtually a full-time country music station. It's country from sign-on to 6:30 a.m., then intersperses country music with Easy Listening until a full hour of country music at noon. The station mixes country records with Easy Listening records until 7:30 p.m., when it shifts to solid country handled by Bob Soeder. Howard Laney is program director and handles the morning and mid-day country shows.

COKE, COSBY RADIO TIE

NEW YORK — Comedian/singer Bill Cosby of Reprise Records has been signed by the Coca-Cola Co. to do a series of five-minute comedy radio programs five nights a week. The show will be aired on the major Hot 100 radio stations in the 500 major markets nationwide. Ira C. Herbert, vice-president of Coke, said the new show represented an investment of \$1 million. Frank Buxton is producer. The show marks the continuing drive of Coke to reach the teen-age market.

Pirate Veronica Gal With Flags Flying

HILVERSUM, Holland — The good ship Veronica is a pirate radio station that hasn't been scuttled—and it isn't likely to be. Veronica pays not only taxes, but royalties to BUMA-Stemra and literally goes overboard to stay afloat. Owned by Dirk, Bul, and Jaap Verwey, Radio Veronica is located on a former fishing vessel six miles off the coast of Holland. It's been on the air seven-plus years and its 10,000 watts range as far as England at night. The format is a potpourri, but mostly Hot 100 records. In fact, Willem Van Kooten, who's program director of the station and uses the air name of Joost de Draaier (it translates as Joost the Spinner), says the specialty of the station is making hits. His own show seems to be a good example of the atmosphere of the station; it's called "Joost Mag Het Weten (Joost Can Pick 'Em)."

A printed playlist is the basic programming tool of the station. It features 40 of the major-selling singles in Holland, Monday each week to between 60 and 70 retail outlets, said Van Kooten. The Nov. 4 playlist showed the Bee Gees (on Polydor in Holland) sitting at No. 1 with "Massachusetts." "Homburg" by the Procol Harum on Stateside Records was No. 2. No. 3 was "The Letter" by the Boxtops, also released on Stateside there. A local record—"Melodia" by John

Woodhouse on Philips Records—was No. 4.

Fourteen of the 40 records were locally produced and included, besides Woodhouse, artists such as the Golden Earrings, the Buffoons, the Heikrekels, the After Tea, the Shoes, Heintje, Johnnie Kraaykamp & Rijk de Gooyer, Sandy Coast, and Gert en Hermien Timmerman. The station tries to provide a variety of music. Monday night, there's a program of hours of r&b, Tuesday night there's a similar period set aside for country music; Wednesday, classical; Thursday, Indonesian; Friday, country music; Saturday, an hour each of French and Italian and Spanish music; Sunday, Greek music.

The major competition of Radio Veronica is probably Hilversum III, the government-owned pop music operation. But, regardless of the competition, Radio Veronica appeals to an average of some 700,000 listeners every half hour according to the latest surveys, said Van Kooten. The station, like the U. S. Hot 100 stations, uses all tight production meth-

(Continued on page 22)

CINE Cites ABC's 'Pop'

WASHINGTON — "Anatomy of Pop: The Music Explosion," an ABC-TV network special produced by Stephen Fleischman, was honored last week by the Council on International Non-Theatrical Events (CINE). The show, which surveyed contemporary music, was judged "most worthy to represent the U. S. in foreign competition" by CINE. CINE is a voluntary non-profit organization which acts as a clearing house of American-produced films and TV shows for submission at overseas film festivals. The show was one of three documentaries of ABC-TV so honored.

On Winters' Debut

HOLLYWOOD — Nancy Sinatra, the Doors, Ella Fitzgerald and Red Skelton have been signed to appear on the debut of the new "Jonathan Winters Show" on CBS-TV Dec. 27. Sheldon Keller is producer of the weekly hour color comedy-variety series; Jorn Winters is director.



JACK WALKER, CHAIRMAN of the board of the National Association of TV and Radio Announcers, presents a \$3,000 insurance payment to the widow of Earle W. Robinson, a member of the Metropolitan Chapter. It was the first insurance paid by NATRA under the new group insurance plan. Del Shields, executive secretary, supervises proceedings at right. Oscar Abramson, agent for Hamilton Life Insurance Co., looks on at center.

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ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS

Tannen: Music Key to Success

SILVER SPRING, Md. — Too few managers pay attention to the music on their stations, when it's actually "the major product they sell. The position the station has in the market vitally depends on its music," said Ernie Tannen, who owns a flock of stations that all feature different formats.

Tannen, a former air personality, is president of firms which own WEEZ in Chester, Pa. (a country station that beams into Philadelphia); WYRE in Annapolis (a Hot 100 station); WDMV in Pocomoke, Md. (middle-of-the-road), and WCCC, Hartford, Conn. (Easy Listening). He has the knack of taking a loser and turning it into a profit-maker. To illustrate how well Tannen's operations do, WYRE business was up 50 per cent last September over

the previous September. WCCC, which he bought last April, is already producing "fantastic" reaction.

His formula for success is based on what he considers sound principals of marketing. "I never buy a station unless I can find a unique programming pattern for the market that already doesn't exist. Tannen is also now setting up an agricultural network — Agradio — which will be primarily a sales network.

Every radio station has to have a degree of community involvement, he said. One way to do this is to put somebody from the community on the air. "Everything I do is based on very thorough market research. In Chester, where WEEZ is located, the area has one of the highest concentrations of indus-

try in the State — over 1,000 firms involved in everything from ship-building to making tools. I asked one of the business leaders if he had a problem. He said, 'Yes, in communicating the firm's contribution to the community.' Out of this was born a special feature called 'Industry Speaks' where the president of an area firm describes what his business makes, how many people it employs, and its contribution to the community."

As for the music format, this should be determined in any market by "what does not exist . . . the object is to be unique. You've got to be known as the station that plays country music or the station that plays Easy Listening music . . . whatever your format is."

Tannen started in radio in 1944 at WSAP in Portsmouth, Va. (the station is now WABE). He remembers getting a call every night from owner Trim Aydlett requesting "Bluebird of Happiness." Tannen eventually became program director of the station. After a year and a half, he joined WGAY in Silver Spring, Md., to work program director under John Kouge and Joe Brechner (Brechner is now owner of WFTV-TV in Orlando, Fla.).

In 1952, Tannen decided he wanted to advance into management only to be told he needed sales background. Brechner gave him a job as sales manager. "There's no question that the man who approaches sales from program-

RCA PUSH ON 'PORTOBELLO'

NEW YORK — RCA Victor is promoting "Portobello Road," a single by the Spectrum, through a short film of a performance of the song. The film shows the group wandering in and out of shops on Portobello Road. Victor field and promotion men will use the film in special screenings for disk jockeys and dealers and also on TV. The disk was produced by RCA Great Britain.

KOKE in Expansion

AUSTIN, Tex. — Radio station KOKE, country music station here, announced last week it has filed a request with the Federal Communications Commission to purchase KAZZ-FM here and change it to country music. Ron Rogers, general manager of KOKE, said if the FCC approves, KAZZ-FM will change its call letters to KOKE-FM and be the city's first full-time country music station. KOKE is a daytime-only station. Rogers said the purchase price would be \$70,000.

ming has an advantage," Tannen said.

Then he joined WILY in Pittsburgh, a station had been bought by Kouge (it was the old WPGC) and switched to r&b. Four years later, Tannen went to Washington to head up a five-station group for Kouge. A year later he bought WDMV.

Veronica Gal With Flags Flying

• Continued from page 18

ods and a jingles package. Programs are taped four to five days in advance in a studio in Hilversum because the weather is generally so rough where the ship is located that a deejay would have a tough time working.




Gerard de Vries, one of the deejays heard on Radio Veronica, is a Negram Records artist; he had a big hit a while back with "Deck of Cards." Van Kooten once made a record about five years ago, but insists "I'm not a singer." Besides his radio show, he also

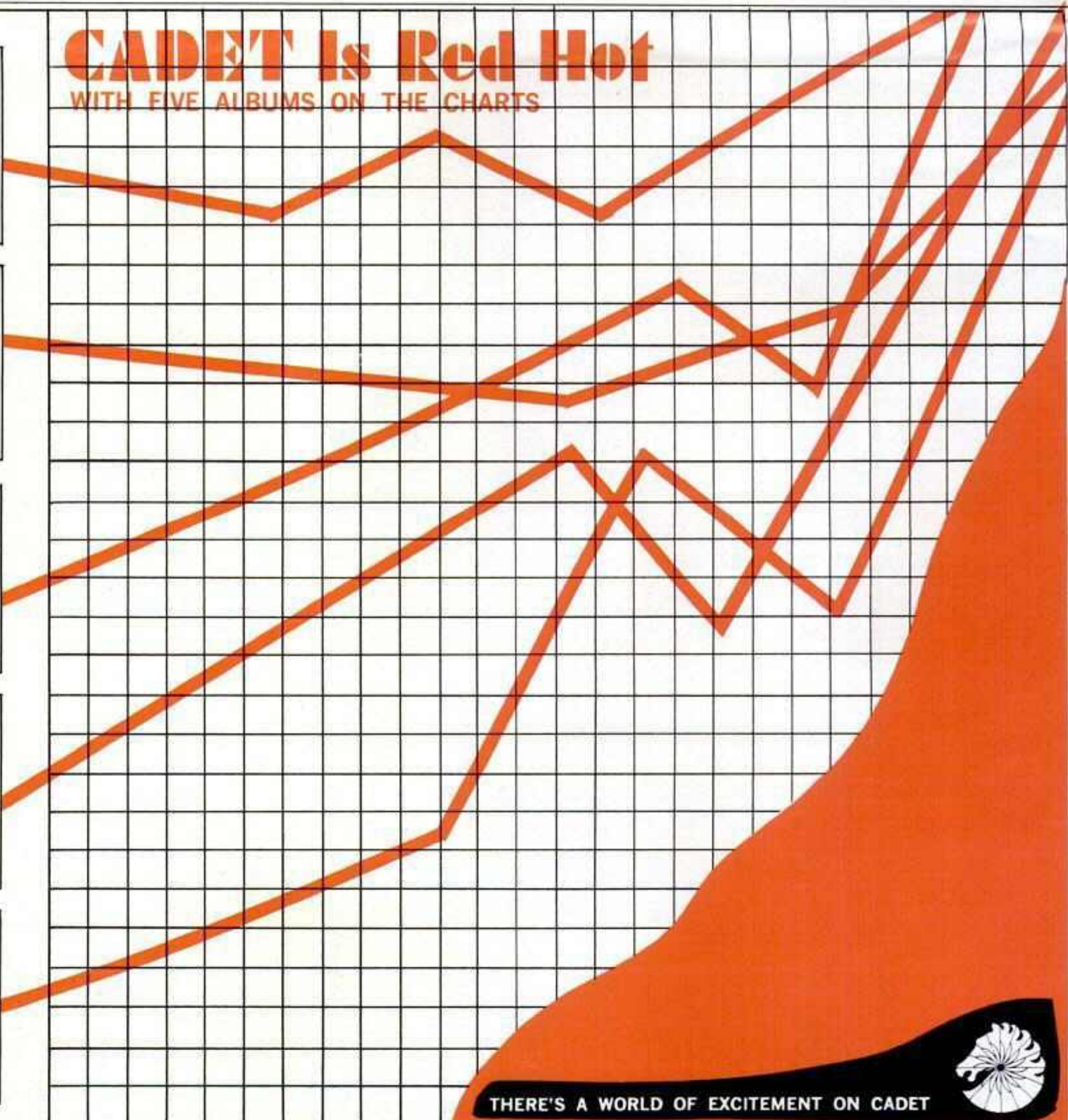
has a Hot 100 format TV show on AVRO-TV, the government-owned TV operation. The 35-minute show, free of commercials, is called "Moef Ga Ga (Move Go Go)."

To dramatize the eagerness of the station to break records, Van Kooten said that "Spicks and Specks" by the Bee Gees was a hit in Holland before their later release, "New York Mining Disaster," brought them fame in the U. S. The station is also playing the Vanilla Fudge, Herb Alpert, Mamas and Papas, Al Martino, and the Bar-Kays.

CADET Is Red Hot

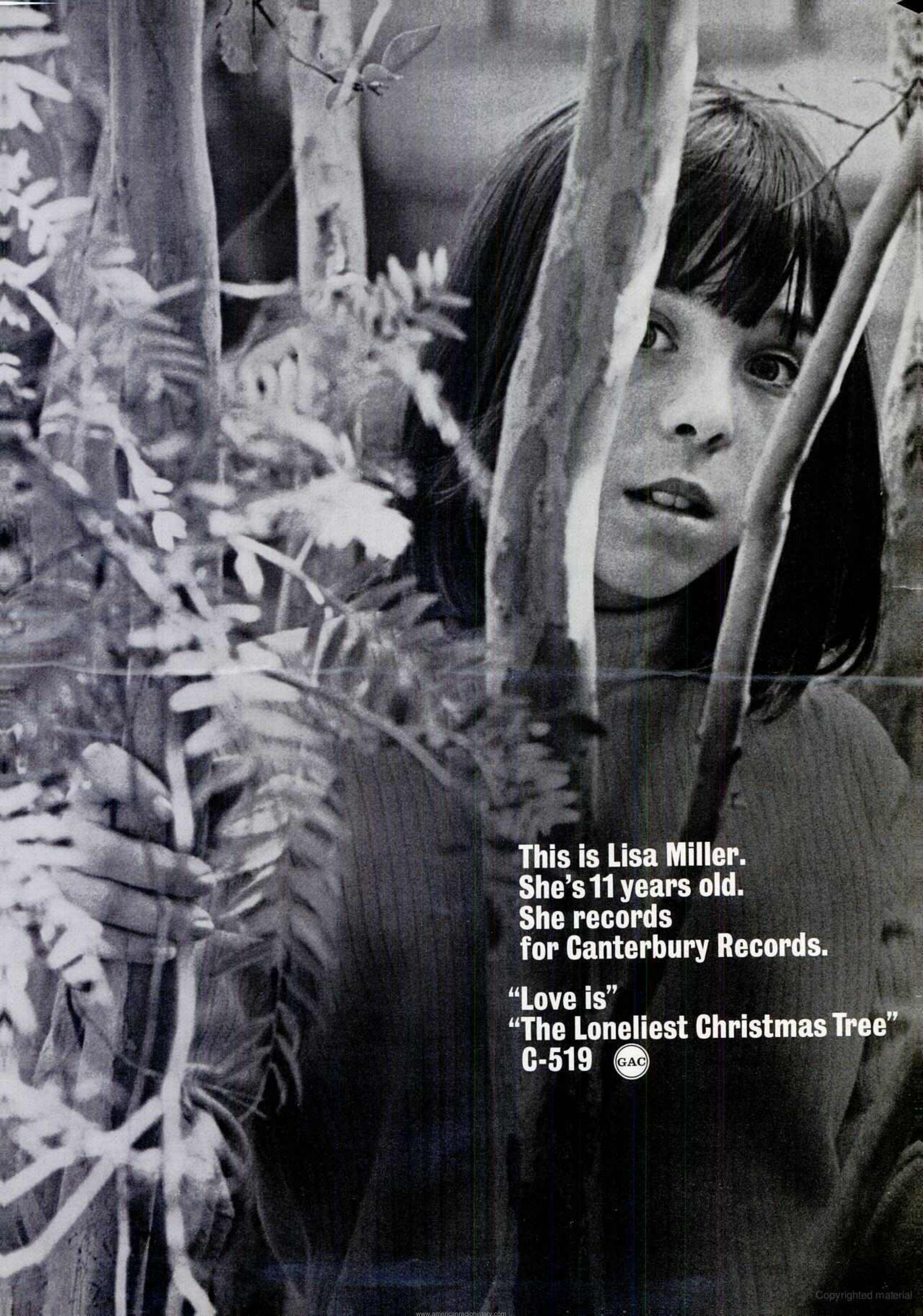
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"The Loneliest Christmas Tree"
C-519** 

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DAY

IS

HERE

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
Billboard Award	6	I HEARD IT THROUGH THE GRAPEVINE... Gladys Knight & the Pips, Soul 35039 (Jobete, BMI)	6
2	1	SOUL MAN Sam & Dave, Stax 231 (East/Pronto, BMI)	12
3	3	(Loneliness Made Me Realize) IT'S YOU THAT I NEED Temptations, Gordy 7065 (Jobete, BMI)	7
4	4	I'M WONDERING Stevie Wonder, Tamla 54157 (Jobete, BMI)	7
5	2	A NATURAL WOMAN Aretha Franklin, Atlantic 2411 (Screen Gems-Columbia, BMI)	9
6	5	YOUR PRECIOUS LOVE Marvin Gaye & Tammi Terrell, Tamla 54156 (Jobete, BMI)	10
7	12	SKINNY LEGS AND ALL Joe Tex, Dial 4063 (Tree, BMI)	4
8	28	I SECOND THAT EMOTION Smokey Robinson & the Miracles, Tamla 54159 (Jobete, BMI)	3
9	7	EXPRESSWAY TO YOUR HEART (Double Diamond/Downstairs, BMI)	13
10	10	PATA PATA Miriam Makeba, Reprise 0606 (Xina, ASCAP)	9
11	11	GET IT TOGETHER James Brown & the Famous Flames, King 6122 (Dynatone, BMI)	6
12	20	I SAY A LITTLE PRAYER Dionne Warwick, Scepter 12203 (Blue Seas/Jac, ASCAP)	4
13	15	STAGGER-LEE Wilson Pickett, Atlantic 2448 (Travis, BMI)	4
14	18	EVERLASTING LOVE Robert Knight, Rising Sons 705 (Rising Sons, BMI)	9
15	17	BOOGALOO DOWN BROADWAY Johnny C, Phil-L. A. of Soul 305 (Dandelion/James Boy, BMI)	9
16	13	GET ON UP Esquires, Bunky 7750 (Hi-Mi, BMI)	14
17	8	WHAT'VE I DONE (To Make You Mad) Linda Jones, Loma 2077 (Zira/Floteca, BMI)	9
18	16	LOVE IS STRANGE Peaches & Herb, Date 1574 (Ghazi, BMI)	6
19	9	TO SIR, WITH LOVE Lulu, Epic 10187 (Screen Gems-Columbia, BMI)	7
20	22	PIECE OF MY HEART Erma Franklin, Shout 221 (Web IV/Ragmar, BMI)	6
21	44	YESTERDAY Ray Charles, ABC 11009 (Maclen, BMI)	3
22	14	SHOUT BAMALAMA Mickey Murray, SSS 715 (Macon, BMI)	10
23	19	NINE POUND STEEL Joe Simon, Sound Stage 7 2589 (Press, BMI)	10
24	37	HONEY CHILE Martha Reeves & the Vandellas, Gordy 7067 (Jobete, BMI)	2
25	23	MR. DREAM MERCHANT Jerry Butler, Mercury 72721 (Saturday, BMI)	6
26	26	ALL YOUR GOODIES ARE GONE Parliaments, Revilot 211 (Groovesville, BMI)	5
27	43	O-O, I LOVE YOU Dells, Cadet 5574 (Chervis, BMI)	2
28	50	IN AND OUT OF LOVE Diana Ross & the Supremes, Motown 1116 (Jobete, BMI)	2
29	46	I'LL BE SWEETER TOMORROW O'Jays, Bell 671 (Zira/Floteca/Mira, BMI)	2
30	35	WHERE IS THE PARTY Rita Ferguson, Compass 7009 (Frabob/Palo Alto/Dakar, BMI)	4
31	48	LOVE POWER Sandpebbles, Calla 141 (Unbelievable, BMI)	2
32	32	SWEET, SWEET LOVIN' Platters, Musicor 1275 (Catalogue, BMI)	5
33	33	ON A SATURDAY NIGHT Eddie Floyd, Stax 233 (East, BMI)	4
34	27	TELL HIM Patty Drew, Capitol 5861 (Beechwood/Edgewater, BMI)	8
35	—	WHEN YOU'RE GONE Brenda & Tabulations, Dionn 504 (Dandelion, BMI)	1
36	38	TELL MAMA Etta James, Cadet 5578 (Fame, BMI)	3
37	—	I'M IN LOVE Wilson Pickett, Atlantic 2448 (Pronto/Tracebob, BMI)	1
38	—	OOH BABY Deon Jackson, Carla 2537 (Gaucho/McLaughlin, BMI)	1
39	39	HE AIN'T GIVE YOU NONE Freddie Scott, Shout 220 (Web IV, BMI)	4
40	45	SOCKIN' 1-2-3-4 John Roberts, Duke 425 (Don, BMI)	2
41	41	SHAME ON ME Chuck Jackson, Wand 1166 (Lois, BMI)	4
42	42	YOU'VE MADE ME SO VERY HAPPY Brenda Holloway, Tamla 54155 (Jobete, BMI)	5
43	—	BACK UP TRAIN Al Greene & the Soul Mates, Hot Line 15,000 (Tosted, BMI)	1
44	49	I CALL IT LOVE Manhattans, Carnival 533 (Sanavan, BMI)	2
45	—	GOOD, GOOD LOVIN' Blossoms, Reprise 0639 (Screen Gems-Columbia, BMI)	1
46	—	A LOVE THAT'S REAL Intruders, Gamble 209 (Razor Sharp, BMI)	1
47	—	A TOUCH OF THE BLUES Bobby Bland, Duke 426 (Don, BMI)	1
48	—	THIS THING CALLED LOVE Webs, Pop-Side 4593 (Emalou/Andros, BMI)	1
49	—	HEY JOYCE Lou Courtney, Pop-Side 4594 (Emalou, BMI)	1
50	—	WHAT ABOUT YOU O. V. Wright, Back Beat 586 (Jec, 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
Billboard Award	1	DIANA ROSS & THE SUPREMES GREATEST HITS Motown M2-663 (M); MS 2-633 (C)	10
2	4	A DAY IN THE LIFE Wes Montgomery, A&M LP 2001 (M); SP 3001 (S)	6
3	2	FOUR TOPS GREATEST HITS Motown M 662 (M); MS 662 (S)	10
4	5	RESPECT Jimmy Smith, Verve V 8705 (M); V6-8705 (S)	6
5	3	ARETHA ARRIVES Aretha Franklin, Atlantic 8150 (M); SD 8150 (S)	15
6	6	WITH A LOT O' SOUL Temptations, Gordy M 922 (M); S 922 (S)	17
7	10	THE TEMPTATIONS GREATEST HITS Gordy 919 (M); S 919 (S)	51
8	21	TO SIR, WITH LOVE Soundtrack, Fontana MGF 27569 (M); SRF 67569 (S)	3
9	7	MARVIN GAYE & TAMMI TERRELL UNITED Tamla T 277 (M); TS 277 (S)	9
10	11	SOUL MEN Sam & Dave, Stax 725 (M); SD 725 (S)	3
11	19	DIONNE WARWICK'S GOLDEN HITS—Part 1 Scepter SRM 565 (M); SPS 565 (S)	3
12	13	MAKE IT HAPPEN Smokey Robinson & the Miracles, Tamla T 276 (M); TS 276 (S)	10
13	14	EVERYBODY NEEDS LOVE Gladys Knight & the Pips, Soul 706 (M); S 706 (S)	6
14	15	BEST OF WILSON PICKETT Atlantic 8151 (M); SD 8151 (S)	3
15	17	ALLIGATOR BOOGALOO Lou Donaldson, Blue Note BLP 4263 (M); BLP 84263 (S)	5
16	9	GROOVIN' Young Rascals, Atlantic 8148 (M); SD 8148 (S)	16
17	16	ODE TO BILLIE JOE Bobbie Gentry, Capitol T 2830 (M); ST 2830 (S)	8
18	8	I WAS MADE TO LOVE HER Stevie Wonder, Tamla T 279 (M); TS 279 (S)	10
19	29	DANCING IN THE STREET Ramsey Lewis, Cadet LP 794 (M); LPS 794 (S)	3
20	20	SUPER HITS Various Artists, Atlantic 501 (M); SD 501 (S)	16
21	18	REACH OUT Four Tops, Motown M 660 (M); MS 660 (S)	17
22	22	TAKE A LOOK Aretha Franklin, Columbia CL 2754 (M); CS 9554 (S)	4
23	—	GROOVIN' WITH THE SOULFUL STRINGS Cadet LP 796 (M); LPS 796 (S)	1
24	24	ARE YOU EXPERIENCED? Jimi Hendrix Experience, Reprise R 6261 (M); RS 6261 (S)	8
25	25	WINDOWS OF THE WORLD Dionne Warwick, Scepter SRM 563 (M); SPS 563 (S)	12
26	27	I NEVER LOVED A MAN THE WAY I LOVE YOU Aretha Franklin, Atlantic 8139 (M); SD 8139 (S)	35
27	26	SILK & SOUL Nina Simone, RCA Victor LPM 3837 (M); LSD 3837 (S)	3
28	12	COLD SWEAT, Parts 1 & 2 James Brown & His Famous Flames, King 1020 (M); S 1020 (S)	10
29	23	HERE WHERE THERE IS LOVE Dionne Warwick, Scepter SRM 555 (M); SPS 555 (S)	47
30	—	HIGHER AND HIGHER Jackie Wilson, Brunswick BL 54130 (M); BLP 754130 (S)	1

Diamond Going After New Vistas

By HANK FOX

NEW YORK — After two years and 15 hit compositions, singer-writer Neil Diamond feels secure enough to go out on a limb. "There's a tendency not to rock the boat," Diamond said, referring to writers who become entrenched in their own clichés once they've had a hit. "Still," he continued, "there are very few consistent hit writers around."

Diamond, besides his own seven hit recordings, has written tunes for other artists such as Ronnie Dove ("My Babe"), the Monkees ("I'm a Believer") and "A Little Bit You, a Little Bit Me" and Jay and the Americans ("Sunday and Me").

"If a writer takes himself seriously," Diamond said, "he will constantly experiment with not necessarily avant-garde material but with relatively untried musical and lyrical material." Diamond's next album is written specifically as a unified package, with the possibility of any single emerging being remote. His next single, "Shilo," is far out, the writer said. The song is about a man who reverts to his childhood. As his story un-

Vox Band Contest, Film Part to XL's

LOS ANGELES—The XL's, a rock group from Iowa City, won the nationwide Vox Band Contest and a part in the film "A Time to Sing, a Time to Cry," starring Hank Williams Jr.

The XL's, who have been playing for four years, consist of Gary Martin, Joe McClean, Les Thede, Mike Heinrich, Bob Guy and Jim Grothusen.

Second in the contest, sponsored by Vox Guitar and Amplifier Division of the Thomas Organ Co., was the Front Row of Sanbury, Pa., while third place went to Les Deux Garçons of Erie, Pa.

Buckley Fires Away With A Folk-Rock-Blues Barrage

NEW YORK — Drawing heavily from his latest Elektra Records album, "Goodbye and Hello," Tim Buckley put on a dazzling display of folk-rock-blues at the Garrick Theater here Monday night (13).

Buckley falls roughly in the Bob Dylan bag, at least in appearance and type of repertoire.

He skillfully combines elements of raga, rock and poetry in an emotional blend.

His support—from Lee Underwood on guitar, Carter Collins on percussion, and Ian Underwood on piano and organ—was magnificent. The group hit its peak on the 15-minute "Hello and Goodbye."

Buckley himself, as a singer and guitarist, must certainly be rated as one of the more imaginative and talented of the folk-rock performers. His arresting

brand of showmanship is on a par with his vocal talents.

AARON STERNFIELD

Diamond, as other contemporary writers, is moving in a multidirectional path. Aside from writing strictly for records, the 22-year-old musician is looking toward original film scoring and acting. "Movie producers realize that they can't buy as much promotion as they can get with a good film track," said Diamond, who is negotiating for a part in an upcoming production. "The musical theme is becoming a hotly sought-after property."

Another field which is luring many writers is commercial advertising. Diamond has completed several radio commercials, but will be more selective in the future. "The one trouble with many of the agencies," he said, "is that their staff writers compose all the material and want us to put our names to it." Diamond wants songwriters to play a creative role in any commercial material they are asked to be part of.

When Diamond is not writing, which is on weekends, he is out on the concert trail. He performs mostly at colleges and clubs. "Collegians listen carefully. When they enjoy the music, they give you an honestly enthusiastic response. They give a performer incentive. Any performer who believes the screams of a young teen-age audience is deceiving himself."

WRVR-FM Will Air Congress Concerts

NEW YORK — WRVR-FM here will broadcast the 28 Sunday concerts of chamber music from the Coolidge Auditorium of the Library of Congress in Washington. The Julliard String Quartet appears on 10. Some of the other performances will feature the New York Chamber Soloists, the Riverside Singers, and the Philadelphia Woodwind Quintet. A grant from Music Masters, New York, made the series broadcast possible.

NLRB: Talks Not In Leaders' Hands

RENO — Individual musicians, not their leaders, should bargain with nightclubs for their wages, the National Labor Relations Board has ruled. Previously, clubs held that band leaders were the employer of the musicians. Now, the NLRB says that leaders are not independent contractors but employees of their respective club.

Lake Tahoe and Reno musicians had staged a walkout on Memorial Day, 1966, charging clubs would not negotiate with them. The NLRB had issued a complaint against the union but later ruled in favor of the musicians.

So You Want to Produce Record? Sherman Reveals How in Series

NEW YORK — The techniques of the recording studio have become so intricate and so important to the success of a record that Garry Sherman, arranger-producer, has taken on the guise of tutor and through the Billboard will guide the young musician and/or record producer through the maze of the "mix." The following is the first in a series of articles in which Sherman will discuss his formula for making records.

Modern recording techniques and devices, says Sherman, have made it possible to enter a studio with a vocal group of four and leave with the sound of a chorus of 400. "In the past," he adds, "this process would have required 100 generations of the entire tape, but today we can keep our original rhythm tracks completely undisturbed, and by controlling our levels and paying attention to a few simple techniques, end up with a truly spectacular vocal or instrumental sound."

"To do this," Sherman advises, "we need a 4-track (or more) sel-syn machine. This machine is normally used when one wants to replace a per-

formance on a track without losing a generation. What few people realize is that it can also perform other functions that have led to the following recording techniques.

"1. Track Jumping—the sel-syn apparatus enables us to jump or transfer a sound from one track to another as long as there is a buffer channel separating them. This buffer channel prevents the possibility of a feedback (i.e., if we have a recorded sound on track 1, we can transfer this sound within the same tape segment to track 3, leaving track 2 to act as buffer. Any sound on this buffer track remains as it is. It will neither affect the jumping track, nor be affected by it).

"2. Combining Two Tracks in a Jump—in this technique, two already recorded tracks are mixed and jumped to a third track. Again we must allow for a buffer channel to prevent feedback. Should you desire any equalization or special effects on the tracks you are combining, you would have to apply them during the jump.

"3. Sound on Sound (combined with a track jump)—in this technique, an already recorded track is jumped to another track, but during the jump it is mixed with a new recorded sound, allowing for a buffer channel. Again, any equalization or special effects should be applied during the process.

"These three techniques enable us to free tracks for further recording or add multiple recordings to one channel without adding generations and distortion to the others. For example, we enter the studio with a group of four men who play instruments and sing. The first step is to record the instrumental background dividing the instruments between two channels. By using tracks 1 and 3, we leave tracks 2 and 4 open for our vocal gymnastics (track 3 serving as the buffer). Next, we record the four voices on either track 2 or 4. Now, by using the sound on sound technique combined with a track jump, we keep overdubbing the voices on themselves, bouncing them back and forth between channels 2 and 4 until we have 400 voices.

"This entire concept of recording is one that has grown out of experimentation and a drive to get bigger, more powerful sounds from smaller groups. While it has most adequately fulfilled this objective, it has also forced new concepts in other areas of recording, producing, and, of course, mixing."

Cheetah Sets Talent Hunt

NEW YORK — "Cheetah Showcase," a talent hunt sponsored by New York's Cheetah club designed to spotlight new talent in popular music, was disclosed at a meeting of high school and college editors, Friday (24).

A panel of judges will select the musical groups, singers and dancers to win a booking at Cheetah. Auditions will start in December.

Applicants are requested to write to the "Cheetah Showcase" Talent Hunt, Cheetah, Broadway at 53d Street, New York. A screening committee of Cheetah talent officials will then contact applicants, setting auditions at the club.

The talent search is also being conducted in Chicago and Los Angeles for the local Cheetah clubs.

WCKY Going Indie

CINCINNATI — Mrs. Jeanette Heinze, executive vice-president of WCKY Radio here, last week announced that the station has declined affiliation with any of the four ABC-proposed networks. Instead, Mrs. Heinze says, WCKY will go independent Jan. 1, with a strengthened and improved news operation of its own.

Singer Co. Talent Search

NEW YORK — The Singer Co. has initiated a nationwide talent search, with the finalist to be featured on an hour-long color TV special in September 1968.

Entrants for the contest, between the ages of 13 and 19, can obtain blanks at Singer Centers. Three winners — the top male, female and group vocalists and instrumentalists — will be chosen by stations in

the top 40 markets of the nation. Tapes by 120 semi-finalists will be screened in Hollywood to select nine finalists to appear on the TV special along with other entertainment.

Singer's TV talent hunt will be staged as a series over a period of seven years.

Three of the nine contestants will be grand prize winners. Prizes include recording contracts, a car, musical instruments, and Singer products.

(Ed. note: Since Sherman's time is at a premium, reader response to this first article would help draw him out of the recording studio to continue the series. Please write to Mike Gross, c/o Billboard, 165 West 46th Street, New York 10036. Next week's article: Errors in "Mixing.")



Hank Thompson recalls a lost love, with a song of lament in his newest album, "Just an Old Flame," (Capitol T2826-M, ST2826S). "Just an Old Flame," is by far the star of this album. But it includes a fine rendition of "Gotta Have My Baby Back." Another high point is one of Hank's own tunes "It's Better to Have Loved a Little."—sung with meaning and emotion. The guitar that backs him has to have range and finesse for songs like these. Hank chooses a Gibson—the choice of professionals.

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Cake's Squashing Is Way to More Dough

LOS ANGELES — For an unknown act, the Cake, is beginning to win national attention. Having been bounced off the "Miss Teenage America" CBS-TV special Saturday (11) by a group of mothers of contestants because of the female trio's mod attire, the Decca artists have suddenly gained a degree of controversy which is turning them into a salable show business commodity.

Herb Nanas, agent with the William Morris Coast office who handles the act—as well as other rock groups out of the Charlie Greene/Brian Stone stable—had secured the beauty contest booking. The trio was supposed to perform and offer a contrast to the contestants. As a result of the pressure exerted on the show in Dallas by some of the contestants' mothers, the trio was told, two days prior to the telecasting, about the cancellation. Greene secured radio interviews for his act which resulted in a number of teen-age girls picketing the Dallas arena hours before show time.

As a result, Dallas Station KVIL invited the trio—Jeanette Jacobs, 16; Eleanor Barooshian, 17, and Barbara Lewis, 19—to headline a Saturday (2) concert at the Dallas Memorial Auditorium. A member of Dallas' social set, reading of the trio's cancellation, invited them to perform instead Saturday at

the first annual Dallas Deb Ball at the Brook Hollow Country Club. Performing without music, the girls sang a cappella, which gave Greene the idea for cutting them in this fashion. Last week he recorded them for a forthcoming Decca release.

The national publicity coming from the TV incident has already set Nanas working on guest shots for the Joey Bishop and Johnny Carson shows. A "Hollywood Palace" booking is already firmed. The three New York girls had made their debut on the "Smothers Brothers" CBS-TV show about a month ago performing in a shouting blues style. This image had been created on two singles for Decca. Now, Greene says, the girls are being groomed in a baroque mold and will only perform songs they write. According to Greene, Decca's supply of Cake albums was sold out following the TV cancellation.

Victor Has Ames In LP Spotlight

NEW YORK—Ed Ames is in the RCA Victor spotlight this month. He's represented on four new Victor albums: "When the Snow Is on the Roses," titled after his recent single release; the original TV cast album of "Androcles and the Lion"; the original TV cast album of

To Smash Collage Group, Effect, Not Effects, Counts

LOS ANGELES — In an era when studio effects dominate a group's sound, Smash Records has come up with a vocal quartet which doesn't use effects it can't duplicate in person.

Riding against the tide of and ringing echo chambers, is the Collage, an act signed by Mercury's Coast outpost and recorded by a&r director Steve Douglas. The group's debut LP bearing its name will be shipped shortly along with its first single, "Looking at a Baby."

Together only five months, the two girls and two guys aim for a niche midway between the soft sell-cleanly harmonizing quartets and the psychedelic, sternly gazing aggregations.

As a major ingredient in its support, Mercury plans a subsidization program covering weekly allowances, and the purchase of clothing and equipment. The act writes its own material and has a full-sounding style which stays clear of protest and the far-out type of lyrics.

First "booking" for the act is on the bill at a Thrifty Drug-store party later this month with Lawrence Welk and Frankie Laine.

The act has attracted a five-piece backup band for its debut on college campuses. Using the label's rehearsal hall at its Hollywood Boulevard offices the past several weeks, Collage has worked on strengthening its visual impact to add to its choral sound.

Accept Entries For Mobile Fest

NEW YORK — Registration is under way for the third annual Mobile Jazz Festival scheduled Feb. 16-17 at Mobile Municipal Theater. The first four schools to register for 1968 include: the Wavemen of Troy State College; the Mississippi College Stage Band; Northeast Louisiana State Jazz Ensemble; and Loyola University Stage Band.

Winners in the Mobile Jazz Festival, sponsored by Spring Hill College and the University of South Alabama, win a trip to Miami next May to compete in the Intercollegiate Jazz Festival.

Registration deadline for the Mobile Jazz Festival is Dec. 1, and Dec. 15 is the deadline for performance tapes to be submitted. Registrants should write the Mobile Jazz Festival, P. O. Box 1098, Mobile, Ala. 36601.

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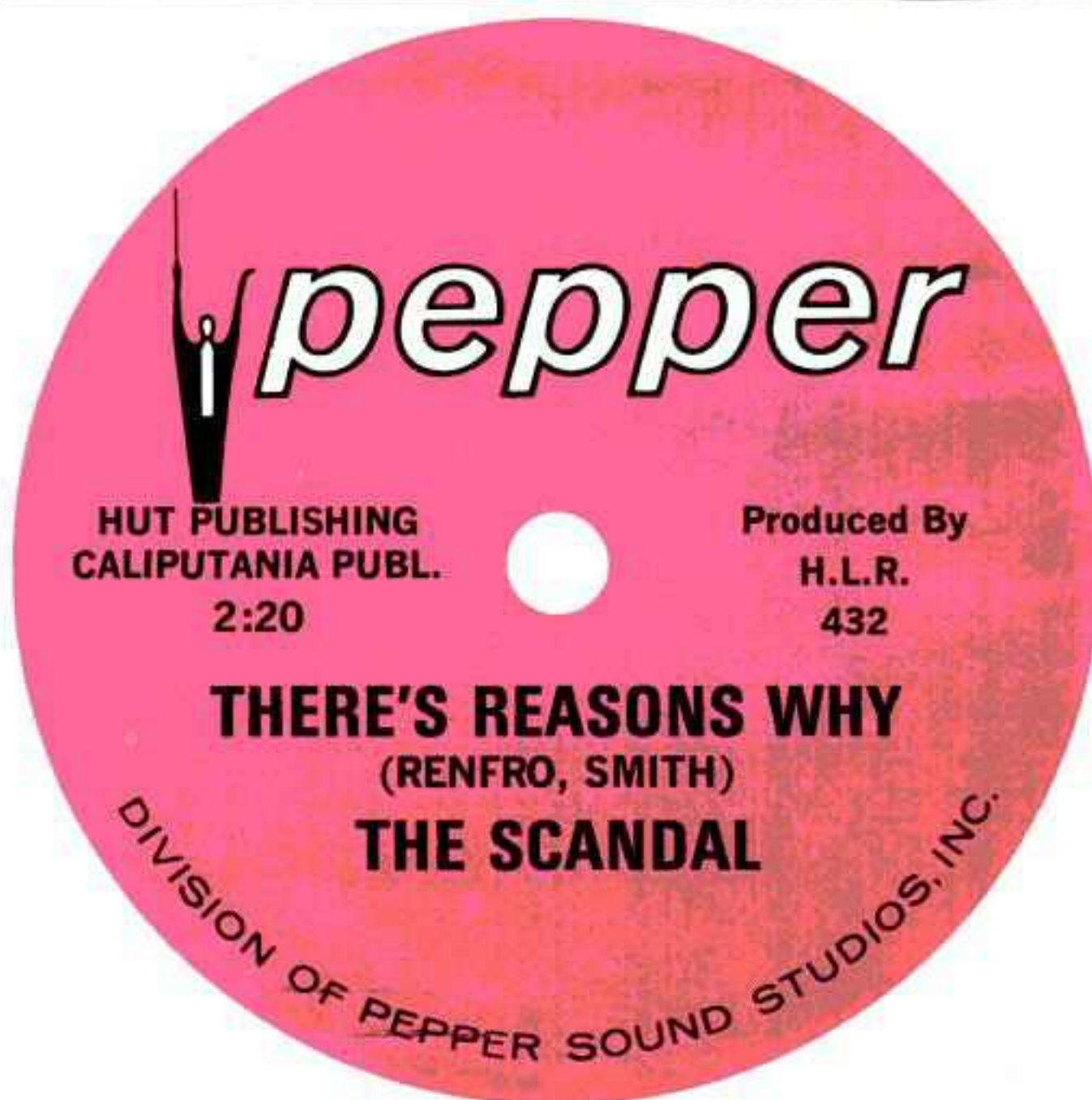
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THE KING OF THE TIGERS	RIDE, RIDE, RIDE	GLASS HUTTEN	BEALAFONTE
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Classical Music

Cardinal Success Points To Strong Medium \$ Mart

By FRED KIRBY

NEW YORK — The initial success of the Cardinal label indicates a strong market for intermediate priced classical product, according to Seymour Solomon, president of Vanguard Records, Cardinal's parent company. The first releases of the stereo-only line have exceeded projected sales, Solomon reported.

Herb Corsack, Vanguard national sales manager, said for the first time in his experience with the company, classical records have to be flown to deal-

ers the way hot pop product is. This is especially true of Mahler's "Symphony No. 2," with Maurice Abravanel and the Utah Symphony, which Solomon noted was out of stock.

The Mahler symphony, Cardinal's best seller to date, was considered a risky title to include in the initial release because there are existing versions conducted by Leonard Bernstein, Otto Klemperer, Bruno Walter and Georg Solti in the catalog, the last being a recent top seller for London Records.

But, the Abravanel version has been so successful, that Vanguard has contracted with another pressing plant to try to meet the demand.

Other leading Cardinal sellers have been an Ives orchestral collection with Harold Farberman and the Royal Philharmonic, a pairing of Mahler's "Symphony No. 5," by Vaclav Neumann and the Leipzig Gewandhaus Orchestra with excerpts from Berg's "Wozzek" featuring soprano Hanne-Lorre Kuhse, Bloch's "Schelomo" and "Israel Symphony" with Abravanel and the Utah, Monteverdi's "Vespro della Beata Vergine" conducted by Denis Stevens, and a Beethoven sonata recital by pianist Guiomar Novaes.

A three-record set due out early next year will have Farberman and the New Philharmonia Orchestra in Ives four symphonies, the first such collection in the catalog and the first time all four symphonies have been recorded by the same conductor and orchestra. The label is expanding into the avant-garde field with selections by Xenakis.

Solomon explained that Cardinal was created because there was not enough profit margin to handle new product on the low-price Everyman label, while name artists were needed for high price sales. New releases on Everyman will be almost exclusively reissues from Vanguard's catalog. Solomon doubted that there would be much licensed material on the line, since there still were several hundred cutout titles to draw from.

He said salability of artist and the cost of recordings were factors in determining Cardinal titles. He cited the Yale String Quartet, which has a Beethoven disk in the first release, noting it cost less to wax a chamber recording and also the \$3.50 list was helpful in introducing new artists.

Curiously, the intermediate price can produce greater returns to dealers than low price product and some high price material. In New York, where Cardinal is often discounted at \$2.97, dealers can realize about \$1.30, while low price product discounted at \$1.98 returns about 70 cents with less realized with greater discounting.

In addition to the avant-garde expansion, Cardinal is entering the semi-classical field current releases of Leroy Anderson and Gershwin by Abravanel and the Utah. Early next year, Cardinal will have another Gershwin album and a Jerome Kern title, also with Abravanel and the Utah. The Everyman line has expanded into the folk field, but only with reissues.

Also in Cardinal's future are albums by cellist Antonio Janigro, pianist Lili Kraus, oboist Harold Gomberg, and more product by the Yale Quartet and Novaes. The new line has bolstered all Vanguard product, including Bach Guild, according to Solomon with increased dealer acceptance and more in-store display. As Solomon sees it, the intermediate classical record is here to stay.



ALICIA DE LARROCHA signs an exclusive contract with RCA Victor, as Roger Seal a&r manager, looks on. Miss De Larrocha will cut her first Victor sessions in New York on Dec. 18, 19 and 20. Her initial repertoire will include French piano music.

Masterworks Promo Based on BB Charts

NEW YORK — Columbia Masterworks is continuing its successful promotion based on Billboard's Classical Charts. The promotion, which was instituted in May, is based on albums hitting the top of the chart.

A May 23 memo from Stephen Paul, then associate product manager for Masterworks under R. Peter Munves, director of merchandising for Columbia Masterworks, began the program. The memo to sales branch offices explained that new ad mats would be sent saying: "This is currently the best-selling classical record in America. Is it in your collection?" The flexible ad mat, which contained a picture of the album cover, cited Billboard as the authority for the statement.

The type is set and standing with the only change being the insertion of the album cover. The first set to be used in the campaign was Mahler's "Symphony No. 8" with Leonard Bernstein and the London Symphony, which was at the top of the chart for 18 weeks this year. Also hitting No. 1 was another two-LP package, "Horowitz in Concert."

The mats are timed to arrive at the branch offices so dealers can use them in time to take advantage of the following weekend's business. Offices are cautioned to check the charts

each week to make certain the albums are still No. 1 after the first week of insertion. The program was expanded to include posters with the same copy and larger album cover photos.

Columbia's home office here has received copies of ads from dealers throughout the country utilizing the mats. A June issue of Insight, Columbia's house organ, explained "Billboard chart position (has) always (been) important in promoting pop product," with the new approach for Masterworks the spreading of this idea into the classical field.

A Columbia official stressed the importance of backing up the No. 1 claim with the authority of Billboard's charts. Telegrams were sent to branch offices each week while an album was hot to determine whether the title was No. 1 so the ad could again be run. The Columbia official felt the promotion helped both albums, especially the Mahler, hold their own instead of dropping after hitting the top. Both albums are still on the charts.

The promotion, by calling attention to the chart position, also triggered other campaigns by dealers, such as a July mailing by Schmidt Music of Minneapolis to 3,000 consumers on the Mahler package. The type for ad mats and posters is ready to go for the next Masterworks chart topper.



HENRYK SZERYNG, violinist, renews his exclusive recording contract with Philips in Paris. Looking on are, from left, Pim Zalsman, director of the Classical Division of Philips Phonographic Industries; Yves Dandelot, Szeryng's manager; Jean-Francois Baudot, deputy artistic manager of Societe Phonographique Philips of Paris; Louis Hazen of Philips Phonographic Industries, and Alex Saron, Philips classical a&r manager.

San Francisco '66-'67 Report — Everything's Up But Money

SAN FRANCISCO — The San Francisco Symphony Association's yearly report for the 1966-1967 season shows record attendance, artistic and financial successes—and a record deficit.

The Symphony, in its 55th season, presented a record number of concerts (122) to a record paid attendance (just under 300,000) for a record gross operating income (\$729,026) including record sales from regular series tickets (\$486,585).

But hand-in-hand with the records were record deficit figures.

"It is obvious," says Philip S. Boone, president of the San Francisco Symphony Association, "looking at the rising season's deficits that high artistic standards, longer seasons and increasing deficits go hand-in-hand."

Total operating expenses for the season reached an all-time high of \$1,514,998, and produced an operating deficit of

\$785,972. The orchestra's annual fund drive was not enough to cover the deficit, and the organization's accumulated deficit is now \$266,000.

On the artistic side, the orchestra earned critical praise, performing a wide variety of concerts throughout California including a wide repertoire of 51 composers, explains Boone.

On the credit side, the orchestra debuted three West Coast premieres, one U. S. premiere and two world premieres.

On the debit side, the proposed budget for the new season, which begins Nov. 29, shows an operating budget of more than \$2 million and an anticipated deficit of \$545,000 based on a 35-week season.

"A partial answer to the orchestra's plight," believes Boone, "is the Ford Foundation Matching Gifts program which seeks to raise \$3 million in the next four years to be eligible for a Ford Foundation Grant of \$2 million."

Classical Notes

Pina Carmirelli makes her New York Philharmonic debut Thursday (30) in Mendelssohn's "Violin Concert." William Steinberg will conduct. The program will be repeated four times. . . . Phyllis Curtin sings her first Metropolitan Opera, Mrs. Ford, in Verdi's "Falstaff" on Tuesday (28). Milka Stojanovic performs her first Met "Gioconda" on Saturday (2), when Nell Rankin sings her first seasonal Laura. Anna Moffo and Mario Sereni sing their first Met performances this season in Verdi's "La Traviata" Thursday (7). The season's first "Mourning Becomes Electra" is slated for Saturday (9) with last season's world premiere cast headed by Evelyn Lear, Marie Collier, John Reardon, Sherill Miles and John Macurdy. Pianist Byron Janis appears with Howard Mitchell and the Washington National Symphony on Tuesday (28) and Wednesday (29). . . . Violinist Jaime Laredo gives a Carnegie Hall recital on Sunday (3) for the Cuban Society for Culture and Fine Arts. . . . The Evelyn Auslander Memorial Award and the Mr. and Mrs. Bromwell Ault Award have been added to the prizes at the semifinals of the Metropolitan Opera National Council Regional Auditions, raising to 13 the number of

2,000 awards to be given. The Eastern Regional Auditions are slated for Tuesday (5) to March 5. The deadline for applications is Jan. 1. The auditions are open to singers age 19-35.

Pianist Rudolf Serkin will give an all-Beethoven recital at Carnegie Hall on Tuesday (5). . . . Pianist Alicia de Larrocha will appear at Carnegie on Thursday (7). . . . Soloists in Handel's "Messiah" with Enrique Garcia-Asensio and the Washington National Symphony on Saturday (2) will be soprano Suzanne Brock, mezzo-soprano Jane Hobson, tenor Joseph Sopher and bass Jack Davison. . . . John Browning will be soloist in Prokofiev's "Piano Concerto No. 3," with Erich Leinsdorf and the Boston Symphony on Tuesday (28) in Symphony Hall, and Wednesday (29) and Friday (1) at Philharmonic Hall. Pianist Malcolm Frager will be soloist with the orchestra at Carnegie Hall Saturday (2). The orchestra will play at Rutgers University Thursday (30).

Pablo Calas, Alexander Schneider, Victor Tevah, Jesus Maria Sanroma and Olga Iglesias are participating in the El Salvador International Music Festival, which ended on Friday (17).

Ferras Plays Nigg's Work

NEW YORK—Christian Ferras was brilliant as soloist in the New York premiere of Serge Nigg's "Violin Concerto," with George Trautwein and the Minneapolis Symphony at Carnegie Hall on Nov. 16, but the rhapsodic work seemed elusive to follow. Ferras, who performed the concert's world premiere in Paris in 1960, has recorded the piece for Deutsche Grammophon. It has been released on the low price Heliodor label here.

Trautwein, who was making his New York conducting debut as replacement for Stanislaw Skrowaczewski, conducted the fine orchestra cleanly, with Skrowaczewski's new arrangement of Szymanowski's "Symphony No. 2" a real delight. By tightening the symphony, Skrowaczewski has produced a work that could win favor. The orchestra also was in top form in the Prelude and "Liebestod" from Wagner's "Tristan und Isolde," and the suite from Stravinsky's "The Firebird." Unfortunately, most of the orchestra's only recordings are older pressings on Mercury, Mercury Wing, and Philips World Series.

FRED KIRBY

Previn, Houston Tour Set April 18

HOUSTON — Andre Previn and the Houston Symphony begin the first of two annual East Coast tours on April 18. A May 7 concert is slated for New York's Philharmonic Hall. The orchestra also has booked a three-week tour for April and May of 1969.

Three One Dollar Concerts are listed for December, January and March here under Previn, associate conductor A. Clyde Roller and Percy Faith. Receipts on single concert sales this year, the first with Previn as music director, are about 44 per cent ahead of last season's figures.

The Manuscripts of Schuman Displayed

WASHINGTON — Composer William Schuman's manuscripts are being exhibited at the Library of Congress through Jan. 2. The exhibition began Nov. 9 when members of the Julliard String Quartets performed Schuman's "Amaryllis" at the Library.

Among the manuscripts shown are the "Symphony No. 3," "Symphony No. 7," "Judith," "Night Journey," "A Song of Orpheus," "String Quartet No. 3" and "Credendum." "Symphony No. 3" and "A Song of Orpheus" have been recorded on Columbia, while "Judith" is on Louisville.

BEST SELLING CLASSICAL LP's

Billboard Award	This Week		Title, Artist, Label & No.	Weeks on Chart	This Week		Title, Artist, Label & No.	Weeks on Chart
	Rank	Change			Rank	Change		
◆	1	1	WEST MEETS EAST Yehudi Menuhin/Ravi Shankar, Angel 36418 (M); S 36418 (S)	21	21	22	FRITZ WUNDERLICH: LYRIC TENOR Seraphim 60043 (M); S 60043 (S)	7
	2	2	PUCCHINI: LA RONDINE (2 LP's) Moffo/Barbironi/RCA Italiano Orch. & Chorus (Molinari-Pradelli), RCA Victor LM 7048 (M); LSC 7048 (S)	12	22	20	MAHLER: DAS LIED VON DER ERDE James King/Dietrich Fischer-Dieskau/Vienna Philharmonic Orch. (Bernstein), London OM 36005 (M); OS 26005 (S)	39
	3	3	LEONTYNE PRICE—PRIMA DONNA, VOL. 2 RCA Victor LM 2968 (M); LSC 2968 (S)	9	23	24	RACHMANINOFF: CONCERTO NO. 2 Van Cliburn, Chicago Symphony (Reiner), RCA Victor LM 2601 (M); LSC 2601 (S)	37
	4	5	VERDI: LA TRAVIATA (3 LP's) Caballe/Bergonzi/Milnes/RCA Italiano Orch. (Pretere), RCA Victor LM 6180 (M); LSC 6180 (S)	6	24	28	TCHAIKOVSKY: QUEEN OF SPADES (4 LP's) Bolshoi Theatre (Khaikin), Angel (No Mono); SRD 4104 (S)	3
	5	4	PUCCHINI: TOSCA (2 LP's) Nilsson/Corelli/Fischer-Dieskau/Various Artists (Maazel), London A 4267 (M); OSA 1267 (S)	11	25	27	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	69
	6	7	HOMAGE TO GERALD MOORE (2 LP's) De os Angeles/Schwarzkopf/Fischer-Dieskau, Angel (No Mono) SB 3697 (S)	4	26	25	MAHLER: SYMPHONY NO. 2 Harper/Watts/London Symphony (Solti); London CMA 7217 (M); CSA 7217 (S)	22
	7	6	PUCCHINI: MADAME BUTTERFLY (3 LP's) Scotto/Bergonzi/Various Artists/Rome Opera House Orch. (Barbirolli), Angel (No Mono); SCL 3702 (S)	9	27	17	HOROWITZ IN CONCERT (2 LP's) Vladimir Horowitz, Columbia M2L 357 (M); M2S 757 (S)	31
	8	9	MAHLER: SYMPHONY NO. 8 (2 LP's) Various Artists/London Symphony (Bernstein), Columbia M2L 351 (M); M2S 751 (S)	43	28	26	PUCCHINI: LA BOHEME (2 LP's) Various Artists/RCA Victor Orch. (Beecham), Seraphim IB 6000 (M); (No Stereo)	60
	9	8	ORFF: CARMINA BURANA New Philharmonia Orch. (De Burgos), Angel 36333 (M); S 36333 (S)	67	29	23	ART OF GERALD MOORE Various Artists, Seraphim 60044 (M); (No Stereo)	13
	10	11	BEETHOVEN: NINTH SYMPHONY Mormon Tabernacle Choir/Philadelphia Orch. (Ormandy), Columbia ML 6416 (M); MS 7016 (S)	13	30	36	MAHLER: SYMPHONY NO. 3 Boston Symphony/Shirley Verett (Leinsdorf), RCA Victor LM 7046 (M); LSC 7046 (S)	6
	11	12	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	24	31	29	HOLST: THE PLANETS New Philharmonia Orch. & Chorus (Boult), Angel 36420 (M); S 36420 (S)	25
	12	10	ART OF DENNIS BRAIN Seraphim IC 60040 (M); (No Stereo)	28	32	30	SHOSTAKOVICH: SYMPHONY NO. 10 U.S.S.R. Symphony (Svetlanov), Melodiya/Angel R 40025 (M); SR 40025 (S)	8
	13	13	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	87	33	35	BRITTEN: A MIDSUMMER NIGHT'S DREAM (3 LP's) Various Artists/London Symphony (Britten), London A 1385 (M); OSA 1385 (S)	3
	14	16	RACHMANINOFF: SYMPHONY NO. 1 Philadelphia Orch. (Ormandy), Columbia ML 6386 (M); MS 6986 (S)	18	34	40	PENDERECKI: PASSION ACCORDING TO ST. LUKE (2 LP's) Various Artists/Talzer Boy Choir, PCA Victrola VIC 6015 (M); VIC S 6015 (S)	2
	15	14	MAHLER: SYMPHONY NO. 9 New Philharmonia (Klemperer), Angel 3708 (M); S 3708 (S)	6	35	38	WAGNER: DIE WALKURE (5 LP's) Crespin/Vickers/Various Artists/Berlin Philharmoniker (Von Karajan), DGG 39 229/233 (M); 139 229/233 (S)	29
	16	31	DVORAK: SYMPHONY NO. 9 (New World)/SCHUMANN: MANFRED OVERTURE NBC Symphony (Toscanini), RCA Victrola VIC 1249 (M); (No Stereo)	8	36	39	BERNSTEIN CONDUCTS NIELSEN Baker/Drucker/New York Philharmonic (Bernstein), Columbia ML 6428 (M); MS 7028 (S)	3
	17	15	GERSHWIN: RHAPSODY IN BLUE New York Philharmonic (Bernstein), Columbia ML 5412 (M); MS 6091 (S)	67	37	37	WAGNER: TRISTAN UND ISOLDE (5 LP's) Nilsson/Windgassen/Ludwig/Various Artists, DGG 39 221/5 (M); 139 221/5 (S)	26
	18	18	PROKOVIEV: CINDERELLA (2 LP's) Moscow Radio Symphony (Rozhdestvensky), Melodiya/Angel R 4102 (M); SRB 4102 (S)	8	38	—	HATIKVAH ON MT. SCOPUS Stern/Israel Philharmonic (Bernstein), Columbia ML 6453 (M); MS 7053 (S)	1
	19	19	BEETHOVEN: COMPLETE NINE SYMPHONIES (8 LP's) Berlin Philharmonic (Von Karajan), DGG (No Mono); SKL 101/108 (S)	29	39	—	ORFF: CATULLI CARMINA Blegen/Kness/Temple University Choir, Philadelphia Orch. (Ormandy), Columbia ML 6417 (M); MS 7017 (S)	1
	20	21	PROKOVIEV: IVAN THE TERRIBLE (2 LP's) Various Artists/U.S.S.R. Symphony (Stasevich), Melodiya/Angel RB 4103 (M); SRB 4103 (S)	6	40	—	ON PARADE Soviet Army Chorus & Band, Melodiya/Angel R 40018 (M); SR 40018 (S)	1

Washington Concert Sampler Series Set

WASHINGTON — A new five-concert "Wednesday Sampler Series" of the Washington National Symphony begins on Dec. 13 with pianist David Barrillan as soloist. Howard Mitchell will conduct.

Other soloists for the series will be violinists Zino Francescatti and Valery Klimov, and pianists Artur Schnabel and Andre Watts. Edouard van Ramoortel will conduct the Jan. 17 program, with Mitchell directing the others.

Boulez Stint Ends

CORTLAND, N. Y. — Pierre Boulez' four-week stint as guest conductor of the Cleveland Orchestra ends here on Saturday (2), the conclusion of a short tour by the orchestra. Other tour dates are Tuesday (28), Pennsylvania State University; Wednesday (29), Bucknell Uni-

Rochester Slates U. S. Premieres

ROCHESTER, N. Y. — Several American premieres are scheduled for Laszlo Somogyi and the Rochester Philharmonic this season, including Henze's "Double Concerto for Oboe and Harp."

Other U. S. premieres will be Dutilleux's "Five Metaboles," Hendrik Adriessen's "Symphonic Etude," Sven Eric Johanson's "Fotia," Lutoslawski's "Venetian Games," and Malipiero's "Studi per Orchestra."

A fully staged production of Gluck's "Orfeo ed Euridice" with Regina Sarfaty also is slated, as is a performance of Scriabin's "Prometheus" with a color organ, the first American performance of the work in its original form with the projected light spectrum of the color key-

versity; Thursday (30), Corning, N. Y., and Friday (1), Cornell University.

Schreier on Teldec Album

HAMBURG—Peter Schreier, one of Germany's top Lieder singers, is featured in a new Telefunken - Decca (Teldec) release.

In a new LP Schreier sings Beethoven's "An die ferne Geliebte," Hindemith's "Sechs Lieder nach Gedichten von Hoelderlin," and Schumann's "Liederkreis."

Walter Olbertz is the piano accompanist.

Telefunken has recorded "Lebendiges Barock," a special release for baroque buffs at the special price of \$2.50. This disk, which is being given heavy promotion, has works from Telemann, Bach, Handel interpreted by the Concentus Musicus, Vienna, under Nikolaus Harnoncourt, playing the original instruments from the period when the music was written; the Concerto Amsterdam under Frans Bruggen, and the Leonhardt-Consort.


Teldec has released an an-

thology of great opera primadonnas through the record club of the German TV-radio guide Hoer-zu—"Primadonnen der Oper: die schonen Stimmen unserer Zeit," with Renata Tebaldi, Giulietta Simionato, Leontyne Price, Teresa Berganza, Joan Sutherland, Hilde Gueden, Lisa Della Casa, Anna Moffo, Regina Resnik, Leonie Rysanek, Birgit Nilsson, Inge Borkh and Roberta Peters.

Another new Teldec release being heavily promoted is the Telefunken production of "The Complete Piano Trios of Franz Schubert," with the Vienna Trio (Rudolf Buchbinder, Peter Guth, and Heidi Litschauer), between the ages 21 to 24.

Finally, Teldec has released Richard Strauss' Elektra, with the Vienna Philharmonic under Georg Solti with Birgit Nilsson as Elektra, Regina Resnik as Klytaemnestra, Marie Collier as Ohrys Themis, Tom Krause as Orest, and Gerhard Stolze as Aeaisth.

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FOR WEEK ENDING DECEMBER 2, 1967

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Last Week

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

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RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST — Title — Label & Number
★	2	29	1	★	MONKEES—Pisces, Aquarius, Capricorn & Jones, Ltd. Colgems COM 104 (M); COS 104 (S)
	10	1	2		DIANA ROSS & THE SUPREMES—Greatest Hits Motown M 2-663 (M); MS 2-663 (S)
	5	3	3		DOORS—Strange Days Elektra EKL 4014 (M); EKS 74014 (S)
	24	2	4		BEATLES—Sgt. Pepper's Lonely Hearts Club Band Capitol MAS 2653 (M); SMAS 2653 (S)
	37	5	5		DOORS Elektra EKL 4007 (M); EKS 74007 (S)
	12	6	6		VANILLA FUDGE Atco 33-224 (M); SD 33-224 (S)
	15	8	7		BEE GEES—First Atco 33-223 (M); SD 33-223 (S)
	90	9	8		SOUNDTRACK—Dr. Zhivago MGM 1E-65T (M); 15E-65T (S)
	10	4	9		FOUR TOPS—Greatest Hits Motown M 662 (M); MS 662 (S)
	15	12	10		JIMI HENDRIX EXPERIENCE—Are You Experienced Reprise R 6261 (M); RS 6261 (S)
	12	7	11		BOBBIE GENTRY—Ode to Billie Joe Capitol T 2830 (M); ST 2830 (S)
	17	10	12		YOUNG RASCALS—Groovin' Atlantic 8148 (M); SD 8148 (S)
	15	11	13		ARETHA FRANKLIN—Aretha Arrives Atlantic 8150 (M); SD 8150 (S)
★	4	30	14	★	MAMAS & PAPAS—Farewell to the First Golden Era Dunhill D 50025 (M); DS 50025 (S)
	142	13	15		SOUNDTRACK—The Sound of Music RCA Victor LOCD 2005 (M); LSOD 2005 (S)
★	11	24	16	★	SOUNDTRACK—To Sir, With Love Fontana MGS 27569 (M); SRF 67569 (S)
	14	16	17		BYRDS—Greatest Hits Columbia CL 2716 (M); CS 9516 (S)
	25	15	18		MONKEES—Headquarters Colgems COM 103 (M); COS 103 (S)
	20	14	19		ASSOCIATION—Insight Out Warner Bros. W 1696 (M); WS 1696 (S)
	25	25	20		ENGELBERT HUMPERDINCK—Release Me Parrot PA 61012 (M); PAS 71012 (S)
	18	19	21		VARIOUS ARTISTS—The Super-Hits Atlantic 501 (M); SD 501 (S)
	12	22	22		DIONNE WARWICK—Windows of the World Scepter SRM 563 (M); SPS 563 (S)
	14	20	23		DEAN MARTIN—Welcome to My World Reprise R 6250 (M); RS 6250 (S)
	27	17	24		HERB ALPERT & THE TIJUANA BRASS—Sounds Like A&M LP 124 (M); SP 4124 (S)
	30	26	25		ANDY WILLIAMS—Born Free Columbia CL 2680 (M); CS 9480 (S)
★	9	34	26	★	WES MONTGOMERY—A Day in the Life A&M LP 2001 (M); SP 3001 (S)
	51	27	27		TEMPTATIONS—Greatest Hits Gordy 919 (M); 919 (S)
	12	21	28		RIGHTEOUS BROTHERS—Greatest Hits Verve V 5020 (M); V6-5020 (S)
★	5	70	29	★	STRAWBERRY ALARM CLOCK—Incense & Peppermints Uni 3014 (M); 73014 (S)
	14	23	30		PETER, PAUL AND MARY—Album 1700 Warner Bros. W 1700 (M); WS 1700 (S)
★	4	46	31	★	BARBRA STREISAND—Simply Streisand Columbia CL 2682 (M); CS 9482 (S)
★	3	91	32	★	DIONNE WARWICK—Golden Hits, Part 1 Scepter SRM 565 (M); SPS 565 (S)
	10	28	33		SMOKEY ROBINSON & THE MIRACLES—Make It Happen Tamla T 276 (M); TS 276 (S)
	134	36	34		HERB ALPERT & THE TIJUANA BRASS—Whipped Cream and Other Delights A&M LP 110 (M); SP 4110 (S)
★	4	80	35	★	LULU—To Sir, With Love Epic LN 24339 (M); BN 26339 (S)
	9	38	36		EDDY ARNOLD—Turn the World Around RCA Victor LPM 3869 (M); LSP 3869 (S)
	17	33	37		TEMPTATIONS—With a Lot o' Soul Gordy M 922 (M); S 922 (S)
	8	40	38		CLAUDINE LONGET—The Look of Love A&M LP 129 (M); SP 4129 (S)
	44	31	39		MONKEES—More of the Colgems COM 102 (M); COS 102 (S)
★	7	47	40	★	VIKKI CARR—It Must Be Him Liberty LRP 3533 (M); LST 7533 (S)
	17	51	41		SONNY & CHER—The Best of Atco 33-219 (M); SD 33-219 (S)
	11	42	42		ERIC BURDON & THE ANIMALS—The Winds of Change MGM E 4484 (M); SE 4484 (S)
	10	44	43		BEACH BOYS—Smiley Smile Brother T 9001 (M); ST 9001 (S)

RIAA Million Dollar LP
Star Performer
Weeks on Chart
Last Week

Awarded RIAA seal for sales of 1 Million dollars at suggested list price. RIAA seal audit available and optional to all manufacturers.

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RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST — Title — Label & Number
	55	39	44		SOUNDTRACK—A Man & a Woman ("Un Homme Et Une Femme") United Artists UAL 4147 (M); UAS 5147 (S)
	10	45	45		STEVIE WONDER—I Was Made to Love Her Tamla T 279 (M); TS 279 (S)
	14	18	46		BILL COSBY—Sings/Silver Throat Warner Bros. W 1709 (M); WS 1709 (S)
	11	48	47		PROCOL HARUM Deram DE 16008 (M); DES 18008 (S)
★	3	97	48	★	ANDY WILLIAMS—Love, Andy Columbia CL 2766 (M); CS 9566 (S)
	30	41	49		BILL COSBY—Revenge Warner Bros. W 1691 (M); WS 1691 (S)
	20	32	50		ROLLING STONES—Flowers London LL 3509 (M); PS 509 (S)
	35	43	51		ARETHA FRANKLIN—I Never Loved a Man the Way I Love You Atlantic 8139 (M); SD 8139 (S)
	12	35	52		FRANK SINATRA Reprise F 1022 (M); FS 1022 (S)
	112	50	53		HERB ALPERT & THE TIJUANA BRASS—Going Places A&M LP 112 (M); SP 4112 (S)
★	5	67	54	★	COWSILLS MGM E 4498 (M); SE 4498 (S)
	11	57	55		MANTOVANI—Hollywood London LL 3516 (M); PS 516 (S)
	13	56	56		LEROY HOLMES & HIS ORK—For a Few Dollars More United Artists UAL 3608 (M); UAS 6608 (S)
	37	53	57		JEFFERSON AIRPLANE—Surrealistic Pillow RCA Victor LPM 3766 (M); LSP 3766 (S)
★	8	75	58	★	SOUNDTRACK—Gone With the Wind MGM 1E-10 (M); S1E-10 (S)
	14	59	59		VENTURES—Golden Greats by the Liberty LRP 2053 (M); LST 8053 (S)
	14	60	60		NANCY WILSON—Lush Life Capitol T 2757 (M); ST 2757 (S)
	17	49	61		FOUR TOPS—Reach Out Motown M 660 (M); S 660 (S)
	12	58	62		JAMES BROWN & THE FAMOUS FLAMES—Cold Sweat, Parts 1 and 2 King 1020 (M); S 1020 (S)
	9	64	63		JIMMY SMITH—Respect Verve V 8705 (M); V6-8705 (S)
	98	65	64		ORIGINAL CAST—Man of La Mancha Kapp KL 4505 (M); KS 5505 (S)
	34	52	65		CLAUDINE LONGET—Claudine A&M LP 121 (M); SP 4121 (S)
	9	66	66		BOBBY VEE—Come Back When You Grow Up Liberty LRP 3534 (M); LST 7534 (S)
	52	54	67		HERB ALPERT & THE TIJUANA BRASS—S.R.O. A&M LP 119 (M); SP 4119 (S)
	14	37	68		PETULA CLARK—These Are My Songs Warner Bros. W 1698 (M); WS 1698 (S)
	82	63	69		HERB ALPERT & THE TIJUANA BRASS—What Now My Love A&M LP 114 (M); SP 4114 (S)
	48	62	70		DIONNE WARWICK—Here Where There Is Love Scepter SRM 555 (M); SPS 555 (S)
	38	68	71		MAMAS & PAPAS—Deliver Dunhill D 50014 (M); DS 50014 (S)
	130	76	72		HERB ALPERT & THE TIJUANA BRASS—The Lonely Bull A&M LP 101 (M); SP 4101 (S)
	38	72	73		LOVIN' SPOONFUL—The Best of Kama Sutra KLP 8056 (M); KLPS 8056 (S)
	31	55	74		BOB DYLAN—Greatest Hits Columbia KCL 2663 (M); KCS 9463 (S)
	9	69	75		MARVIN GAYE & TAMMI TERRELL—United Tamla T 277 (M); TS 277 (S)
★	3	104	76	★	TURTLES—Golden Hits White Whale WW 115 (M); WWS 7115 (S)
★	8	90	77	★	GLADYS KNIGHT & THE PIPS—Everybody Needs Love Soul S 706 (M); SS 706 (S)
	8	85	78		MITCH RYDER—All Hits New Voice NV 2004 (M); NVS 2004 (S)
	30	86	79		CREAM—Fresh Atco 33-206 (M); SD 33-206 (S)
★	4	149	80	★	WILSON PICKETT—The Best of Atlantic 8151 (M); SD 8151 (S)
★	3	100	81	★	BUFFALO SPRINGFIELD—Again Atco 33-226 (M); SD 33-226 (S)
	9	83	82		JOHN GARY—Carnegie Hall Concert RCA Victor LOC 1139 (M); LSO 1139 (S)
	95	73	83		ANIMALS—The Best of MGM E 4324 (M); SE 4324 (S)
	26	84	84		COUNTRY JOE & THE FISH—Electric Music for the Mind and Body Vanguard VRS 9244 (M); VSD 79244 (S)
	14	78	85		JOAN BAEZ—Joan Vanguard VRS 9240 (M); VSD 79240 (S)
	8	87	86		AL MARTINO—Mary in the Morning Capitol T 2780 (M); ST 2780 (S)

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TOP LP'S

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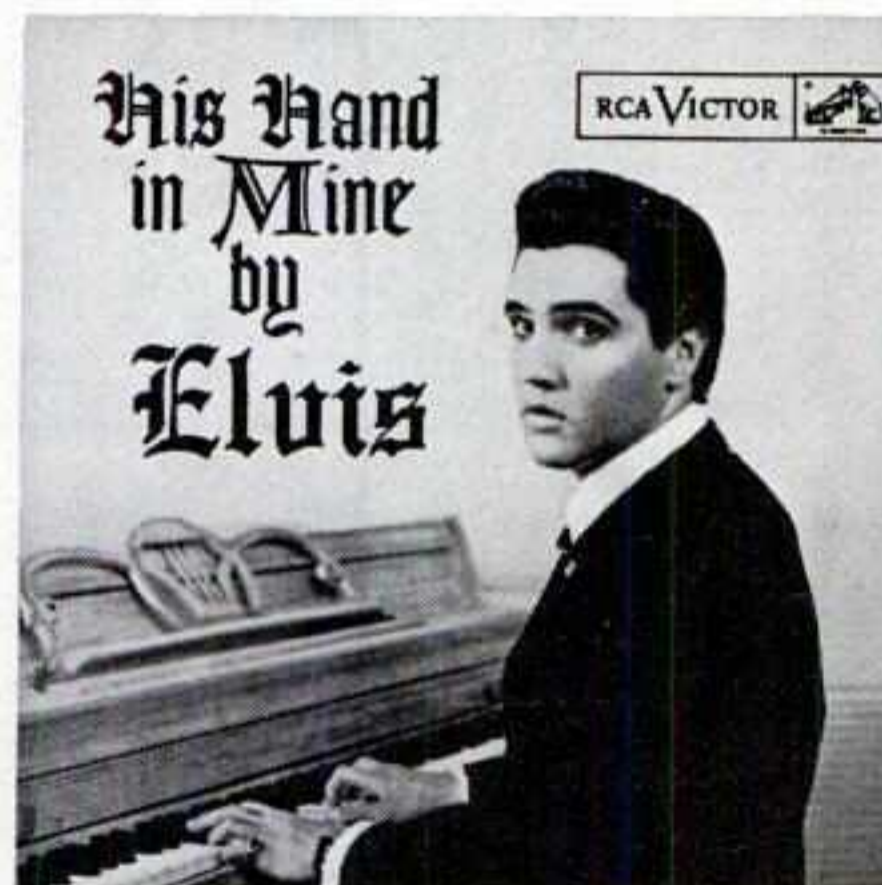
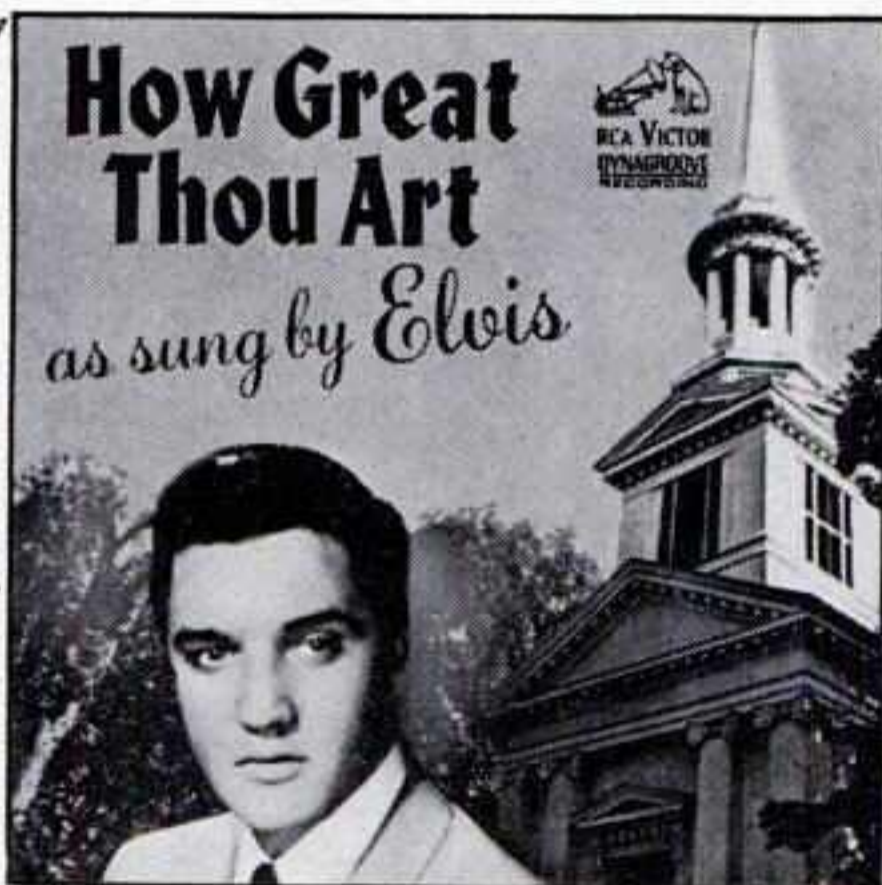
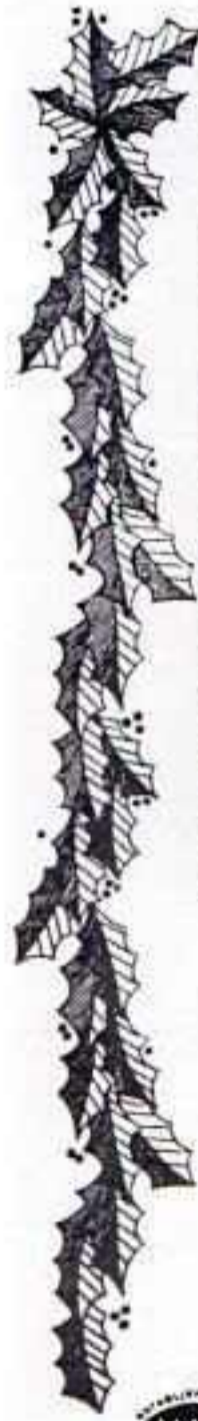
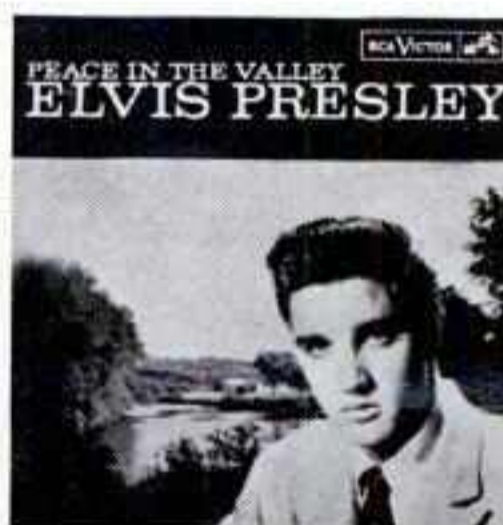
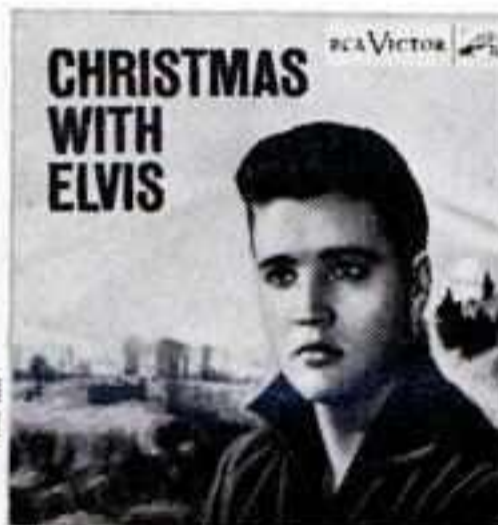
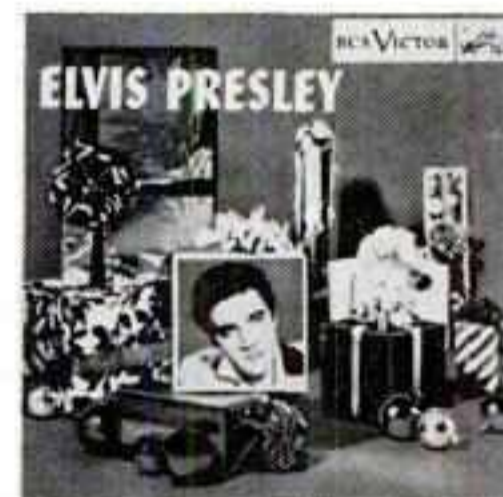
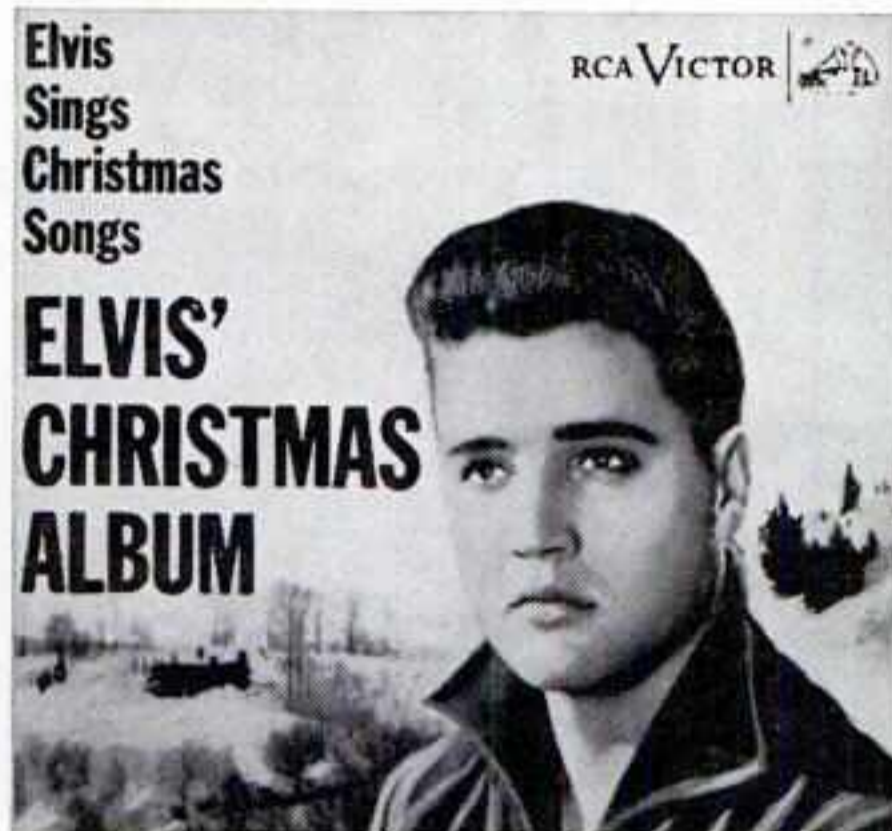
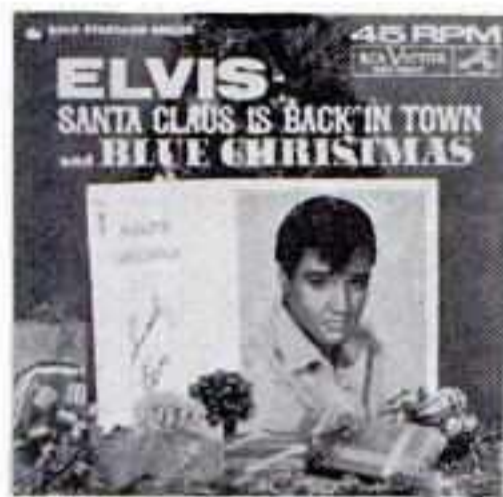


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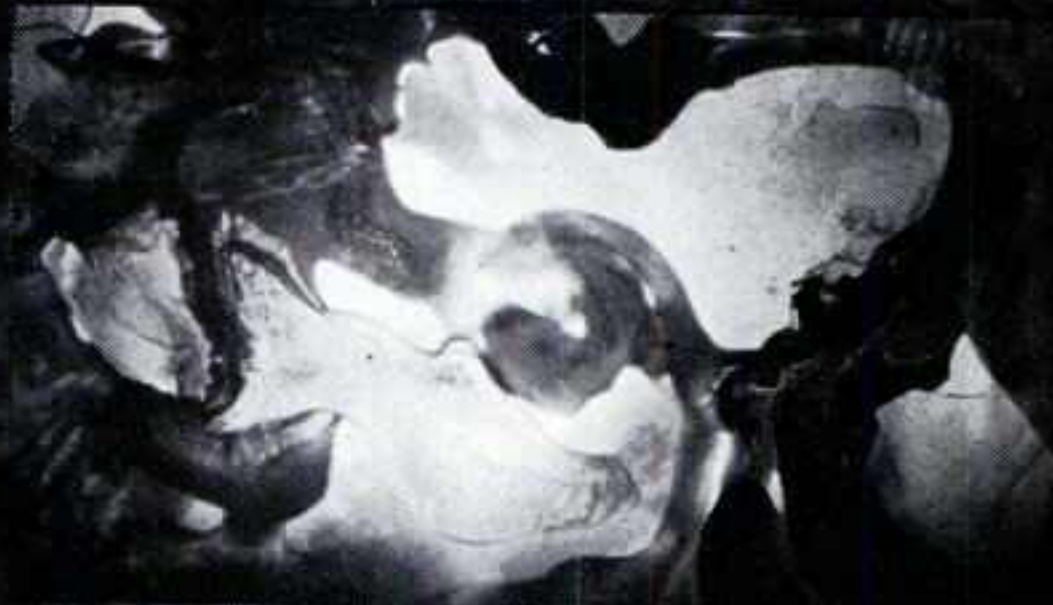
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c/w

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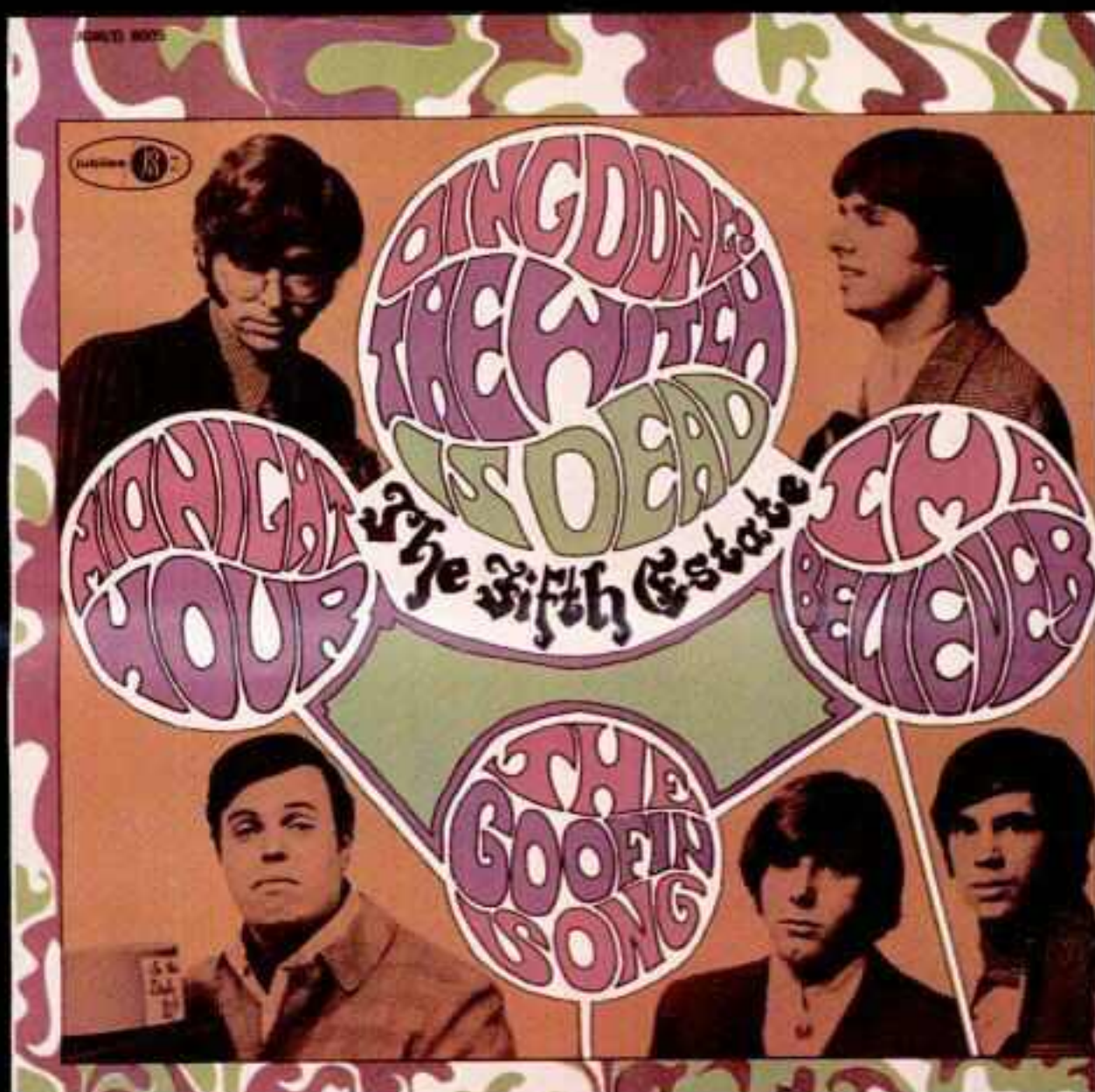
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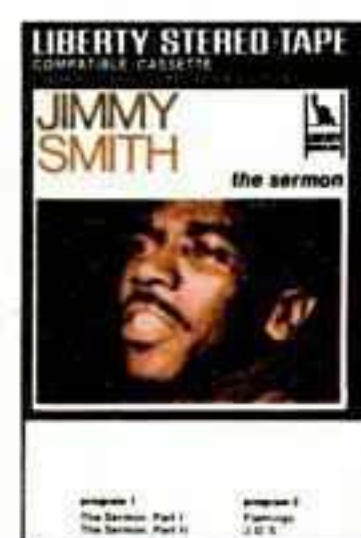
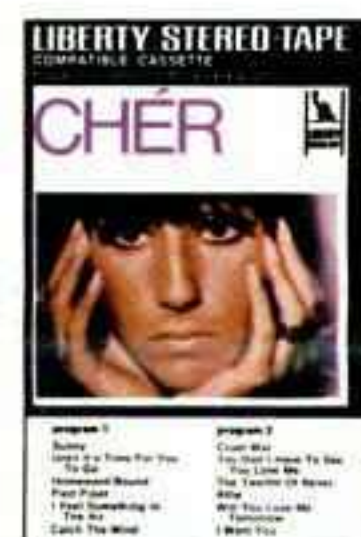
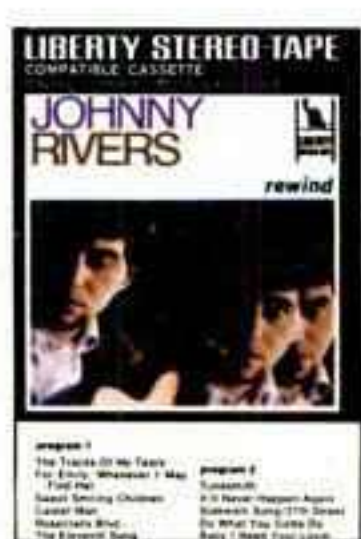
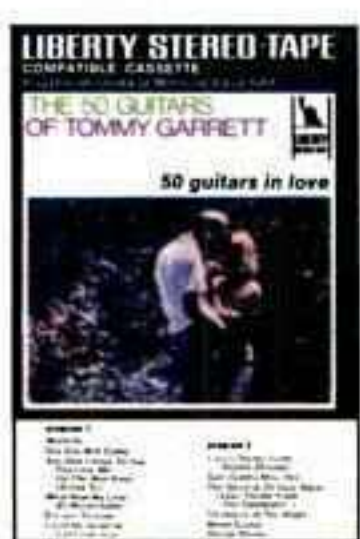
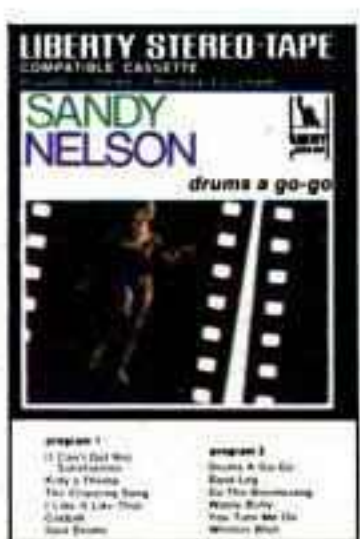
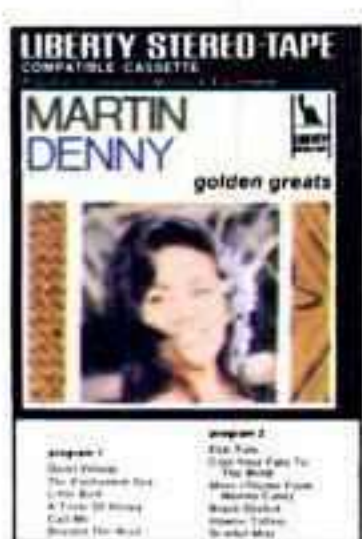
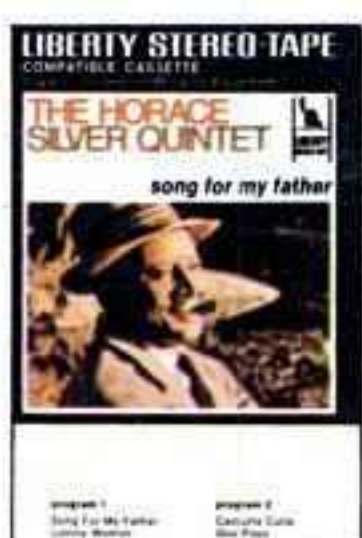
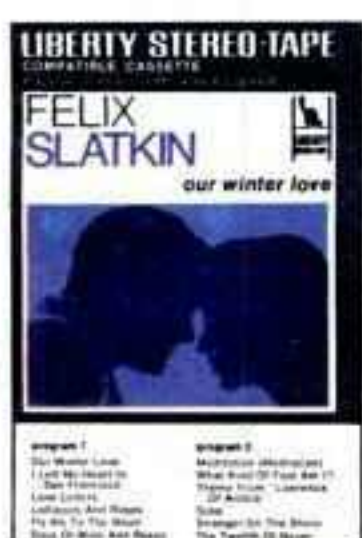
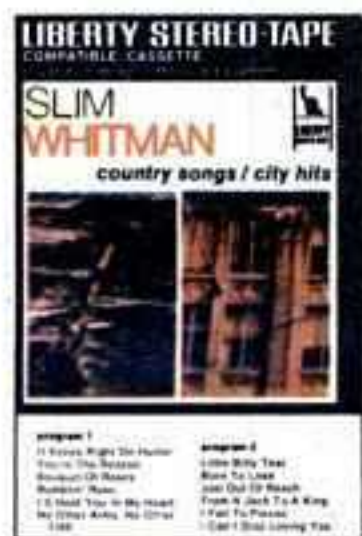
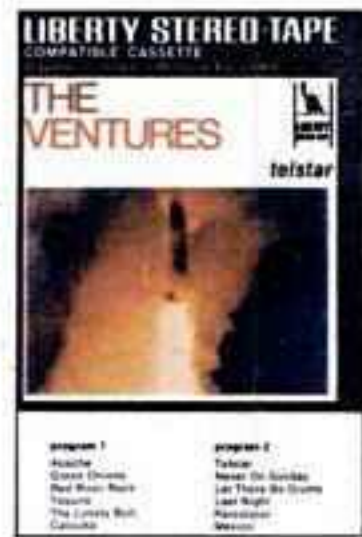
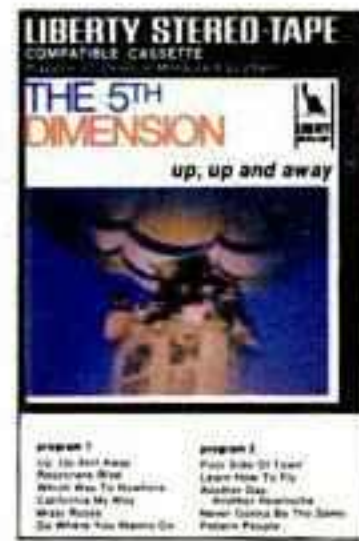
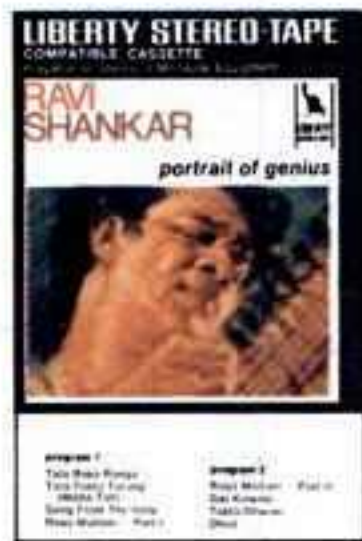


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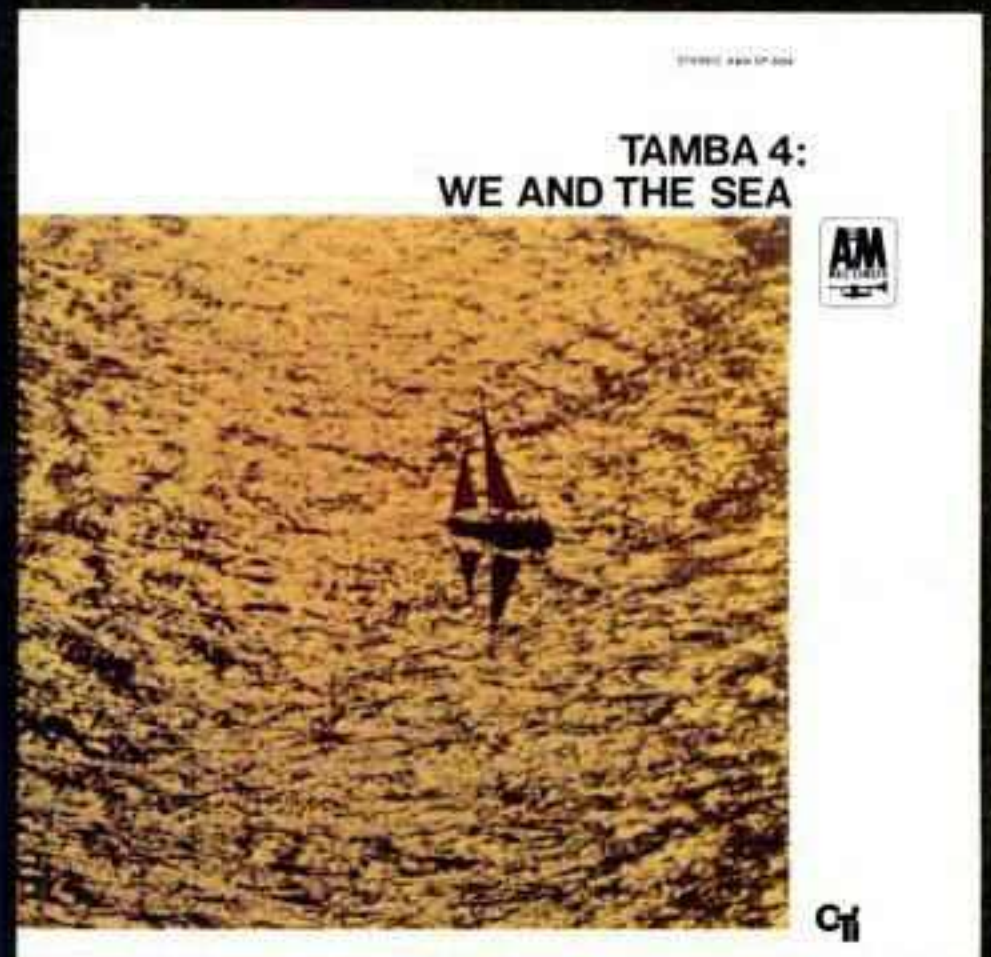
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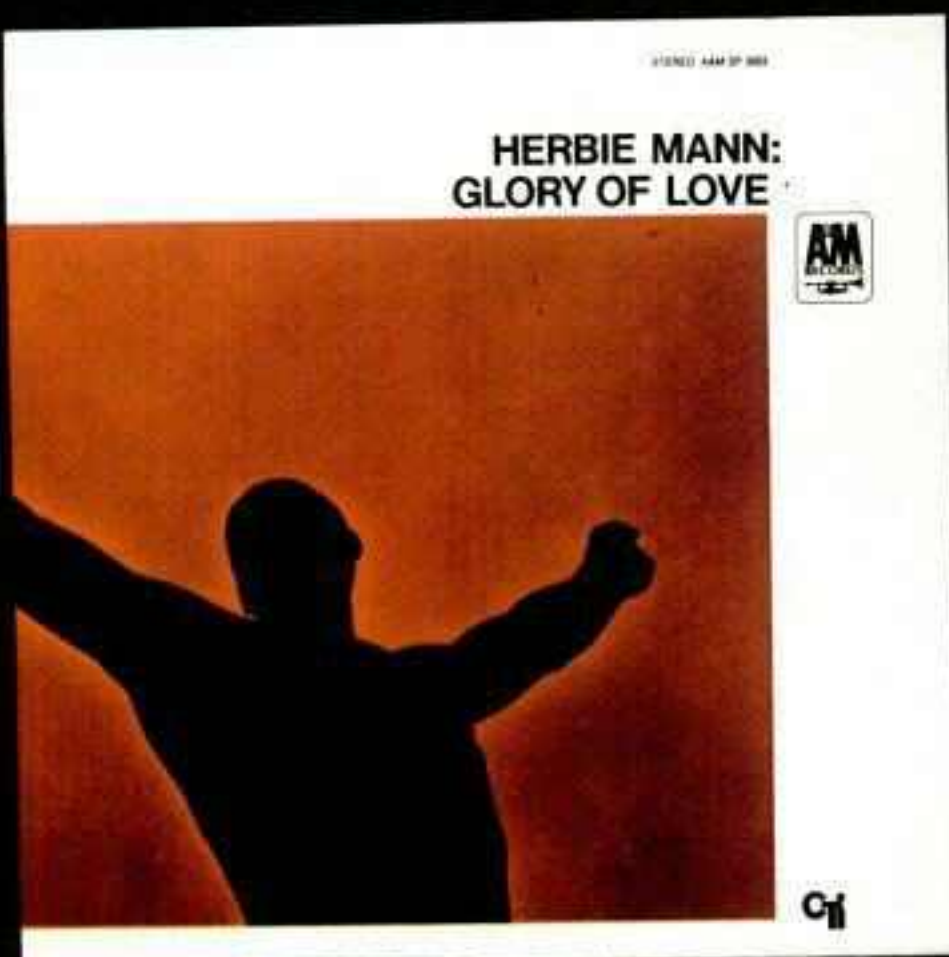
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- "GLORY OF LOVE"—
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Album Reviews

Continued From Back Cover



POP SPOTLIGHT

LET IT OUT (LET IT ALL HANG OUT)

The Hombres. Verve Forecast FT 3036 (M); FTS 3036 (S)

The Hombres, storming the charts with their hit, "Let It Out," cram their new LP with the soul-of-the-country Memphis sound. "Gloria," "Ya Ya" and "Mau Mau" are all treated to a swaggering countrified beat.

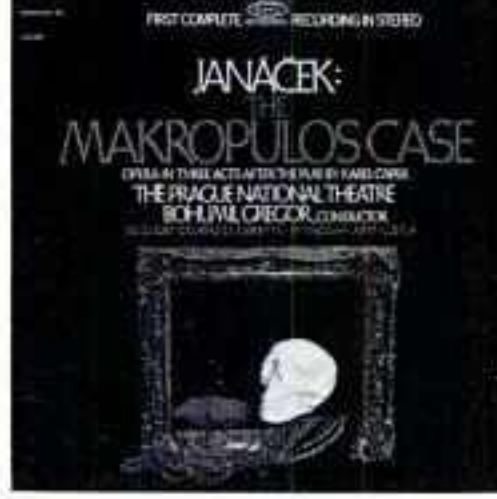


POP SPOTLIGHT

BILLY JOE ROYAL

Columbia CL 2781 (M); CS 9581 (S)

Billy Joe Royal is advertised as a cross between "country-soul" and "country-rock." His first hit, "Down in the Boondocks" (not included) was ranked high on the charts, and his voice, trembly and fraught, gets across the lyric sense of "Hush," his new single and other tunes which are pretentious and unsophisticated. And although his voice is not really suited for a long solo stint on an LP, it will survive long enough to succeed and sell.



CLASSICAL SPOTLIGHT

JANACEK: THE MAKROPULOS CASE

Prague National Theater. Gregor. Epic L2C 6067 (M); B2C 167 (S)

This first stereo recording of Janacek's important opera is given a stirring performance by the Prague National Theater under the able direction of conductor Bohumil Gregor. American performances of the work, such as one last season in San Francisco, have added to the opera's U. S. reputation.



CHILDREN SPOTLIGHT

WALT DISNEY PRESENTS THE STORY OF GEORGE AND THE HAPPIEST MILLIONAIRE

Disneyland ST 3952 (M)

With the full-scale holiday promotion backing the Disney film, this full-color book and disk package appears headed toward the top of the children's LP ladder.



POP SPOTLIGHT

THE SOUL OF A BOY AND GIRL

Jon & Robin. Abnak ABST M 2068

Jon and Robin, whose hit "Do It Again—A Little Bit Slower" ran up the charts like a flag, have restyled some of r&b's most treasured hits to suit their pre-sweetened image as "a boy and a girl" singing soul. The sounds are not new and the voices are lost in the safety of background and amplification, but two strikes will not keep Jon and Robin out of the running.



POP SPOTLIGHT

FILM FABLE

Enoch Light & the Light Brigade. Project 3 PR 5013 SD (S)

A sparkling package of film scores excellently produced and performed by Light. Each number is beautifully conceived and executed, with a rich, textured flavor. Perfect blending of horns and strings—the kind for which Light has become known as a master.



JAZZ SPOTLIGHT

CEDAR

Cedar Walton Trio, Quartet and Quintet. Prestige 7519 (M); PR 7519 (S)

The crisp, unaffected style of the Cedar Walton Trio is a portent of good jazz to come—and an acknowledgment that good jazz is available now. Imagination and thoughtful arrangements as well as pleasant themes are the keynotes that make the music notes of the Cedar Walton Trio something to be enjoyed.

ALBUM REVIEW RANKING

STAR PERFORMER SPOTLIGHT
Cream of the week's new releases in their respective categories. Albums which are expected to reach the upper half of the Top LP's chart, any position on Billboard's special survey charts, or have long term sales.

CHART SPOTLIGHTS
Albums which are expected to have sufficient sales to reach the Top LP's chart or have long term sales.

4-STAR
Moderate sales potential albums which may not reach Billboard's LP chart but which should have enough sales activity to warrant their being stocked by most dealers, rack jobbers and one-stops handling that category.

SPECIAL MERIT
New releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.

SPECIAL MERIT PICKS

POP SPECIAL MERIT

EASTER EVERYWHERE

13th Floor Elevator. International Artists IALP No. 5 (S)

Call it intellectual-rock or call it musical flights of fancy, except for tunes that sound almost like each other, this group is inventive over-all. "Earth Quake" and "Slip Inside This House" both race with psychedelic sounds; "Dust" is slower, filled with folk music qualities. Stereo is not very good.

POP SPECIAL MERIT

THE BRILLIANT GUITAR SOUNDS OF SANTO & JOHNNY

Imperial LP 9363 (M); LP 12363 (S)

The guitar duo, over the years, have won international fame. The reason is obvious to anyone who listens to this enchanting album. The sound of their big American hit of 1959, "Sleep Walk," is still there, but beautifully applied to such songs as "Spanish Eyes," "See You in September," "What Now My Love" and "Rossana's Theme." A gem of the highest magnitude.

POP SPECIAL MERIT

THE JELLY BEAN BANDITS

Mainstream 56103 (M); S 6103 (S)

Although this group has several steps to go in musical development, they do jell sharply and artistically on "Country Woman," a tune with snap. "Generation" and "Poor Precious Dream" which follow, have merit. Over-all, however, the tunes lack sparkle and the stereo quality is not perfect.

SEE ALBUM REVIEWS ON BACK COVER



4 STAR



POPULAR ★★★★★

BASIE'S IN THE BAG
Count Basie & His Orchestra. Brunswick BL 54127 (M); BL 754127 (S)

SOUL SOUNDS
Chris Clark. Motown M 664 (M); MS 664 (S)

IT'S ALL RIGHT!
Teddy Edwards Sextet. Prestige 7522 (M); PR 7522 (S)

THE ART FARMER QUINTET PLAYS THE GREAT JAZZ HITS
Columbia CL 2746 (M); CS 9546 (S)

THE MELLOW MELLOW LEON HAYWOOD
Galaxy 206 (M); 8206 (S)

A BEACON FROM MARS
The Kaleidoscope. Epic LN 24333 (M); BN 26333 (S)

RAGAS MIDNIGHT & SPRING
Bismillah Khan & V. G. Jog. Capitol of the World ST 10494 (S)

A TASTE OF TRUMPETS, A TOUCH OF VOICES
Joe Leahy. Tower T 5057 (M); ST 5057 (S)

THE HIGH PRIEST
Thelonus Monk. Prestige 7508 (M); PR 7508 (S)

WES' BEST
Wes Montgomery and His Brothers. Fantasy 3376 (M); 8376 (S)

THE LOOK OF LOVE
The Pretty Goods With Roland Shaw & His Orch. London LL 3521 (M); PS 521 (S)

STAY IN SCHOOL, DON'T BE A DROPOUT
Various Artists. Stax/Volt A 11 (M)

MILLION DOLLAR SOUND SAMPLER
Various Artists. A&M 19001 (S)

LISBON BY NIGHT
The Wonderful Guitars of Portugal. London International TW 91455 (M); SW 99455 (S)

CHRISTMAS ★★★★★

SOUND OF CHRISTMAS
Al Calola and Riz Ortolani. United Artists UAL 3617 (M); UAS 6617 (S)

LOW PRICE CHRISTMAS ★★★★★

ALL I WANT FOR CHRISTMAS IS MY TWO FRONT TEETH
Arthur Godfrey. RCA Camden CAL 1092 (M); CAS 1092 (S)

RELIGIOUS ★★★★★

STEEL AWAY
Pete Drake. Canaan CAS 9640-LP (S)

GOSPEL ★★★★★

THE WORLD OF IKE DAVIS
Canaan CAS 9643-LP (S)

A HAIRCUT IN THE WRONG BARBER SHOP SERMON
Rev. Cleophus Robinson. Peacock PLP 147

CLASSICAL ★★★★★

CHOPIN: LES SYLPHIDES
Orch. of Convent Garden (Sargent). Capitol SP 8670 (S)

LOW PRICE CLASSICAL ★★★★★

BRAHMS CONCERTO NO. 1
Malcuzyński/Warsaw National Philharmonic (Wislocki). Seraphim S60055 (S)

MOZART: CONCERTO FOR FLUTE & HARP K. 299/CONCERTO FOR BASSOON K. 191
Various Artists/Prague Symphony Orch. (Resek/Smetacek). Crossroads 22 16 0167 (M); 22 16 0168 (S)

SCHUBERT: STRING QUARTET NO. 13
Janacek Quartet. Crossroads 22 16 0165 (M); 22 16 0166 (S)

RHYTHM & BLUES ★★★★★

NOW!
Lowell Fulson. Kent 531 (M) 5031 (S)
BOSS OF THE BLUES
B. B. King. Kent 529 (M); 5029 (S)

LOW PRICE R&B ★★★★★

THE WILD AND FRANTIC LITTLE RICHARD
Modern 103 (M); 1003 (S)

JAZZ ★★★★★

STRANGE BLUES
Jackie McLean. Prestige 7500 (M); PR 7500 (S)

CHOCOMOTIVE
Houston Person. Prestige 7517 (M); PR 7517 (S)

SOUL DRUMS
Pretty Purdie. Date TEM 3006 (M); TES 4006 (S)

FOLK ★★★★★

FOLKLORE
The City Preachers. London LL 3517 (M); PS 517 (S)

CHILDREN'S SPOKEN WORD ★★★★★

WALT DISNEY PRESENTS THE STORIES OF HANS CHRISTIAN ANDERSEN
Disneyland ST 3964 (M)

LOW PRICE CHILDREN'S ★★★★★

THE CHARGE OF THE LIGHT BRIGADE
True Action Adventure Series M 22003 (M)

INTERNATIONAL ★★★★★

KING OF THE TANGO
Carlos Acuna. London International TW 91442 (M); SW 99442 (S)

LOS MACHUCAMBOS SING THE MUSIC OF ARGENTINA
London International TW 91434 (M); SW 99434 (S)

SOLDIERS' SONG FROM GERMANY
London International TW 91439 (M); SW 99439 (S)

Action Records

Albums

★ NATIONAL BREAKOUTS

THERE ARE NO NATIONAL BREAKOUTS THIS WEEK

★ NEW ACTION LP's

These new albums, not yet on Billboard have been reported getting strong sales in major markets.

SAVE YOUR SOUL, BABY
Pigmeat Markham, Chess LP 1517 (M); LPS 1517 (S)

LISTEN TO THE WARM
Rod McKuen, RCA Victor LPM 3863 (M); LSP 3863 (S)

THE BEST OF WES MONTGOMERY
Verve V 8714 (M); V6-8714 (S)

WATERHOLE #3
Roger Miller, Smash MGS 27096 (M); SRS 67096 (S)

COLLAGE
Noel Harrison, Reprise R 6263 (M); RS 6263 (S)

EVEN THE BAD TIMES ARE GOOD
Tremeloes, Epic LN 24310 (M); BN 26310 (S)

ONE NATION UNDERGROUND
Pearls Before Swine, ESP Disk 1054 (M); ESP 1054 (S)

Singles

★ NATIONAL BREAKOUTS

HELLO GOODBYE . . .
Beatles, Capitol 2056 (Maclen, BMI)

IF I COULD BUILD MY WORLD AROUND YOU . . .
Marvin Gaye & Tammi Terrell, Tamla 54161 (Jobete, BMI)

★ REGIONAL BREAKOUTS

I WANT SOME MORE
Jon & Robin & the In Crowd, Abnak 124 (Barton, BMI) (Houston)

DETROIT CITY . . .
Solomon Burke, Atlantic 2459 (Cedarwood, BMI) (Baltimore)

POP SPECIAL MERIT

THE LOVIN' PEOPLE
Len Chandler. Columbia CL 2753 (M); CS 9553 (S)

Chandler is a very talented singer-composer with a lot to say about the human spirit. And in this LP, he brings into sharp musical focus much of his reflections. The tunes in turn are warm, exciting or touching, and they're all backed by his vocal understanding and a modern, moving beat.

POP SPECIAL MERIT

EILEEN RAMSEY SINGS
Audio Fidelity AFLP 2183 (M); AFSD 6183 (S)

Eileen Ramsey is the first female vocalist signed by Audio Fidelity Records. The label may have come up with a winner. Miss Ramsey's phrasing and timing are distinctive. Her voice is pure and clear. In her debut album, she does romantic standards "Solitude," "I Love You Much Too Much" and "Jim," with taste and imagination. She has the potential to go all the way. Joe Cain's arrangements are tailor-made for Miss Ramsey.

POP SPECIAL MERIT

WAY OUT FROM DOWN UNDER
Lu Elliott. ABC 584 (M); ABCS 584 (S)

Lu Elliott sings standards with soul, and handles soul numbers such as "Speaking of Happiness" with deep emotion. Her appeal, though, should be primarily pop. Miss Elliott can handle a lyric with the best of them.

(Continued on page 60)

New Album Releases

- A&M**
VARIOUS ARTISTS—Million Dollar Sound Sampler; 19001
- AUDIO FIDELITY**
EILEEN RAMSEY Sings; APLP 2183, AFSD 6183
- BOONE**
BUCK TRENT—Give Me Five; BLP 1212
- BRUNSWICK**
COUNT BASIE & HIS ORCH.—Basie's in the Bag; BL 54127, BL 754127
- CAEDMON**
COCTEAU: THE INFERNAL MACHINE—Various Artists; TRS 321
VARIOUS ARTISTS—The Folksongs of Britain, Songs of Christmas & Animal Songs; TC 1224, 1225
JULIE HARRIS/DAVID WAYNE—Louis Rhythmer's Discovering Rhythm and Rhythm in Poetry; TC 1156
ED BEGLEY/JUDITH ANDERSON—Meditations for the Modern Classroom; TC 2029
HANS CHRISTIAN ANDERSEN—The Little Mermaid; TC 1230
- CANAAN**
The World of IKE DAVIS; CAS 9643-LP
PETE DRAKE—Steel Away; CTS 9640-LP
- CAPITOL IMPORTS (INDIA)**
SUCHITRA MITRA/DWIJEN MUKHARJEE—Tagore Songs; MOCE 1052
- CAPITOL IMPORTS (TURKEY)**
VARIOUS ARTISTS—Popular Songs of Turkey; 40912
- CAPITOL IMPORTS (ALGERIA)**
KHAZNADJI—Algerian Classical Music; 40911
- CAPITOL IMPORTS (MEXICO)**
LEO ACOSTA—Mozambique; LEM 006, SLEM 006
LOS TRES MANTEJO—E I Romantico Mayale; Mayale; LEM 013
VICTOR RUIZ PAZOS—Tropical; LEM 015, SLEM 015
LINDO VERACRUZ; LEM 023, SLEM 023
MARIO RUIZ ARMENGOL—Armengol Espectacular; LEM 029
- COLUMBIA**
LEN CHANDLER—The Lovin' People; CL 2753, CS 9553
MILES DAVIS—Sorcerer; CL 2732, CS 9532
THE ART FARMER QUINTET Plays the Great Jazz Hits; CL 2746, CS 9546
JOHNNY MATHIS—Up, Up and Away; CL 2726, CS 9526
BILLY JOE ROYAL; CL 2781, CS 9581
MONGO SANTAMARIA Explodes at the Village Gate; CL 2770, CS 9570
VARIOUS ARTISTS—Singer Presents . . . ; CSS 552
- CROSSROADS**
BERG/BACH: VIOLIN CONCERTO/CANTATA NO. 60—Czech Philharmonic Orch. (Ancerl); 22 16 0171, 22 16 0172
DEBUSSY: PRELUDE A L'APRES MIDI D'UN FAUNE—Czech Philharmonic Orch. (Baudo); 22 16 0173, 22 16 0174
DVORAK: SERENADES FOR STRINGS AND WINDS—Czech Chamber Orch. (Vlach); 22 16 0169, 22 16 0170
MOZART: CONCERTO FOR FLUTE & HARP K. 299 CONCERTO FOR BASSOON K. 191—Prague Symphony Orch. (Pesek/Smetacek); 22 16 0167, 22 16 0168
SCHUBERT: STRING QUARTET NO. 13 IN A MINOR—The Janacek, Quartet; 22 16 0165, 22 16 0166
- DATE**
PRETTY PURDIE—Soul Drums; TEM 3008, TES 4006
VAN TREVOR—You've Been So Good to Me; TEM 3008, TES 4008
- DISNEYLAND**
CAMARATA—Walt Disney Presents the Stories of Hans Christian Andersen; ST 3964
Walt Disney Presents the Story of George & the Happest Millionaire; ST 3952
- ELEKTRA**
THE INCREDIBLE STRING BAND—The 5000 Spirits; EKS 74010
- EPIC**
BRAHMS: MAGELONE SONGS—Ernst Haefliger/Paul Ulanowsky piano; LC 3971, BC 1371
DAVID HOUSTON—You Mean the World to Me; LN 24338, BN 26338
JANACEK: THE MAKROPULOC CASE—The Prague National Theatre (Gregor); L2C 6067, B2C 167
THE KALEIDOSCOPE—A Beacon From Mars; LN 24333, BN 26333
CIRO PEREIRA & HIS ORCH.—From Brazil With Strings; LN 24329, BN 26329
THE STAPLE SINGERS—For What It's Worth; LN 24332, BN 26332
JIMMY SULLIVAN WITH THE CHARLES BLACKWELL ORCH.—Folklore With a Beat; LN 24330, BN 26330
BOBBY VINTON—Please Love Me Forever; LN 24341, BN 26341
- ESP**
JERRY MOORE—Life Is a Constant Journey Home; 1061
- FANTASY**
WES MONTGOMERY & HIS BROTHERS—Wes' Best; 3376, 8376
- FIESTA**
KRAMER EI SUOI VILLICI—Festa in Compagna; FLP 1491, FLP 1491
DIE WANDERVOGEL-CHOIR & ORCH.—Beliebte Lieder Zum Mitsingen; FLP 1495, FLP 1495
DER FRANKFURTER KINDECHOR—Lieder Furs Kinderherz; FLP 1498, FLP 1498
CARL JULARBO—Swedish Folk Dances; FLP 1499, FLP 1499
FRANZL LAND; FLP 1500, FLP 1500
- FOUR CORNERS OF THE WORLD**
THE GUNTER KALLMAN CHORUS Sings 28 Christmas Songs; FCL 4245
- GALAXY**
The Mellow Mellow LEON HAYWOOD; 206 8206
- GRECOPHON**
The Bouzouki of MARRY LEMONOPOULOS with the exotic voice of EVA STYL; GR 315, GR 315
THE TRIO BEL CANTO IN GREECE; GR 316, GR 316
- IMPERIAL**
The Brilliant Guitar Sounds of SANTO & JOHNNY; LP 9363, LP 12363
- INTERNATIONAL ARTISTS**
13TH FLOOR ELEVATOR—Easter Everywhere; IALP 5
- KENT**
LOWELL FULSON—Now!; 531, 5031
Z. Z. HILL—A Whole Lot of Soul; 528, 5028
B. B. KING—Boss of the Blues; 529, 5029
VARIOUS ARTISTS—20 Super Rhythm & Blues Hits, Vol. 2; 530, 5030
- LONDON**
THE CITY PREACHERS—Folklore; LL 3517, PS 517
THE PRETTY GOODS WITH ROLAND SHAW & HIS ORCH.—The Look of Love; LL 3521, PS 521
TCHAIKOVSKY: SYMPHONY NO. 5—New Philharmonia Orch. (Stokowski); SPC 21017
- LONDON (INTERNATIONAL)**
CARLOS ACUNA—King of the Tango; TW 91442, SW 99442
LOS MACHUCAMBOS Sings the Music of Argentina; TW 91434, SW 99434
THE MASSES BANDS, DRUMS, PIPES AND DANCERS OF THE WELSH & SCOT GUARDS; TW 91462, SW 99462
Songs and Dances From Czechoslovakia; TW 91454, SW 99454
Songs and Dances From Turkey; TW 91453, SW 99453
Soldiers' Songs From Germany; TW 91439, SW 99439
THE WONDERFUL GUITARS OF PORTUGAL—Libson by Night; TW 91445, SW 99455
- MAINSTREAM**
THE JELLY BEAN BANDITS; 56103, S/6103
- MODERN**
The Wild and Frantic LITTLE RICHARD; 103, 1003
- MOTOWN**
CHRIS CLARK—Soul Sounds; M 664, MS 664
- PARKWAY**
BUNNY SIGLER—Let the Good Times Roll & (Feel So Good); P 50,000, PS 50,000
- PRESTIGE**
TEDDY EDWARDS SEXTET—It's All Right; 7522, PR 7522
ERICK KLOSS—First Class Kloss; 7520, PR 7520
JACKIE McLEAN—Strange Blues; 7500, PR 7500
THELONIOUS MONK—The High Priest; 7508, PR 7508
HOUSTON PERSON—Chocomotive; 7517, PR 7517
CEDAR WALTON TRIO QUARTET & QUINTET—Cedar!; 7519, PR 7519
- PROJECT 3**
ENOCH LIGHT & THE LIGHT BRIGADE—Film Fame; PR 5013 SD
- RCA CAMDEN**
DR. SEUSS Presents the Cat in the Hat Song Book; CAL 1095, CAS 1095
- RCA VICTOR**
ORIGINAL CAST—Hair; LOC 1143, LSO 1143
VARIOUS ARTISTS—Canadian Folk Songs; CS 100
- RCA RED SEAL**
LAVALLEE: THE WIDOW (EXCERPTS)—CBC Winnipeg Chorus & Orch. (Wild); LM 2981, LSC 2981
THE HEIFETZ PIATIGORSKY CONCERTS—Various Artists; LM 2985, LSC 2985
- REPRISE**
MIRIAN MAKEBA—Pata Pata; R 6274, RS 6274

Album Reviews

• Continued from page 59

CLASSICAL LOW-PRICE

SPECIAL MERIT

BERG/VIOLIN CONCERTO/BACH: CANTATA NO. 60
Czech Philharmonic Orch. Ancerl. Crossroads 22 16 0171 (M); 22 16 0172 (S)

Although the two works on this LP are separated by about two centuries, they have in common not only a similarity of style and taste but both are played here with a similar expression of brilliance. Josef Suk's violin, Karel Ancerl's conducting and the Czech Philharmonic's playing couldn't be better. And in the Bach work, Turnovsky and the chorus excell as well.

SEMICLASSICAL SPECIAL

MERIT

LAVALLEE: THE WIDOW (EXCERPTS)
CBC Winnipeg Chorus & Orch. Wild. RCA Victor Red Seal LM 2981 (M); LSC 2981 (S)

This lilting Canadian operetta, as excerpted here, is a delight from start to finish. The performances by soloists with the CBC Winnipeg Chorus and Orchestra under Eric Wild are uniformly excellent. This RCA Canada production could make for interesting programming for stations that play lighter classical material and are looking for a bright novelty. But, don't try to follow the plot.

FOLK SPECIAL MERIT

CANADIAN FOLK SONGS
Various Artists. RCA Victor CS 100 (S)

This Canadian Centennial nine-LP package offers authentic performances of 120 songs French and English is a bonanza for admirers of this form of folk music. Including such well known numbers like "(The) Red River Valley" and "The Old Chisholm Trail," the disks range far with each LP having a different grouping, such as love ballads, lumber camp songs, songs of courtship and marriage.

JAZZ SPECIAL MERIT

FIRST CLASS KLOSS
Erick Kloss. Prestige 7520 (M); PR 7520 (S)

A relatively new face in the jazz field (Kloss is still in his teens). With some fairly new musical deviations on "Chittlins Con Carne," Kloss yet can drive on his own in the bluesy "The Chasin' Game," which give his sax free chance to roam expressively.

FOLK SPECIAL MERIT

LIFE IS A CONSTANT JOURNEY HOME
Jerry Moore. ESP 1061 (S)

Jerry Moore could develop into a major folk artist as this album with its strong blues strains indicates. Most of the material is his own and most deal with the Negro struggle for equality. Longing is a consistent theme as he sings "Life Is a Constant Journey Home," "Winds of Change" and "Let Go, Reach Out." "Drugged" is earthy, while "Ballad of Birmingham" is telling.

RELIGIOUS SPECIAL MERIT

THE INCOMPARABLE LAYMEN SINGERS
With Paul Mickelson Orch. Supreme SS 2042 (S)

Beautiful choir versions of songs like "Whispering Hope," "Peace in the Valley" and "Bound for the Promised Land." Supported by the lush instrumental effects of the Paul Mickelson Orchestra, the Laymen Singers have created a very pleasant album.

SERENUS

JOHN REARDON Sings Contemporary Art Songs; SRE 1019, SRS 12019
VARIOUS ARTISTS—The Music of Meyer Kupferman—III; SRE 1017, SRS 12017
VARIOUS ARTISTS—The Music of Harold Farberman—II; SRE 1016, SRS 12016

SPOKEN ARTS

The Poems of JAMES DICKEY 1957-1967; SA 984

STAX

VARIOUS ARTISTS—Memphis Gold, Vol. 2; 726, S 726

STAX/VOLT

VARIOUS ARTISTS—Stay in School Don't Be a Dropout; A 11

UNITED ARTISTS

AL CAIOLA & RIZ ORTOLANI—Sound of Christmas; UAL 3617, UAS 6617
ORIGINAL SOUNDTRACK—Live for Life; UAL 4165; UAS 5165

VANGUARD

COUNTRY JOE & THE FISH—I Feel Like I'm Fixin' to Die; VRS 9266, VSO 79266

VOLT

OTIS REDDING—History of Otis Redding; 418, S 418

ZONDERVAN

LORNE & JIMMIE RUTH MATTHEWS—Organ & Piano Melodies; ZLP 729
LONDON PARRIS—Heaven Came Down; ZLP 728

Nashville Scene

RCA's Stu Phillips, riding high with "Juanita Jones," leaves for a Dec. 5 appearance at the Taft Hotel, New York, after a successful stay at the State House, Minneapolis. The club, which seats 1,100, was packed each night during his appearance there. . . . Floyd Cramer is set for a January release of a new album titled "Country Classics," which includes current and old standards. . . . Tompall and the Glasers have just concluded a new MGM single and album, both due out soon. . . . Curley Putman, ABC artist and Tree Publishing writer, is off on a post-Thanksgiving promotional tour to Louisville, Cincinnati, Indianapolis, Chicago, Des Moines, Omaha, Kansas City Mo., and St. Louis. It's to push his new album, "Lonesome Country," in which Curley proves his ability as a singer to compliment his writing ability. . . . Red Allen, who filled in for Lester Flatt during the latter's recent illness, is about to sign a recording contract on his own. . . . Red and Fred, comedy team from North Carolina, will be traveling in future packages with Grandpa Jones. . . . Autry Inman, now with Epic, is sounding better than ever after a long lay-off. He's back on the road, too, booked by Smiley Wilson at Wil-Helm. . . . Margie Bowes has a long series of sessions lined up. . . . The list of guest stars appearing at the "Grand Ole Opry" continues to grow. In recent weeks they have included Johnny Tillotson, Merle Travis, Kenny Price, and, once again, Hugh X. Lewis. Lewis has appeared on the "Opry" this year about as often as the regular cast members. . . . It's getting close to that time of year when the demand on artist's time is quadrupled due to holiday charities. Taking part in recent benefits in the Nashville area were Johnny Cash and his entire package, including the Carter Family, and, at another, a contingent led by Capitol's Charlie Louvin. . . . Bobby Lord reports excellent crowds at the new Bantom Lounge in Atlanta. . . . Ralph Emery's all-night "Opry Star Spotlight" is sold out across the board. . . . Flatt and Scruggs appear in a light show in San Francisco at the Avalon Ballroom, Nov. 30-Dec. 1-2. A sound track of their music was recently used on "The Monkees" network TV show. An instrumental number written by Earl Scruggs in 1949 is a featured theme throughout the movie, "Bonnie and Clyde." Originally titled "Foggy Mountain Breakdown," it is renamed "Theme From Bonnie and Clyde." To coincide with the movie, the instrumental, b/w "Down in the Flood," has been released by Columbia. . . . Dano Duval has cut a session for National Records under the di-

rection of Wally Cater of Brite Star Promotions. . . . Danny Dale has begun his own record label at Mantua, N. J. His latest release is "Cold, Cold, Heart." . . . The Gosdin Brothers were added to WPLO's "Shower of Stars" Nov. 25. . . . Ferlin Husky is felled by exhaustion and hospitalized with a "No Visitors" sign. The Capitol artist had taken no time off for rest in 10 years. . . . Harlan Howard has penned a pair of hot ones, "To Chicago, With Love," by Lois Johnson on Epic, and "Heaven Help the Working Girl," by Norma Jean on RCA Victor. . . . There is some good reaction to Leroy Pullin's Kapp Record, "Gypsy Rose." . . . Dick Shivey must have computer problems. He makes his home in Machiasport, Me., and records for Film City in Hollywood. . . . Jimmy Velvet's "Woman in Bloom" is strictly for the moderns. It contains hitherto taboo material. . . . Jerry Rivers, former manager of Nugget Records and Sound Studios and personal manager of the Jimmy Klein agency in Nashville. . . . Marti Brown, who has just concluded a month's tour of Asia, has been given a four-week extension there. . . . The Harden Trio concluded a week in Toronto and will join the Home-Stealers and Johnny Paycheck for a big show in Albany, Ga., in December.

Sonny James and the Southern Gentlemen on a southwest tour for three weeks, and Sonny will confer with Ken Nelson while on the Coast. He'll also do three country music spectacles there, for KLOC, Modesto; KGBS, Los Angeles, and KRAK, Sacramento. . . .

"Tater" Pete Hunter celebrates his 12th year at KTLW-Radio, Texas City, Tex., Nov. 21, playing country music from his personal record library of 31,000 c&w disks. "Taters" plays all records and invites artists to send their platters to him at 620 Gulf Bank Road, Houston, Tex.

Neal, Haney Unit a Click

NASHVILLE — Six consecutive full houses with turnaway crowds resulted from the booking and promoting of a top package through Virginia and North Carolina.

The cast consisted of Sonny James and the Southern Gentlemen, Loretta Lynn, Conway Twitty, the Wilburn Brothers, Harold Morrison, and Twitty's band, the Lonely Blue Boys.

Playing two shows in Roanoke, Va.; Greensboro, N. C., and Norfolk, Va., every house was a complete sellout.

Booked by the Bob Neal Agency, the shows were promoted by Carlton Haney.

Star Path Formed

PHOENIX — A new music publishing company—Star Path Music—has been formed by Dale Noe, the writer of "It's Such a Pretty World Today," and Buddy Long.

Yesteryear's Country Hits

COUNTRY SINGLES—5 Years Ago December 1, 1962

1. Mama Sang a Song—Bill Anderson (Decca)
2. I've Been Everywhere—Hank Snow (RCA Victor)
3. A Girl I Used to Know—George Jones & the Jones Boys (United Artists)
4. I'm Gonna Change Everything—Jim Reeves (RCA Victor)
5. Don't Go Near the Indians—Rex Allen (Mercury)
6. Cow Town—Webb Pierce (Decca)
7. We Missed You—Kitty Wells (Decca)
8. Sing a Little Song of Heartache—Rose Maddox (Capitol)
9. Wall to Wall Love—Bob Gallion (Hickory)
10. The Burning of Atlanta—Claude King (Columbia)

COUNTRY SINGLES—10 Years Ago December 2, 1957

1. Jailhouse Rock/Treat Me Nice—Elvis Presley (RCA Victor)
2. Wake Up Little Susie—Everly Brothers (Cadence)
3. My Special Angel—Bobby Helms (Decca)
4. The Story of My Life—Marty Robbins (Columbia)
5. Geisha Girl/Livin' Alone—Hank Locklin (RCA Victor)
6. Fraulein—Bobby Helms (Decca)
7. Why, Why?—Carl Smith (Columbia)
8. Raunchy—Bill Justice (Philips International)
9. My Shoes Keep Walking Back to You—Ray Price (Columbia)
10. Home of the Blues/Give My Love to Rose—Johnny Cash (Sun)

A HIT TO GROOVE ON

GOOD & PLENTY

"LIVING IN A

Produced by Wes Farrell in collaboration with Tony Romeo.

WORLD OF MAKE BELIEVE"

M/W "I PLAYED MY PART WELL"

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Another Way To Get
GOOD & PLENTY



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GOOD & PLENTY



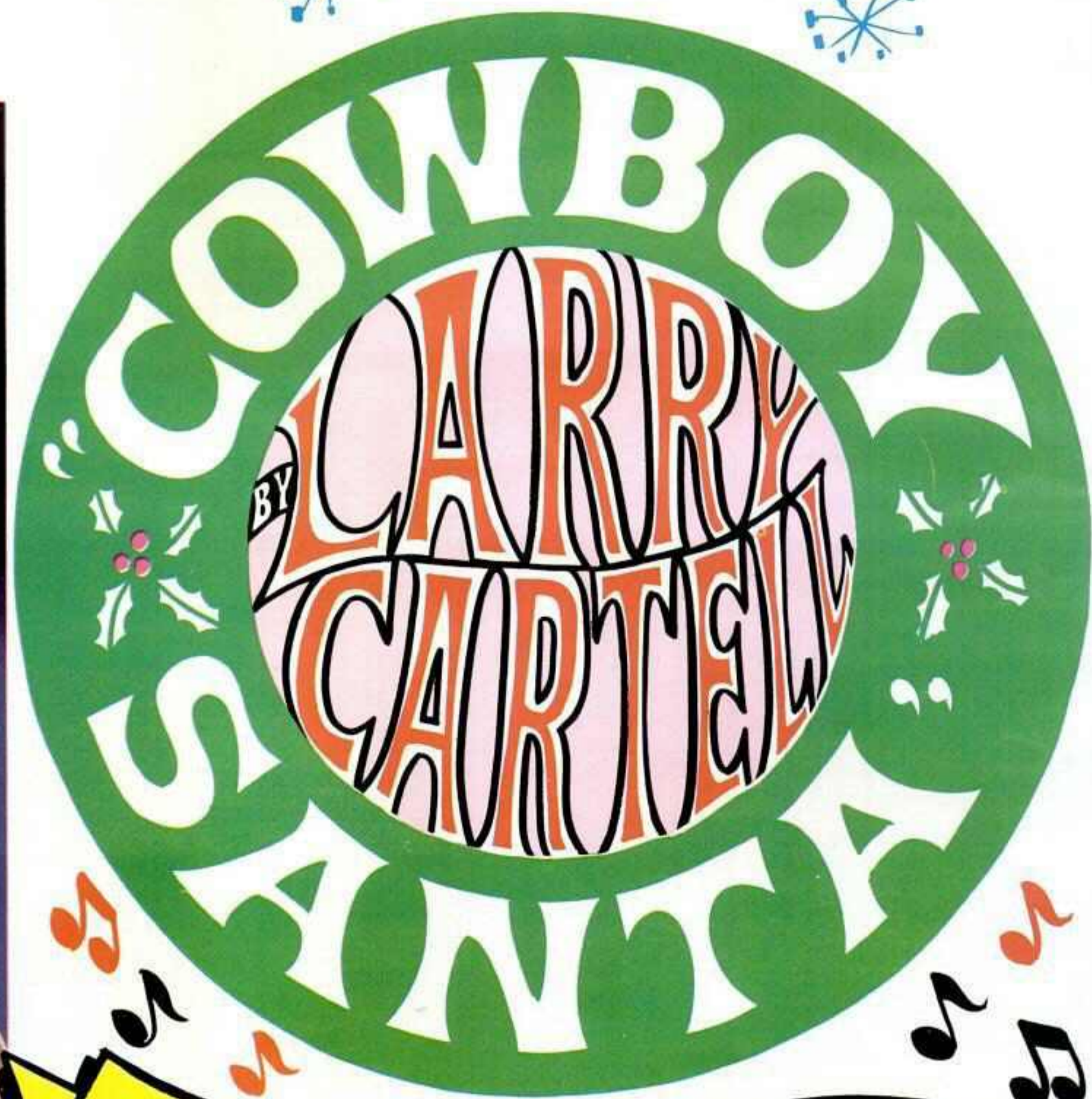
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GOOD & PLENTY



SENATE 21001

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Of
GOOD &
PLENTY"**

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Christmas *Smash!*



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Personal Management
B & B MUSIC CORPORATION
Record #150

Country Music

Full Record Steam Ahead For Congressman Fulton

NASHVILLE—Rep. Richard Fulton (D.-Tenn.) has joined the ranks of Congressional immortals Everett Dirksen and Adam Clayton Powell as a recording artist.

Fulton, a third-term Congressman who represents the Hermitage District (Nashville) in Washington, has cut three sides and a single soon will be released by a major label.

The Rev. John A. Bozeman Jr., a Methodist minister who wrote the songs and produced the sessions, said the tunes will be country-oriented, but could go "either pop or country." Al-

though the sessions were held at the Starday studios, Bozeman said he is negotiating with some of the top labels in the country, and that a contract would be worked out within 10 days.

Unlike Dirksen's and Powell's, these are "singing" records. Mrs. Jewell Fulton, wife of the Congressman, said "it would be a greater thrill for Dick to sing on the stage of the 'Grand Ole Opry' than to sit in the White House."

Robert E. Cooper, vice-president and general manager of WSM, said Fulton would be welcomed on the "Opry." Bozeman attended Vanderbilt University and began his music work there writing student compositions. Encouraged by Randy Wood, he was put in touch with Beasley Smith, veteran Nashville songwriter, "who taught me 32-bar commercialism," Bozeman said. During his ministerial tenure, he has written several songs, three of which have been recorded on Liberty and Dot. More recently he has written and produced commercial jingles, and currently has eight of them being aired.

"I'll be using the best Nashville sound musicians available," The Reverend Bozeman said. "The Hardin Trio will provide backing for the Congressman."

Fulton first heard the songs he will record while in his Washington office last February. The one he is most enthusiastic about is "Poor Little Paperboy." Fulton once worked as a newsboy in East Nashville.

Dolly Good Heart Victim

HAMILTON, Ohio—Funeral services were held here Tuesday, Nov. 21, for Dolly Good (Mrs. Raymond C. Motley) 51, well-known country music singer on radio a few years back, who died at her home in Hamilton Sunday, Nov. 19, after a three-year illness with a heart ailment. Interment was made in Rose Hill Memorial Park here.

The deceased with her sister Millie were billed as the Girls of the Golden West. They had appeared on the Rudy Vallee radio show and for years were a feature on the WLS "National Barn Dance," Chicago, and later on WLW's "Boone County Jamboree" and "Midwestern Hayride" in Cincinnati. The Girls of the Golden West had written numerous country songs together, and had recorded for both RCA Victor and Columbia Records.

In 1949, Dolly Good was featured on a western-type show when WKRC-TV, Cincinnati, first went on the air. Her husband Raymond is general manager of WHOH, Hamilton. Millie Good's husband is Bill McCluskey, director of client relations for WLW-T, Cincinnati.

In addition to her husband and sister Millie, Mrs. Motley is survived by a daughter, Mrs. Joy Silvey, St. Louis; a son, Lawrence (Biff) Motley; four brothers, Calvin, Lawrence, Harold and Jerry Goad, all of East St. Louis, Ill., two other sisters, Mrs. Ross Sherman, Dallas, and Mrs. W. L. Showman, East St. Louis, and one grandson.

Nashville's Music Row to Swing With the Sounds of Bulldozers

NASHVILLE — Multiple office buildings and studios, whose value will be in the millions of dollars, have been announced for Music Row in Nashville.

Construction of these sites will start almost immediately, and will involve expansion of existing music firms in the city and the migration of some companies with little or no prior representation.

J. Hal Smith, president of Pamper Music, announced construction of a two-story, 8,000-square-foot building, with plans for later upward expansion. The \$250,000 structure, to be started in a week, will be of black thermal glass on the lower portion and structural glass imbedded in mortar in the upper section. The ground floor level will be occupied by Bill Hudson & Associates, a public relations - consultant firm associated with the music industry. The second floor will be occupied by the Moeller Talent Agency, which will move from its present location alongside Cedarwood Publishing. Moeller, moving into larger quarters, said it would have expanded operations plans to announced in the near future.

Directly behind this 16 Avenue building on Cedar Street will be another office building which will house ABC Records and "another music firm," not yet announced. Built by a group of music investors, this, too, will be geared toward further expansion. It is believed MGM Records also will move into new office quarters shortly.

April Blackwood Publishers, recently moved to Nashville under Jack Grady, will be moving into new office quarters.

Ben Hall and Weldon Myrick, long-time artists and songwriters, say they will construct a combined studio-office building, again just off Music Row, on Hawkins Street. This structure will contain a recording studio, facilities for mastering tapes, a publishing house and space for lease. Hall said that Howard Holzer, Van Nuys, Calif., would do the mastering work for the studio once he concludes studio work for Herb Alpert on the West Coast, and may bring his Haeco Co. to Nashville permanently.

It was announced earlier in

Billboard (Sept. 9) that Hubert Long had acquired two pieces of property on Hawkins where he planned to expand his Moss-Rose publishing firm and Hubert Long talent agency. At the same time, John Scoggins, head of Pas Enterprises, announced expansion plans to an existing building, and early plans were made known for construction of the Embassy Club, a plush private member-

ship showpiece soon to go up on 16 Avenue. Old structures now are in the process of being torn down.

Other plans are expected to be made known within the next 10 days. Some expansionists are awaiting appraisals of property, variances in the land. When final clearances are given, the music section of the city will have an entirely new, enlarged face.

Source TV's Tape Wheels In Motion

HOUSTON — Source Television Productions, a Houston firm, has concluded the first 13 of a planned 200-to-250 videotaped country TV shows for nationwide syndication.

The taping is being done at KHTV, the station's first venture into full-time syndication. Heretofore most of its activities have been confined to sports shows on a statewide basis.

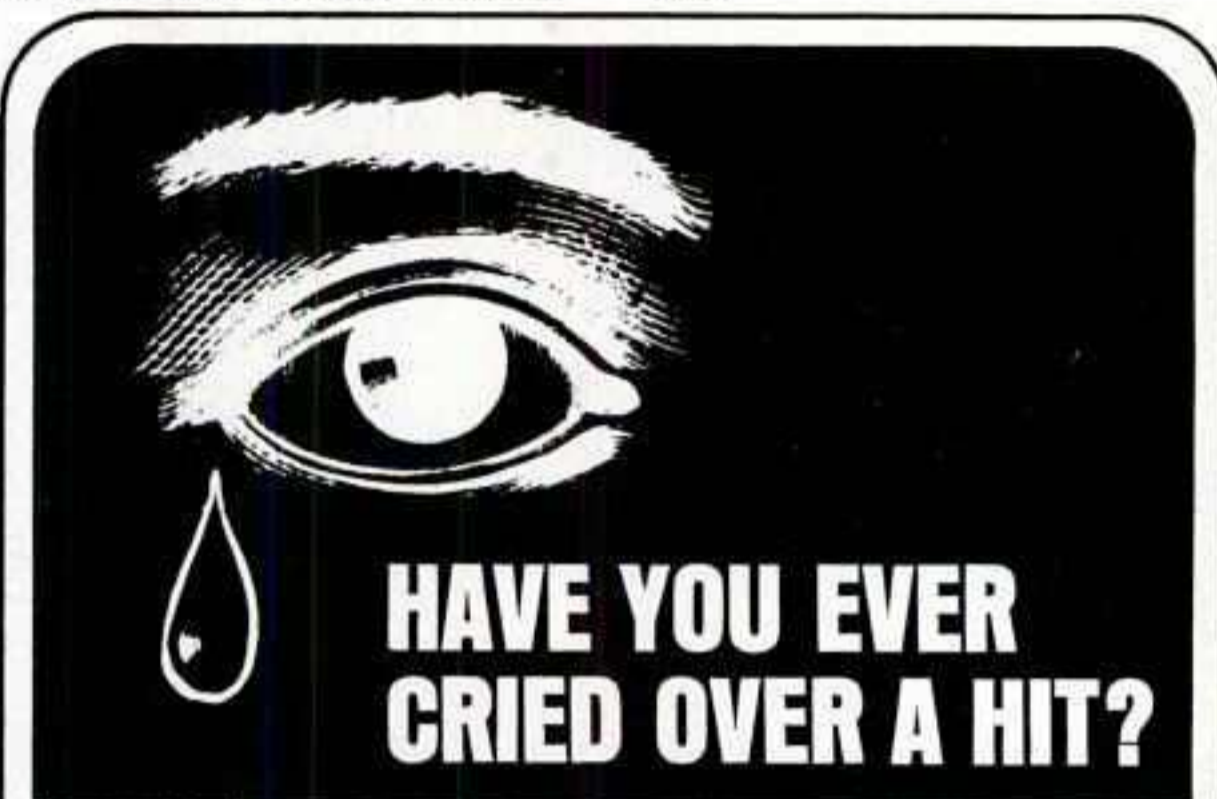
Gene Jacobs, KHTV assistant manager, said the station had "outstanding facilities" and could produce the 30-minute and one-hour shows, which are being done in color.

The first 13 shows featured Lonzo and Oscar with the Homesteaders. The next scheduled series will be headlined by Johnny Wright and Kitty Wells. Sheb Wooley and Ferlin Husky are among the artists lined up for videotaping. Officials of Source are working with booking agencies in Nashville and elsewhere lining up guest talent to appear on the shows.

Country Acts To Invade U. K.

LONDON — The Country Music Federation has changed its name to Country Music Enterprises (CME). The organization will bring several major U. S. country acts to appear in concerts here. Tammy Wynette arrives at the end of the month and Willie Nelson is expected next March. Charlie Wilson arrived in London last week to promote his "Country Songs by Country Folk" album. On a recent trip to America, the Hill-siders waxed an album with Bobby Bare in Nashville, produced by Chet Atkins called "Liverpool Meets Nashville!" RCA is expected to issue the album in December in the States. The CME has a record outlet here via a deal with Polydor and the initial release is to be released on Friday (24) and features "Spinning Wheel," by Ethna Cambell. An album, "Gunfighter," by Terry Ewers, will be released in January.

Gordon Smith of CME will fly to the U. S. at the end of the month, and he hopes to be able to pick up country music disks for release by Polydor in this country.



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THE NEXT
TEAR DROP
FALLS"

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FORMER LOUISIANA GOV. Jimmie Davis, Decca artist, took a last sit in the chair he used during his two terms of office. He has presented the chair to the Country Music Hall of Fame and Museum. Mrs. Dorothy Gable, museum curator, accepted the chair.

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Billboard SPECIAL SURVEY For Week Ending 12/2/67

HOT COUNTRY SINGLES

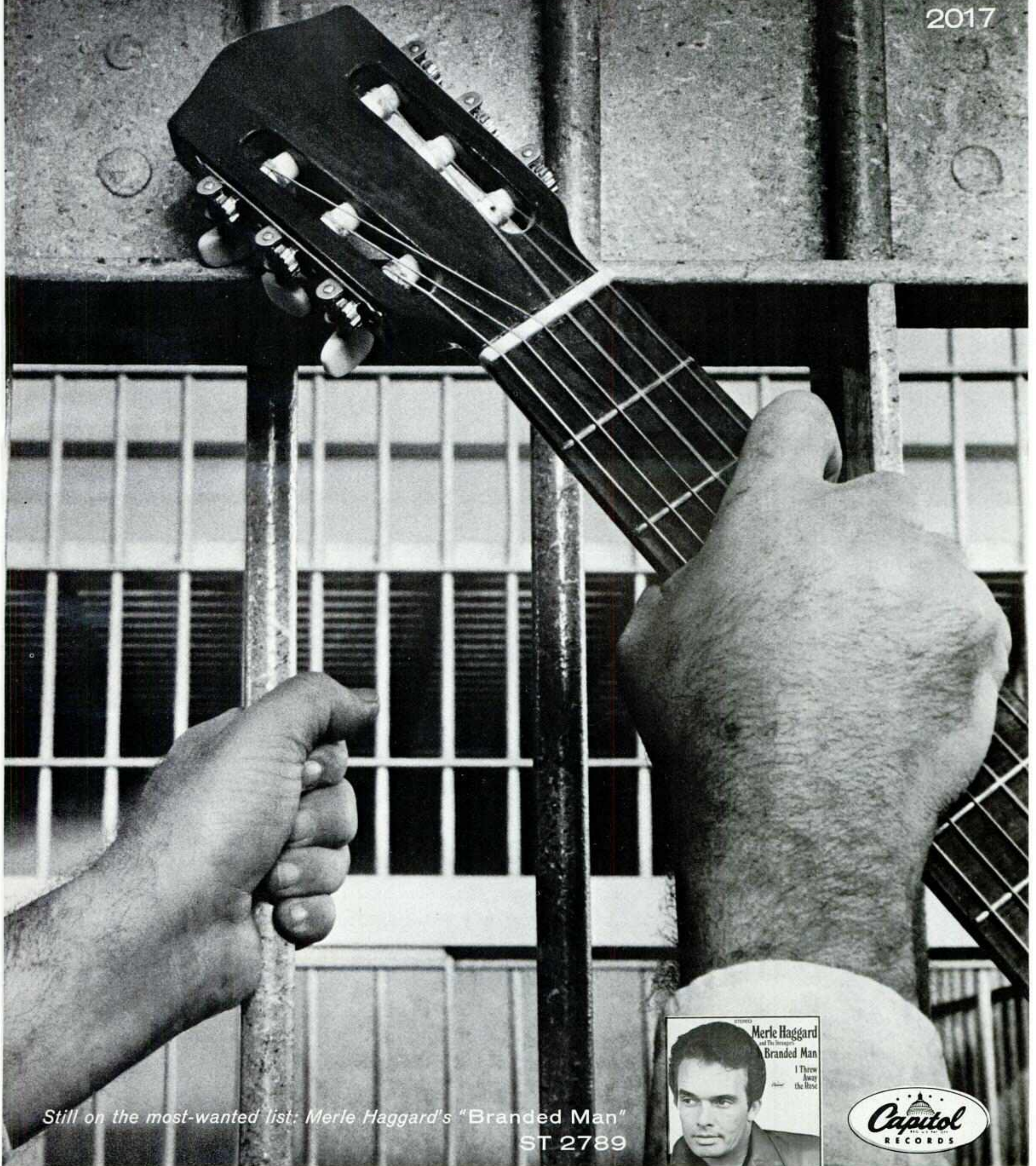
★ STAR Performer—Sides registering greatest proportionate upward progress this week.

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	1	IT'S THE LITTLE THINGS11 Sonny James, Capitol 5987 (Marson, BMI)		37	38	HANGIN' ON9 Gosdin Brothers, Bakersfield Int'l 1002 (Garpax/Alanbo, BMI)	
	2	YOU MEAN THE WORLD TO ME11 David Houston, Epic 10224 (Gallico, BMI)		38	46	I WOULDN'T TAKE HER TO A DOGFIGHT ...5 Charlie Walker, Epic 10237 (Window, BMI)	
	3	WHAT LOCKS THE DOOR10 Jack Greene, Decca 32190 (Acclaim, BMI)		39	45	BLUE LONELY WINTER6 Jimmy Newman, Decca 32202 (Newkeys, BMI)	
	4	IT TAKES PEOPLE LIKE YOU (To Make People Like Me)8 Buck Owens, Capitol 2001 (Blue Book, BMI)		40	41	MAKE A LEFT AND THEN A RIGHT9 Johnny & Jonie Mosby, Capitol 5980 (Central Songs, BMI)	
	5	WHAT KIND OF A GIRL (Do You Think I Am?)11 Loretta Lynn, Decca 32184 (Sure-Fire, BMI)		41	44	TUPELO MISSISSIPPI FLASH5 Jerry Reed, RCA Victor 9334 (Vector, BMI)	
	6	I DON'T WANNA PLAY HOUSE15 Tammy Wynette, Epic 10211 (Gallico, BMI)		42	37	COME SEE WHAT'S LEFT OF YOUR MAN ...9 Johnny Darrell, United Artists 50207 (Combine, BMI)	
	7	DOES MY RING HURT YOUR FINGER ...14 Country Charlie Pride, RCA Victor 9281 (Jando, ASCAP)		43	53	I'D GIVE THE WORLD4 Warner Mack, Decca 32211 (Page Boy, SESAC)	
	8	TURN THE WORLD AROUND15 Eddy Arnold, RCA Victor 9265 (Fingerlake, BMI)		44	62	HEAVEN HELP THE WORKING GIRL3 Norma Jean, RCA Victor 9362 (Wilderness, BMI)	
	9	GARDENIAS IN HER HAIR12 Marty Robbins, Columbia 44271 (Hill & Range/Mariposa, BMI)		45	51	THE ONLY WAY OUT (Is to Walk Over Me) 5 Charlie Louvin, Capitol 2007 (Central Songs, BMI)	
	10	DEEP WATER15 Carl Smith, Columbia 44233 (Milene, ASCAP)		46	52	WEAKNESS IN A MAN4 Roy Drusky, Mercury 72742 (Gallico, BMI)	
11	16	FOR LOVING YOU6 Bill Anderson & Jan Howard, Decca 32197 (Painted Desert, BMI)		47	64	SING ME BACK HOME3 Merle Haggard, Capitol 2017 (Blue Book, BMI)	
	12	HOW FAST THEN TRUCKS CAN GO11 Claude Gray, Decca 32180 (Vanjo, BMI)		48	61	LOVE'S DEAD END3 Bill Phillips, Decca 32207 (Cedarwood, BMI)	
13	17	BURNING A HOLE IN MY MIND6 Connie Smith, RCA Victor 9335 (Delmore, ASCAP)		49	54	EVERYBODY OUGHT TO SING A SONG ...4 Dallas Frazier, Capitol 2011 (Blue Crest, BMI)	
	14	A DIME AT A TIME9 Del Reeves, United Artists 50210 (Pass Key, BMI)		50	48	CHUBBY (Please Take Your Love to Town)7 Geezinslaw Brothers, Capitol 2002 (Cedarwood, BMI)	
	15	IF MY HEART HAD WINDOWS9 George Jones, Musicor 1267 (Glad/Blue Crest, BMI)		51	56	STRANGER ON THE RUN4 Bill Anderson, Decca 32215 (Shamley, ASCAP)	
	16	BOTTLE, BOTTLE8 Jim Ed Brown, RCA Victor 9329 (Window, BMI)		52	50	SAN ANTONIO7 Willie Nelson, RCA Victor 9324 (Alamo, BMI)	
17	25	BY THE TIME I GET TO PHOENIX6 Glen Campbell, Capitol 2015 (Rivers, BMI)		53	—	HERE COMES HEAVEN1 Eddy Arnold, RCA Victor 9368 (Hill & Range, BMI)	
	18	CHOKIN' KIND16 Waylon Jennings, RCA Victor 9259 (Wilderness, BMI)		54	59	I'M A SWINGER3 Jimmy Dean, RCA Victor 9350 (Barmour, BMI)	
19	26	JUANITA JONES7 Stu Phillips, RCA Victor 9333 (Naston-Port, ASCAP)		55	47	THE WHEELS FELL OFF THE WAGON ...12 Johnny Dollar, Date 1566 (Mayhew, BMI)	
	20	LEARNIN' A NEW WAY OF LIFE11 Hank Snow, RCA Victor 9300 (East Star, BMI)		56	58	TRAVELING SHOES5 Guy Mitchell, Starday 819 (Cedarwood, BMI)	
21	32	I'LL LOVE YOU MORE6 Jeannie Seely, Monument 1029 (Pamper, BMI)		57	55	YOU DESERVE EACH OTHER7 Robert Mitchum, Monument 1025 (Windward Side, BMI)	
22	28	THE COUNTRY HALL OF FAME7 Hank Locklin, RCA Victor 9323 (Yellow River, ASCAP)		58	72	A GIRL DON'T HAVE TO DRINK TO HAVE FUN2 Wanda Jackson, Capitol 2021 (Blue Book, BMI)	
	23	PINEY WOOD HILLS9 Bobby Bare, RCA Victor 9314 (T. M./Gypsy Boy, BMI)		59	57	I WANNA GO BUMMIN' AROUND11 Sonny Curtis, Viva 617 (Viva, BMI)	
	24	I TAUGHT HER EVERYTHING SHE KNOWS ..11 Billy Walker, Monument 1024 (Piedmont, ASCAP)		60	71	TENDER & TRUE2 Ernie Ashworth, Hickory 1484 (Acuff-Rose, BMI)	
25	40	LOVE'S GONNA HAPPEN TO ME4 Wynn Stewart, Capitol 2012 (Freeway, BMI)		61	66	HANGIN' ON4 Leon Ashley & Margie Singleton, Ashley 2015 (Garpax/Alanbo, BMI)	
	26	YOU'VE BEEN SO GOOD TO ME13 Van Trevor, Date 1565 (Summerhouse/Harmony Hill, ASCAP)		62	68	YOU'RE THE REASON4 Johnny Tillotson, MGM 13829 (Vogue, BMI)	
	27	THIS WORLD HOLDS NOTHING (Since You're Gone)9 Stonewall Jackson, Columbia 44283 (Cedarwood, BMI)		63	63	MABEL (You Have Been a Friend to Me) ..11 Billy Grammer, Rice 5025 (Newkeys, BMI)	
	28	GOODY GOODY GUMDROPS13 Wilburn Brothers, Decca 32169 (Sure-Fire, BMI)		64	69	WOMAN NEEDS LOVE5 Marion Worth, Decca 32195 (Moss-Rose, BMI)	
29	35	BALLAD OF WATERHOLE #36 Roger Miller, Smash 2121 (Famous, ASCAP)		65	65	WHO'S GONNA WALK THE DOG (And Put Out the Cat)3 Ray Pennington, Capitol 2006 (Pamper, BMI)	
30	36	I HEARD A HEART BREAK LAST NIGHT ..5 Jim Reeves, RCA Victor 9343 (Hill & Range, BMI)		66	60	WIND CHANGES6 Johnny Cash, Columbia 44288 (Witmark, ASCAP)	
	31	WONDERFUL WORLD OF WOMEN6 Faron Young, Mercury 72728 (Cedarwood, BMI)		67	67	BEFORE THE NEXT TEAR DROP FALLS ...4 Duane Dee, Capitol 5986 (Raleigh, BMI)	
	32	FOOL, FOOL, FOOL18 Webb Pierce, Decca 32137 (Sure-Fire, BMI)		68	—	PROMISES, PROMISES1 Lynn Anderson, Chart 2010 (Yonah, BMI)	
	33	I DOUBT IT10 Bobby Lewis, United Artists 50208 (Ly-Rann, BMI)		69	70	CHICKEN PICKIN'2 Buckarros, Capitol 2010 (Blue Book, BMI)	
	34	TEAR TIME15 Wilma Burgess, Decca 32178 (Forrest Hills, BMI)		70	—	LAST THING ON MY MIND1 Porter Wagoner & Dolly Parton, RCA Victor 9369 (Deep Fork, BMI)	
	35	YOU CAN'T HAVE YOUR KATE & EDITH TOO14 Statler Brothers, Columbia 44245 (Tree, BMI)		71	—	THAT SEE ME LATER LOOK1 Bobby Wright, Decca 32193 (Tree, BMI)	
36	42	ANYTHING LEAVING TOWN TODAY5 Dave Dudley, Mercury 72741 (Newkeys, BMI)		72	73	THE KEEPER OF THE KEY3 Slim Whitman, Imperial 66262 (Vidor, BMI)	
				73	75	THIS ONE'S ON THE HOUSE2 Jerry Wallace, Liberty 56001 (Forest Hills, BMI)	
				74	74	YOU OUGHT TO SEE ME CRY2 Johnny Bush, Stop 126 (Pamper, BMI)	
				75	—	ANNA, I'M TAKING YOU HOME1 Leon Ashley, Ashley 2025 (Gallico, BMI)	

Another breakout by Merle Haggard: **SING ME BACK HOME**

The Death Row scene. Sung by Merle Haggard with The Strangers
Flip side (also penned by Haggard) "Good Times"

2017



Still on the most-wanted list: Merle Haggard's "Branded Man"
ST 2789



Pamper Into Aussie Deal

NASHVILLE — Booking of talent on a worldwide basis and the interchange of masters to help promote country music artists were announced in a joint statement by Pamper Music, J. Hal Smith Artist Agency, Boone Records, and Norman Whiteley Holding Co., Sydney, Australia. Whiteley, whose publishing firm represents Pamper in Australia (Pamper Music of Australia), said additional announce-

ments would be made soon, detailing the plans for worldwide booking. He will represent an internationally known concern. Meanwhile, he plans to place such artists as Jeanie Seeley, Hank Cochran and Ray Pennington into clubs in the major cities of Australia.

Masters from Australian artists will be sent to Boone Records, under the guidance of Bobby Bobo, for exposure in this country, and efforts will be made to bring Col Joye, Australian country music entertainer, to America. Eventually others may be brought over.

Noting that country music is growing in popularity in Australia, Whiteley said exposure of Americans in his continent and Australians here would help the entire industry. Whiteley is Australia's largest music publisher, and represents nearly six firms in his holding company. Pamper is the only such firm involved in country music.

Sonny James Unit For Bishop Show

Sonny James and the Southern Gentlemen, Capitol Records artists, will appear on the Joey Bishop ABC-TV late-night show Tuesday (28). The show originates here.

James concludes his West Coast tour with engagements Nov. 30 and December 1, 2, 3, in Spokane, Wash.; Portland, Ore., and Seattle and Vancouver, Wash., respectively.



DENNIS RUNYAN, blind Cincinnati youth, accepts Hank Williams library from Julie Godsey, of Main Line, Cleveland. Dennis, 14, received the award when he entered WCLU's recent Hank Williams marathon and submitted his entire entry in Braille. WCLU, Cincinnati area's "Modern Country" station, ran the contest to celebrate the granting by the FCC of authorization for a uniform 6 a.m. sign-on the year 'round. Out of several hundred entries received, seven Hank Williams libraries (MGM) were awarded.

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THE GAME OF LOVE
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YOU HAVE TO GET
A LITTLE DIRT ON
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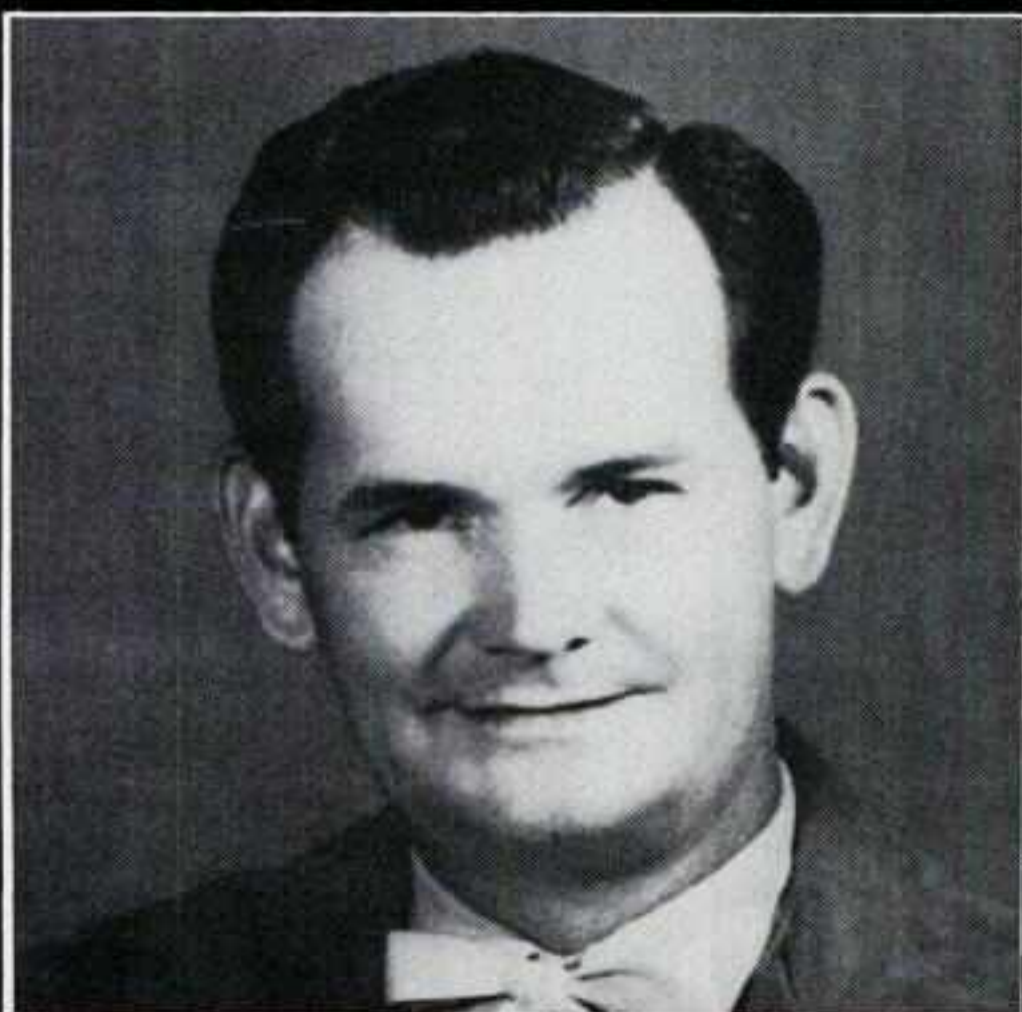
Billboard SPECIAL SURVEY For Week Ending 12/2/67

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 3869 (M); LSP 3869 (S)	12
2	2	BRANDED MAN Merle Haggard & the Strangers, Capitol T 2789 (M); ST 2789 (S)	10
3	5	LOVE OF THE COMMON PEOPLE Waylon Jennings, RCA Victor LPM 3825 (M); LSP 3825 (S)	15
4	3	YOUR TENDER LOVING CARE Buck Owens & His Buckaroos, Capitol T 2760 (M); ST 2760 (S)	14
5	4	ODE TO BILLIE JOE Bobbie Gentry, Capitol T 2830 (M); ST 2830 (S)	12
6	6	I'LL NEVER FIND ANOTHER YOU Sonny James, Capitol T 2788 (M); ST 2788 (S)	14
7	9	BILL ANDERSON'S GREATEST HITS Decca DL 4859 (M); DL 74859 (S)	5
8	8	TONIGHT CARMEN Marty Robbins, Columbia CL 2725 (M); CS 9525 (S)	14
9	12	BEST OF EDDY ARNOLD RCA Victor LPM 3565 (M); LSP 3565 (S)	32
10	11	JOHNNY CASH'S GREATEST HITS, VOL. I Columbia CL 2678 (M); CS 9478 (S)	20
11	7	THE PARTY'S OVER AND OTHER GREAT WILLIE NELSON SONGS Willie Nelson, RCA Victor LPM 3858 (M); LSP 3858 (S)	6
12	16	SINGIN' WITH FEELIN' Loretta Lynn, Decca DL 4930 (M); DL 74930 (S)	6
13	14	GEMS BY JIM Jim Edward Brown, RCA Victor LPM 3853 (M); LSP 3853 (S)	5
14	15	DANNY BOY Ray Price, Columbia CL 2677 (M); CS 9477 (S)	28
15	10	CARRYIN' ON WITH JOHNNY CASH & JUNE CARTER Columbia CL 2728 (M); CS 9628 (S)	14
16	18	THE BIG HITS Statler Brothers, Columbia CL 2719 (M); CS 9519 (S)	9
17	20	QUEEN OF HONKY TONK STREET Kitty Wells, Decca DL 4929 (M); DL 74929 (S)	5
18	13	GENTLE ON MY MIND Glen Campbell, Capitol T 2809 (M); ST 2809 (S)	9
19	23	YOUR FOREVERS DON'T LAST VERY LONG Jean Shepard, Capitol T 2765 (M); ST 2765 (S)	10
20	19	HITS BY GEORGE George Jones, Musicor MM 2128 (M); MS 3128 (S)	17
21	21	JUST BEYOND THE MOON Tex Ritter, Capitol T 2786 (M); ST 2786 (S)	13
22	24	BEST OF CONNIE SMITH RCA Victor LPM 3848 (M); LSP 3848 (S)	5
23	29	LAURA Leon Ashley, RCA Victor LPM 3900 (M); LSP 3900 (S)	5
24	17	JACKSON AIN'T A VERY BIG TOWN Norma Jean, RCA Victor LPM 3836 (M); LSP 3836 (S)	13
25	26	COOKIN' UP HITS Liz Anderson, RCA Victor LPM 3852 (M); LSP 3852 (S)	9
26	28	ALL THE TIME Jack Greene, Decca DL 4904 (M); DL 74904 (S)	22
27	34	HELLO, I'M DOLLY Dolly Parton, Monument MLP 8085 (M); SLP 18085 (S)	4
28	25	YOU'LL ALWAYS HAVE MY LOVE Wanda Jackson, Capitol T 2812 (M); ST 2812 (S)	7
29	30	DAVE DUDLEY COUNTRY Mercury MG 21133 (M); SR 61133 (S)	10
30	33	DON'T SQUEEZE MY SHARMON Charlie Walker, Epic LN 24328 (M); BN 26328 (S)	3
31	27	COLD HARD FACTS OF LIFE Porter Wagoner, RCA Victor LPM 3797 (M); LSP 3797 (S)	25
32	35	CONWAY TWITTY COUNTRY Decca DL 4913 (M); DL 74913 (S)	3
33	39	CLASS OF 67 Floyd Cramer, RCA Victor LPM 3827 (M); LSP 3827 (S)	2
34	32	MY ELUSIVE DREAMS David Houston & Tammy Wynette, Epic LN 24325 (M); BN 26325 (S)	14
35	36	PRIDE OF COUNTRY MUSIC Country Charlie Pride, RCA Victor LPM 3775 (M); LSP 3775 (S)	4
36	40	WHAT DOES IT TAKE (To Keep a Man Like You Satisfied) Sketter Davis, RCA Victor LPM 3876 (M); LSP 3876 (S)	2
37	37	IT'S SUCH A PRETTY WORLD TODAY Wynn Stewart, Capitol T 2737 (M); ST 2737 (S)	23
38	22	A BIRD NAMED YESTERDAY Bobby Bare, RCA Victor LPM 3831 (M); LSP 3831 (S)	6
39	31	NOW IS A LONELY TIME Roy Drusky, Mercury MG 21118 (M); SR 61118 (S)	9
40	—	THE BUCKAROOS STRIKE AGAIN Capitol T 2828 (M); ST 2828 (S)	1
41	—	SPANISH FIREBALL & OTHERS Hank Snow, RCA Victor LPM 3857 (M); LSP 3857 (S)	1
42	44	COUNTRY MEMORIES Slim Whitman, Imperial LP 9356 (M); LP 12356 (S)	3
43	43	KING OF WESTERN SWING Bob Wills, Kapp KL 1523 (M); KS 3523 (S)	3
44	41	COOL COUNTRY Wilburn Brothers, Decca DL 4871 (M); DL 74871 (S)	22
45	45	CLASS GUITAR Chet Atkins, RCA Victor LPM 3885 (M); LSP 3885 (S)	2

HANK LOCKLIN
is on the charts
with a tribute to
"The Country Hall of Fame"
#9323



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International News Reports

International Top-Artist Event

SAN REMO, Italy — Top international singers will perform at the 18th annual San Remo Festival, to be held Feb. 1-3. Songs and artists are being selected.

Besides Italian stars, singers from U. S., U. K., France, Greece, Spain, Austria and Brazil will compete.

Among the probable participants is Little Tony, this year's Italian best seller with his San Remo million-seller, "Cuore Matto." Little Tony, formerly with Durium, has signed with Rifi.

Other candidates are: Milva and Wilma Goich (Ricordi); Iva Zanicchi, Fausto Leali and I Giganti (Rifi); Sergio Endrigo, Gianni Pettenati and Carmen Villani (Fonit-Cetra); Tony Del Monaco, Johnny Dorelli and Gigliola Cinquetti (CGD); I Camaleonti (CBS); Al Bano, Pino Donaggio and Giusy Romeo (EMI-Italiana); Dino, Ni-

cola Di Bari, Lucio Dalla, Michele and Jimmy Fontana (RCA-Italiana); Don Backy (Clan); Umberto Bindi and Ornella Vanoni (Ariston); Domenico Modugno, Memo Remigi and Elio Gandolfi (Curci-Carosello); Isabella Jannetti (Durium); Orienta Berti, Annarita (Phonogram).

U. S. Singers

U. S. singers will probably be: Sonny and Cher and Wilson Pickett (Atlantic); Dionne Warwick (Scepter-CGD); the Trips (CBS); Mitch Ryder (Amy-Ricordi); Astrud Gilberto (MGM); Bobbie Gentry and the Beach Boys (Capitol); the Fortunes and the Easy Beats (U. A.); Rocky Roberts (Durium); Louis Armstrong and Sarah Vaughan (CDI); Julie London, Cher and Johnny Rivers (Liberty).

Great Britain's entries will probably be: Tom Jones (Decca); the Rokes (RCA-Ital-

iana); Sandie Shaw (Pye); Shirley Bassey (U.A.); Dusty Springfield (Philips). Richard Anthony (Pathe-Marconi); Mirelle Mathieu (Barclay-RCA-Italiana); Antoine (Vogue-Saar), and Johnny Halliday (Philips) would be French entries. Roberto Carlos (CBS) Brazil; Louis Aguilé (Sonoplay), Spain; Udo Jurgens (Durium), Austria; Ester and Abi Ofarim (Philips), Greece, are the other candidates.

Each of the 22 songs will be performed by two singers, separately. There will be two semi-finals on Feb. 1-2, and the final on Feb. 3.

Publishers of the competing songs will pay a \$800 entrance fee. Record companies will pay \$1,600 for each Italian singer, but will be the money returned to those who do not make the final. There is no entrance fee for non-Italian singers.

GERMANO RUSCITTO

Middle East Triggers Surge For Israeli Music in Germany

By OMER ANDERSON

BONN — Israeli artists and product have soared to unprecedented levels of popularity on the German disk market.

Every major German record company has joined the scramble after Israeli artists. This country has never seen anything like the surge in Israeli music following the Middle East conflict.

Israeli artists have been gaining steadily in popularity in West Germany in recent years, but it was the Arab-Israeli conflict that touched off the current dizzy sales spiral of Israeli product.

The Israeli disk surge encom-

passes classical as well as pop and a spectrum of artists ranging from Esther and Abi Ofarim to pianist and director Daniel Barenboim.

Almost anything is considered grist for the German disk mill with an Israeli flavor. For example, Polydor has just released a recorded tribute to Moshe Dayan, the Israeli defense minister and the country's most famous warrior, titled "Tribute to Dayan" and "Negev—Sons of the Desert," recounting in ballad form the highlights of the Israeli victory in the six-day desert war.

Barenboim Praised

Der Spiegel, the West German news magazine, has just

published virtually unprecedented critical acclaim of Barenboim, whose recordings are being released in Germany by Electrola and which feature the works of Mozart.

Esther and Abi Ofarim are West Germany's top-selling pop recording artists, and Philips claims they are among the biggest-selling disk artists in this country since the war. Philips is starting off their new LP—"2 in 3"—with initial pressings of 100,000 copies, a record for this country. Esther and Abi sing 13 titles in eight languages.

Telefunken-Decca (Teldec) is promoting Edna, who came to Germany with her family from Israel six years ago. Teldec has just released Edna's first title "Es ist nicht zu spaet—Herz muesst dabei sein."

Ariola-Eurodisc is racking up heavy sales with Elisa Gabbai's "The World of Songs."

Elisa's first LP appeared in Israel five years ago with 17 Israeli folk songs. She was then acclaimed the "discovery of the year." In 1965 Elisa came to Europe and quickly established herself as a top Ariola artist.

Jewish Talent

German record companies lacking Israeli artists are giving heavy promotion instead to their Jewish talent, whatever their country of origin. An example in this respect is Polydor's current heavy promotion for Belina, whom Polydor is publicizing as a Polish Jewess from Warsaw—"a Jewess without hate. She feels herself today to be a human being belonging to the entire world." Belina, together with guitarist Sigfried Behrendt, is renowned for her folklore beat and chansons.

Dallas Battle

DALLAS, Tex. — Gibson's Discount Centers here are sponsoring teen combo "battles" at each of the nine stores in the chain. Winners at each store will be awarded \$500 in prizes, drum sets, amps and electric guitars.



FRANCOIS RONIN, director of the Guilde Internationale due Disque, greets the French Minister of Industry, Olivier Guichard, on the inauguration of the new Guilde headquarters at Evreux, France. Left to right are David Josefowitz and Sam Josefowitz, GID executives; Francois Ronin; Olivier Guichard, and Daniel Benedite, GID commercial director.

INT'L DISK GUILD OPENS QUARTERS NEAR PARIS

PARIS—Olivier Guichard, the French Minister of Industry, inaugurated the new headquarters of the Guilde Internationale du Disque at Evreux, 60 miles west of Paris, Nov. 9 at a ceremony attended by more than 600.

The new premises, which will eventually occupy 28,700 square yards, is located in the industrial zone of Evreux and will centralize all the departments of the Guilde which until now have been in various buildings in Paris.

To the buildings already completed—the administration block and the warehouse and dispatch department covering a total of 12,200 square yards—will be added other blocks as the Guilde completes its transfer.

The Guilde Internationale du Disque, founded in 1954, is the biggest mail-order record company in Europe with more than 3 million subscribers, nearly 700 employees and 26 branches throughout France.

Chain Store Deals Expand German Saga Distrib Net

DUESSELDORF — Saga, England's largest LP exporter, is pressing expansion into the German market through its Deutsche Saga subsidiary, its newly established German company.

German Saga, with headquarters in Duesseldorf, has expanded its distribution net through agreements with various big department store chains.

German Saga is also conducting a large advertising campaign in trade publications.

German Saga announced two new releases, which it is promoting heavily on the German market—Bach's "Mass in D Minor" with the Choir and Orchestra of Radio Berlin under Fritz Lehmann (on its Sagaxid label); three stereo LP's at \$2.45; and a reissue of the famed Massey Hall concerts of Charlie Parker and Dizzy Gillespie on the ERO label at \$2.45.

Saga is concentrating on the German budget market with its \$1.25 Sagafid label and its \$2.45 Sagasoc (pop), Sagaero (pop), Sagaxid (classical) and Sagapan (classical).

German Saga announced that the label plans to record a series of German kiddie disks at its studios in Stuttgart and London, and that it has a large recording program planned for its London studios in Hampstead. The new production will include the first recording of the mass "Corona Spinea," composed by John Taverner in the 16th Century, and the "Egyptian" piano concerto from Saint-Saens.

The label also plans to record Mozart's concerto with Thea King, and it has contracted the young Chilean pianist Mario Miranda, a Claudio Arrau pupil.

Vogue Pitches Writer Bechet

PARIS — Vogue Records is launching a major drive to exploit the compositional talents of the late jazz saxophonist Sidney Bechet.

Bechet composed scores of originals during his recording years with Vogue—including the million-selling "Les Oignons"—and copyrights of his tunes are held by Vogue's music publishing division.

Singer Antoine has already achieved marked success with "Madame Becassine," and recordings of other Bechet tunes are planned by Jacques Dutronc, Pierre Perret and Les Charlots. Orchestras under contract to Vogue with record instrumental versions of Bechet songs and other titles have been offered to (Decca), Moustache (CBS), Mireille Mathieu (Barclay) and Les Compagnons de la Chanson (CBS).

In addition, Babic Reinhardt, son of the late Django Reinhardt, has recorded an album of Bechet tunes for Vogue and Marc Laferriere has recorded "Petite Fleur" for Decca.

RCA Ltd. Building Studio in Montreal

MONTREAL — RCA Victor Ltd. is constructing a new \$1 million recording studio complex in Montreal. It will be the largest and most modern in Canada, and will be ready for occupancy in August 1968, with studios in professional operation not later than October.

Charters are now being set up for Sunbury Music Canada Ltd. (CAPAC) and Dunbar Music Canada Ltd. (BMI), which will be headquartered in the new studio building.

The new complex will contain

Show Helps Lame Children Nets 104G

ST. LOUIS — The Danny Thomas benefit for crippled children at the St. Louis Arena on Sunday (19) brought in \$104,000. Headliners were the new Mitch Ryder Show, the Turtles, the Young Rascals, Bobby Vee, and Tommy James and the Shondells.

The Mitch Ryder Show teamed with Smokey Robinson and the Miracles drew 8,000 at the University of Virginia on Nov. 11.

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From The Music Capitals of the World

AMSTERDAM

Phonogram signed to distribute the Fantasy label in Holland for three more years and also acquired Dutch distribution rights of the Scepter, Wand and Laurie labels. . . . **John Mayall's Bluesbreakers** made a successful tour of Holland, Nov. 3-10. . . . **John Walker** was in Holland Nov. 9 to sing "If I Promise" on the first color TV recording of the pop program "Fenklup," which was aired Nov. 16. . . . Bovema has acquired distribution rights for the Impulse, Blue Note, Westminster and ABC labels. . . . Inelco continued its country promotion campaign with a release of 10 more albums by **Porter Wagoner**,

Dottie West, Bobby Bare and others.

Negram-Delta launched a strong promotion campaign for Major-Minor singer **David McWilliams** who was in Holland Nov. 15 for a tour. The album, "David McWilliams Vol. 2," was sold out within a week. . . . Bovema released a special 25th anniversary Capitol album featuring **Jane Froman, the Andrews Sisters, Nat King Cole, Kay Starr, Pee Wee Hunt, Dean Martin, the Four Knights, Peggy Lee, Al Martino** and others. . . . Artone brought Tamla-Motown artist **Stevie Wonder** to Holland for three days of TV promotion. . . . **Wim van Vught**, manager of United Artists, Holland, is mounting a strong promotion campaign for the French film "Vivre Pour Vivre" which is set for release at Christmas. A version of the title tune by **Franck Pourcel** is to be released in Holland and Philips is preparing a local version. . . . **Conny van den Bos** (Philips) flew to London to record the American copyright "Where Are They Now?" under the supervision of **Johnny Franz**. The record is now released in both Dutch and English versions. Song is sub-published by Altona.

Pye's **Harry Castle** visited Heemstede for talks with Negram-Delta executives **Robert Oeges, Hans Kellerman** and **Hans Officier**. . . . Cinerec-Supraphon has opened a new branch office in Hilversum with a special musical instrument section and a high fidelity stereo center. . . . **Truly Smith** (Decca) was in Holland for TV promotion of "Window Cleaner." . . . Dutch artist **Johnny Hoes**, president of Telestar Records, will start his own selling organization, Telgram, on Jan. 1. **Piet Noorderdorp**, former sales manager at Dureco, will become Telgram sales leader. . . . The **Kinks** visited here on Nov. 11 for a TV appearance and a live performance at the Rotterdam Ahoyhall. **BAS HAGEMAN**

CINCINNATI

The very "in" **Ravi Shankar** attracted a sell-out crowd with his concert of Indian music at the 2,500-seat Taft Theater here Saturday night, Nov. 18, with the two local dailies lauding the performance with rave notices. At one point in the show, the audience gave Shankar and his accompanying artists, **Alla Rakha** on tabla and **Nodu C. Mullick** on tamboura, a standing ovation. **Roger Abramson, Bruce Sherill** and **WEBN-FM** sponsored the Shankar concert. . . . French singer and composer **Charles Aznavour** and his group pulled a near-capacity crowd to Wilson Auditorium on the University of Cincinnati campus Monday night, Nov. 20. The versatile Aznavour netted much praise from the press.

Dolly Good, who with her sister **Millie** formed the country music team of the **Girls of the Golden West**, for many years a feature on WLS' "National Barn Dance," Chicago, and WLW's "Boone Country Jamboree" and "Midwestern Hayride" here, died Nov. 19 at her home in nearby Hamilton, Ohio, after a three year's illness with a heart ailment. . . . **Dusty Dunn**, midnight disk jockey on Station WUBE here, departed last week for a hitch in the U. S. Army. He is a native of Greensboro, N. C.

Another area nitery winning favor with a record-name policy is **Marty's** 500-capacity club located at Lexington, Ky. **Marty's** manager, **Marion Corn**, reports success in using record talent on Wednesday nights, twice a month. Seen here recently were **Ronnie Dove, Billy Joe Royal, B. J. Thomas, Connie Smith, Dave Houston**, the **New Beats** and **Jerry Lewis**, with similar names skedded for ensuing months. **Marty's** is one of the largest niteries in Kentucky and,

with the exception of the University of Kentucky, Lexington, is one of the few using talent on a more-or-less regular basis. **BILL SACHS**

DUBLIN

Sweden's **Cads**, a three-member beat group whose disks have done well in the Swedish charts, is coming to Ireland for a six-week stay. . . . Dublin record dealer and impresario **Jack Fitzgerald** had a sellout at the city's 2,500-seat National Stadium for a concert by the **Dubliners**. . . . **Sean Fagan** and the **Pacific's** latest is "My Jenny," which they found on the "B" side of English singer **Graham Bonney's** latest 45. Written by Bonney, it was cut in London under the supervision of **Roger Bolton**, of President Records. The release is on Tribune.

At the New Free Berlin Concert Hall, the **Dubliners, Butch Moore, Kathleen Watkins, Deirdre O'Callaghan** and the **Jim Doherty Trio** and several other local artists did a show that was broadcast throughout Germany. . . . One of the most consistently valuable exposure points for new releases is Radio Eireann's "Saturday Spin," emceed by **Noel Andrews** and **Larry Gogan**. . . . New Pye Marble Arch budget albums include titles by the **Capitol** and "Irish Folk Vol. II," a composite album. **KEN STEWART**

HELSINKI

The **Lasse Martensson** and **Kristina Hautala** show in Helsinki broke boxoffice records during its two-month run and was extended by a further week. Both artists record for Scandia. . . . Finnish TV featured filmed slots by **John Mayall's Bluesbreakers, Geno Washington** and the **Tremeloes**. . . . Twelve-year-old **Merja Ikkela** (Finlandia) won first prize in the under-18 section of the Scandinavia Accordion Championships in Copenhagen. . . . Scandia released an Atco album, "The Best of Sonny and Cher," which includes the best selling foreign recording of 1966, "Little Man."

Scandia discovery **Tapani Kanza** has recorded a local version of the **Four Seasons's** hit, "Marianne." . . . Love Records is strongly promoting the **Blues Section**, currently appearing at the Filips club in Stockholm, and has released a new single by the group called "Hey Hey Hey." . . . The influential radio show Top 8, in which teenagers vote for their favorite records, listed current top sellers as "Ryysyranta," by **Irwin Goodman** (Philips); "Luoksas Pallaan Taas," by **Jormas** (HMV); and "Hiljaa Vain Ollaan" (Silence Is Golden), by the **Finn Trio** (HMV). . . . Scandia Music has moved to Arinatie 80, Helsinki 37. Tel: 458401. **KARI HELOPALITO**

LOS ANGELES

Screen Gems executive **Marv Mattis** speaks on contemporary lyrics Tuesday (28) at **Hal Levy's** UCLA songwriting class. Session is in room 1440 of Schoenberg Hall. . . . Country artist **Wanda Jackson** has recorded her 16th disk in German for release there. She has been recording in German for the past two years. **Nils Nobach** of Electrola Gesellschaft MBH, produced her latest effort.

Andre and Dory Previn, who wrote an 18-song original score for MGM's musical version of "Goodbye, Mr. Chips," will pen at least 18 songs for the musical version of Charles Dickens' "Great Expectations." Earlier this year, they did a five-song score for "Valley of the Dolls." . . . **Rod McKuen** has collaborated with French singer **Gilbert Beaud** to write the theme music for the **Princess Grace-Monaco** tv special, airing in January. Titled "C'est la Rose," first recording of the new tune is by **Eddie Fisher**. . . . **Julius Wechter** and the **Baja Marimba Band** appear in Las Vegas, through Friday (1), at the Riviera Hotel. . . . The **Lennon Sisters** and **Jimmy Dean** play a one-week engagement at Melodyland Theater,

Jan. 16, followed by three one-nighters in Portland and Seattle.

Sitarist **Ravi Shankar** will give two UCLA performances, Jan. 26 and 28. . . . **Clara Ward** has penned a song, "Soon, One Morning," for MGM's "A Time to Sing." . . . Band leader and pianist **Ted Fo Rito**, who wrote "Toot Toot Tootsie, Goodbye," playing the Rancho Bernardo Inn in San Diego, through Dec. 8. . . . **Lou Gottlieb**, formerly of the **Limelights**, has a part in "I Love You, Alice B. Taklas," a film starring **Peter Sellers**. . . . **Tommy Boyce** and **Bobby Hart** sing the title song in **Dean Martin's** "The Ambushers." . . . **Joseph Gershenson** conducted a 55-piece orchestra in a two-day session recording **Frank De Vol's** original musical score for Universal's "What's So Bad About Feeling Good?" Dick Clark Productions to promote 1968 personal appearances by **Paul Revere** and the **Raiders** in U. S. and Canada. The pact guarantees \$500,000 minimum to the group for the year.

Earl Burton has formed Barton Productions to film music groups for TV. First clients include **Jefferson Airplane** and **Randy Boone**.

Tower Electronics, 15233 Ventura Boulevard, Sherman Oaks, is selling a psychedelic strobe light at \$290 for groups and clubs. **TIEGEL & WEBER**

MILAN

Dischi Ricordi has acquired the Dot catalog, formerly licensed to Saar, for distribution in Italy. . . . Italian distributors for Warner Bros./Reprise, CGD, is offering "two days in Paris" to salesmen exceeding quotas. Best sellers in the Italian catalog are "The World We Knew," by **Frank Sinatra**, "I Dig Rock and Roll Music," by **Peter, Paul and Mary** and "You Only Live Twice," by **Nancy Sinatra**.

"Il Sole E' Di Tutti," Italian version of **Stevie Wonder's** "A Place in the Sun," is the first outstanding success in RCA-Italiana's promotion campaign to launch Tamla-Motown's Detroit Sound in

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TONY BEEN and **PAT STARKE**
two hit sellers from
the Festival of Roses.

Italy. . . . MPM, in an agreement with Overseas of Zurich and Costanza, will export and distribute a number of catalogs which MPM currently distributes in Italy. . . . **Giuseppe Velona**, Rifi international manager, is in the U. S. to confer with American

singers participating in the 1968 San Remo Festival, such as Atlantic's **Sonny and Cher** and **Wilson Pickett**.

Italian TV will show "Tempo Di Samba," a program dedicated to Brazilian music, to coincide with the visits of Brazilian singers **Roberto Carlos** (CBS), **Astrud Gilberto** (MGM) and **Maysa Materazza** (GTA). . . . International manager **Ernesto Re** resigned from Ariston Records. . . . **Elio Borroni**, a partner in EL' and Chris Music, will produce **Milena Cantu**, who recently switched from Clan Records to Rifi Records under a three-year contract. **John Foster's** new single for Collograf, "A Luce Di Candele" (Candlelight Waltz), is his first record since last year's "Amore Scusami."

Petula Clark's Italian cover version of "San Francisco" will compete with **Bobby Solo's** (Ricordi) and **Scott McKenzie's** original (CBS).

The **Casuals**, a British group living in Italy, have signed with SAAR in a shift from CGD. Actor **Alberto Lupo's** Italian version of "I Love You, You Love Me" (Io Ti Amo) has overcome **Anthony Quinn's** original on the charts. . . . **Murry Wilson**, father of three of the four **Beach Boys**, met with EMI-Italiana managing director **George Alexander** to discuss promotion of his Italian release of "The Many Moods of Murry Wilson." . . . **Gianpietetti**, singer and composer of "Pietre," a hit at the 1967 San Remo Festival, signed with Dischi Ricordi in a switch from Vedette. . . . **Nino Ferrer** (Riviera-CGD) was here to promote his French recording, "Le Telephone," on TV. **GERMANO RUSCITTO**

NEW YORK

Ron Willman, of Billboard's advertising department, became the father of a girl, **Lisa Robin**, Sunday (19).

Pat Fablo, assistant director of writer relations at BMI, became the father of a son, **Patrick**, Oct. 26. . . . Bang Records' **Neil Diamond** set for a concert at Plainfield, Mass., Saturday (9). . . . Columbia Records' **New Christy Minstrels** set for a Dec. 14-Jan. 3 date at the Fairmont Hotel, San Francisco. . . . **Lionel Hampton** and his **Jazz Inner Circle** on a five-week tour of the Far East. . . . **Mel Shaw**, manager of the **Stampede's**, a Toronto group, in New York promoting their single, "Morning Magic" on the MWC label.

The **Young Rascals** will headline a concert at Madison Square Garden Dec. 23. The WMCA "Good Guys" will emcee. . . . **Herb Bernstein** to produce **Gary Knight's** disks for Mercury. . . . Epic Records' **Enzo Stuarti** guest

(Continued on page 74)

CED LAUNCHES LEFEVRE DRIVE

PARIS — CED is launching a strong "internationalization" drive for the Raymond Lefevre Orchestra whose new Riviera album will be simultaneously released this month in more than 35 countries. Lefevre, whose previous Riviera album, released in the U. K. on Major Minor and containing "A Whiter Shade of Pale," reached No. 13 in the Record Retailer album chart, has recorded instrumental versions of "The Last Waltz," "The World We Knew," "San Francisco," "How Can I Be Sure" and "I Love You, You Love Me" for the new album. The album will be released in the U. S. on Kapp.

Polydor Issues 20 Blues LP's

HAMBURG — Polydor is releasing 20 titles under the heading "The Best of the Blues" on the Verve, International Polydor Production and Storyville labels.

Artists include **Big Bill Broonzy, Speckled Red, Memphis Slim, Champion Jack Dupree, Big Joe Williams, Lonnie Johnson, Roosevelt Sykes, Sleepy John Estes, John Henry Barbee, Sunnyland Slim, Otis Spann, Snooks Eaglin, Skip James, Sippie Wallace, Fred McDowell, Leonard Feather, Lloyd Glenn, Pete Johnson, and Meade Lux Lewis.**

The **Patterson Singers** are represented on the list with "Gospel Songs."

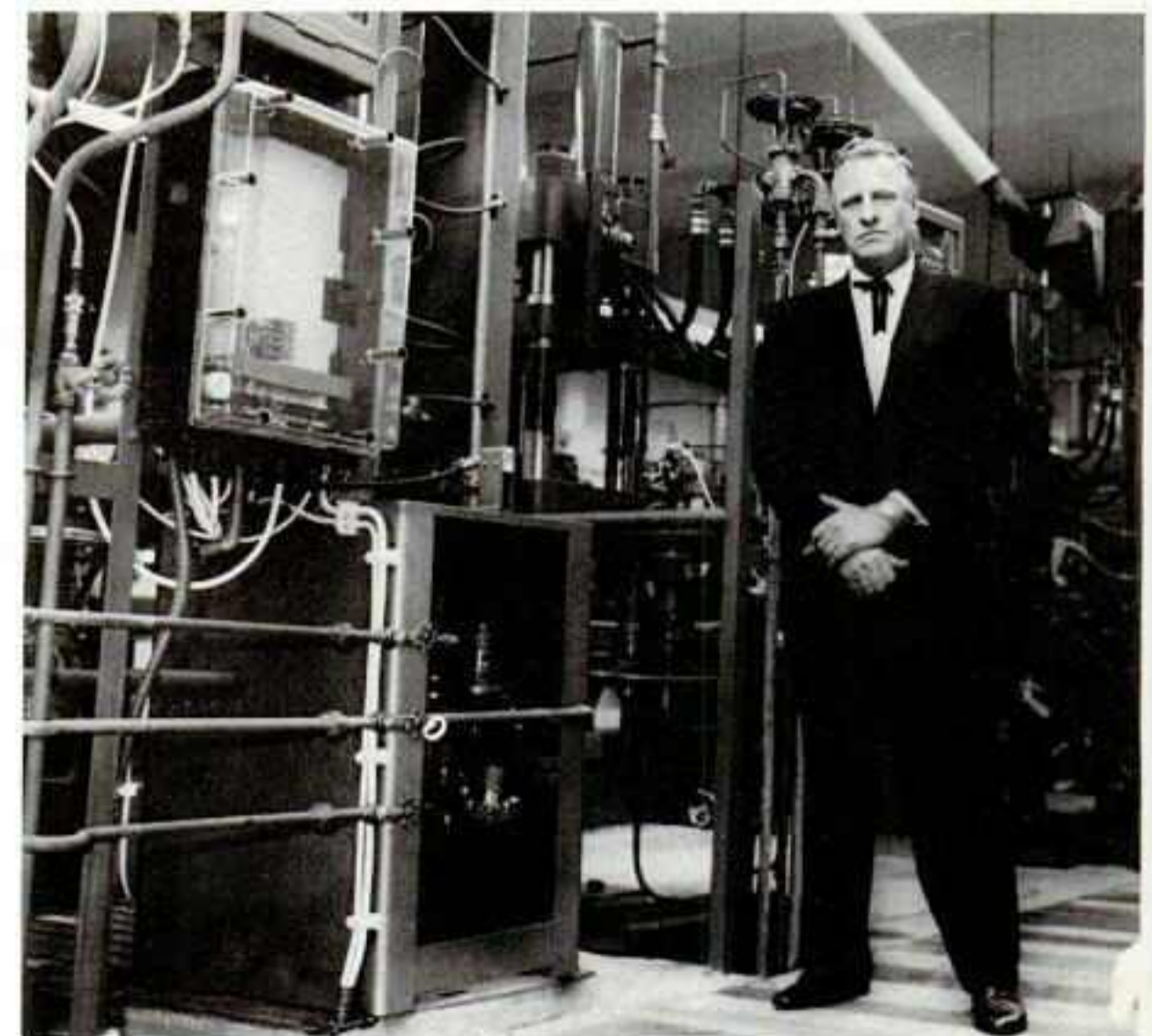
Philips Drive on Electronic Organ

HAMBURG — Philips has opened a big sales drive for its Philicorda electronic organ, which is being offered in three models.

The two - manual model, priced at \$870, has four octaves to each manual and a pedal with 13 tones, with hi-fi tonal quality.

The portable model, priced at \$495, is designed as a traveling instrument, and comes with a special carrying case.

The one - manual Philicorda, also priced at \$495, has 49 keys and can be played with a headset, giving the musician the chance to enjoy the instrument without disturbing others.



DAVE MILLER, U. S. Director of Miller International Schallplatten GmbH, in the pressroom of the firm's new record plant in Quickborn, Germany. The completely vertical manufacturing facility has an annual capacity of 10 million LP's. Current sales projections will absorb all the present production; and the Miller firm is in preliminary discussions for another plant facility in Ireland.

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From The Music Capitals of the World

• Continued from page 72

on ABC-TV's "Hollywood Palace" on Jan. 12. . . . London Records has taken over the national distribution of the Johnny Neel and Shapes of Soul disk, "The Secret World Is Prayer" on the Richie label. **MIKE GROSS.**

PARIS

CBS is promoting a "Psychedelic" album made up of recent hits in its Gemini singles series and including tracks by Scott McKenzie, the Byrds, Bob Dylan, Aretha Franklin, Georgie Fame, the Moby Grape and Simon and Garfunkel. . . . Vogue artist Jacques Dutronc was presented with a gold disk on the "Palmares de la Chanson" TV program on Nov. 16. . . . Pathe-Marconi singer Enrico Macias flies to New York in February for a two-week season at Carnegie Hall. . . . Decca is doing extensive promotion on "Play Bach No. 5" by the Jacques Loussier Trio which has been released in 20 countries. "Massachusetts," by the Bee Gees (Polydor) entered the Europe No. 1 radio chart at No. 7. Other chart entries this week are "Yvan, Boris et Moi" by Marie Laforet (Festival) at No. 9, "Tonton Christobel" by Pierre Perret (Vogue) at No. 11 and "Satisfaction" by Aretha Franklin (Atlantic) at No. 19. . . . Following the success of the revival of the musical "Irma la Douce," by Marguerite Monnot and Alexandre Breffort, Decca is recording an album by the present cast headed by Colette Renard and Franck Fernandel. Fernandel will record by permission of Philips. . . . Serge Gainsbourg will record an album for Philips in London during December.

Iramac France is entering the rhythm and blues field with an album by Davy Jones recorded live at the Lucky Star, Amsterdam, and singles by the Soul Runners and Sandy Coast. . . . Decca reports that the Concerto d'Aranjuez by Narciso Yepes has been selling at the rate of 500 a day since the beginning of July. . . . Philips is releasing a seven-album package of a hundred songs by Felix Leclerc. . . . Set for simultaneous release throughout the world, the new CBS album by Les Compagnons de la Chanson features a selection of French evergreens including "Autumn Leaves," "Pigalle" and "Sous les Ponts de Paris." . . . Decca has signed the young singer-composer Gerard Gray.

The Spiritual and Gospel Festival '67 package played a concert at the Theatre des Champs-Elysees Nov. 11. The concert, promoted by Europe No. 1, featured the Rev. Cleophus Robinson, Sister Josephine James, Napoleon Brown, the Mighty Clouds of Harmony and the Robert Patterson Singers. . . . Veteran jazz violinist Stephane Grappelly who has just signed with Decca, plans to revive the Quintette of the Hot Club of France. . . . Rika Zarai has recorded the Israeli six-day war hymn, "Jerusalem of Gold" in French for Philips. . . . Papy, who is being promoted by Vogue as the first French hippy singer has made his disk debut with "Toi le shazam." . . . Fernandel (Decca) and his son, Franck Fernandel, (Philips) have both recorded "Lettres de Mon Moulin." . . . Philips singer Yves Simon was awarded the Prix Loisir Jeunes.

Decca launched a special Christmas subscription offer of an eight-record album of the complete piano works of Brahms by Julius Katchen selling for \$43.11, instead of the normal price of \$57.48. . . . Polydor's Andre Poulain, label manager for MGM and Verve, went to Milan to supervise recordings in French by Astrud Gilberto. . . . Following the release by Barclay of six pocket LP's, each with six titles, CED, the Barclay affiliate, is releasing pocket LP's by Sonny and Cher,

the Vanilla Fudge, Otis Redding, Sam and Dave and Booker T and the MG's. . . . Vogue has signed the British folk-rock duo Natasha and Harvey who make their disk debut with four titles in French. . . . The Bee Gees visited France Nov. 20-22 for promotion of their new record "World" which Polydor released at the same time as its British release. . . . Riviera's Nicoletta follows up her big hit, "La Musique" with a French version of the Young Rascal's title "How Can I Be Sure" which is getting heavy air play.

Vogue has signed a deal to represent the American Cala and Vegas labels in France, Benelux and Switzerland. First releases will be recordings by Troy Seals and the Fascinations on Cala and by Denny O'Neill on Vegas. Vogue has also renewed its French and Belgian distribution contract with Elektra and Nonesuch. . . . Michel Sardou's follow-up to "Les Ricains" on Barclay is "Petit," which is making a big impact. . . . Marcel Amont (Polydor) recorded four titles from the film musical "Doctor Dolittle" under the supervision of artistic director Jacques Bedos. . . . Accordionist Aimable (Vogue) will appear at the Bal des Bretons in New York for the third year in succession on Nov. 7. . . . Philips is making a strong Christmas promotion drive on its budget price records for children and is offering a de luxe package of 10 record-picturebook sets at a subscription price of \$19 instead of \$27. . . . Pierre Hebrard, director of Editions Continentales, has recorded Annie Girardot singing the main theme from the film "Vivre Pour Vivre" in Italian for Polydor. Record will be released in Italy by CGD.

CED is handling record store distribution of "Special Pop," an international illustrated pop music encyclopedia selling at 19 francs, 95 centimes (\$3.99), the same price as an LP. . . . Vogue will issue the soundtrack album of Gerard Calvi's music for the full-length animated cartoon film, "Asterix." . . . CED is launching a new series of Erato classical recordings "Les Gouts Reunis" with a first release of 12 compatible albums selling at \$3.99, and including works by Brahms, Bartok, Faure, Jolivet, Mozart, Schumann and Poulenc. . . . Decca has released six albums in the Deramic Sound System stereo series. . . . Eddy Mitchell (Barclay) was in London from Nov. 11 to 13 for recordings. **MIKE HENNESSEY**

SAN JUAN

Xavier Cugat (Decca) and his international review are at the Puerto Rico Sheraton to Dec. 16. This review includes Charo (Mrs. Cugat), singer; Felix Caballero (Tropical Records) Puerto Rican vocalist, and dance team of Augie and Margo. . . . Blanca Rosa Gilliam, top female vocalist (Velvet Records), and Los Galianos, Spanish singers and dancers, were at the Condado Beach Hotel for two weeks and also did TV work over WAPA Channel 4. . . . Rocio Durcal, Spanish movie actress, and vocalist Borinquen-Philips, had a successful first visit to Puerto Rico. Booked by Empresas Chiroldes and at Condado Beach Hotel for limited appearances. She did TV shows and one-night stands. She is already booked for a second visit next year.

Abraham Pena, president of the Puerto Rico Federation of Musicians (Local 468), visiting Gov. Roberto Sanchez Vilella on the occasion of Puerto Rico's Music-Art Week. Pena is plugging for government backing of his campaign on behalf of more local music for tourist consumption and more employment of local artists and musicians by the big shows at all tourist hotels.

The Four Amigos (Capitol) opened Nov. 13 at the Amer-

icana Hotel here for a five-week engagement. This group of four Puerto Rican singers and guitar players: Pedro Berrios, Felix Melendez, Moises Rodriguez and Willie Hernandez have been together for seven years and are the first Puerto Rican entertainers booked at the Americana for such an engagement. The Four Amigos have toured Europe, South America, Japan, Philippines and Hawaii. They have appeared in five motion pictures, also at Las Vegas and Lake Tahoe and the Ed Sullivan Show and various other TV specials.

Musicor Records recently dropped the monaural price back to list \$3.79 (Billboard, Nov. 11). This proves once more that the Latin market as a whole was not ready for the price increase or the all-stereo set-up. The result in this case is the fact that the local Sears stores, not normally known as cut-price outlets in Puerto Rico, are now advertising all the monaural albums of Musicor's top Puerto Rican artist Tito Rodriguez for \$1.49 retail. In January this year, local dealers were fighting for enough of these same hot Tito Rodriguez albums at regular wholesale prices. The Caribelles (Hit Parade Records), four young singing girls, booked for three weeks in Venezuela during January 1968. Their first album is selling very well in this market.

Johnny Desmond, Atco artist, is at the Caribe Hilton for three weeks. Next attraction at the Caribe will be Mexican vocalist Marco Antonio Muniz (RCA Victor). . . . Juan Legido, Spanish singer, is at El Flamboyant Hotel. He has recorded for several labels lately and his last album was for Falcon Records of McAllen, Tex. . . . The Platters (Musicor) are scheduled for a Puerto Rico visit soon. . . . Roberto Yanez (CBS Columbia), Argentine vocalist, is in Puerto Rico. He will include an English version of "Yo se que te amo" (I Know That I Love You) by Mexican pop composer Armando Manzanero in his next album due for release early next year. **ANTONIO CONTRERAS**

TEL AVIV

The first Israeli English-singing beat group, the Fat and the Thin, have been signed to a three-year contract by Hed-Arz and will make their recording debut with an EP. . . . French singer Charles Aznavour (Barclay) was in Israel to record his song "Yerushalayim" (Jerusalem) for a European TV program. . . . Singer Geula Gill represented Israel at the Rio de Janeiro Song Festival. . . . Chava Albertstein (CBS) left Israel for a two-week tour of Argentina where her Yiddish folk song album is a best seller.

AVNER ROSENBLUM

TORONTO

A new Canadian label, Boo, established by John Irvine, promotion manager of Caravan Record Sales, bows here. The disk debut is by the Toronto r&b group, the Power, doing the Spencer Davis hit, "Keep on Running," and an original by lead singer Grant Smith, "Her Own Life." Boo will be distributed in Canada by Caravan and in the U. S. through Sound of Nashville.

YOU DON'T HAVE TO BE A KERNEL TO ENJOY GREG FITZPATRICK'S 'THE POPCORN MAN' BY THE LORDS OF LONDON ON APEX 77068 A MANITOU MUSIC PUBLICATION

The group is planning dates in the U. S. in December. . . . Allied Record Corp. has doubled its Ontario sales staff to four to cope with increased business, with the addition of Tom Reid and Bob Davis, both new to the rec-



AT A RECENT PRESS CONFERENCE at the George V Hotel, Paris, organized by CBS France, are, left to right, CBS promotion manager Christian Deffes, John Philips of the Mamas and the Papas, Scott McKenzie and Lou Adler. McKenzie was in Paris for TV and radio appearances.

ord field. . . . The Canadian talent Coca-Cola commercials featuring the Staccatos, the Guess Who, the Collectors and the Mighty Preachers will run a full 13-week cycle on radio on their own, rather than mixed with the latest from the U. S. campaign as originally planned. . . . RCA Victor in Canada is releasing a single from the soon-to-be-released Nilsson LP, "Pandemonium Shadow Show." . . . It's Allied for the latest LP from RSWP Records in the U. S., "The Slightly Irreverent Comedy of Ron Carey,"

Kangaroo Leaps Into Mexico City

MEXICO CITY — A new economy line was launched by Discos Universales. The Kangaroo line, on three labels, sells for \$2.50 and includes both an album and an EP in one package.

The EP carries two numbers by the album artist on one side and excerpts from other Kangaroo albums on the other. It fits into a slot in the album and carries part of the album cover on its jacket.

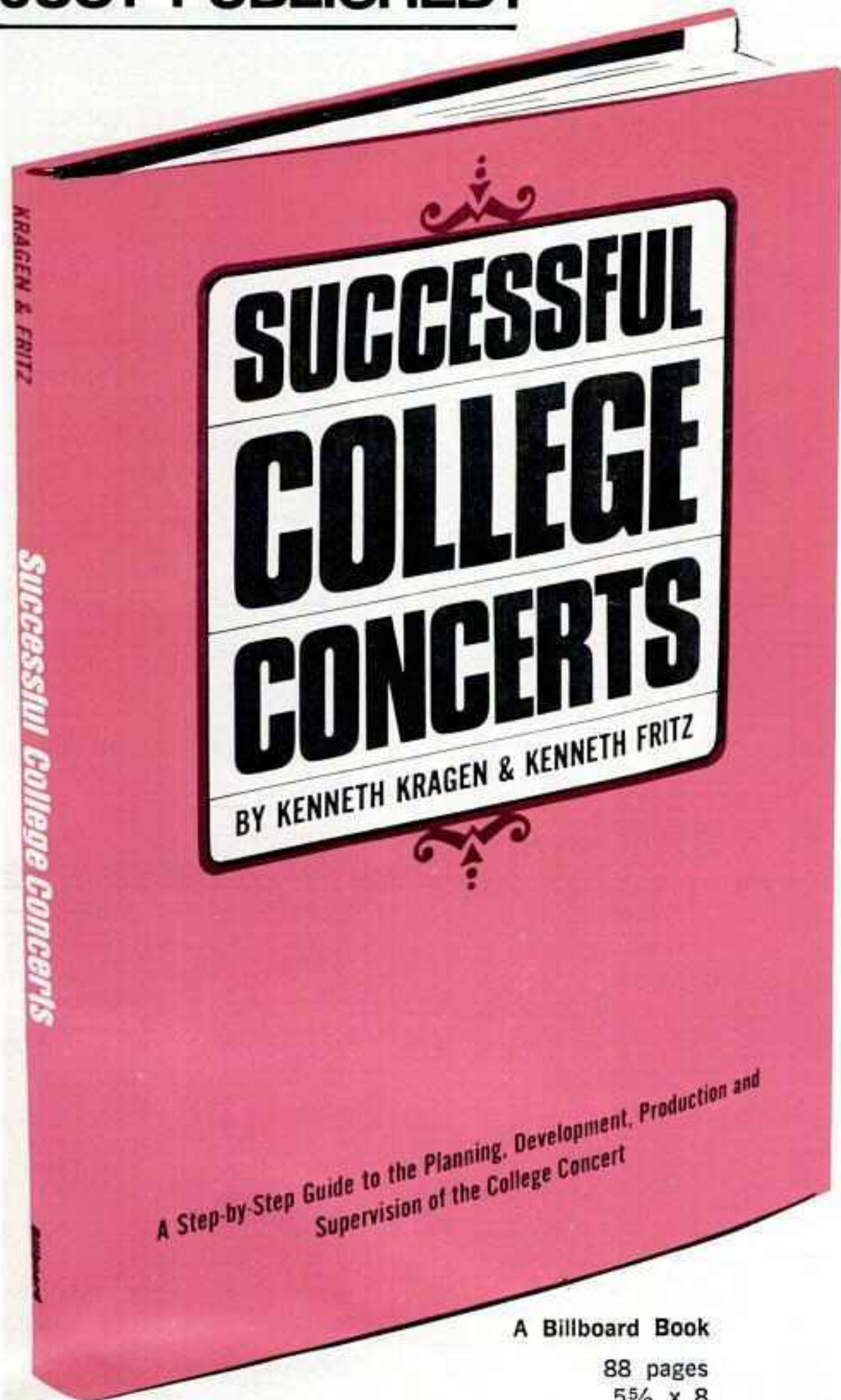
The Kangaroo line, on Fontana Special, Wing and Metro, was launched with 15 artists, including Bing Crosby, Louis Armstrong, Connie Francis, Judy Garland, David Rose, Roger Williams, Ferrante and Teicher, Stan Getz and Harry James.

Masters were imported from Holland and Germany. Projected sales for the initial offer are 30,000 albums. Next group of five "Kangaroos" will be offered after January, followed by an additional 10 at mid-1968.



BRENDA LEE, who has been visiting Britain promoting her latest record, "Where's the Melody"; at a reception last month at the MCA offices in London. With the Brunswick artist are, left to right, manager Dub Albritten, head of Universal Pictures European operations; Jay Kanter; Mike Leander, record producer, and U. S. Decca's British representative Mike Sloman.

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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 Limelites.

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 Limelites, 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.

Under another firm name, Comedic Productions, Kragen and Fritz produce, and hire all talent for, the weekly Smothers Brothers Comedy Hour on television, with (of course!) other TV projects on the drawing board.

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5. DAY OF THE PERFORMANCE

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- Last minute details

6. CHECKING OUT THE BOX OFFICE

- Using the manifest and statement

7. FOLLOW UP AND CONCLUSION

8. EXHIBITS

- Check list of things to do
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- Sample manifest
- Concert worksheet
- Statement of receipts and disbursements
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- Box office statement

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'Selling Signs' Move Tape Recorders

BIRMINGHAM, Ala. — Assuming that not all salespeople are going to be tape recorder experts. Bill Lollar took this responsibility out of their hands with detailed "selling signs." The move has led to greater tape recorder sales in his eight local stores, Lollar reports.

The young president takes a realistic attitude toward the subject. With only one or two salespeople on duty in each of his neighborhood stores, he assumes that they will not have the time to learn the complexities of the tape recorders in the inventory—even though the Lollar stores involve all employees in regular sales meetings, demonstrations, with manufacturers and distributors Lollar has taken the responsibility for knowing the sales feature of tape recorders out of their hands through the use of informative signs which, he says, "tell the prospect everything he wants to know" about the specific recorder which has caught his interest.

Typed on six by nine inch cards attached to each recorder on display, the "selling signs"

are produced in sufficient quantity that Lollar can display the same information on the same type of recorder in all stores simultaneously.

Features highlighted are whether the unit is a monaural or a stereo model, the types of power supply on which it will operate, its principal applications, whether or not it can be serviced in Birmingham, some suggested applications, electronic and mechanical advantages such as capstan drive, and whether or not it is solid-state or transistor.

The "selling signs" sum up with Lollar's candid summation of the machine. A card may read: "Good quality all around recorder, operates from AC, power-pak, or flashlight batteries. Fair music reproduction but ideal for students, entertainment, and general-purpose recording. Service available in Birmingham. Recommended for high school students, college students, or businessmen. Exceptionally durable case will take much heavy handling."

Another card might read: "For the serious minded music lover. Exceptionally fine response, three speakers. Lends itself well to stereo recordings. Operates on AC only. Automat-

ic Frequency Control insures even tone for both playing and recording. This recorder has a particularly good service record, with a remarkably low amount of attention required to keep it in first-class condition. Plays 2 and 4-track recorded tape. We are enthusiastic about this model."

Lollar makes no effort to go into the electronic technicalities of the set unless these are the points which the manufacturer is playing up heavily. He believes that too much emphasis on technical details bores the average person. This simplified approach has worked out so well that the Alabama dealer has racked up sales of some of the most expensive, top quality tape recorders in stock which were handled by part-time salespeople, usually housewives who live in the store neighborhood.

MGM Banks A Double Bill

NEW YORK — Santa Claus has two separate goodies in his bag this year from MGM Records. Last year's "A Christmas Carol" premium album sold through the Christmas Club in banks all over the nation and reaped more than 100,000 sales, said Terry Phillips, head of Lee Harridan Productions. Lee Harridan Productions produced the LP.

This year, the 9,000-member banks belonging to the Christmas Club plan are not only being offered the first record featuring Lionel Barrymore, but a second LP, "A Visit From St. Nicholas," starring Richard Kiley, as well. Phillips said he expects sales to be far ahead of last year. As before, banks have the choice of offering it to their customers, or providing them with order blanks. Phillips said the Club has already committed itself to handle the LP's next Christmas, too.

Aardse Dureco Sales Manager

AMSTERDAM — Robert A. Aardse has been appointed sales manager of Dureco effective on Jan. 1. Annie de Reuver is in charge of production, and promotion and publicity director is Marian de Raaff.

Dureco will distribute Carpenter, the new label created by Dutch artist Gert Timmerman, and it will also introduce the budget line of the German company Metronome to Holland under the title Perl. Dureco will co-operate with free-lance producer Peter Koelewijn in the production of records by new local talent. Rush-released this week on the Omega label is a blue beat single by the Ethiopians, "Train to Skaville." Dureco is also releasing singles by Roy Etzel (Mondial), Alain Thierry (Omega), and by Dutch comedian Piet (Mounty) Bambergen.

Midwest Clinic

CHICAGO — The 21st annual Midwest National Band Clinic will be held here Dec. 12-16 at the Sherman House. Admission is free to band directors and friends.

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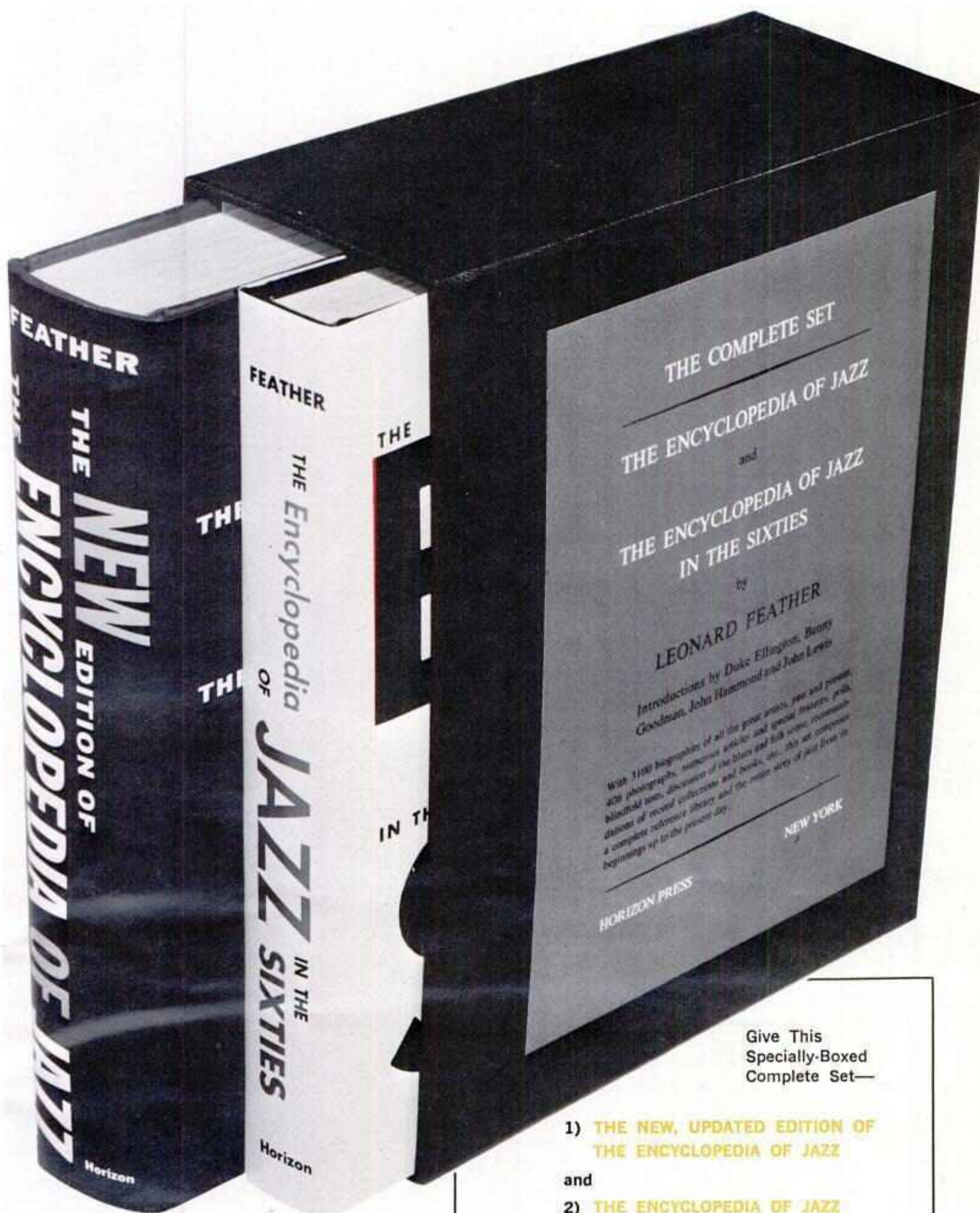
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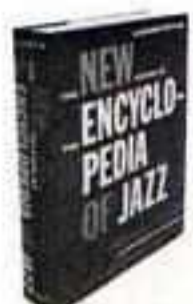
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**TAPE
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by *Larry Finley*

The tape cartridge industry owes a debt of gratitude to Hal Cook and Lee Zhitto of *BILLBOARD* magazine for the new format on the "Top LP's" chart, which made its bow in last week's issue. This is a great step forward for the cartridge industry as this new manner of listing makes it possible for distributors and dealers, as well as the consumer who reads *BILLBOARD*, to know exactly what top-selling albums are available in eight-track and four-track configurations.

The more alert distributors are advising their dealers to use this listing as an order form. ITCC has advised its distributors to encourage dealers to subscribe to *BILLBOARD* as this offers a complete picture of eight-track and four-track cartridge availability. ITCC has more than its share of these hit cartridges every week on the chart.

DR. DOLITTLE

By the time this issue of *BILLBOARD* is in the hands of its readers, a "MR. & MRS. AMBASSADOR OF THE TAPE CARTRIDGE INDUSTRY" will have been selected in the ITCC/20th Century-Fox "sweepstakes." All ITCC distributors were mailed a "sweepstakes" entry, with the request that each be returned directly to Mr. Arthur P. Jacobs, producer of "Doctor Dolittle," at the 20th Century-Fox Film offices in Los Angeles. Mr. Jacobs and Lionel Newman, musical director of 20th Century-Fox, together with Elliot Tiegel of *BILLBOARD*'S West Coast office, will have drawn the lucky winner (Monday, November 27). Inasmuch as the name of the winner is not available at the time this column is being written, the name will be announced in next week's issue.

DR. DOLITTLE

"MR. & MRS. AMBASSADOR" will be flown by ITCC to New York and then to London to attend the Royal Command World Premiere Performance of "Doctor Dolittle," as well as the official premiere parties where they will meet the stars of "Doctor Dolittle" and top executives of 20th Century-Fox Film Corporation. This trip to London is the first step of a tremendous merchandising campaign which will be announced to ITCC distributors in January. The London trip is the forerunner of many prizes which will be awarded to ITCC distributors during the next 90 days.

Only ITCC can offer its distributors and their dealers the original motion picture soundtrack of Mr. Arthur P. Jacobs' production of 20th Century-Fox Films' "Doctor Dolittle" in both eight and four track. It is exclusive with ITCC!

DR. DOLITTLE

All merchandising programs at ITCC are designed to aid the dealer as well as to aid the distributor. More and more distributors are discovering that the movement of ITCC cartridges is greater than that of any other company. The attractive packaging, the top quality of product, the prompt delivery and service, and the outstanding merchandising offered by ITCC are only a few reasons why the "leading" distributors in the country are "leading" in cartridge sales in their areas by being on the ITCC bandwagon.

DR. DOOLITTLE

Tape CARtridge

Trailer Takes to Open Road to Show Automatic Radio Systems

By **KIT MORGAN**

TORONTO — A 22-foot trailer bannered "Stereo Sound Centre" and equipped to demonstrate Automatic Radio tape CARtridge systems is the latest move in Automatic Radio of Canada's aggressive campaign to stimulate the tape cartridge market in Canada. The brightly decorated trailer is visiting two tape cartridge equipment outlets per week in Toronto and is booked solidly till Christmas, with such interest that "we could book it through to July," says marketing manager George Lyall.

The trailer is equipped with eight cartridge units, six of them equipped with stereo earphones for personal listening, one set into a painted panel simulating an automobile dashboard, and one in an in-home setting, which is used to pipe music outside the trailer. Four AR car radio models are also on display "but it's the tape players people are interested in," Lyall reports. Printed brochures on the cartridge units are available.

"This is a dual-purpose project," says Lyall. "Initially we

thought because of the difficulty in gathering retail people for a sales meeting we would go to them, and then we thought while we were at a location we would invite the public in as well, and it developed into a full-scale demonstration center."

First step in the three-day stay of AR's mobile demonstration center is staff training, as the store's sales clerks are briefed, one at a time, on the equipment. Then the center is opened to the public during store hours and the trailer has attracted as many as 150 people in one day, accommodating up to 16 people at a time.

AR's demonstrators are referring visitors to the store at which the trailer is located, *(Continued on page 82)*



AUTOMELECTRONICS INC. of Selden, N. Y., has capitalized on the versatility of the stereo cartridge with the Sound Box, a combination carrying case and storage unit which serves either the car or the home. The unit is tapered to the contour of the automobile seat, and with a flexible handle, can be carried from the car to become a shelf case in the home. The case holds 15 tapes and is available in solids or two tone combinations of popular colors. The Sound Box will retail for \$6.49.



THE INTERIOR of Automatic Radio of Canada's mobile stereo sound center offers interested potential customers the opportunity to hear stereo tape cartridge sound through personal earphones and see the unit set in a simulated automobile dashboard and in an in-home setting, with trained demonstrators to explain the systems.



THIS 22-FOOT TRAILER with attention-getting exterior signs is attracting up to 150 people a day for demonstrations of Automatic Radio of Canada's tape cartridge equipment at it visits major retail outlets around Toronto in a successful staff training and public demonstration project.

ALLSTATE PUTS RACKS IN AUTO ACCESSORY STORES

CHICAGO—Allstate Distributors here is setting up record album racks in 20 down-state Illinois auto accessory stores which have heretofore only handled tape CARtridges. "The idea that tape cartridge outlets can also sell record albums is not that contradictory," said Mort Orhen, Tape Distributors of America, another department of Allstate.

"The stores we've selected are basically auto accessory type outlets doing a good business in tape cartridges. They have the traffic that supports record sales, too. We're setting up racks of 100 selections, all stereo and the price will be \$4.79."

Orhen said that while some record product will be Christmas merchandise, the selections will basically represent "cream" chart LP packages with a large sprinkling of country.

This merchandising move is part of the over-all expansion concept at Allstate, which has just moved into a three-story facility at 1507 South Michigan Avenue.

Ariola to Produce Philips Cassettes

GUESTERSLOH, W. Germany—Ariola-Eurodisc will begin to produce cassettes for the Philips playback system with Ariola and Eurodisc repertoire. Ariola is releasing seven cassettes immediately and five more within the next few weeks. It will release about 50 cassettes during 1968.

Ariola-Eurodisc's decision to adopt the Philips system gives Philips a virtual clean sweep on the German market. All of the major German companies—Deutsche Grammophon, Electrola, CBS, Metronome, Telefunken-Decca (Teldec), and now Ariola—are releasing musicassettes conforming to the Philips system.

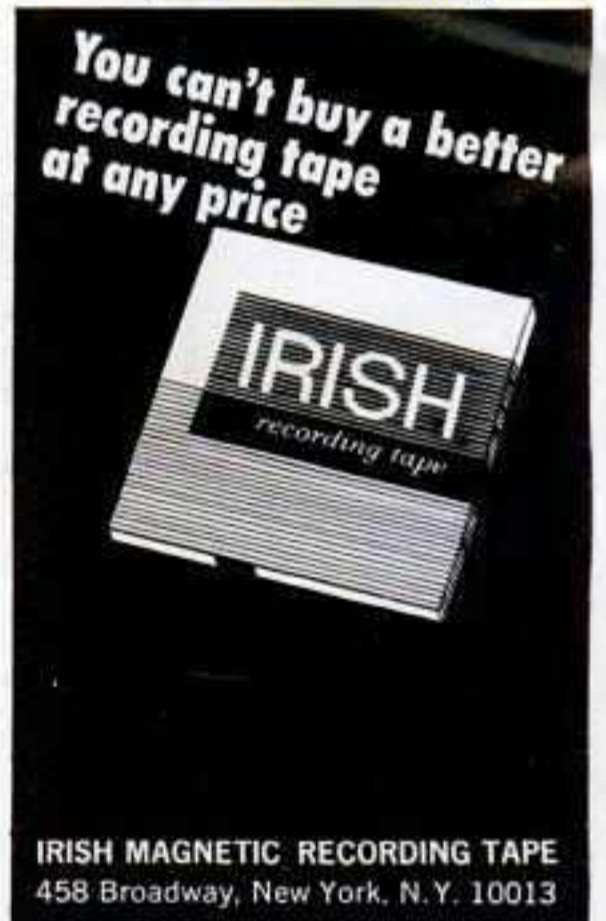
Ariola-Eurodisc was the last important holdout. Ariola laid down these guidelines for its cassette production. The label will only release material on cassettes which is also offered on records.

Normally, the couplings (LP and cassette) will conform exactly to the LP. It is not intended to issue special musicassette versions of the LP.

Ariola-Eurodisc cassettes will be numbered in the 90300 series.

Distribution rights in the various countries will apply to the musicassettes as well as to LP's in the case of contract distribution rights. Ariola said that special arrangements would be made in cases where distribution rights are not covered by contract.

Ariola will price its cassettes at \$6, the standard German *(Continued on page 82)*



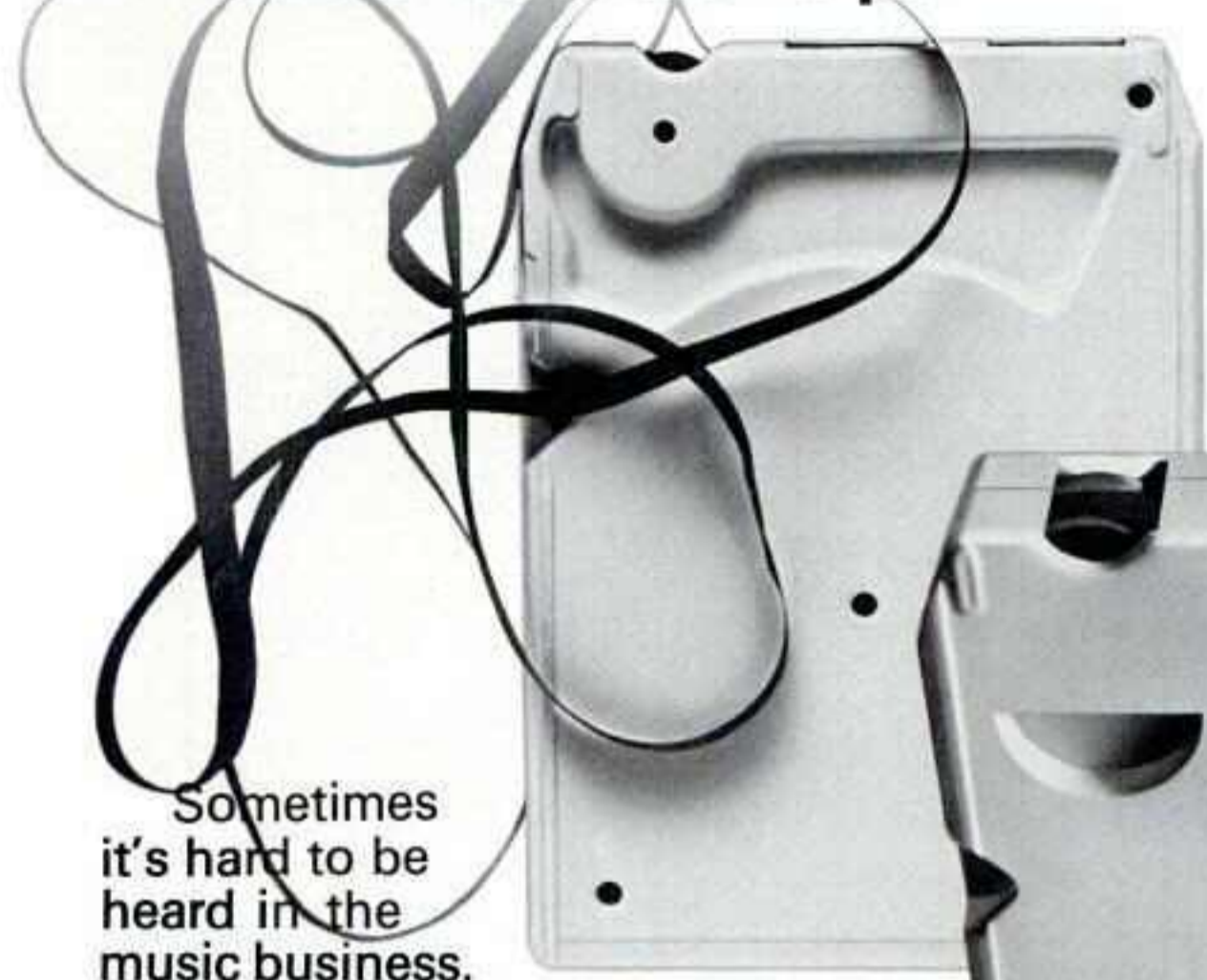
THE MAMAS and THE PAPAS

ARE DECEMBER'S "ARTISTS OF THE MONTH"

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When you're
in the business of
duplicating great sound,
you get a little tired of cartridges
that foul up.



Sometimes
it's hard to be
heard in the
music business.

But Stereodyne has something to say that's going to set the tape cartridge industry on its deck.

It's a little invention called Dynapak, a new 4- or 8-track stereo tape cartridge. It's designed to eliminate the industry's biggest problem: loss of profits due to 100% exchange of fouled-up cartridges.

No one is more qualified to develop this unique cartridge than Stereodyne. After all, we're the largest independent tape duplicator in the country, working with many of the leading recording companies. We know all about costly cartridge returns because we've duplicated over 2½ million stereo tape cartridges. And we give a one-year guarantee on our finished product. So who should be more concerned with the quality of the cartridges we use for our tapes?

We call Dynapak the world's first No-Return Cartridge. A Dynapak cartridge stays sold. No more unhappy customers inconvenienced by having to return defective cartridges. No more re-handling of returned cartridges for dealers or distributors. No more profit-eating returns for music companies or duplicators.

There is virtually nothing that can go wrong with a Dynapak cartridge in normal use. How else could we offer a one-year guarantee or your money back?

Jam proof and spill-out proof. Dynapak has the largest spill chamber in the industry. This allows for an area of tape take-up inside the cartridge so tape can't jam in the player. It ends tape pleating and pile-up at the right side of the pinch roller. And Dynapak offers you the first 4-track cartridge with a spill chamber.

So we invented Dynapak[®],
the no-return
cartridge

(with a one year guarantee).



What happens when a tape is accidentally pulled out of a Dynapak cartridge?

Our loop rewind feature with secondary spill chamber automatically rewinds the tape. One quick tug-and-release on the tape opposite the pinch roller and the loop returns undamaged to the cartridge, ready for re-play.

Dynapak eliminates distortion and extends play. Dynapak's design does away with fragile pressure pads, so it cuts out cross-talk and reduces head wear in players. Our unique tape tension system ensures superior high fidelity for the life of the cartridge. And the one-piece silicon pinch roller prevents tape sticking and resulting wow and flutter.

Dynapak's tape capacity offers up to 100 minutes of continuous stereo enjoyment on standard 1 mil. Mylar base tape. This lets you offer longer programs, and cover a larger range of requirements with one standard cartridge.

Zero defects production line techniques. We treat quality control as though Stereodyne invented it.

This is a continuous process with us. Precision dies and meticulous quality control during molding and packaging ensure cartridges with zero defects. Dynapak 4- and 8-track cartridges have 100% parts interchangeability. And simplified assembly and tape threading assure zero reject production.

Production savings of 25%. It's a fact. You can achieve this saving on your assembly line because Dynapak's design has fewer parts. They're

pre-assembled and packaged for maximum production line efficiency. Most are reversible so they can be assembled blind-folded. There is no special assembly line equipment needed with Dynapak.

You require fewer assembly people; each can produce 20 to 24 cartridges per man hour. Fewer and more efficient parts reduce your incoming and outgoing shipping costs.

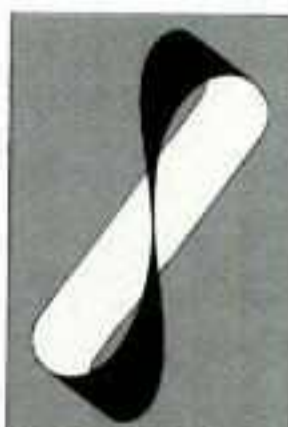
It took the people who know duplicating best to invent a no-return cartridge. Stereodyne can supply you with fool-proof Dynapak cartridges. Plus superior quality tape duplication. It makes sense to let us do both.

And we won't be competing with you for retail sales. Stereodyne has no existing or planned activities in the music business.

All we offer is the finest quality tapes, duplicated for the highest level of stereo appreciation. Plus advanced production techniques that considerably lower your costs. And Dynapak, the world's first no-return cartridge.

Why don't you call us on it? We're going to make Detroit famous for more than cars.

Stereodyne Sales, 4050 W. Maple Road., Birmingham, Mich. 48010. Phone 313-642-3076.



STEREODYNE

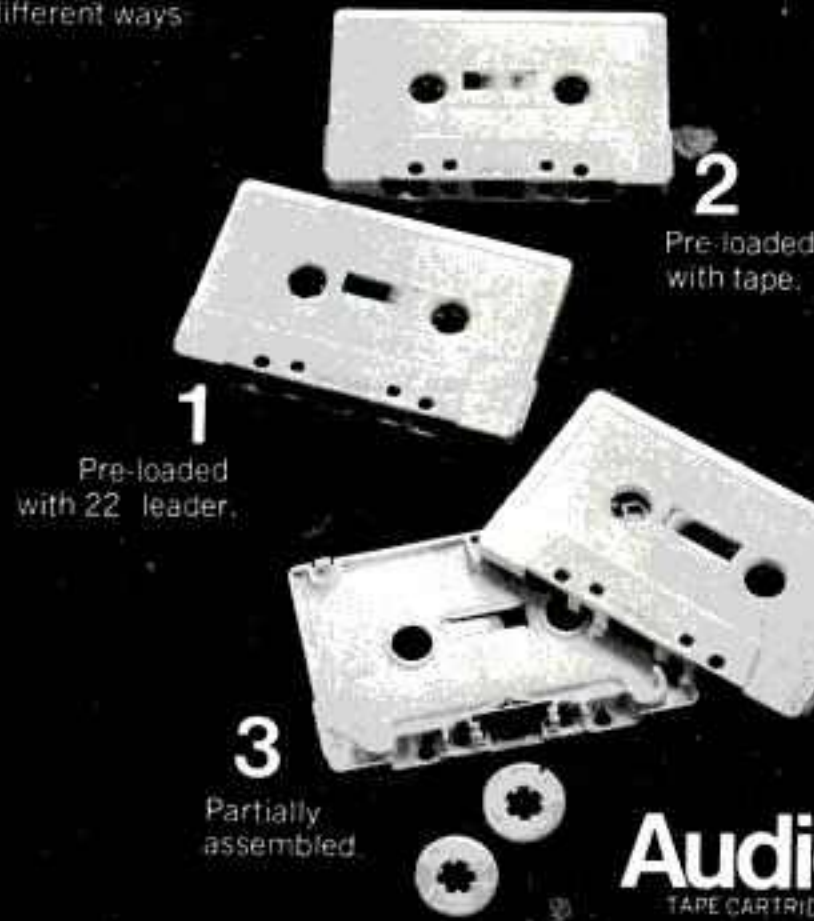
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Tape CARtridge

RCA in Distrib Deal With Sentry

CLIFTON, N. J. — RCA Victor Records is expanding its tape CARtridge distribution set-up and has just signed a distribution deal with Sentry division of Atlas-Rand here for its Stereo-8 and reel-to-reel product. RCA Victor recently signed an 8-track distribution deal with Merco, marking a move toward distribution channels in addition to its own.

Harold Rosen, Sentry president, said he had acquired "every single title" RCA Victor

has available in both 8-track and reel-to-reel and was stocking "product in depth."

Sentry now has most of the major labels for distribution. Sentry, besides distributing to record and other outlets, sells

Atlas-Rand Bowing New Blank Cassette

PARAMUS, N. J. — Atlas-Rand has bowed a new blank cassette C-120, making it possible to record two hours of material on one cassette. Harold Rosen, vice-president of Atlas-Rand, said that Sentry is now offering dealers a complete cassette program, including three different blank cassette sizes as well as a vast range of pre-recorded music. In addition, Sentry is now offering a new pilfer-proof display rack that holds 96 cassettes to dealers who purchase an assortment.

Life Warranty for Norelco Cassettes

NEW YORK—All Norelco cassettes will carry a lifetime warranty.

According to a company announcement, should any defects appear in materials or workmanship, Norelco will replace the cassette. Cassettes may be mailed or returned in person to Norelco Service Centers located throughout the nation, or they can be returned to dealers from whom they were purchased. All Norelco cassettes and packaging now being produced will carry the printed warranty.

to more than 10,000 photo stores across the nation.

Rosen said that he is expanding warehouse space to accommodate the RCA Victor line. An interesting side effect of the cartridge explosion, he said, "is that reel-to-reel product has benefited and we have had very substantial increases in our reel-to-reel sales."

Automatic System

• Continued from page 80

and although immediate impulse sales were hardly expected, one store reported three or four sales in one day. "Most important, we have gained the enthusiasm of the dealers and their staffs, as well as attracting potential customers. We are getting a really good sounding of the public, who want to know more about tape cartridge systems and are having difficulty finding dealers who know enough about them and have a good supply of tapes," Lyall says.

When the experiment ends at Christmas, the trailer will have covered 17 locations, including Woolco and K-Mart discount department stores, Canadian Tire Stores outlets, Imperial Oil 3-Star Centres, etc. Although moving and staffing the trailer are time-consuming and expensive, the success of the venture indicates that AR may buy its own trailer, fit it out to order, and also cover areas outside Metro Toronto and perhaps Montreal.

Ariola to Produce

• Continued from page 80

market price. Ariola pointed out that the manufacture of cassettes is more expensive than the production of records. But it said that the higher cassette price will assure retailers of a profit margin comparable to LP's.

Ariola's 12 initial cassette releases consist of LP material featuring Peter Kreuder, Rex Gildo, Udo Juergens, Peter Alexander, The Hollies, Joe Ment's Orchestra, the Trio San Jose, Rudolf Schock, Fritz Wunderlich and Max Greger.

New Lear Distribs

CHICAGO — Lear Jet has named five new distributors. Cooper - Louisville, Louisville, Ky.; Continental of Hawaii, Honolulu; Bill Fisher Auto Air Conditioning, Little Rock, Ark.; Carswell Distributing Co., Winston-Salem, N. C., and Godwin Distributing Co., Atlanta.

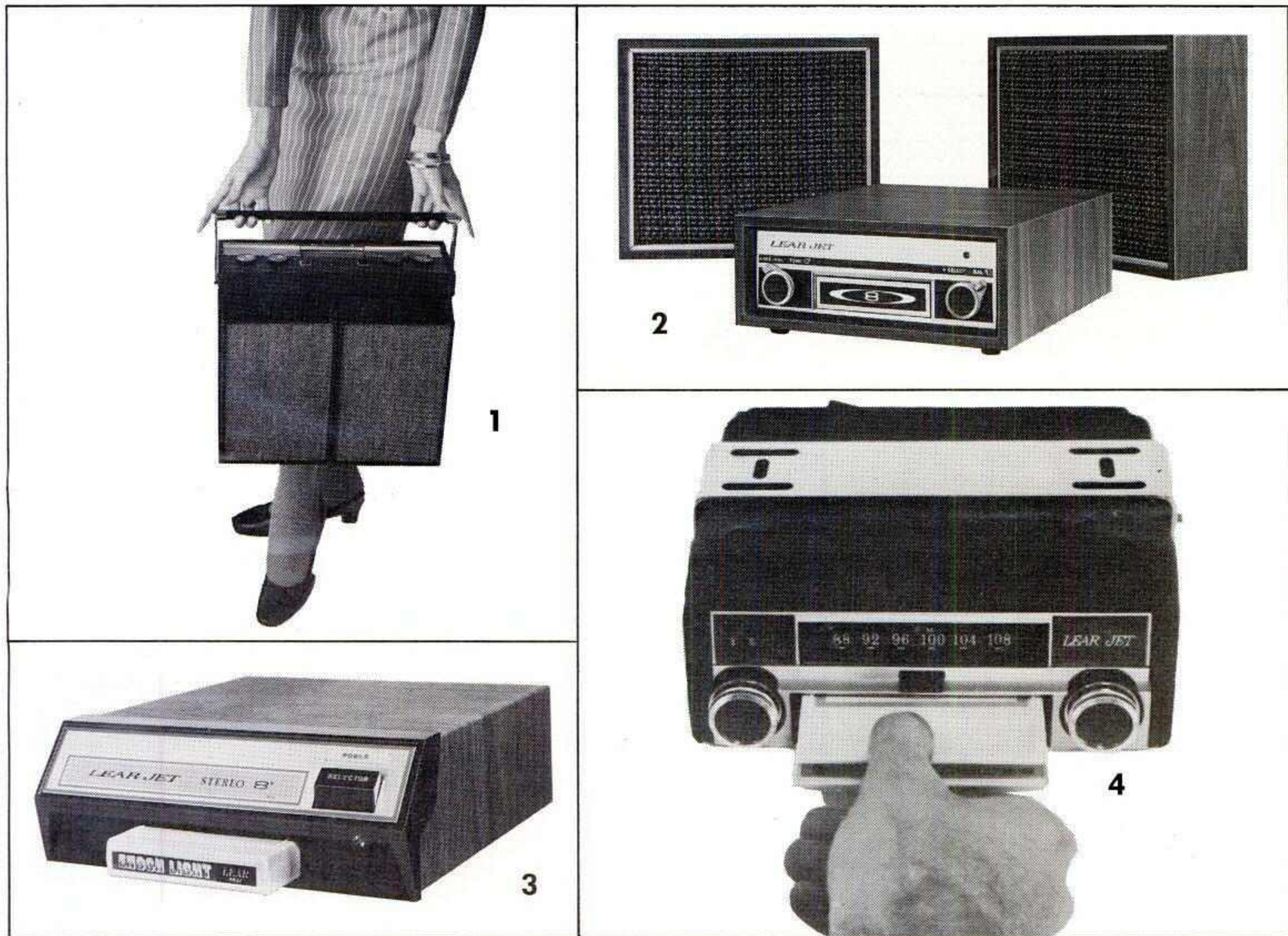
N.B. — An estimated 38 million people will see the article on Penny Nichols in the Nov. 28 (Yipee!) issue of Look. You could call that the size of the potential market for her music. There's a single on Buddah called Holy Holy and an album called Penny's Arcade!*

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whatever music, inc. (bmi)
coastal strawberries productions, inc.
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los angeles, california 90046
654-2402

*Sindlinger Summer
Survey of Look
Readership -



you'll never hear our old line again. Lear Jet stereo eight.



Three years ago we invented eight track stereo. This year we changed our way of doing business.

First, we changed our assembly line: It's built around quality control check points. Fifty to be exact. If there's a defect in a unit, we're the first to hear about it. And the last.

Second, we changed our styling: six new units designed to look as good as they sound.

Third, we changed the thinking of

every major recording company: over 10,000 selections on stereo eight cartridges to choose from to prove that.

Fourth, we changed our advertising: this new look will be appearing in national magazines throughout the year.

In the long run these changes are going to pay off for you. And that's not small change.

Lear Jet Stereo, 13131 Lyndon Ave., Detroit, Mich. 48227, (313) 272-0730.

1. Portable stereo eight with detachable speakers. Plays on AC current or rechargeable batteries. Built-in battery charger operates automatically: Model PS-8.

2. Home music system. Eight track tape cartridge player with 20 watt peak amplifier and four high-fidelity speakers: Model HA-20.

3. Eight track stereo deck. Plugs into home stereo systems: Model HSA-901.

4. Solid state stereo eight for cars. Shown here, FM radio (FM stereo with multiplex adapter optional) and tape player: Model ASFM-871.

AM radio with tape player: Model ASR-851.

Automotive tape player only: Model AS-831.

Lear Jet stereo eight it plays happily ever after.

Audio Retailing

The Great Sales Training Debate: Is Attitude Preferred Over Acumen?

By JACK COGGINS

OKLAHOMA CITY — "We tried a training experiment that worked 200 times better than our fondest expectations," explained L. L. Lee Jr., general manager of Lee's Radio & TV, Inc., Oklahoma City. "We decided to use a woman who had never before sold a piece of music or sound equipment or related electronic gadgetry and parts as our prime salesperson in the department. She was selected on the basis of her eagerness to learn and friendly attitude alone.

"We held her in the background for about a week, periodically counseling her on the side. We emphasized that we wanted her to sell on the basis of what equipment will do, not what it contains. We told her: 'If customers want to talk about decibels, dinner bells, watts, volts, amps and this and that, turn them over to one of us with a technical background.

No Snow
"Well, when she went on the floor, we didn't see many of her customers. We found she could sell the living daylight out of complex component systems as well as the simpler music devices. She almost immediately began pulling in orders for three to four hundred dollar 'professional-quality' tape decks. Parts and accessories began to move much faster.

"The audiophiles, as well as plain music lovers, love Betty Voigt. The biggest advantage she has in selling to audiophiles is that they do not try to 'snow' her like they would a man. They expect a man to know all the internal workings . . . how many speakers, the transistor complement, the frequency response, etc.

"On the other hand, where buying from Betty is concerned,

Triple Rover Production

NEW YORK — Production rate of the Rover, Masterwork Audio Products' new 45-r.p.m. portable phonograph, has been tripled to meet consumer demand, the firm reports.

According to J. J. Harris, director of the Columbia Records division, the production rate has been stepped up primarily to meet the demands of the approaching holidays.

Masterwork is making available to dealers a four-color lithograph lipcase which serves as self-merchandise for counter and window displays. Window streamers and ad mats are also being shipped out.

The Rover plays singles in any position and sells at retail for \$24.95.

they come in, pick out what they had predetermined to buy anyway . . . then they tell her why it is best. Betty smiles and agrees with them, accepts the money. She is attractive and personable.

"The first two weeks on the floor she topped \$5,000 in sales . . . everything with top mark-up!"



AKAI ELECTRIC of Japan is marketing this \$400 video tape recorder in the U. S.

Motorola Gives LP's for Yule

CHICAGO — Motorola Consumer Products, Inc., is giving away three LP's with the purchase of a Motorola MP102 mono phonograph in a holiday youth promotion.

Participating dealers will receive the record packages free with the purchase of each phonograph through Motorola's 90 distributors. The program is effective immediately.

Artists featured are the Mamas and the Papas, the Candyman and Tommy Roe.

Backing the promotion are dealer newspaper ad mats and window/wall banners for the stores.



BETTY VOIGT came to Lee's Radio and TV in Oklahoma with no audio retailing experience, little audio knowledge. But her attitude was right and sales increased remarkably (see story).

\$400 VTR From Akai

TOKYO — Akai Electric of Japan is marketing a new, linear scanned monochrome video tape recorder, priced at about \$400, according to Isao Ohkuma, manager, North American Division of Akai.

According to Ohkuma, the new low-priced video tape recorder will be the first linear scanned (not rotary) machine to be placed on the market. There have been a number of similar prototypes built by other companies in Japan and the U. S. but none of them have been marketed. Dimensions are 9½ by 15½ by 17½ inches. Weight is 50 pounds.

4-Track

Akai's machine operates at a linear speed of 45 inches per second and uses standard quarter-inch tape. It is a 4-track system with two tracks in both audio and video signals.

Total time, using a 7,200-foot reel, is more than 60 minutes. Video bandwidth is better than one megacycle. Picture quality is said to be equal to average television receiver quality. Initial production is at a rate of about 1,000 units per month. Exports will follow when present negotiations are completed. A color version of the Akai system will be available in 1968 at a price not much greater than the new monochrome unit.

Ampex Earnings, Sales Records

CHICAGO—Ampex Corporation has sold and earned more during the second quarter and first six months than during any comparable periods in the firm's history. Both periods ended Oct. 28.

Second quarter sales totaled \$59,332,000, up 8 per cent from \$55,053,000. Net earnings were \$3,002,000 (31 cents per share), up 17 per cent from \$2,573,000 (27 cents a share).

Sales for the first six months of fiscal 1968 were \$112,081,000, up 11 per cent from \$101,265,000. New earnings were \$5,074,000 (53 cents per share), up 14 per cent from \$4,453,000 (47 cents per share).

Symphonic Sets Up Parts Depots

NEW YORK — Symphonic Electronic Corporation has established a nation-wide network of authorized parts depots to provide regional parts distribution directly to dealers and distributors.

The parts distribution is under the direction of Ken Freeland, national service manager.

pex; **Ray Hillebrand** has been picked for a staff marketing job at Concord Electronics Corp. . . . And Salonika, Greece, record dealer **Constantine Daoutis** has been jailed for selling the hit, "Make Your Bed for Two," composed by **Mikis Theodorakis**, who wrote the music for the movie "Zorba the Greek."

RAY BRACK

3M Issues Guide to Tape Merchandising

ST. PAUL — "Give the customer what he wants by helping him realize how much he really wants it and he'll buy from you without hesitation."

So promises a new guide to magnetic tape retailing, "How to Merchandise Magnetic Tape," just published by the 3M Company. 3M says the 44-page booklet is the industry's "first com-

plete guidebook on the subject." It details in-store merchandising techniques developed during two decades of market experience and up-to-date research data, 3M says.

A forward to the booklet reports that tape recorder sales held at a steady growth rate of 10 to 12 per cent annually through the 1950's and early '60's but are now "exploding." A fourth of all U. S. homes will have at least one tape recorder in use "within the next couple of years," the company declares.

Five of the booklet's 12 chapters are devoted to the subject of displays, dealing with how displays sell magnetic tape, what makes an effective display, illustrated display arrangements, do-it-yourself displays and how to arrange product and what to feature.

What makes an effective display? The 3M booklet suggests:

- (1) The good display must attract the shopper's interest.
- (2) The good display must provide product selection and/or use assistance.
- (3) The good display must concentrate the shopper's attention on the product and its advantages to him.
- (4) The good display effectively holds the maximum quantity of product in the minimum amount of space and maintains all possible utility for stocking.

These are a few of the host of tips in the booklet, available from local Scotch brand magnetic tape sales reps or from Marketing Service Dept., Magnetic Products Division; 3M Center; St. Paul, Minn. 55101.

Scanning The News

Symphonic Radio and Electronic Corp. has appointed the H. P. Souvall Co., Salt Lake City, as the company's representative for television in Utah, Idaho, Montana, Colorado, Wyoming and Western Nebraska. . . . **Jay and the Techniques**, the **Robbs** and **H. P. Lovcraft** appeared at the May Co.'s seven stores in Cleveland Nov. 3. . . . Lafayette Radio Electronics has opened a new outlet in Lynbrook, L. I., N. Y. and another (its 20th store) in the North Hills Village Shopping Center in Pittsburgh. . . . \$4.79, \$5.79 and \$6.79 LP's are being offered at \$3.57, \$4.17 and \$4.97 respectively at the new "major label" record department at the Zeff Co. in Kansas City, Mo. The store features Columbia product. . . . **Arlans** in Milwaukee staged a record hop with WRIT radio personality **Tex Meyer** on Nov. 7. . . . Cabaret's **Joel Grey** appeared at Macy's fifth floor record department in New York Nov. 6 while the show LP sold at \$5.39 and his own Columbia release went for \$3.79. . . . Motorola third-quarter sales totaled \$151,030,833 compared to \$157,979,477 a year ago. Earnings were \$3,733,582 (61 cents a share) compared to \$6,782,914 (\$1.11 a share) last year. The consumer products division pulled the company's total performance down.

Craig Panorama, Inc., is expediting delivery of merchandise from Japan during the Christmas

rush by chartering Pan Am Jet Cargo Clippers, each capable of ferrying 40 tons of music-making hardware. . . . Discount Records, Inc., has opened a new branch at 800 White Plains Road, Scarsdale, N. Y. . . . For the State of Michigan, Symphonic Radio has named Max Lipin & Associates of Detroit representatives for phonographs, television and tape. . . . Buckley's has opened its third record shop in Nashville, this one at the Charlotte Square Shopping Center. . . . The advertising campaign for Sylvania's console stereo equipment includes a one-minute spot showing a man wrecking a phonograph cabinet with a crowbar. . . . Funeral services were held in Sacramento, Calif., Nov. 9 for **Fred R. Sage**, 59, owner and operator of Sage Radio & Television for 28 years. . . . GE recently conducted a Product Seminar in Indianapolis for Graham Electronics Supply Co. . . . GE has also developed a "programmable unijunction transistor."

PERSONNEL MOVES: **R. E. Nugent Sr.**, general manager of parts and service for Philco-Ford's sales and distribution division, will retire Dec. 31 after 32 years with the firm; **A. P. Van Meter Jr.**, has been named acting engineering manager at University Sound; **Thomas E. Davis**, **John N. Latter**, **Byron A. Olerich** and **Robert L. Pappas** are new group vice-presidents at Am-

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'Beautiful Music' Cartridge Introduced by Sonotone Corp.

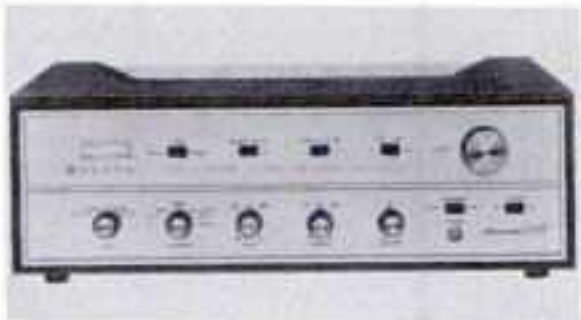
ELMSFORD, N. Y. — To complement the new phonograph records from which background noises have been virtually eliminated, Sonotone Corp. has introduced a new pickup component dubbed the "beautiful music" cartridge.

The new cartridge, the 24TA, is of new design said to be a "fundamental advance in controlling parameters to achieve extended and yet smooth frequency response that approaches the ideal RIAA curve."

The cartridge is also said to provide additional channel separation averaging 25 at 1000 Hz.

Pad

A new mechanical design finds a rubber pad set between the cartridge body and the mounting bracket to insure "optimum performance" by cutting down vibration at this point. This is said to clean up the mid-frequency response.



SCOTT HAS INTRODUCED this LK-60B, 120-watt solid-state stereo amplifier kit with a new circuit testing system that uses an ordinary light.



INCENTIVES FOR CUSTOMERS are creative at Carousel Record Shop in Denver with this bingo device, which awards LP's and singles to lucky customers.



SLIM PORTABLE, model 58P08, has been introduced by Arvin at \$34.95. It has a 4-transistor, instant-play amplifier and 3-inch by 5-inch speaker. Automatic changer has dual sapphire needles and shuts off after the last record.



SONOTONE'S "beautiful music" cartridge.

Recommended with high impedance loads, the 24TA requires only two resistors and a capacitor per channel to work directly into low impedance magnetic "pickup" inputs.

Sonotone says its new cartridge is immune to hum induced by magnetic fields and is unaffected by extreme temperatures and humidity. It fits all standard, two-boss tone arms.

With a sapphire - diamond needle combination, the 24TA lists at \$14.65.

Bogen Issues New Catalog

PARAMUS, N. J. — A 12-page catalog describing Bogen's stereo-high fidelity components is now out. It contains nomenclature data and suggestions on choosing the proper system.

All description is in non-technical terms, with detailed engineering specs relegated to a two-page chart at the back of the book.

New products listed are the TA150, 50-watt integrated amplifier; the SS250, two-way bookshelf speaker systems, and the firm's second generation compacts, the MSR-1 and the MSC-1 with tape cartridge player.

Ampex Enlarges

COLORADO SPRINGS, Colo. — Ampex Corp. is doubling its manufacturing space here. Construction has begun on a 116,000-square-foot addition to the firm's present 100,000-square-foot plant.

The plant manufactures professional magnetic audio recording equipment for broadcasting, master recording, industry and education; and scientific magnetic recorders for instrumentation.



PORTABLE STEREO seen here has just been introduced by Sylvania. It is model 4/40GT, transistorized, 50-watt E.I.A. amplifier equipped, with Garrard custom professional automatic turntable. Price at retail: \$159.95.



FROM ROBERTS, this \$430 reel recorder also has 8-track cartridge recording capability. It performs all standard reel recording functions and also is capable of recording 8-track cartridges from sound transferred from the reels, and from plugged-in external audio sources. This is Roberts' second unit of this type.

CLASSIFIED MART

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ATTENTION, RECORD OUTLETS: WE have the largest selection of 45 rpm oldies and goodies at 25¢ each, also major label LP listings at promotional prices. Send for free listings. All orders welcome. Apex Rendezvous, Inc., 390 Kings Highway, Brooklyn, N. Y. tfn

ELECTRONIC CAR ALARM KITS: Money-maker for tape cartridge dealers. Send for information. Auto Tapes Unltd., P. O. Box 757, Beverly Hills, Calif. 90213. de2

GIANT 45-PAGE OLDIES CATALOG: 2,000 copies with dates. Sample copy, \$1. Record Rendezvous, 134 S. 20th St., Philadelphia, Pa. 19103. de2

NOW DEMONSTRATE TOP 40 SINGLES with new Swiss-made Discomatic counter-top juke-box mechanism. 40 records load into removable rack, give push-button selection up to 80 slides. Completely assembled, ready to connect to 117 VAC and your amplifier. Send check \$85, dealer cost, shipped prepaid; money-back guarantee. Literature available. Discomatic, Inc., 640 S. Second St., Plainfield, N. J. 07076. de9

POSTER DISTRIBUTORS WANTED—The big teen craze is to Posters and we have them all, including Jefferson Airplane, Beatles (Sgt. Pepper), Doors and thirty-five more. These posters are all new, not previously released. Send for free samples of these big profit-making items. Take 6, Dept. B, 6565 Sunset Blvd., Hollywood, Calif. fe3

RECORD COMPANIES, WE ARE AN action distributor. Forward us your new releases, we move with your product in New York State. Jody Record Distributors, 1697 Broadway, New York, N. Y., Room 1407. de2

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WANT A GOOD SERVICE MAN TO work on juke boxes and games. Must be a good service man on all type of equipment. Top pay for the right man. Call collect or write: C. O. Coin Service, Inc., 1076 Parsons Ave., Columbus, Ohio 444-9191. de16

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ATTENTION, SCOPITONE DEALERS. A large quantity of Scopitone film for sale. Many selections to choose from. 80% of film on hand is American. Scopitone of Conn., Inc., 359 New Britain Rd., Kensington, Conn. de16

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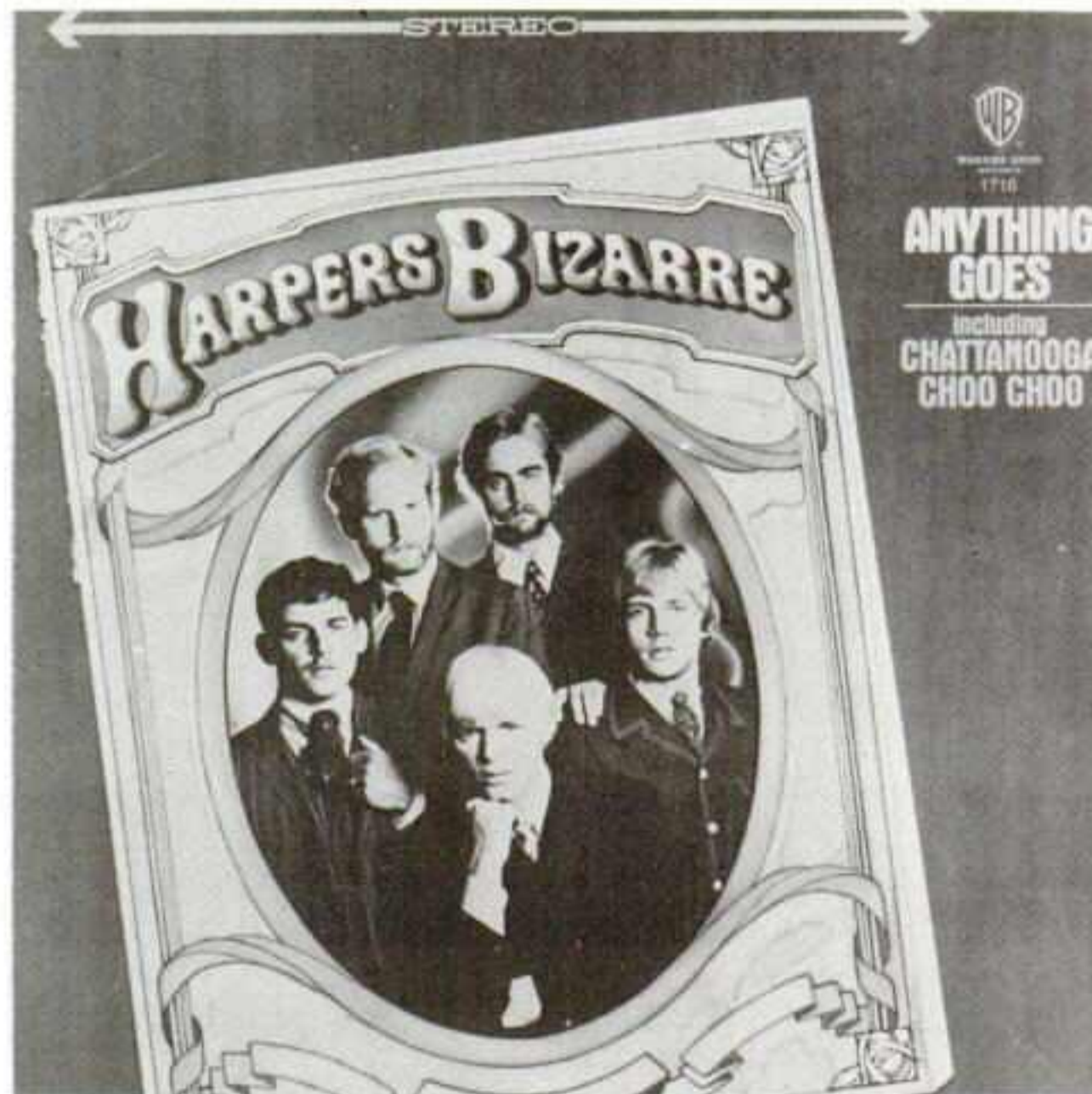


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THIS WEEK
102

LAST WEEK
188

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

TOP 20 POP SPOTLIGHT

Spotlights Predicted to reach the top 20 of the HOT 100 Chart

*ED AMES—WHO WILL ANSWER?

(Prod. Jim Foglesong) (Writers: Davis-Aute) (Sunbury, ASCAP)—The most stirring, meaningful disk of the week. With appeal for all programming and buyers, the vital lyric message based upon today's world situation must be heard throughout. Exceptional Ames performance is emphasized by the superb Perry Botkin arrangement and Jim Foglesong production. Flip: "My Love Is Gone From Me" (Pavanne, ASCAP). RCA Victor 9400

YOUNG RASCALS—IT'S WONDERFUL

(Prod. Young Rascals) (Writers: Cavaliere-Brigati) (Slacsar, BMI)—Their track record for Top 20 disks will continue right along with this groovy beat number featuring a happy lyric and wild sound effects. Flip: "Of Course" (Slacsar, BMI). Atlantic 2463

ARETHA FRANKLIN—CHAIN OF FOOLS

(Prod. Jerry Wexler) (Writer: Covay) (14th Hour/Pronto, BMI)—With the solid beat feel of "Respect," this sure-fire blues mover has all the ingredients of a No. 1 chart topper. Flip: "Prove It" (14th Hour/Pronto/Wellmade, BMI). Atlantic 2464

JAMIE LYONS—SOUL STRUTTIN'

(Prod. J. Kasenetz & J. Katz) (Writers: Orlando-Thau) (Mopery Square Kaskat, BMI)—Stepping out solo here is the lead singer of the Music Explosion and his debut should hit hard and fast. It's a pulsating blues rocker loaded with discotheque appeal. Powerhouse vocal workout and beat. Flip: "Flowers to Sunshine" (Roznique, BMI). Laurie 3422

TOP 60 POP SPOTLIGHT

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

*LULU—BEST OF BOTH WORLDS

(Prod. Mickie Most) (Writers: Black-London) (James, BMI)—A lush, plaintive ballad for all types of programming is performed beautifully by the million seller artist, Lulu. Should prove another top item for her with a wider programming appeal. Flip: "Love Loves to Love Love" (Blackwood, BMI). Pic 10260

JEFFERSON AIRPLANE—WATCH HER RIDE

(Prod. Al Schmitt) (Writer: Kantner) (BMI)—Back in the driving beat bag, this psychedelic rocker has all the earmarks of a hot chart contender. Weird, groovy sounds throughout. Flip: "Martha" (BMI). RCA Victor 9389

MAMAS & PAPAS—DANCING BEAR

(Prod. Lou Adler) (Writer: Phillips) (Wingate, ASCAP)—Just as "Glad to Be Unhappy" slips down the Hot 100, the foursome offers some intriguing Phillips ballad material to meet the success of their recent outing. Flip: "John's Music Box" (Wingate, ASCAP). Dunhill 4113

PLATTERS—LOVE MUST GO ON

(Writers: Dixon-Ram)—Blockbuster blues rock outing that should fast carry the Platters to a high spot on the Hot 100 and the r&b charts. Strong dance beat in support of their powerful vocal work. Flip: "How Beautiful Our Love" Musicor 1288

SAM THE SHAM—YAKETY YAK

(Prod. Stan Kesler) (Writers: Lieber-Stoller) (Tiger, BMI)—The Coasters' classic and Boots Randolph's hit is treated to a powerful revival by Sam. With renewed appeal for today's buyers, this one can't miss hitting big. Flip: "Let Our Love Light Shine" (Beckie, BMI). MGM 13863

OUTSIDERS—LITTLE BIT OF LOVIN'

(Prod. Tom King) (Writer: Fournier) (Hastings, BMI)—Hard driving rhythm entry that should fast spiral the strong group right back up the Hot 100 again. Clever arrangement and wailing vocal workout. Flip: "I Will Love You" (Beechwood, BMI). Capitol 2055

SPECIAL MERIT SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

LESLEY GORE—Magic Colors (Screen Gems-Columbia, BMI) (Prod. Steve Douglas) (Writer: Sedaka)—Composed by Neil Sedaka, this good rhythm ballad serves as strong material for Miss Gore. Mercury 72759

JOHNNY MANN SINGERS—Instant Happy (Pomona, BMI) (Prod. Jack Tracy) (Writers: Tusker-Jones)—Following up "Up-Up and Away," the smooth blended vocal group has a happy rhythm entry here. Liberty 56010

STEVE LAWRENCE—I've Gotta Be Me (Damila, ASCAP) (Prod. Pat Williams) (Writer: Marks)—Big, beautiful show-stopper ballad from the forthcoming Gorme-Lawrence musical, "Golden Rainbow," is given a powerful performance on the new RCA distributed label. Calendar 1001

BONNIWELL MUSIC MACHINE—Bottom of the Soul (Thrush/Insert/Drive-in, BMI) (Prod. Brian Ross) (Writer: Bonniwell)—The "Talk Talk" group's move to the Warner Bros. label is a raucous driver loaded with discotheque appeal. Warner Bros. 7093

PAT BOONE—You Mean All the World to Me (Gallico, BMI) (Prod. Mike Post) (Writers: Sherrill-Sutton)—The David Houston country smash is given a strong pop treatment by Boone. Fine arrangement and production. Dot 17056

DOORS—LOVE ME TWO TIMES

(Prod. Doors) (Writers: Doors) (Nipper, ASCAP)—Strong folk rocker that can't miss soaring to the top of the Hot 100 to pick up where "People Are Strange" left off. Driving dance beat and vocal workout. Flip: "Moonlight Drive" (Nipper, ASCAP). Elektra 45624

BILL WYMAN—IN ANOTHER LAND

(Prod. Rolling Stones) (Writer: Wyman) (Gideon, BMI)—The Rolling Stones' Wyman goes solo in this off-beat piece of rock ballad material that should prove a monster. It's a weirdy that can't miss. Flip: Rolling Stones—"The Latern" (Gideon, BMI). London 907

LONG JOHN BALDY—LET THE HEARTACHES BEGIN

(Writers: Macaulay-MacLeod) (January, BMI)—The British import which took a phenomenal jump to No. 1 on England's chart is a powerful ballad performance with a Tom Jones flavor. Entry should be equally successful in the U. S. Flip: "Hey Lord, You Made the Night Too Long" (January/Welbeck, BMI). Warner Bros. 7098

TOMMY BOYCE & BOBBY HART—I WONDER WHAT SHE'S DOING TONIGHT?

(Prod. Boyce & Hart) (Writers: Boyce-Hart) (Screen Gems-Columbia, BMI)—Infectious, driving easy beat rhythm entry should bring Lewis back to the charts in short order. One of the group's strongest commercial dance beat entries in some time. Flip: "Happiness" (Chardon, BMI). Liberty 56011

FIFTH ESTATE—MORNING, MORNING

(Prod. Steve & Bill Jerome) (Writers: Wadhams-Askew) (Goodness & Truth, BMI)—Change of pace for the "Ding, Dong, the Witch Is Dead" group is this folk flavored rocker that should prove their biggest to date. Good material, dance beat and group sound. Flip: "Tomorrow is My Turn" (Goodness & Truth, BMI). Jubilee 5607

GARY LEWIS & PLAYBOYS—HAS SHE GOT THE NICEST EYES

(Prod. Koppelman-Rubin) (Writers: Tittleman-George) (Chardon, BMI)—Infectious, driving easy beat rhythm entry should bring Lewis back to the charts in short order. One of the group's strongest commercial dance beat entries in some time. Flip: "Happiness" (Chardon, BMI). Liberty 56011

AL WILSON—DO WHAT YOU GOTTA DO

(Prod. Johnny Rivers) (Writer: Webb) (Rivers, BMI)—Producer Johnny Rivers has a sure-fire winner in this potent rock ballad with strong vocal performance. Grooves throughout. Flip: "Now I Know What Love Is" (Rives, BMI). Soul City 761

CARE PACKAGE—THE WORLD OF THURSDAY MORNING

(Prod. Tash Howard) (Writers: Howard-Kirin-Hoffman) (Tash, BMI)—This folk-rock item comes on strong and sustains right to the end. Dance beat and big group sound should put it high on the charts and establish the group as top disk sellers. Flip: "To Discover" (Tash, BMI). Jubilee 5599

SLY & FAMILY STONE—DANCE TO THE MUSIC

(Prod. Sly Stone) (Writer: Steward) (Daly City, BMI)—The wildest dance record of the week is this raucous rhythm number that could come from left field and prove a giant. Beat, arrangement and vocals are sensational. Flip: "Let Me Hear It From You" (Daly City, BMI). Epic 10256

JOHANNESBURG STREET BAND—Wimbube (Wim-O-Way) (Chisa, BMI)—Miriam Makeba's "Pata Pata" reopened the door for African folklore and this revival of the Weavers' classic is a powerhouse. Revue 11006

KING RICHARD'S FLUGEL KNIGHTS—Camelet (Chappell, ASCAP) (Prod. Bob Thompson) (Writers: Lerner-Lowe)—Infectious pop treatment of the current film fare. Strong dance item and a jukebox must. MTA 138

CASINOS with GENE HUGHES—Walk Through This World With Me (Glad, BMI) (Prod. Ray Allen) (Writers: Seamons-Savage)—The George Jones country ballad is given the pop treatment effectively and commercially by the "Then You Can Tell Me Goodbye" group. Fraternity 997

ARTIE KORNFELD CIRCUS—The Rain, The Park and Other Things (Akbestal/Luvlin, BMI) (Prod. Jimmy Wisner & Artie Kornfeld) (Writers: Kornfeld-Duboff)—The Cowsills' current Hot 100 smash lends itself to a hot instrumental dance entry by this infectious Jimmy Wisner arrangement featuring the tune's composer. Bell 697

HUTCH DAVIE CONVENTION—Never My Love (Toluca, BMI) (Prod. Bob Crewe) (Writers: Addressi-Addressi)—A compelling dance arrangement of the recent Association hit with all the earmarks of a winning instrumental revival. DynoVoice 904

CHRISTMAS SPOTLIGHTS

EDDY ARNOLD—THIS WORLD OF OURS

(Prod. Chet Atkins) (Writers: DeBout-Colpet-Harrison) (Northern, ASCAP)—A superb piece of ballad material performed to perfection by Arnold has all the ingredients for a top seasonal item this and many years to come. Flip: "Jolly Old Saint Nicholas" (P.D.) RCA Victor 9387

SENATOR EVERETT MCKINLEY DIRKSEN—THE FIRST TIME THE CHRISTMAS STORY WAS TOLD

(Prod. Arch Lustberg) (Writers: Wood-Cacavas) (Chappell, ASCAP)—A moving, poignant story and reading by the Senator should find this one high on the Christmas chart. Flip: "I Heard the Bells on Christmas Day" (Chappell, ASCAP). Capitol 2034

JOE TEX—I'LL MAKE EVERY DAY CHRISTMAS

(Prod. Buddy Killan) (Writer: Tex) (Tree, BMI)—It's Tex at his soulful best with a beautiful blues ballad that should last long after the holiday season. Can't miss being a top chart winner. Flip: "Don't Give Up" (Tree, BMI). Dial 4068

CHRISTMAS CHART SPOTLIGHTS

SOCIETY'S CHILDREN—White Christmas (Berlin, ASCAP). ATCO 6538

TOP 20 COUNTRY

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

GEORGE HAMILTON IV—LITTLE WORLD GIRL

(Prod. Chet Atkins & John D. Loudermilk) (Writer: Loudermilk) (Windward Side, BMI)—Intriguing ballad material from the pen of John D. Loudermilk will send Hamilton right back up the charts. Strong entry. Flip: "Song for a Winter's Night" (Witmark, ASCAP). RCA Victor 9385

FERLIN HUSKY—JUST FOR YOU

(Prod. Kelso Herston) (Writers: Putnam-Butler) (Tree, BMI)—Husky has another chart topper in this meaningful ballad composed by Curly Putman and Larry Butler. Potent performance and material. Flip: "Don't Hurt Me Anymore" (Husky, BMI). Capitol 2048

BONNIE GUITAR—STOP THE SUN

(Prod. George Richey & Bonnie Guitar) (Writer: Guitar) (Acclaim/Rapport, BMI)—Hot follow-up to "A Woman in Love" is this powerful, original ballad with all the ingredients for more chart action than her recent smash. Exceptional performance. Flip: "Wings of a Dove" (Bee-Gee/Larrick, BMI). Dot 17057

CHART

Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

BOBBY HELMS—I Miss My Fraulein (Ralston, BMI). KAPP 876

VERNON OXFORD—That's the Way I Talk (Wilderness, BMI). RCA VICTOR 9372

JOHNNY CARVER—Your Lily White Hands (T.M./Blue Echo, BMI). IMPERIAL

GLEN PATTERSON—Unwanted Babies (Glad, BMI). MUSICOR 1280

RANDY BOONE—It's So Hard to Tell Mama Goodbye (Borscht, BMI). GRE-GAR 00105

JOYCE PAUL—I've Loved Him Much Longer Than You (Tree, BMI). UNITED ARTISTS 50226

ABE MULKEY—Don't You Leave My World (Gallico, BMI). EPIC 10250

PAUL MARTIN—A Million Dollar Jet (Singleton, BMI). SSS INTERNATIONAL 718

EDDIE DOWNS—I Couldn't See You For My Tears (Central Songs, BMI). CAPITOL 2049

SHIRLEY ANN—Whirlpool (Sporn/Jaspar, BMI). 20th CENTURY-FOX 6695

COUNTRY CHRISTMAS CHART SPOTLIGHTS

NAT STUCKEY—Blue Christmas (Choice, ASCAP). PAULA 288

HARVIE JUNE VAN—Navidad (Backwoods, BMI). KAPP 875

TOP 20 R&B

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

STAPLE SINGERS—HE

(Prod. Larry Williams) (Writer: Staples) (Perv's, BMI)—An original, this pulsating, easy-beat rocker is the group's most commercial item to date. Should prove a top chart winner and move right over to the Hot 100 as well. Flip: "Deliver Me" (Perv's, BMI). Epic 10364

JESSE JAMES—THANK YOU DARLIN'

(Prod. J. Mason Jr., S. P. DeSantos & J. James) (Writers: Mason-DeSantos-James) (Je-Ma, BMI)—Following up the successful "Believe in Me, Baby," this rhythm entry with another wailing performance is headed right back up the r&b chart with equal potential for the pop charts also. Flip: "Bring My Baby Back" (Je-Ma, BMI). 20th Century-Fox 6700

MIGHTY SAM—WHEN SHE TOUCHES ME

(Prod. Papa Don) (Writer: Varga) (Brookmont, BMI)—A blockbuster blues ballad with a groovy, soulful vocal workout by the exceptional wailer. This one has to be a powerful sales item. Flip: "Just Like Old Times" (Papa Don, BMI). Amy 11001

AL GREENE—SOUL MATES/BACK UP TRAIN

(Prod. Rodgers & James) (Writers: James-Rodgers) (Tosted, BMI)—With equal potential for both r&b and pop markets, this well-done Detroit entry has all the earmarks of an out-and-out smash. Blues ballad is performed in first-class emotional reading. Flip: "Don't Leave Me" (Tosted, BMI). Hot Line 15000

CHART

Spotlights Predicted to reach the R&B SINGLES Chart

BOBBY MARCHAN—I Just Want What Belongs to Me (Tree, BMI). DIAL 40650

VICKI ANDERSON—Baby, Don't You Know (Golo, BMI). KING 6138

JAMES BOUNTY—Action Speaks Louder Than Words (Triple Threat, BMI). COMPASS 7011

JEAN WELLS—Have a Little Mercy (Eden, BMI). CALLA 143

TRENSATIONS—Soulin' and Rollin' (Pan-World, BMI). MINIT 32027

JERRY MCCAIN—Juicy Lucy (Su-Ma, BMI). JEWEL 790

EXSAVEYONS—Somewhere (Wellssound, BMI). SMOKE 600

WILLIE CHARLES GRAY—My Ancestors (Vintage, BMI). SSS INTERNATIONAL 725

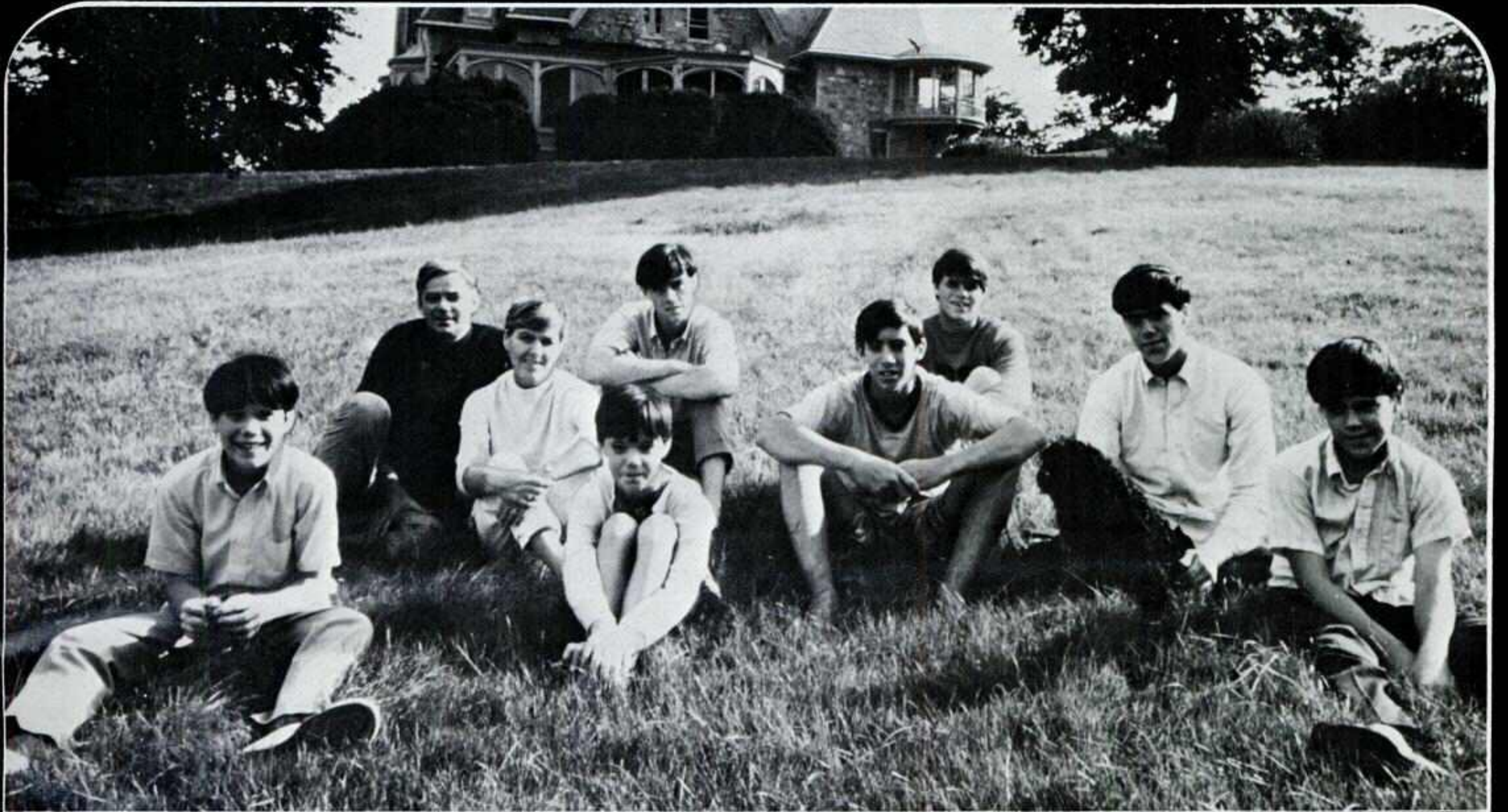
GEORGE JACKSON—Yassin' and Turnin' (Harvard, BMI). MERCURY 72736

LOWELL FULSOM—Push Me (Modern, BMI). KENT 479

SOUL BROTHERS SIX—You Better Check Yourself (Anteresgo, BMI). ATLANTIC 2456

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(Our Astro-Stereo system, by the way, also seems to be a perennial favorite among airline music fans.)

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Coin Machine News

New MOA Board Members Urge Major Music Moves

By EARL PAIGE

We interviewed most of the new Music Operators of America board members last week and introduce them and their views to you in this article.—Ed.

CHICAGO — The presence of the Music Operators of America (MOA) in the music industry at large is going to be felt increasingly, the association's newly elected board members predict.

Interviews last week with these new directors—who do business in all parts of the U. S.—revealed that they foresee such possibilities as:

- Expansion of an MOA record programming committee in both size and function.
- Use of MOA as a clearing house for special requests.
- Organization of a buying co-operative for securing staple good-listening product.
- Encouragement of more one-stop participation in MOA.

• Pressuring of record companies to mail samples to operators. Although music programming dominated most of the interviews, subjects such as diversification into vending, public relations, more assistance to State associations, the help situation, vendors diversifying into music and other aspects were discussed, too.

Minority

L. M. Smith, Capital Music Co., Inc., Jackson, Miss., spoke not only as an 18-year veteran music operator, but as the owner of a retail record shop. The firm has always been an MOA member and was once involved in cigaret vending but now works with a vendor who does not operate music.

"We're still in the minority as a market for records because most of the attention is on LP's," said Smith. "I think this is the basic reason the record companies don't give us any more attention than they do."

"But I believe MOA could start a major program for co-operation with the record companies. Even a buying co-operative is not out of the question. We very definitely have to convince record companies of the importance of the jukebox."

Smith said he was concerned about the practice of submitting samples to radio stations in advance of release. "Our phone begins to ring whenever one of these samples gets heavy air play. It's impossible to tell locations the record is a sample, or a preview. They have heard it

over the air and think we ought to have it.

"The same thing is beginning to happen with established artists like Andy Williams where albums are released but singles aren't available from the album. Radio stations play these cuts on the air and people can't understand why we don't have them on the jukebox."

Exposure

Smith noted several instances in his area where records broke first on the jukebox and thinks record companies should be more aware of the jukebox as a medium of product exposure.

"I remember Joe Simon's 'My Special Prayer' as being one record that just wasn't moving in the record shop. Someone brought it over to the office and we programmed it out on the boxes. It became one of our biggest numbers in all kinds of locations. 'Taste of Honey,' by the Tijuana Brass, was another hit that really started here in Jackson on the jukeboxes before it broke in the stores."

Smith thinks he is more conscious of music because his route men are young "and like to get the boss out on the route with them." The majority of his personnel are between 21 and 26. "I pay them good salaries and have enough help so there's never a strain. That's where trouble starts, when men get way behind," said Smith.

Another director, involved exclusively in music and games because he co-operates with an exclusive cigaret vendor, is Harry G. Witsen, T & A Amusements, Inc., Vineland, N. J. Witsen, formerly with Scott-Crosse, a Philadelphia distributor, started operating on his own three years ago.

"There's been a break-down up and down the line in communications between record companies and operators," said Witsen. "We need more communication from the record companies to the one-stops and on to the operators. We need better connections in all facets of this chain of distribution."

"I wouldn't blame anyone all together. Some of the problems exist with the record companies and their distributors. Oper-

(Continued on page 96)



HENRI DE VROEY, president of the U.B.A., Belgium's coin machine trade association, is seen addressing Madame E. Drory-Van Den Eynde, to whom he presented on behalf of the association half a million francs to aid victims of cerebral paralysis. Madame Drory is founder and general secretary of the Belgian National League, and organization dedicated to bringing relief to persons suffering from the disease.



JACK WOODS, above, veteran Des Moines operator, has been elected to the city council in that city by a two-to-one margin over his closest opponent. A number of operators are active in Iowa politics, and successfully so. Walt Hugeback, owner of Red Line Vending in New Hampton, has served in the city council for 16 years. Operator Jack Jeffreys was elected mayor of Osceola last year and has just been re-elected. And retired operator Mickey Quinn has just been elected mayor of Lewis.

MOA Show Returns to the Sherman

CHICAGO — The 1968 Music Operators of America (MOA) convention and trade show will be held at the Sherman House Hotel, for decades identified with the colorful annual industry conclaves.

Dates of the 1968 show are Oct. 11-13, a month after the Sept. 14-17 convention of the National Automatic Merchandising Association in Philadelphia.

The MOA convention has been held at the Pick-Congress Hotel the past three years. The move back to the Sherman is necessitated in the main, according to MOA executive vice-president Fred Granger, by the need for more space. The 1967 convention just completed attracted over 60 exhibitors, a record number. The Pick-Congress Hotel's two floors of ex-

hibit area were crowded and some exhibitors were forced to take smaller display areas than desired.

"The Sherman House will give us a third more exhibit space," Granger said. "It will all be on the same floor, benefiting both exhibitor and buyer."

Granger, who began the quest for new facilities the day after the 1967 show closed, said the Sherman House is well along in a complete renovation program that makes the site even more desirable. Rooms are being remodeled, exhibit and meeting facilities have been spruced up and enlarged and the hotel's entertainment and dining facilities have been given a new emphasis and new policies, making the hotel one of the top night spots in Chicago again. Granger said that the show

left the Sherman three years ago because of "some deficiencies that have now been corrected." A secondary complaint with the Pick-Congress Hotel was its scheduling another sizable convention at the same time the MOA meeting was going on.

The MOA annual banquet will be held in the Sherman House, as well. The banquet (Continued on page 95)

Cannon to Address MOV in Richmond

RICHMOND, Va. — Music Operators of America (MOA) president-elect William Cannon, Haddonfield, N. J., MOA legal counsel Nicholas Allen, Washington, and past president of MOA, John Wallace, Oak Hill, W. Va., are scheduled to address the annual Music Operators of Virginia (MOV) convention here at the John Marshall Hotel, Nov. 30-Dec. 2.

MOA Executive Vice-President Fred Granger, Chicago, informed MOV President Dick Lumpkin that a trip to Europe would force him to miss the event.

The convention, which normally attracts a number of industry figures, opens Nov. 30 with a board meeting and dinner. Official activities will begin Friday, Dec. 1, with registration and open exhibits. New officers will be elected, including a new president, secretary and treasurer. MOV legal counsel, Joseph Williams, Richmond attorney, will also address the gathering.

This year, MOV has decided to make the post of secretary-treasurer two separate offices. Normally the office of president, secretary-treasurer, first vice-president and second vice-president are two-year posts. All other officers are elected annually.

Current officers and directors:

President Dick Lumpkin, Ashland; secretary-treasurer K. A. O'Connor, Richmond; first vice-president M. L. Holland, Roanoke; second vice-president Claude Smith, Roanoke. Directors: Gilbert Bailey, Gloucester; Mrs. Harry Lubman, Petersburg; W. M. Showalter, Harrisonburg; Thel Shields, Waynes-

(Continued on page 93)

'Intelligence' Emphasized In Rowe Regional Meetings

WHIPPANY, N. J. — "There is no longer room in this industry for salespeople who cannot discuss the products that they represent intelligently with their customers," Rowe Manufacturing Co. general sales manager Joe Barton told distributor sales personnel in a recently concluded series of regional sales meetings.

"And it is not enough that they know their own products," Barton said. "They must know enough about the customer's business to properly relate the product to the customer's route."

In the meetings, held at Burlingame, Calif., Houston, Atlanta, Columbus, Ohio, Chicago and here at the plant, Rowe introduced its new 100-selection Cadette phonograph, its new 25-column Riviera cigaret vender, a new PhonoVue film program, a new National Accounts program and a Litton Microwave Oven sales promotion campaign in connection with a recent agreement making Rowe Litton's exclusive rep-

resentative for products relating to the vending industry.

Barton said the meetings were attended by "better than 90 per cent of our distributor principals and their sales personnel."

Films

The meetings were conducted by Barton with the assistance of Litton's national accounts manager George Klersey and Rowe's six regional managers, Richard Gluck, O. J. Mullinix, Paul Huebsch, Jack Dunwoody, Phil Glover and Hans von Reydt.

Klersey told the distributor representatives: "We have come a long way with PhonoVue, and I am sure that our new film program is going to enable our distributor network to move PhonoVue still further ahead."

And Gore said, "If there ever was any doubt as to the wisdom of turning Litton's sales over to the Rowe salesmen, it was removed, as far as I am concerned, during these meetings. I have never met such an enthusiastic group of vending salesmen."



LUCKY TEEN-AGERS Cathy Ross (left) and Laura Charles made it backstage in Chicago to get before the Billboard camera with Donovan. They were the only Chicago area Donovan fans to crash the Epic artist's dressing room. Cathy is the daughter of Hank Ross, Midway Manufacturing Co. executive.

Vending News

New Cigarette Machines Flexible in Pricing, Improved in Appearance

CHICAGO — Cigarette machine manufacturers are geared for the growing popularity of 100mm lengths, the continuing explosion of new brands and the complexities of pricing as cigarettes keep bearing the brunt of tax hikes. In addition, as displays at the recent National Automatic Merchandising Association trade exhibit showed, machine makers are more than ever conscious of styling.

According to recent market studies, 100mm's are the fastest growing segment of the cigarette business and are now getting over 15 per cent of the market share. At the show, Vendo displayed its Classic 30 line with 20 columns for 100mm; Rowe's Riviera 25 handles 15 columns of the bonus length; Seeburg's Century Eleven has 11 columns for 100mm, and National Vendors showed two models with 11 columns for 100mm's and one machine with 10 columns for the longer length.

Other exhibitors appealed to operators who are still perplexed about how far to go in the 100mm direction. General Cigar, for example, was showing its 670-A, a unit accommodating three columns of 100mm cigarettes with seven columns for packaged cigars. Coan Manufacturing showed its line of compact U-Select-It machines. Several firms building conversion equipment also exhibited.

The explosion of new brands—over 70 now as compared with 50 last year—has had an impact on cigarette machine design. Rowe's new unit handles 25 different selections in a 35-column machine; Seeburg's new vender has 22 selections; National Vendors has 22 selections in its 880 electric and 20 selections on its Crown 800 and Crown 72 units; while Vendo offers 30 selections in two units and 15 in another machine.

Operators struggling with price raises to compensate for hikes in taxes and wholesale costs can look for more multiple pricing mechanisms in machines this year. The Rowe unit vends at four different prices for 5 to 50 cents. Seeburg's Century

Eleven has three-way pricing for any column from 35 cents to \$1. National Vendors will be and a changer on two units with a price spread from 5 to 75 cents. Vendo's price range on the Classic 30 is 5 to 90 cents, with five different prices handled simultaneously.

Style

The growing complexities of handling cigarettes over the counter should mean more machine locations for operators. A wide variety of styling is now possible. Rowe is offering the Riviera 25 with a choice of four front panels in either Aztec Gold, Honey Oak, Shadow Oak or Walnut. Cabinet colors are Adobe Sand or Espresso.

Seeburg is using Grecian Gray as a basic go-with-any decor color and a bright merchandising panel with personalization features. National Vendors' Crown Seventy Two Series is designed with changeable panels for "on-location" style changes; its 880 electric is available in three colors and a choice of three front vinyl panels. Vendo is also offering a wide selection of styling features, including vinyl and Formica paneling.

Vending News Digest

Ohio Vandal Law Into Effect

COLUMBUS, Ohio—On Nov. 21 a new Ohio law went into effect establishing one to three-year prison terms for tampering with all types of coin-operated devices including jukeboxes, amusement games and vending machines.

Nine Men Get Legislative Awards

CHICAGO—During the recent convention here, nine men were presented awards for outstanding accomplishments in the legislative field this year. Recipients were Gerald L. Christoffersen, Automatic Merchandising Co., Lincoln, Neb.; Bernard J. Kiley Jr., Mid-States Vending Service, Inc., Cicero, Ill.; Clarence M. Landis, Canteen Food and Vending Service, Millbrae, Calif.; Irv Linderholm, F&M Coffee Vending Service, Fargo, N. D.; A. Robert Natoli, Canteen Service of San Diego, Inc., San Diego, Calif.; Richard W. O'Brien, New York Automatic Canteen, Buffalo, N. Y.; Norman Rose, Pioneer Vending Systems, St. Paul; Harry Rosen, Allegheny Cigarette Service Co., Wilkesburg, Pa., and Frank E. Speer, ARA Service of Lehigh Valley, Allentown, Pa.

New Non-Dairy Whitener Powder

CHICAGO—Bowey's, Inc., has introduced a new non-dairy coffee whitener powder, Flow-Rite, for vending machine use. The firm says it flows freely, dissolves instantly, has superior whitening power and enhances coffee flavor. It may be used in all types of dispensers and is available in standard vending machine packaging sizes.

California Tobacco, Candy Men Meet

SACRAMENTO—More than 200 members of the California Association of Tobacco and Candy Distributors attended the organization's annual convention here recently. Lincoln Ball, L. B. Ball & Co., Long Beach, was installed as president succeeding Wayne Tom, Wayne Distributing Co., Sacramento.

Business sessions dealt with problems arising from the 7-cent State tax increase on cigarettes which went into effect Oct. 1.

Winston Taste Good to Most

CHICAGO — Winston is again the most-smoked cigarette in America, according to the latest survey by Marketing Communications Magazine (formerly Printers' Ink). Others in the top 10, in order, are Pall Mall, Camel, Marlboro, Kent, Kool, Lucky Strike, Tareyton and L&M.

Candy Men Promote Dental Health

CHICAGO—The National Confectioners Association is promoting dental health by means of a new booklet entitled "How to Protect Dental Health While Enjoying Candy." The booklet is available from Educational and Scientific Foundation, National Confectioners Association, 36 S. Wabash Avenue, Chicago, Ill. 60603.

Cigarette Tax Volume Down in Sept.

RICHMOND, Va.—The volume of cigarettes taxed during September 1967 decreased 5 per cent from the amount in the same 1966 month. For the three-month period July through September 1967, volume was down 1.3 per cent from a year ago. Forty-one States showed volume drops during September of this year.

SCHOENBACH CO.

Manufacturers Representative
Acorn - Amco Distributor

MACHINES

GREAT MONEY MAKER ACME ELECTRIC MACHINE



Sample ...\$31.75
4 and up... 25.85
Batteries 1.25
addl. per mach.

HOT - HOT 10c VEND ITEMS (all 250 per bag)

Mini-Books\$9.50
(3 per capsule)
Las Vegas 8.50
Humpty 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\$3.50 to \$13.00

Parts, Supplies, Stands & Globes.
Everything for the operator.
One-third deposit with order,
balance C.O.D.

SCHOENBACH CO.
715 Lincoln Pl., Brooklyn 16, N.Y.
(212) PResident 2-2900

Confections Feature Action Displays, Novelty Approach

CHICAGO — The growing importance of confections in bulk vending with emphasis on exciting display cards and a novelty approach in merchandising was evident at the recent National Vendors Association board gathering here where a number of manufacturers had informal displays.

Leaf Brands, division W. R. Grace & Co. has an entry in the jumbo-size jaw breaker-type chewables called "Jolly Jiant." A 10-cent item, it is available in assorted colors. It is panned in layers and has the novelty effect of changing colors as it is eaten.

Leaf has also added "Top Banana" to its line. This is a 1-cent item and comes 1,800 pieces to the carton.

Cramer Gum, which has had a hit in its "Big Baldy" jumbo

jawbreaker, showed display cards for the item dramatizing the "Watch the Colors Go By" theme of this unusual confection. Cramer also had display card for "Yanks," "Wild West," "Pic Pic" and a number of other gum items.

MacMan Enterprises' Manny Greenberg will soon be ready to announce shipping schedules on his 1-cent Tootsie Roll. It will come 1,000 pieces to the carton and there will be four cartons to the master shipping container.

The emphasis on action products is being stressed by American Chewing Products with three items promoted by colorful display cards. These are "Tarzan," "Hot-Chu" and "Orange Squeeze." All are 1-cent bubble gum items. Tarzan is keyed to the NBC-TV program.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

NAME _____
COMPANY _____
ADDRESS _____
CITY _____

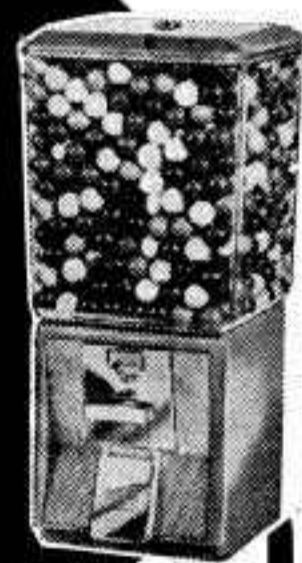
Fill in coupon, clip and mail to:

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 Hershey's 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.

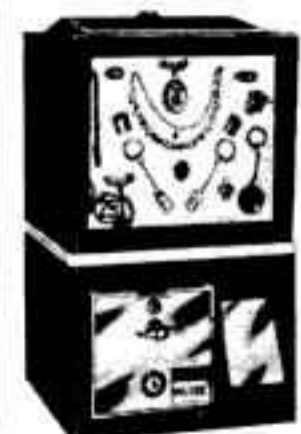
Write: T. J. King & Co. for prices and our new 12-page catalog.



PICTURED AT TIME of distribution agreement recently signed by Rowe Manufacturing Co. and Litton Industries were, from left, Seymour Gore, national accounts manager, Atherton Division, Litton Industries; Jack Harper, president, Rowe; Joel Ellman, vice-president, Atherton Division, Litton Industries; Joe Barton, general sales manager, Rowe and Richard Mueller, vice-president, Rowe.

**All Billboard Articles
Are Available as Reprints**

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 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism. Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

PRICE \$39.00 each with chrome front
WRITE, WIRE OR PHONE
**GRAFF VENDING
SUPPLY CO., INC.**
2956 Iron Ridge Road
Dallas 47, Texas

Distribution Today

Our commentary from leading U. S. distributors continues. This week we hear from the Philadelphia market.

Joseph Ash
President
Active Amusement Machines Co.
Philadelphia



JOSEPH ASH

When I founded Active 30 years ago, I realized from the outset that future success must be rooted in a sound and basic business policy. You're probably thinking there's nothing revelatory about that . . . anything is successful if it's profitable. Basically, this is true; but profit is simply a motive. What I'm talking about is a method. And from the beginning our method of insuring profits at Active has been to guide the operator in every phase of the business. We counsel his buying and placement procedures, and even pre-test all equipment to determine its actual quality and value. I don't claim to be a benign altruist, but the success of my business, indeed, that of any distributor's, depends on the success of the operators we supply. Any sale of coin-operated equipment should be prefaced by an honest appraisal and recommendation based on the operator's individual needs.

At Active, we learned early that it is not merely equipment we are selling. It is earning power. And like a best-selling novel or a Broadway hit show, the equipment on location must be inherently appealing to the public, or nobody makes any money out of it. It would benefit all of us to remember that the responsibility for sensible and profitable purchasing is not the operator's alone. If he has the mistaken tendency for over-buying, then it is the distributor's duty to himself to refrain from over-selling. I feel justified in using the word "duty," because if an operator over-buys, and is subsequently unable to pay his bills, his name leaps over to the other side of your ledger under the liability column. And that's exactly where you don't want him! Let's face it: as the operator goes, so does the distributor. So let's help him, and help ourselves at the same time.

Diversification

Of the many recent developments in our industry, the trend toward diversification has been a most happy phenomenon for operator and distributor alike. We both have the location owner to thank for his insistence on dealing with a single source, thereby obligating the operator to place and service every imaginable variety of music, game and vending machine. At Active, this has resulted in a natural and profitable blending of related products; we now supply everything from soda to ski games. As long as distributors have the prerequisites needed to handle diversification smoothly, I would enthusiastically recommend it. Active, like many distributorships around the country, is tapping the huge foreign market with increasing success. We're very proud of our export department. When we first began exploring this field, I personally supervised so that no equipment was shipped without first undergoing a thorough inspection. Incidentally, our insistence on rigorous quality control has paid handsome dividends in the form of repeat orders. The exporter who knowingly ships faulty equipment just because he's assured of advance payment, does a severe injustice to the industry's name and to his own future profit picture.

One of the changes in distributions we've had to reckon with lies in the super-sophistication of today's modern coin-operated machines. Unless an operator can double as a technological wizard, he must rely on the distributor to sell him the most trouble-free equipment available, and to staff a comprehensive service department in case some malfunction should occur. The Active team of highly trained technical specialists and mechanics is well qualified to educate the operator in the handling of today's complex equipment, and to efficiently expedite all repairs. Our team's experience is its own testimony. One mechanic has enjoyed a 25-year tenure in our organization, while two have been with us for more than 15 years and another two for over a decade. Active is quite aware that an out-of-order machine doesn't earn a dime. Therefore, we maintain one of the country's largest parts departments, so that at no time is equipment not functioning for want

of a 1/4-inch screw or some equally obscure, but essential part.

Prices

Probably the greatest single problem in our industry is the stubborn reticence of operators and location owners to increase their prices. As coin of the realm, the nickel has long been passe. The consumer no longer expects it to purchase anything, and yet, operators are still compelled by some "business inferiority complex" to settle for nickel ante in their machines. This negative attitude lags dangerously behind the optimism of America's steadily climbing business economy. With the spiraling costs of equipment, labor and assorted taxes, the operator's profit on that nickel is, at best, negligible. Even the most popular, moderately priced restaurant chains sell coffee at 15 cents. Why do you, Mr. Operator, persist on selling cheap at a dime? There is a tendency for the distributor to leave this problem solely in the hands of operators. But that is a short-sighted and mistaken view. It is the distributor's obligation to continue to prompt the operator to merchandise his products at a price that will insure a reasonable margin of profit.

This business can anticipate a tremendous future. It wasn't too long ago that no operator could get a loan, because banks and loan companies attached a stigma to our industry. Today our credit is A-1; the image we project is the finest. The amusement area, in fact the entire industry, will keep prospering, invigorated by the new game innovations that crop up every few years. One has only to visit the MOA and vending shows to see, firsthand, the fantastic developments in equipment. The rest depends on each and every one of us. The factory-distributor-operator team working together can surely reach goals that were just dreams a few years ago.

Humor's Place in Vending

DENVER — Leon Laving, bulk operator in Wheat Ridge, Colo., has discovered that a touch of humor on multi-head machine installations will boost sales substantially.

An accomplished artist in poster paint, Laving has designed signs which clamp on the back of the standard acorn units which he uses at most locations. Lettered in white against a red background are the words "Penny Candy Department."

Druggists in suburban shopping center and street corner locations, where there are always large numbers of small children to contend with, are particularly pleased with this notion, Laving said. "Most of them hate to spend the time necessary to explain to a small child that the store carries only 5-cent candy bars, when a youngster comes in clutching a couple of pennies," he said. "With the sign reading simply 'Penny Candy Department' in this way, the youngster's sweet tooth is appeased with no effort on the part of the location owner."

Laving frequently goes into a

potential new location carrying one of the signs already attached to a bulk vender, so that the location owner prospect "gets the idea" immediately.

It has helped him to win over locations which had stubbornly resisted beforehand.

ON LOCATION
THE
SUPER 60
EARNS
MORE



A super-sized version of Northwestern's Model 60, the SUPER 60 EARNS even more profit. That's because of the Super 60's greater capacity for capsule, 100 count gum or gum and charms, bring you bigger profits per service. Available in 1c, 5c, 10c, 25c, penny/nickel, and 3 for 5c play. Just a quick change of the wheel and brush housing and you are in Super 60 business. Wire, write or phone for complete details.

Northwestern
CORPORATION
2721 Armstrong St., Morris, Ill.
Phone: WHitney 2-1300



VEND-O-MATIC SALES, INC., Minneapolis, received a 10-year exhibitor award from the National Automatic Merchandising Association at the recent Chicago convention. From left, in photograph taken during the presentation, are Howard H. Sherman, convention chairman; W. W. Anderson, sales manager of Vend-O-Matic; M. J. (Mack) Estrem, president, Vend-O-Matic, and trade show advisory committee head Jim Newlander, Rowe Manufacturing.

Cannon to Talk

• Continued from page 91

boro; Hy Lesnick, Richmond; Harry L. Fake, Strasburg; F. D. Colbert, Danville; George Rollo, Newport News; Duke Tyree, Rustburg; William C. Colgate, Chase City; Robert Minor, Richmond; Curtis Connell, Charlottesville; J. E. Conner, Roanoke; Charles Holbrooke, Lynchburg; Alton Lewis, Waynesboro; John Cameron, Newport News; Jim Donnelly, Norfolk; Cecil Roberts, Alexandria.

CA Intros Channels

ST. LOUIS—Coin Acceptors, Inc., has introduced two five-price channels said to sell at less than two-thirds the changer price.

One unit is the FP1100, a select price channel with prices ranging from 5 cents through 25 cents. The other, FP1110, has a channel with price selection from 25 cents through 45 cents. Both are now in production.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c. . . . \$14.50
N.W. Deluxe, 1c or 5c Comb. . . . 12.00
N.W. 10-Col. 1c Tab Gum Mach. . . . 18.00
Atlas 1c & 5c 100 Ct. Ball Gum. . . . 12.00
Acorn 8 Lb. Globe. . . . 10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red \$.95
Pistachio Nuts, Jumbo Queen, White92
Afghan Crown Red Lip Pistachio Nuts68
Afghan Prince Red Lip Pistachio Nuts63
Cashew, Whole86
Cashew, Butts75
Peanuts, Jumbo45
Spanish60
Mixed Nuts36
Baby Chicks32
Rainbow Peanuts32
Bridge Mix32
Boston Baked Beans32
Jelly Beans32
Licorice Gems32
M & M, 500 ct.50
Munchies, 16-lb. carton, per lb.39
Hershey-ets47

Wrapped Gum—Fleers & Pal, 4M pcs. \$14.00
Rain-Blo Ball Gum, 1800 per ctn. 6.50
Rain-Blo Ball Gum, 1800 printed per carton 6.65
Rain-Blo Ball Gum, 5250 per ctn. 8.60
Rain-Blo Ball Gum, 4250 per ctn. 8.60
Rain-Blo Ball Gum, 3500 per ctn. 8.60
Mallettes, 2400 per carton 8.40
15 Cartons minimum prepaid on all Leaf Brand Rain-Blo Ball Gum.
Adams Gum, all flavors, 100 ct.45
Wrigley's Gum, all flavors, 100 ct. . . .45
Beech-Nut, 100 ct.45
Hershey's Chocolate, 200 ct. . . . 1.30
Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator. One-Third Deposit, Balance C.O.D.

NEW VICTOR 77 GUM & CAPSULE VENDORS



A REAL SALES STIMULATOR IN ANY LOCATION

Vends 100 count gum, V, 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. Chrome front optional.

Write for Beautiful Illustrated Circular and Prices.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN
SALES AND SERVICE CO.
MOE MANDELL
446 W. 36th St., New York 18, N. Y.
LOngacre 4-6467

MOA Officers, Directors at Annual Convention Banquet



TED NICHOLS, vice-president, Fremont, Neb.; Harlan Wingrave, vice-president, Emporia, Kan.; Mrs. Millie McCarthy, director, Hurleyville, N. Y., and at right, Henry Leyser, vice-president, Associated Coin Amusement Co., Inc., Oakland, Calif.



MOA COUNSEL Nicholas Allen, right, Washington, D. C., and vice-president Frank Fabiano, Buchanan, Mich.



DIRECTOR K. A. Cormey, left, Lexington, Ky.; vice-president Russell Mawdsley, Holyoke, Mass.; vice-president Thomas Greco, Glasco, N. Y., and director Carl Pavesi, White Plains, N. Y.



FROM LEFT, vice-president John Trucano, Deadwood, S. D.; director William Blatt, Miami, Fla.; director Jack Bess, Roanoke, Va., and director William Anderson, Logan, W. Va.



AT LEFT, director Moses Proffitt, Chicago; director Charles Bengamina, Kansas City, Mo.; director Samuel Wiesman, Baltimore, Md., and director Lawrence LeSturgeon, Charlotte, N. C.



JOHN WALLACE, left, Oak Hill, W. Va., past president; A. L. Ptacek, Manhattan, Kan., treasurer; past president Lou Casola, Rockford, Ill., and past president Clinton Pierce, Brodhead, Wis.



FROM LEFT, past president J. Harry Snodgrass, Albuquerque, N. M.; secretary Howard Ellis, Omaha, Neb.; executive vice-president Fred Granger, Chicago; president William Cannon, Haddonfield, N. J., and board chairman James Tolisano, Clearwater, Fla.



FRED COLLINS, left, director, Greenville, S. C.; director Louis Glass, Madison, Wis.; director Mrs. Orma Moore, Rock Island, Ill., and director Robert Walker, Helena, Mont.



DIRECTOR Mossett Holland, left, Roanoke, Va.; Maynard Hopkins, Galion, Ohio, a director; John Masters, director, Lee's Summit, Mo., and director Robert Rooney, Baton Rouge, La.



FROM LEFT, director A. M. Fleishman, Fayetteville, N. C.; director Royce Green Jr., Andrews, S. C.; director Samuel Keys, Denver, Colo., and director Joseph Levin, Philadelphia, Pa.



FROM LEFT, director Robert Nims, New Orleans, La.; sergeant at arms Hal J. Shinn, Gaffney, S. C.; director William Hullinger, Delphos, Ohio, and director Henry Keels, Florence, S. C.



DIRECTORS, from left, Art Jentzen, Clovis, N. M.; Leon Taksen, Harrisburg, Pa.; Kenneth O'Connor, Richmond, Va., and C. G. Silla, Oakland, Calif.

Jukeboxes in Fashion at K. C. Macy's

By GRIER LOWRY

KANSAS CITY, Mo.—Macy's downtown store here has restyled its Junior Colony fashion department around a compact jukebox. The leased unit, set on free-play, has been such a hit that the store will now use jukeboxes in its suburban and out-State branch outlets.

Initiating the idea was Ray Brown, Sutherland Distributors here, and general merchandising manager at Macy's, Chuck Franzke. Brown is currently trying to get a local operator to come in and up service for Macy's stores.

Commenting on customer reaction, youth co-ordinator Judy Gillespie, said, "It's not unusual at all to see a teen-age shopper doing a brief boogaloo as she passes the jukebox. It has brightened the atmosphere for both sales personnel and shoppers," she said.

Compact Unit

At this stage, Judy said Billboard's "Top 100" was being used as the criterion for selecting records. Five new records are programmed every two weeks. The big hits right now are: "The Great Mandella," Peter, Paul and Mary; "I'm So Happy Now," Young Rascals; "Hey, Girl," Mommas and Poppas; "Boogaloo Down Broadway," Fantastic Johnny C; "Let It All Out," the Hombres; "Here We Go Again," Jay and the Techniques.

"We were redoing the whole department when Mr. Franzke considered using a jukebox to give a new look to the area," Judy said. "We liked the idea of a compact because it is good-looking and space is such a premium for a department store. It has a tone that won't quit, too."

"Macy's management is so pleased with the reception given this idea that they plan to add the feature to teen areas in Macy's store in Wichita, Kan., the Geo. Innes Co., and other branch operations in greater Kansas City," she said.

Judy said she is in the pro-
(Continued on page 95)



MUSIC AND FASHIONS AT MACY'S. Here, a clerk in Macy's Junior Colony Department in downtown Kansas City, Mo., punches some tunes on the Seeburg Phono-Jet. The unit is set on free-play and is leased to the store. Macy's is planning to use jukeboxes in other stores.

New Equipment



Chicago Coin—Puck Bowler

Chicago Coin has given the edge to less skilled players and has stepped up the pace and competitiveness in its newest six-player puck bowler, called Sky Line. For the first time in a Chicago Coin unit of this type, players missing a spare will receive 100 points, plus 10 points for each pin toppled. The pin count itself is a new feature. Strikes score 300 points and a spare scores 200. Other prominent features: no waiting to shoot second shot, with average game time less than 60 seconds; players scoring strikes keep shooting until they miss; and variations of regulation, dual-flash and flash-o-matic play. The game is set for two plays for a quarter and can be adjusted for 10-cent play.

MOA at Sherman

Continued from page 91

hall will accommodate the 1,000 - plus persons expected, Granger said. This year's banquet, held in the Great Hall of the Pick-Congress Hotel, was a sellout.

The first coin machine convention at the Sherman was sponsored by the manufacturers in the early 1930's. Many of the firms were experiencing tremendous sales with that sensational new product, the pin table, and they created a national trade convention to showcase their new models.

3 Services From RSI

CHICAGO — Record Source International, exhibitor at the recent Music Operators of America trade show here, has three singles services available for operators.

For periods of 18 or 52 weeks, operators may subscribe to a "Hot 100" service, 10 new releases which has just hit the Billboard Hot 100 Chart and "Spotlight" singles which the Billboard review panel picks; 10 new Easy Listening singles picked by the Billboard review panel; or 10 new Country singles picked by the Billboard review panel.

Operators interested may contact Record Source International, 2160 Patterson Street, Cincinnati, Ohio 45214.

All Machines Ready for Location

CC Champion Rifle	\$175.
CC World's Fair Rifle Gallery	250.
Gott. Bowling Queen	135.
Gott. Central Park	295.
Gott. Cross Town	295.
Gott. Gigi	125.
Gott. Masquerade	465.
Gott. Mayfair	395.
Wms. Pinch Hitter	95.
Bally Bucking Bronco	345.
AMI 100 & 200 Set.	
wallboxes	25. ea.
AMI Continental 100	195.
AMI G-120	85.
AMI H-120	115.
Seeburg AY100	325.
Seeburg R	95.
Smokeshop Model V 27	85.
Wurlitzer 2710	345.

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Say You Saw It in Billboard

Is Arizona Pool Program a National Tourney Prototype?

PHOENIX, Ariz. — The search for a solution to loss of pool table locations through direct location ownership of equipment has led to an annual tournament here and what its originator, Ben Spaulding, Spaulding Sales Co., thinks could be a national event, perhaps under the sponsorship of the Music Operators of America (MOA).

Billed as the "Greater Phoenix \$3,500 8-Ball Tournament," the event had 85 taverns participating and involved 32 area operators. After eight weeks of local tournaments and two weeks of play-offs, a big hall was rented for a four-day finals. Winners went on to Las Vegas

to participate in a national billiards tournament at the Stardust Hotel. (The Las Vegas event involved non coin-operated tables.)

"This is one way to combat locations buying and operating their own tables," said Spaulding. "The tournament only involves taverns where tables are owned and serviced by operators. It's worked out so well for us that I think the MOA could set this up on a national basis."

Spaulding credits the success of the tournament here to getting local taverns and operators involved. "Each operator donated \$10 toward prizes, the location donated \$5 and the operator matched it. This money came

off the top before collections were split.

"We also tied in a local brewery and sold 200 cases of beer. This alone paid for the hall and the trophies," Spaulding related.

"These tournaments are really simple to organize. I remember years ago how we used to have State softball tournaments with double elimination brackets. This can be done with coin-operated pool, too," he said.

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IRWIN MARGOLD, left, David Riskin and Dan Brown of Trimount, Boston, listen intently during Rowe regional sales meeting at company plant in Whippany, N. J.



SHELDON SALES' SYD VERTLIEB, left, and Herbert Rosenthal of Banner Specialty Co. chatted during one of the Rowe meetings.

K. C.'s Macy's

Continued from page 94

ess of structuring a youth activity hub around the jukebox with a teen registration set-up, a bulletin board for various announcements and reports on teen fashion happenings. The area will also feature the "Pick Hit of the Week," not a record, but an item of apparel chosen by the store's "Teen Board."

The jukebox is a big plus attraction during teen - fashion events. At a recent show, marking the wind-up of a beauty workshop sponsored in co-operation with Seventeen magazine, the store had 156 graduating teen-agers modeling clothes. The jukebox proved an ideal fill-in during intermissions.

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New MOA Board Members Urge Major Music Moves

• Continued from page 91

ators have caused problems, some operators, not all. And there are very good one-stops and there are those that just don't care about doing that good a job.

ROSA

"What ever happend to ROSA," asked Witsen, referring to Record One-Stop Association. "This was a good idea, bringing all the one-stops together. This is something the MOA can work on in order to get one-stops more involved with our problems."

Witsen, also an officer in the South Jersey Coin Machine Association, said requests were his particular sore spot. "I'm looking in a record company catalog. Here's 'A Garden in the Rain,' a very good song and one we've had a request for.

"The record company obviously has it or it wouldn't be in this catalog of standard hits. But could I get it from the one-stop? Would the distributor the one-stop buys from have it? And could that distributor get it from the company?"

"This is just one record. Now if MOA were to set up a clearing house for special requests, maybe they would get calls for several copies of certain old numbers. Then these could be ordered in quantities and mailed to the individual operators."

Cannon

Witsen said his own concern over programming could stem in part from his association with Bill Cannon, Haddonfield, N. J., newly elected MOA president. "Bill has been fighting for better record programming a long time," Witsen said, "and I guess it rubs off on you."

The growth in music with the jukebox as the key piece of equipment in the off-street location was pointed up by William O'Connor, O'Connor Distributing Co., Inc., Dallas. O'Connor started out as a route checker in 1936, managed J. H. Lynch Distributor for a number of years and formed the current Seeburg outlet here in 1958.

"I know you hear a lot about how few locations there are for jukeboxes and how urban renewal has destroyed so many taverns. But there has to be just as many locations and probably more.

In our own case here, Dallas and Fort Worth have just agreed on a joint airport. This will mean a tremendous growth between the two cities. We already have operators who come over from Fort Worth because it's only a 30-mile drive on the freeway now.

"The reason I think there are just as many jukebox locations is that in the last two years we're seeing very few used machines traded in. The games business is different, because this is a trading business.

"But operators are apparently getting new jukebox locations and are recycling equipment around more to the lesser locations, or we would see more used jukeboxes," O'Connor reasoned.

Forced

The veteran distributor said that the jukebox operator didn't diversify into vending because music became less profitable.

"He was already in the location with his jukebox and games and then vending came into the picture. He was literally forced into vending because the location likes to deal with one operator in most cases.

"Of course, once in vending a lot of music operators saw the profit here, too. As an example, I just sold one music operator his first drink machines last week. He had only been in cigars and candy but now he's diversifying even further.

Diversification has not been something huge here," said O'Connor, "either by the music operator into vending or the vendor going to music. But it is definitely with us. I know that the top management of some large vendors are looking at music here. I know this is being studied at the top levels."

Reinforcing many of O'Connor's comments was Harry Schaffner, Schaffner Music Co., Alton, Ill. A veteran of 20 years in the business and president of the Illinois Coin Machine Operators Association, Schaffner is considered a music specialist, but he has diversified into cigaret and candy vending.

Schaffner, who has conceived such music promotion ideas as the "Golden Jukebox," a unit loaded with 200 "million seller" singles that he circulates around to different locations, said he would be in favor of any MOA program that would "promote the jukebox."

"We've built up a good reputation by being careful about programming music. The real expert is Helen Franklin, a long-time employee who handles the records. She's the one that hunted up those 200 all-time hits for the Golden Jukebox."

Another director, fortunate enough to have competent people in charge of his record programming, is Leonard E. Leonard, Leonard Amusement Co., Adrian, Mich. A 10-year veteran of the business, Leonard was, until three years ago, heavily involved in vending and sold a \$250,000 route that included both industrial and off-street locations.

"The doctor asked me if I was trying to kill myself. It just became impossible to run two businesses and it was a terrible job trying to keep good help. There was no question about keeping the music business," he said, "there's more profit in music.

Associations

"The committee idea would be all right," he said, "because this might make it easier to be sure we get the right kind of music. In our area, country and western music is predominate, but we need good dance music too.

"I would rather see MOA do

more toward building up local associations to help us fight legislation. We have not had a strong association here in the past few years and I think we should work on developing it again.

A number of directors stressed the importance of associations, among them, James J. Mullins, Mullins Amusement Co., Miami. Mullins, in the business 29 years, is president of the Florida Amusement and Music Association (FAMA) and the Amalgamated Machine Operators Association (AMOA), a local Miami group.

"Associations are invaluable. If this weren't true I wouldn't spend so much time working on associations business. Our situation in Florida would be chaos if we had not organized FAMA," Mullins said, in referring to what is one of the fastest growing State organizations.

"Locally, our basic problem has been public relations. We have attempted to build up our image as an industry through working in community activities. Just recently the operators in Broward County, which is adjacent to Miami, decided to join AMOA. This must mean we are accomplishing our aims."

Pat Storino, S & S Amusement Co., Tom's River, N. J., said he was also sold on the value of associations. He pointed to a sales tax exemption on music and games the New Jersey group had been successful in achieving.

"If I didn't believe in MOA I wouldn't have become a director," he said. "Certainly, if we build up our relations with the record industry, in anyway possible, we are moving in the right direction. I personally think the jukebox business is still in its infancy."

Denver Named MONY Head

NEW YORK — The Music Operators of New York (MONY), meeting at the Holiday Inn (21), elected Al Denver, president; George Holtzman, vice-president; Gilbert Sonin, treasurer, and Bill Kobler, secretary, for 1968.

Members of the board of directors elected for one-year terms were Donald Shapiro, Mervin Siskind, Lenny Black, Bob Mathews, Bernie Antonoff and David Sachs.

After the election, MONY members discussed the copyright laws, New York State sales tax, operator identification of machines, operator health insurance plans and the installation of burglar alarms in machines by manufacturers to prevent theft.



DIRECTORS, from left, Paul Brown, Chicago, Ill.; Lindy Nardone, Rochester, N. Y.; W. R. Lumpkin, Ashland, Va., and Fred Ayers, Greensboro, N. C.

Coming Events

Nov. 30-Dec. 2—Music Operators of Virginia, 9th annual convention and trade show, John Marshall Hotel, Richmond.

Dec. 2—Amalgamated Machine Operators Association, annual meeting, Newport Resort Motel, Miami Beach.

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.

Jan. 27-28, 1968—South Carolina Coin Operators Association, annual convention and trade show, Shrine Club, Columbia.

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—Hannover Trade Exposition, Hannover, West Germany.

April 26-27, 1968—National Automatic Merchandising Association, regional management conference, Hotel America, Houston.

May 2-5, 1968—National Vendors Association, annual convention, Pheasant Run Lodge, St. Charles, Ill.

May 10-11, 1968—National Automatic Merchandising Association, regional management conference, Gideon Putnam Hotel, Saratoga Springs, N. Y.

May 17-18, 1968—National Automatic Merchandising Association, regional management conference, Marriott Motor Hotel, Chicago.

May 24-25, 1968—National Automatic Merchandising Association, regional management conference, Marriott Motor Hotel, Atlanta.

May 24-26, 1968—Florida Amusement and Music Association, annual convention, Newport Resort Motel, Miami Beach.

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The Bluebook

Valuation of Used & Reconditioned Coin Machines

Dec. 2, 1967

The following average valuations, based on quotations obtained from selected, franchised distributors in key markets throughout the U. S., are published only for the purpose of indicating general trends. The averages are unfit for application to any specific buyer-seller situation.

Jukeboxes

	Low	High
Rock-Ola		
1454, 120 Sel., 45 RPM, 1956	35	135
1455, 200 Sel., 45 RPM, 1957	40	145
1458, 120 Sel., 45 RPM, 1958	50	150
1462, 50 Sel., 45 RPM, 1958	40	145
1465, 200 Sel., 45 RPM, 1958	65	165
1468, Tempo I, 120 Sel., 45 RPM, 1959	100	200
1475, Tempo I, 200 Sel., 45 RPM, 1959	115	210
1478, Tempo II, 120 Sel., 45 RPM, 1960	135	235
1485, Tempo II, 200 Sel., 45 RPM, 1960	170	275
1488, Regis, 120 Sel., 45 RPM, 1961	195	310
1495, Regis, 200 Sel., 45 RPM, 1961	245	365
1493, Princess, 100 Sel., 45 RPM, 1962	235	350
1496, Empress, 120 Sel., 33 & 45 RPM, 1962	250	365
1497, Empress, 200 Sel., 33 & 45 RPM, 1962	285	425
408, Rhapsody, 160 Sel., 33 & 45 RPM, 1963	325	475
404, Capri, 100 Sel., 33 & 45 RPM, 1963	265	410
414, Capri II, 100 Sel., 33 & 45 RPM, 1964	345	495
414S, Capri II, 100 Sel., 33 & 45 RPM, 1964	345	495
4185, Rhapsody, 160 Sel., 33 & 45 RPM, 1964	390	550
424, Princess Royal, 100 Sel., 33 & 45 RPM, 1964	400	550
425, Grand Prix, 160 Sel., 33 & 45 RPM, 1964	475	665
426, Grand Prix II, 160 Sel., 33 & 45 RPM, 1965-66	635	825
429, Starlet, 100 Sel., 33 & 45 RPM, 1965-66	465	665
431, Coronado, 100 Sel., 1966-67	No Avg.	
432, GP/160, 160 Sel., 1966-67	No Avg.	
433, G/P Imperial, 160 Sel., 1966-67	No Avg.	
434, Concerto, 100 Sel., 1967	No Avg.	
437, Ultra, 160 Sel., 1968	No Avg.	
436, Centura, 100 Sel., 1968	No Avg.	

Rowe Mfg.

G-200, 200 Sel., 45 RPM, 1956	35	135
H-120, 120 Sel., 45 RPM, 1957	60	165
H-200, 200 Sel., 45 RPM, 1957	75	195
I-100M, 100 Sel., 45 RPM, 1958	85	195
I-120X, 120 Sel., 45 RPM, 1958	85	195
I-200M, 200 Sel., 45 RPM, 1958	100	225
J-200E, 200 Sel., 45 RPM, 1958	115	250
J-200E, 200 Sel., 45 RPM, 1959	140	275
K-120, 120 Sel., 45 RPM, 1959	100	225
K-120, 120 Sel., 45 RPM, 1960	125	265
K-200, 200 Sel., 45 RPM, 1960	150	300
K-100, 100 Sel., 45 RPM, 1960	135	265
Continental I, 200 Sel., 45 RPM, 1961	135	275
Lyric, 100 Sel., 45 RPM, 1961	125	225
Continental 2, 100 Sel., 33 & 45 RPM, 1962	275	345
Continental 2, 200 Sel., 33 & 45 RPM, 1962	250	395
Rowe-AMI-JAL, 200 Sel., 33 & 45 RPM, 1963	235	375
Rowe-AMI-JEL, 200 Sel., 33 & 45 RPM, 1963	275	410
Rowe-AMI Tropicana JBM, 100, 160, 200 Sel., 33 & 45 RPM, 1964	450	645
Rowe-AMI Diplomat, 200 Sel., 33 & 45 RPM, 1965	620	795
Bandstand, 200 Sel., 1965-66	710	895
Music Merchant, 1966-67, 200 /160/100 Sel.	No Avg.	
Cadette, 100 Sel., 1967-68	No Avg.	

Seeburg

	Low	High
VL200, 200 Sel., 45 RPM, 1956	45	150
100J, 100 Sel., 45 RPM, 1956	75	175
L100, 100 Sel., 45 RPM, 1957	100	200
KD200, 200 Sel., 45 RPM, 1957	110	210
201, 200 Sel., 45 RPM, 1958	150	265
161, 160 Sel., 45 RPM, 1958	150	265
101, 100 Sel., 45 RPM, 1958	125	245
DH222, 160 Sel., 45 RPM, 1959	200	350
AQ100, 100 Sel., 45 RPM, 1960	175	295
AQ160, 160 Sel., 45 RPM, 1960	200	325
AY100, 100 Sel., 33 & 45 RPM, 1961	265	400
AY160, 160 Sel., 33 & 45 RPM, 1961	275	450
DS100, 100 Sel., 33 & 45 RPM, 1962	300	445
DS160, 160 Sel., 33 & 45 RPM, 1962	350	545
LPC-1, 160 Sel., 33 & 45 RPM, 1963-64	525	725
LPC-480, 160 Sel., 33 & 45 RPM, 1965	550	795
Electra, 160 Sel., 1965-66	700	915
55-160, Stereo Showcase, 1966-67	No Avg.	
Phono Jet, 100 Sel., 1968	No Avg.	

Wurlitzer

900, 104 Sel., 45 RPM, 1956	45	145
900, 200 Sel., 45 RPM, 1956	45	150
900, 200 Sel., 45 RPM, 1957	60	165
900, 104 Sel., 45 RPM, 1957	45	150
900, 200 Sel., 45 RPM, 1957	60	165
900, 200 Sel., 45 RPM, 1958	90	210
904, 104 Sel., 45 RPM, 1958	60	175

	Low	High
2250, 200 Sel., 45 RPM, 1958	100	200
2300, 200 Sel., 45 RPM, 1959	125	250
2304, 104 Sel., 45 RPM, 1959	100	235
2310, 100 Sel., 45 RPM, 1959	100	235
2400, 200 Sel., 45 RPM, 1960	150	265
2404, 104 Sel., 45 RPM, 1960	125	250
2410, 100 Sel., 45 RPM, 1960	125	250
2500, 200 Sel., 45 RPM, 1961	200	310
2504, 104 Sel., 45 RPM, 1961	175	285
2510, 100 Sel., 45 RPM, 1961	175	285
2600, 200 Sel., 33 & 45 RPM, 1962	235	375
2610, 100 Sel., 33 & 45 RPM, 1962	200	350
2700, 200 Sel., 33 & 45 RPM, 1963	325	465
2710, 100 Sel., 33 & 45 RPM, 1963	295	425
2800, 200 Sel., 33 & 45 RPM, 1964	410	565
2810, 100 Sel., 33 & 45 RPM, 1964	375	510
2900, 200 Sel., 33 & 45 RPM, 1965	500	660
2910, 100 Sel., 33 & 45 RPM, 1965	450	600
3000, 200 Sel., 1966	575	765
3010, 100 Sel., 1966	535	710
3100, Americana, 200 Sel., 1967	No Avg.	
3110, Americana, 100 Sel., 1967	No Avg.	
3200, Americana II, 200 Sel., 1968	No Avg.	
3210, Americana II, 100 Sel., 1968	No Avg.	

Jupiter

120 Concord, 80/100/120 Sel., 1966/67	No Avg.	
100 Futura, 100 Sel., 1968	No Avg.	

NSM

Consul 130, 128 Sel., 1967	No Avg.	
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Flipper Games

Bally

	Low	High
Aces High 4P, 9/65	200	325
Band Wagon 4P, 5/65	185	295
Bazaar, 1P, 11/66	300	400
Big Day 4P, 9/64	125	225
Blue Ribbon 4P, 2/66	300	400
Bongo 2P, 3/64	95	195
Bull Fight 1P, 1/65	95	195
Bus Stop 2P, 1/65	130	205
Campus Queen 4P, 9/66	395	510
Capersville 4P, 2/67	500	600
Cross Country, 4/63	15	100
Cue-Tease, 2P, 7/63	20	110
Discotheq 2P, 9/65	190	295
50/50 2P, 8/65	165	275
Fun Cruise 1P, 2/66	235	350
Gold Rush 1P, 5/66	250	365
Grand Tour, 7/64	100	200
Happy Tour 1P, 7/64	100	200
Harvest 1P, 10/64	110	210
Hay Ride 1P, 11/64	110	210
Hootenanny 1P, 11/63	45	135
Loop-the-Loop, 2P, 10/66	335	445
Mad World 2P, 9/64	115	235
Magic Clock, 6/65	125	235
Monte Carlo, 1P, 2/64	50	145
Moonshot, 3/63	25	125
Rocket III, 1P, 6/67	No Avg.	
Sheba 2P, 3/65	175	285
Six Sticks 6P, 4/66	300	425
Sky Divers 1P, 4/64	65	165
Star Jet 2P, 12/63	50	145
Trio 1P, 9/65	150	250
2 in 1 2P, 8/64	110	215
3-in-Line 4P, 8/65	215	325
Wild Wheels 2P, 3/66	265	375

Chicago Coin

Beatniks 2P, 3/67	410	550
Bronco 2P, 5/64	110	225
Festival 4P, 1/67	465	600
Firecracker 2P, 12/63	75	175
Hula Hula 2P, 5/66	325	435
Kicker 1P, 8/66	300	425
Mustang 2P, 10/64	150	265
Royal Flash 2P, 8/64	140	225
South Pacific 2P, 11/64	175	285
Sun Valley, 8/63	60	150
Twinky 2P, 9/67	No Avg.	

Gottlieb

Bank-A-Ball 1P, 9/65	175	285
Big Top 1P, 1/64	115	225
Bonanza 2P, 6/64	150	250
Bowling Queen 1P, 8/64	115	225
Buckaroo, 6/65	200	300
Central Park 1P, 4/66	250	350
Cow Poke 1P, 5/65	125	225
Cross Town 1P, 9/66	325	435
Dancing Lady 4P, 11/66	410	500
Dodge City 4P, 7/65	260	375
Flipper Pool 1P, 11/65	135	245
Flying Chariots 2P, 10/63	100	215
Gaucha 4P, 1/63	100	215
Gigi 1P, 12/63	125	225
Happy Clown 4P, 11/64	225	335
Hi-Dolly, 5/65	235	350
Ice Revue, 12/65	215	335
Ice Show, 1/66	215	335
King of Diamonds 1P, 1/67	360	475
Kings & Queens, 4/65	140	250
Majorettes 1P, 8/64	125	235
Masquerade, 2/66	345	450
Mayfair 2P, 6/66	335	450

	Low	High
North Star 1P, 10/64	No	Avg.
Paradise, 11/65	265	365
Sea Shore 2P, 9/64	185	275
Ship-Mates 4P, 2/64	175	285
Sing-Along 1-P, 9/67	No	Avg.
Skyline 1P, 1/65	145	260
Slick Chick 1P, 4/63	65	165
Subway 1P, 10/66 (a-a-b)	No	Avg.
Super Score 2P, 5/67	No	Avg.
Sweet Hearts 1P, 9/63	80	175
Swing Along 2P, 7/63	110	225
Thoro Bred 2P, 6/65	235	350
World Fair 1P, 5/64	65	165

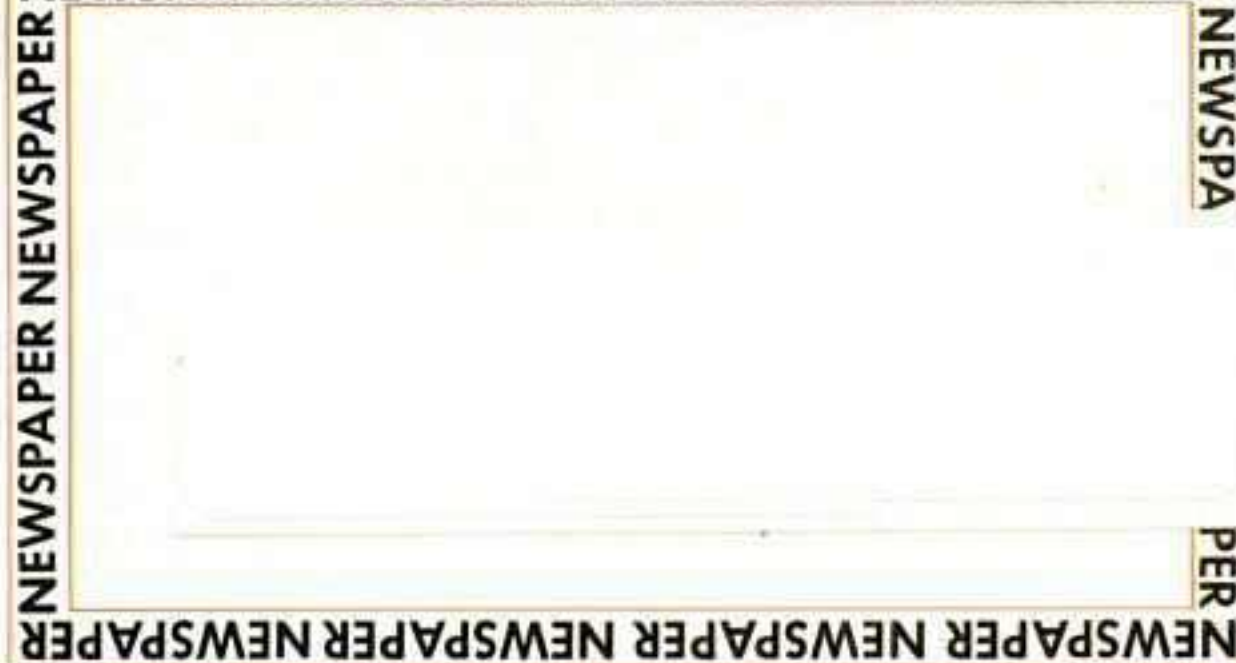
Rally

Rally Girl 1P, 11/66	No	Avg.
West Club 2P, 4/67	No	Avg.

Williams

A-Go-Go 4P, 6/66	405	515
Alpine Club, 3/65	125	225
Beat the Clock 1P, 12/63	50	150
Beat Time 2-P, 9/67	No	Avg.
Big Chief 4P, 9/65	260	375
Big Daddy 1P, 9/63	80	185
Big Deal 1P, 2/63	35	125
Big Strike 1P, 11/66	180	295
Bowl-A-Strike, 12/65	210	325
Casanova 2P, 11/66	350	475
Derby Day 2P, 10/67	No	Avg.
Eager Beaver 2P, 4/65	210	335
8 Ball 2P, 166	300	425
El Toro 2P, 8/63	85	195
Full House 1P, 3/66	220	335
Heat Wave 1P, 7/64	100	210
Hot Line 1P, 9/66	300	410
Jumpin' Jacks 2P, 4/63	40	140
Lucky Strike 1P, 8/65	165	285
Magic City 1P, 1/67	350	450
Magic Town 1P, 1/67 (a-a-b)	350	450
Merry Widow 4P, 10/63	150	265
Moulin Rouge 1P, 6/65	175	285
Oh, Boy 2P, 2/64	110	215
Palooka 1P, 5/64	85	195
Pot o' Gold 2P, 7/65	215	325
Pretty Baby 2P, 2/65	175	285
River Boat 1P, 9/64	120	220
San Francisco 2P, 5/64	125	235
Shangri-La 4P, 5/67	No	Avg.
Ski Club, 3/65	200	310
Ski Pool 1P, 6/63	35	135
Soccer 1P, 3/64	85	185
Stop & Go 2P, 8/64	150	265
Teachers' Pet 1P, 1/66	200	310
Tom-Tom 2P, 1/63	75	185
Top Hand 1P, 5/66	250	365
Wing Ding 1P, 12/64	125	235
Whoopee 4P, 10/64	200	325
Zig-Zag 1P, 12/64	135	250

NOTE: All quotes for national averaging are based on operative equipment, both "as-is" and "re-conditioned." The value of both "as-is" and "reconditioned" equipment

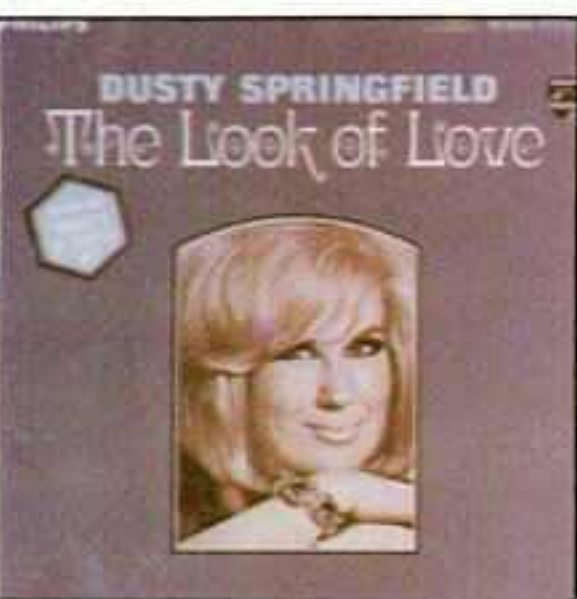


STAR PERFORMER SPOTLIGHT—Cream of the week's new releases in their respective categories. Albums which are expected to reach the upper half of the Top LP's chart, any position on Billboard's special survey charts, or have long-term sales.

CHART SPOTLIGHTS—Albums which are expected to have sufficient sales to reach the Top LP's chart or have long-term sales.

★★★★ **4-STARs**—Moderate sales potential albums which may not reach Billboard's LP chart but which should have enough sales activity to warrant their being stocked by most dealers, rack jobbers and one-stops handling that category.

SPECIAL MERIT—New releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.



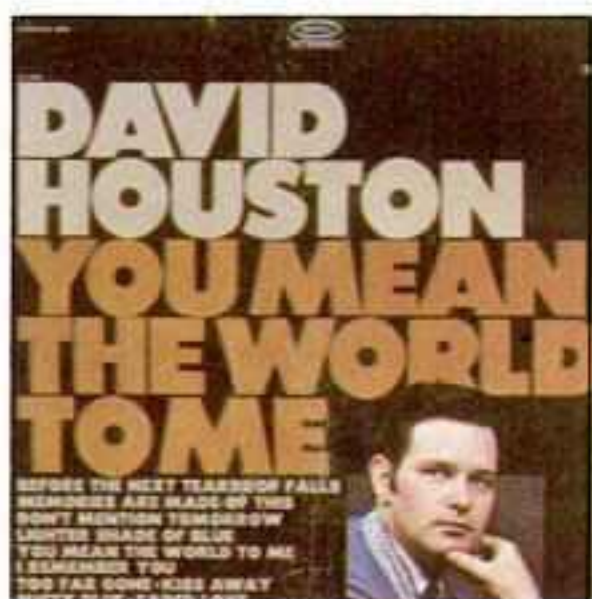
POP SPOTLIGHT
THE LOOK OF LOVE
Dusty Springfield, Philips PHM 200-256 (M); PHS 600-256 (S)

In addition to the title song, Miss Springfield applies her graceful styling to such noteworthy songs as "If You Go Away," "Sunny" and "Come Back to Me" giving the package a well-rounded flavor.



POP SPOTLIGHT
I FEEL LIKE I'M FIXIN' TO DIE
Country Joe & The Fish, Vanguard VRS 9266 (M); VSO 79266 (S)

A highly developed group with a variety of sounds—everything from jug band to folk to psychedelic; too many, in fact. Their first LP was more blues-oriented and highly exciting. This LP, except for a cutting lyric on "Fish Cheer" and "I Feel Like I'm Fixin' to Die Rag" and a pounding "Who Am I," isn't up to the group's par.



COUNTRY SPOTLIGHT
YOU MEAN THE WORLD TO ME
David Houston, Epic LN 24338 (M); BN 26338 (S)

A consistent performer, David Houston has come up with another top effort headed by his hit single. Add such standards as "I Remember You," "Misty Blue" and "Memories Are Made of This," and you have a top-flight package. "Before the Next Teardrop Falls" and "Don't Mention Tomorrow" are other gems.



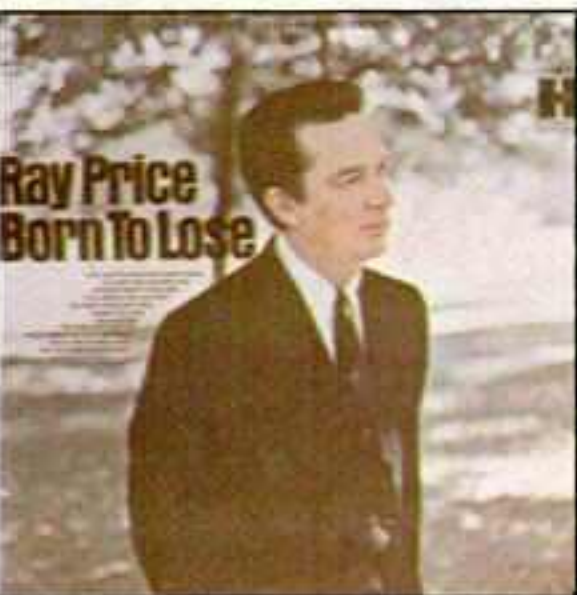
COUNTRY SPOTLIGHT
YOU'VE BEEN SO GOOD TO ME
Van Trevor, Date TEM 3008 (M); TES 4008 (S)

Cracklin' interpretations of down-to-earth songs such as "You've Been So Good to Me," now a hit single, plus a quirky "Who Ever Heard of Such a Thing" and a melodically pleasing "Guitar."



COUNTRY SPOTLIGHT
GIVE ME FIVE
Buck Trent, Boone BLP 1212.

Buck Trent's amplified banjo puts a twist on some tunes such as "Make the World Go Away" as well as popping with near-psychedelic sounds on "Pickin' Flowers" and "Buckin' the Five." TV exposure on "The Porter Wagoner Show" will boost this LP.



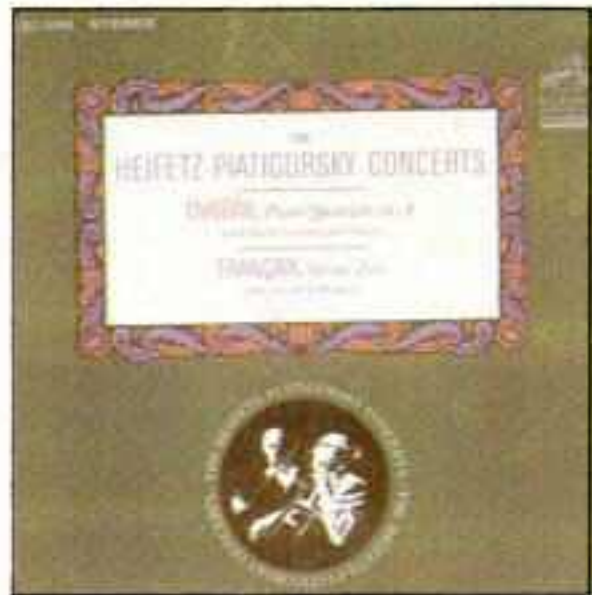
LOW PRICE COUNTRY SPOTLIGHT
BORN TO LOSE
Ray Price, Harmony HL 7440 (M); HS 11240 (S)

Country record buffs will like this one. It's early Ray Price and includes "I Gotta Have My Baby Back," "Born to Lose" and "We Crossed Our Heart." Good sound, and a set of very interesting performances.



CLASSICAL SPOTLIGHT
TCHAIKOVSKY: SYMPHONY NO. 5
New Philharmonia Orch. (Stokowski), London SPC 21017 (S)

A highly commercial combination of war-horse repertoire, the Stokowski name, and London's Phase 4 sound. Stokowski is in fine form in this reading, true to his tradition of making the most of the Russian's scores.



CLASSICAL SPOTLIGHT
THE HEIFETZ-PIATIGORSKY CONCERTS: DVORAK/FRANCAIX
Various Artists, RCA Victor Red Seal LM 2985 (M); LSC 2985 (S)

Heifetz and Piatigorsky once again lead a distinguished unit to soaring chamber music heights. In the Dvorak selection, Jacob Lateiner develops its many moods into warm, delightful shadings; on his piano.



CLASSICAL LOW PRICE SPOTLIGHT
BEETHOVEN: NINE SYMPHONIES/OVERTURES (8 LP's)
NBC Symphony (Toscanini), RCA Victor/LA VIC 8000 (S)

The budget edition of Beethoven's symphonies, conducted by Toscanini, enables this classic work to be marketed inexpensively, and purchased by people who would like these historic performances at a lower price.



R&B SPOTLIGHT
IT'S GOT TO BE MELLOW
Leon Haywood, Decca DL 4949 (M); DL 74949 (S)

Leon Haywood and his trio soulfully wall their way through "Mercy, Mercy, Mercy," "Cornbread and Butter Milk" and "Round Midnight." Though Haywood skimps on imagination and depth, he will survive the breach with a marketable r&b disk based on the sound that landed a hit single.



R&B SPOTLIGHT
MEMPHIS GOLD, VOL. TWO
Various Artists, Stax 726 (M); S 726 (S)

Volume Two of the Memphis sound features Otis Redding, Sam and Dave, Eddie Floyd, Mable John and the Bar-Keys, among others, in a choice package of today's newest soul sound. All the cuts are genuine best sellers, the artists are the latest soul spokesmen and the album is planned to sell into the heart of the market.



R&B SPOTLIGHT
FOR WHAT IT'S WORTH
The Staple Singers, Epic LN 24332 (M); BN 26332 (S)

The Staple Singers are the music staple of gospel lovers. Although their music is religious, their sound is up-dated with a special soul and blues sound that make their gospel music palatable, marketable and easy to absorb. The Staple Singers are easy-going on jazz, too, moving into "Wade in the Water" with a blues message and soul sound.



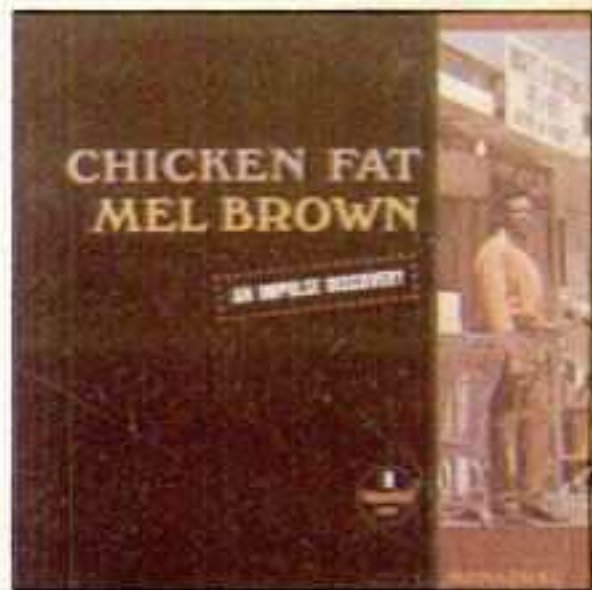
JAZZ SPOTLIGHT
THE SORCERER
Gabor Szabo, Impulse A 9146 (M); AS 9146 (S)

A highly talented guitarist, he is again in top form on such pieces as "The Beat Goes On" and "Space." Aside from his gleaming interpretations of Hungarian and bossa nova music, Szabo shows much Eastern influences as General shows are mixed with the Indian music form. In "Mizrab," he continues where he left off in his last Indian-oriented album.



JAZZ SPOTLIGHT
SORCERER
Miles Davis, Columbia CL 2732 (M); CS 9532 (S)

Miles Davis is mighty sound in the jazz ranks. His improvisations are exciting and forever fresh. Davis' appetite for original expression treats the listener to a musical dessert, ripe with animated sketches, stirring digressions and inspiration. The sound of Miles Davis is, not by accident, marketable—because it is elaborately decorated bonafide art.



JAZZ SPOTLIGHT
CHICKEN FAT
Mel Brown, Impulse A 9152 (M); AS 9152 (S)

Mel Brown's work on the electric guitar is impressive. While the instrument has more associated with rock than Brown's "Chicken Fat" should satisfy of both types. He's backed by sidemen on electric guitar (two), guitar, electric organ, electric bass, drums.

Album Reviews

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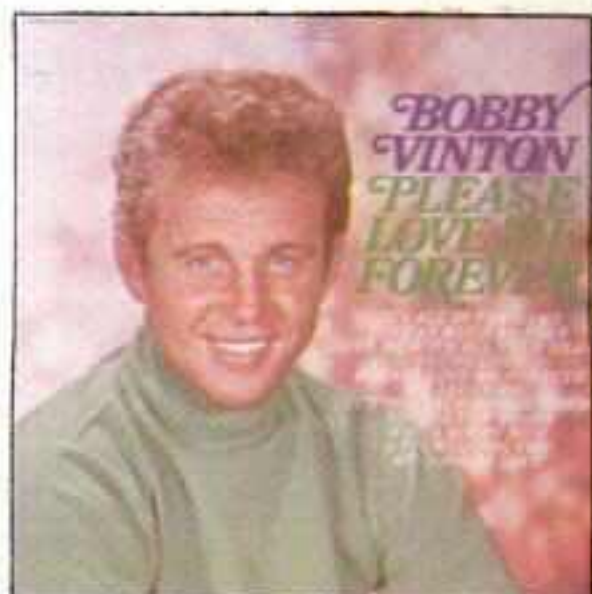
ORIGINAL CHART SPOTLIGHT
HAIR
Original Cast, RCA Victor LOC 1143 (M); LSO 1143 (S)

The successful off-Broadway love-rock musical makes for an album of today's music with a group of young, promising, talented performers. Among the high spots musically are "Dead End," sung by Jill O'Hara and Cass Elliott, and Walker Daniels' "Where Do I Go?" which has single possibilities. But, there's much more as hippy atmosphere is well re-created.



POP SPOTLIGHT
CREAM
Disraeli Gears, Atco 33-232 (M); SD 33-232 (S)

With no single, this group has propelled itself to one of the best album-selling groups in the nation with their first LP. Their newest album has all the makings of another giant. More of the same "wall-to-wall" rock, tinged with blues and "flower" lyrics. It's an exciting package from the first note.



POP SPOTLIGHT
PLEASE LOVE ME FOREVER
Bobby Vinton, Epic LN 24341 (M); BN 26341 (S)

With his hit single, Bobby Vinton has come up with an appealing album. Included are such standards as "It's the Talk of the Town," "It's All in the Game" and the country "Bouquet of Roses" in Vinton's easy style. Other top numbers are "Young Love" and "Love Me With All Your Heart."