

Billboard

The International Music-Record Newsweekly

Record, Tape Exports Doubled in 2 Years

By RAY BRACK

CHICAGO—Export of recorded music from the U. S. during the first half of 1967 was almost double the dollar volume for the same 1965 period, U. S. Department of Commerce figures reveal. The 1967 period's increase over the same six-month span in 1966 was more than \$1 million.

The Department does not ask U. S. firms to break down their music export figures to distinguish between records and tapes, but much of the increase in export music dollar volume in the past two years may be attributed to the growth of the pre-recorded tape market.

During the first half of 1965, the government reports show, \$3,981,152 worth of records, record blanks and pre-recorded tapes were shipped from U. S. firms to 62 foreign countries. The largest foreign market during that period was Canada, receiving \$656,858 worth of merchandise. (Note: the U. S. Commerce Dept. figures do not include shipments valued at less than \$100.)

For the first half of 1967, \$6,349,568 worth of pre-recorded tapes, records and blanks were shipped to 71 lands. Canada, with \$1,098,148 in import music from the U. S., was again the leading

(Continued on page 10)

U.S. Budget Labels Landing Sales Beachhead in U. K.

By GRAEME ANDREWS

LONDON — U. S. record companies are gaining a foothold in the British market with budget lines.

MGM has set a deal giving the EMI and Paul Hamlyn-owned Music for Pleasure budget operation exclusive U. K. rights to all Metro and Leo product. First release under the deal will be a version of "Dr. Zhivago," by the Boston Pops Orchestra. The MGM full-price soundtrack album from this movie is a continuing best seller.

The deal considerably extends the repertoire that will be available under the MFP logo, hitherto confined largely to EMI back-catalog including a limited amount of Capitol repertoire.

It is seen here as the first of many future budget deals between independent American companies and outfits with local high turnover marketing expertise in which the Hamlyn group

(Continued on page 62)

UA Gives Int'l Cover Splash To the 'Live for Life' Track

By HANK FOX

NEW YORK—United Artists Corp., through its international music publishing companies, is launching its latest film soundtrack, "Live for Life" ("Vivre Pour Vivre") into world-wide orbit. Some 60 cover records have been released; more than 35 are in the production stage; and new cover notices are flowing into UA's New York headquarters daily. The music was written by Francis Lai, who also composed the score for "A Man and a Woman."

With the film having premiered at the beginning of November in Paris, Rome and Turin, and slated for December opening in London, New York and California, United Artists Music Companies (UAMC) has just completed its first international publishing meeting to co-ordinate global promotion and exploitation of the track and theme covers.

(Continued on page 10)

TV, Radio Vast Jingleland as Hit Records Turn Commercial

By CLAUDE HALL

NEW YORK—There's another world that has been reaping rewards from hit records—the radio and TV commercials field. Often the approach is direct, such as the tie-in Petula Clark has with Plymouth in which she promotes the automobile in song on both radio and TV; one of her hits was rewritten slightly to mention the car. Other times, the approach is more subliminal; for example, countless commercials today feature a mariachi sound in the music, capitalizing on the success of Herb Alpert.

Many recording artists earn large figures performing, writing, or producing commercials for Madison Avenue advertising agencies. Joe Harnell, Columbia Records, scored quite well in the advertising field. Ellie Greenwich, who records on

United Artists Records but is better known as a songwriter, has produced or helped produce several commercials, including "Summer Blonde," by Clairol.

At the same time, there have been a lot of reverse hits. A commercial written by Sid Ramin for Pepsi-Cola, handled by BBD&O, was recorded by the Bob Crewe Generation and became a million-seller—"Music to Watch Girls By." Sascha Burland's Alka-Seltzer commercial for McCann-Erickson—"No Matter What Shape Your Stom-

(Continued on page 24)

New Top LP's Chart

A new "Top LP's" chart makes its debut in this issue. The chart has been redesigned so that the emphasis is on the artist in the listings. An index, which will run below the chart, will show the number of positions the artists has captured in that particular week, as well as the soundtracks and original cast albums listed on the chart.

In addition, the 4 and 8-track tape cartridges, cassettes and open reel tapes available will be listed along with the LP's. The chart, which will cover 200 positions and run two and a half pages, begins this week on Page 36.



With a show of incredible strength, the Union Gap has forged a mighty hit across the nation. Their single, "Woman, Woman" 4-44297, on Columbia Records, has whipped up a frenzy of excitement in airplay and sales. Here's record history in the making, with more to come. (Advertisement)



Dionne Warwick, now riding high with her smash single, "I Say a Little Prayer" (S 12203), has a groovy new album at the top of the charts, "Dionne Warwick's Golden Hits—Part 1" (S 565), includes such greats as "Don't Make Me Over," "Anyone Who Had a Heart," "Walk on By" and "Reach Out for Me." (Advertisement)

Form Group to Span 'Creditability' Gap

By ELIOT TIEGEL

LOS ANGELES—A new credit group combining record manufacturers with tape cartridge companies, has been established here.

The National Recorded Sound Credit Group (NRSCG), which was formed one month ago, is an adjunct of the Credit Manager's Assoc. of Southern California which formerly administered a credit group consisting solely of record manufacturers.

Initial members in the local organization at a yearly \$370 fee includes Capitol Records, Craig Corp., Crown Records and Modern Tape Corp., Dot Records, General Recorded Tape, Liberty Records, Martel Electronics, Muntz Stereo-Pak and RCA Victor.

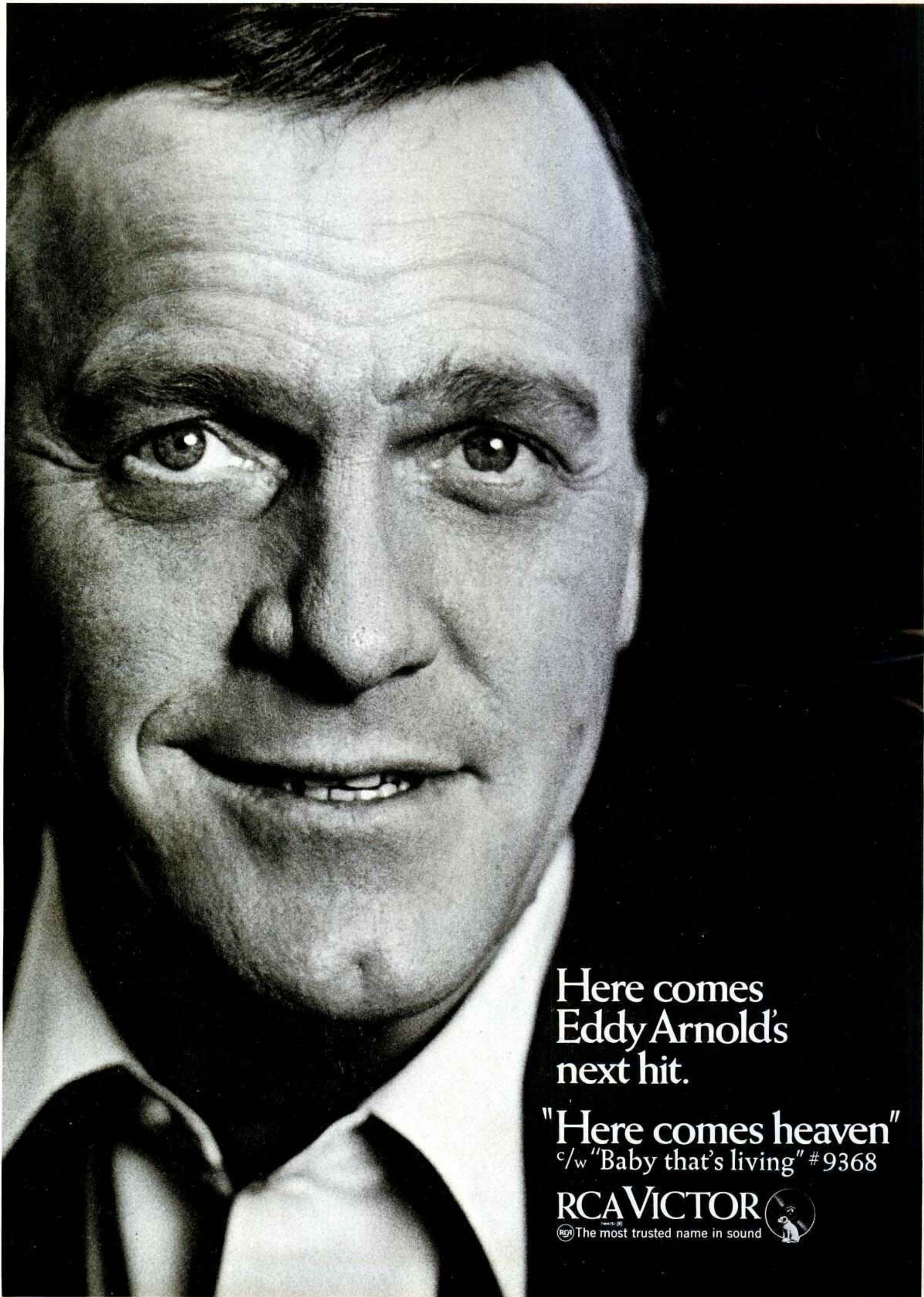
(Continued on page 10)

(Advertisement)

When They Ask For Lulu They Mean On 



LN 24339/BN 26339 Stereo



Here comes
Eddy Arnold's
next hit.

"Here comes heaven"
c/w "Baby that's living" #9368

RCA VICTOR 
TM & © 1957
The most trusted name in sound

RCA Yule Promo Cheer via Sounds

NEW YORK — RCA Victor has mapped out a Christmas advertising and promotion campaign expected to reach an estimated 15 million potential record buyers.

The campaign, which is built around the theme, "The Holidays Glow With the Sounds of Music," honors the soundtrack album of the motion picture, which, in having become the world's all-time best selling album, also has been one of the biggest Christmas gift packages in recent years. Sales of the soundtrack album have been reported to be more than the 8 million mark.

Spearheading the campaign will be a two-page advertising spread scheduled to run in daily newspapers in 40 of the nation's largest markets. One of the pages will be in full color and will be devoted to the soundtrack, "The Sound of Music." The opposite page will be black and white and will feature 39 other top RCA Victor albums ideal for Christmas giving.

There will be additional advertising in the music trade publications. New Christmas point-of-sale materials will be prominently featured in the trade advertising.

Displays

These materials will include two display kits. Kit "A" will contain a four-color, lighted rotating window display featuring 40 album covers, two four-color streamers which are unmounted duplicates of the window display panels, an RCA Stereo 8 streamer, 25 four-color consumer catalogs and five mounted album covers of new Christmas packages by Floyd Cramer, Hank Snow, Ed Ames, John Klein, and Julie Andrews with Andre Previn.

Kit "B" will contain a mounted, easel-backed stationary equivalent of the major window display, two four-color streamers, a mounted Stereo 8 streamer, 10 consumer catalogs and the same five mounted covers.

ARETHA TO DO PARADE SCENE

NEW YORK—Aretha Franklin will be one of the stars featured in the Macy's Thanksgiving Day parade Thursday (23). She will be featured in the "Lady in the Show" float, one of the key floats in the parade. At the end of the parade, Miss Franklin, who records for Atlantic, will be featured on NBC, singing one of her hit songs.

Talmu Expands

NEW YORK — Talmu Records, a year-and-a-half-old label, has launched an expansion program. Fred E. Giachino, label's president, has signed Bill Smith, Ronnie Davie and Bobby Milano to his artist roster, and is bowing a BMI publishing wing—Umlat Music. Smith is in the new version of "Hello, Dolly" on Broadway and is slated to guest on the "Joe Franklin Show" on WOR-TV Nov. 30. His record on Talmu is titled "Bye Bye Blues." Giachino, editor of the Air Reservist magazine for the U. S. Air Force, commutes between his magazine in Washington and his record label headquartered in New York.

Merc Expands Coast Plans For New Acts

CHICAGO — Mercury Record Corp. President Irving B. Green and Executive Vice-President Irwin H. Steinberg have been in San Francisco during recent weeks in stepped-up negotiations with new acts.

Mercury recently opened recording facilities and offices in San Francisco under Abe Kesh, who carries the title of a&r chief in the city.

The Mercury executives have been concentrating on San Francisco activity, Steinberg said, because the city and environs are "another important source of music within the industry. I'm very impressed with these groups here and their general musical abilities."

The firm has signed the Savage Resurrection for the Mercury label, Blue Cheer for Philips and Morning Glory for Fontana.

Over the past two years, Mercury has been broadening its base outside Chicago, expanding or opening new facilities in New York, Los Angeles, Nashville and Memphis in addition to San Francisco.

Blanket ad mats with album covers in two sizes will be prepared on the 40 albums featured in the national newspaper advertising and on Kit "A" and "B" displays.

Specially for Christmas this year, RCA Victor has released seven new albums of Christmas music. Featured in the new albums, in addition to those mentioned previously, are the Robert Shaw Chorale, Arthur Godfrey and the Living Trio With Chimes and Bells.

Other LP's

Also, there will be heavy emphasis on Christmas albums by Elvis Presley, George Beverly Shea, Perry Como, Chet Atkins, Eddy Arnold, Dick Liebert, Harry Belafonte, Lorne Greene, Jim Reeves, John Gary, the Norman Luboff Choir, Al Hirt, Sergio Franchi, Kate Smith, Henry Mancini, the Robert Shaw Chorale, the Boston Pops with Arthur Fiedler, Mario Lanza, Marian Anderson, Carl Weinrich, the Three Suns, the Living Voices, Leo Addeo, the Living Strings, Bob Ralston and Paul Tripp.

Huskey Charge of Payola Dismissed

LOS ANGELES — A civil payola suit, which stirred the record and broadcasting industries here three years ago, has been dismissed for lack of "deligent prosecution." The action, filed by local record promoter Al Huskey, charged on April 17, 1964, that a score of Southern California record and radio people had been involved in payola activities.

Huskey's suit, which has lain inactive for the past eight months, was dismissed by Superior Court Commissioner Joseph Natoli following motions for dismissal had been filed by Crowell-Collier Broadcasting.

Huskey's attorneys have two courses of action: filing a motion for reconsideration or appealing to the appellate division of the Superior Court.

The dismissal, based on Huskey's lack of prosecution, in no way affects the Federal Communications Commission's own investigation into the charges. Two years after the \$250,000 civil suit was filed, the FCC dispatched a four-man investigative team here to conduct closed-door hearings. Results of this investigation have not yet been announced, although they could involve criminal charges for alleged violations of the amended Communications Act. Close to 50 witnesses were called by the FCC probers.

ITCC, 20th-Fox Stage Giant Sweepsakes on Dr. Dolittle

NEW YORK — As part of what international Tape Cartridge Corp. President Larry Finley terms "the largest merchandising campaign ever undertaken by any phase of the music industry," ITCC in conjunction with 20th Century-Fox will stage a sweepstakes in which an ITCC distributor and his wife will be flown to premiere of the "Dr. Dolittle" to attend the royal command performance world film.

The trip, which is the initial phase of a program to be announced in January, is believed to be the first tie-in between a tape cartridge duplicator or manufacturer and a film company. Titled "Mr and Mrs. Ambassador of the Tape Cartridge Industry," the contest permits one entry from each ITCC distributor. The only stipulation, according to Finley, is that all entrants attend the distributor meetings to be held during the first half of January. Twenty local meetings will be held, each at a projection room of the local 20th Century-Fox film exchange where distributors will see a

mini version of "Dr. Dolittle." First leg of the seven day, all-expense-paid trip begins at the home town of the winning distributor. He and his wife will be flown to New York for a cocktail party at the Friars Club. The next day's fare will feature lunch at Toots Shor, dinner at the 21 Club, followed by entertainment of the winners' choice.

After a special brunch the following day, "Mr. and Mrs. Ambassador" will be flown to London to attend the world premiere of "Doctor Dolittle." Those attending the premiere will include Queen Elizabeth II, members of Parliament and film and theater personalities. The winners will be invited to a party as well as other social events planned by 20th Century-Fox.

For the day before the return trip, ITCC will fly their ambassadors to Paris for a sight-seeing tour on the river Seine, to Notre Dame and a performance at the Lido. The duties of the winners will be to write about their experiences.

HIGHLIGHTS OF THE WEEK IN

Billboard

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This One



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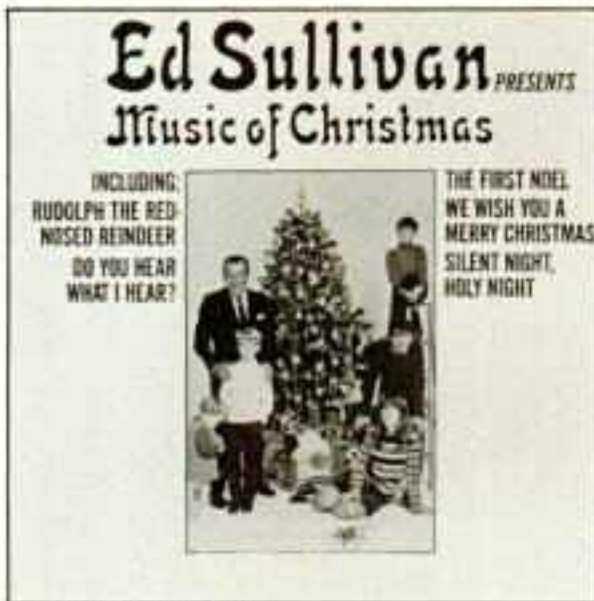
The Night Before

Powerhouse product and a mighty merchandising push promise a Christmas 1967 that will snow you under with sales.

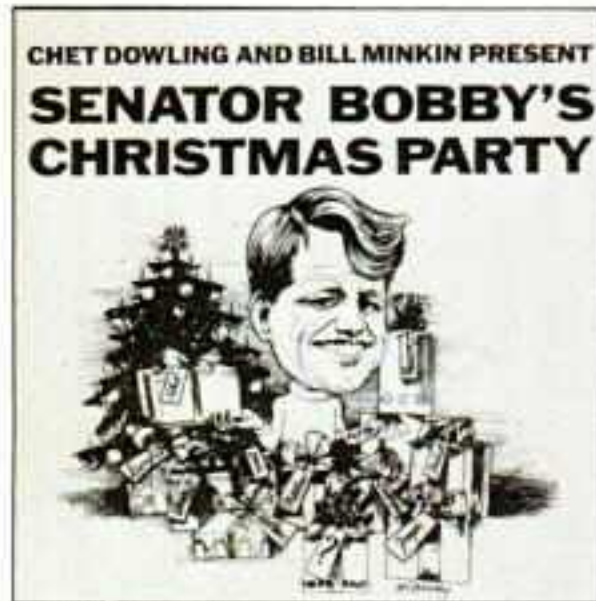
The talent-packed albums are spread here before you in all their glittering wrappings. The big tie-in campaign springs to life Sunday, November 26th, with Columbia Records' 5th annual newspaper Supplement. This holiday print

spectacular will be seen nationwide by 100 million people in 34 major markets. It will announce a fabulous Priceless Prizes Sweepstakes and a bonus record offer with great crowd-drawing appeal. Related streamers, counter cards, ad mats and giveaway in-store copies of the Supplement itself formulate the rest of the whole coordinated effort for maximum impact.

Christmastime albums:



CL 2743/CS 9543



CL 2776/CS 9576



CL 2420/CS 9220*



CL 1195/CS 8021*



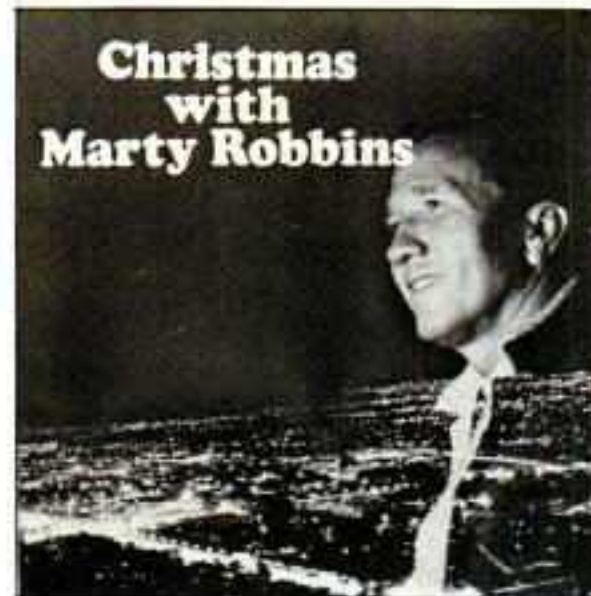
CL 2720/CS 9520



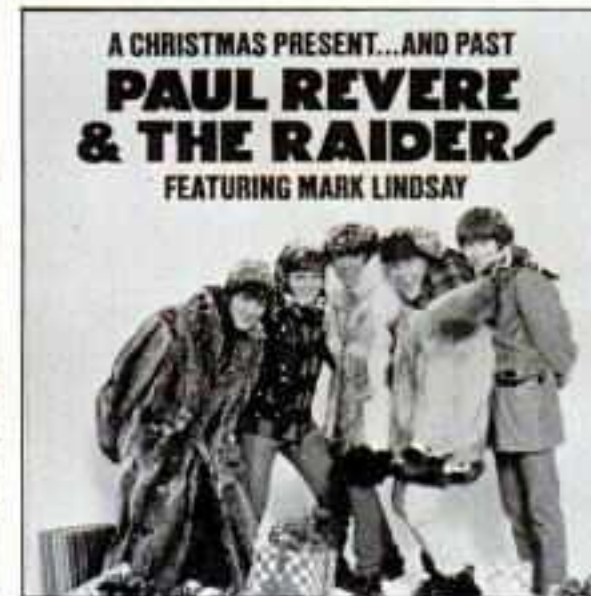
CL 2731/CS 9531



ML 6433/MS 7033



CL 2735/CS 9535



CL 2755/CS 9555*



CL 2757/CS 9557



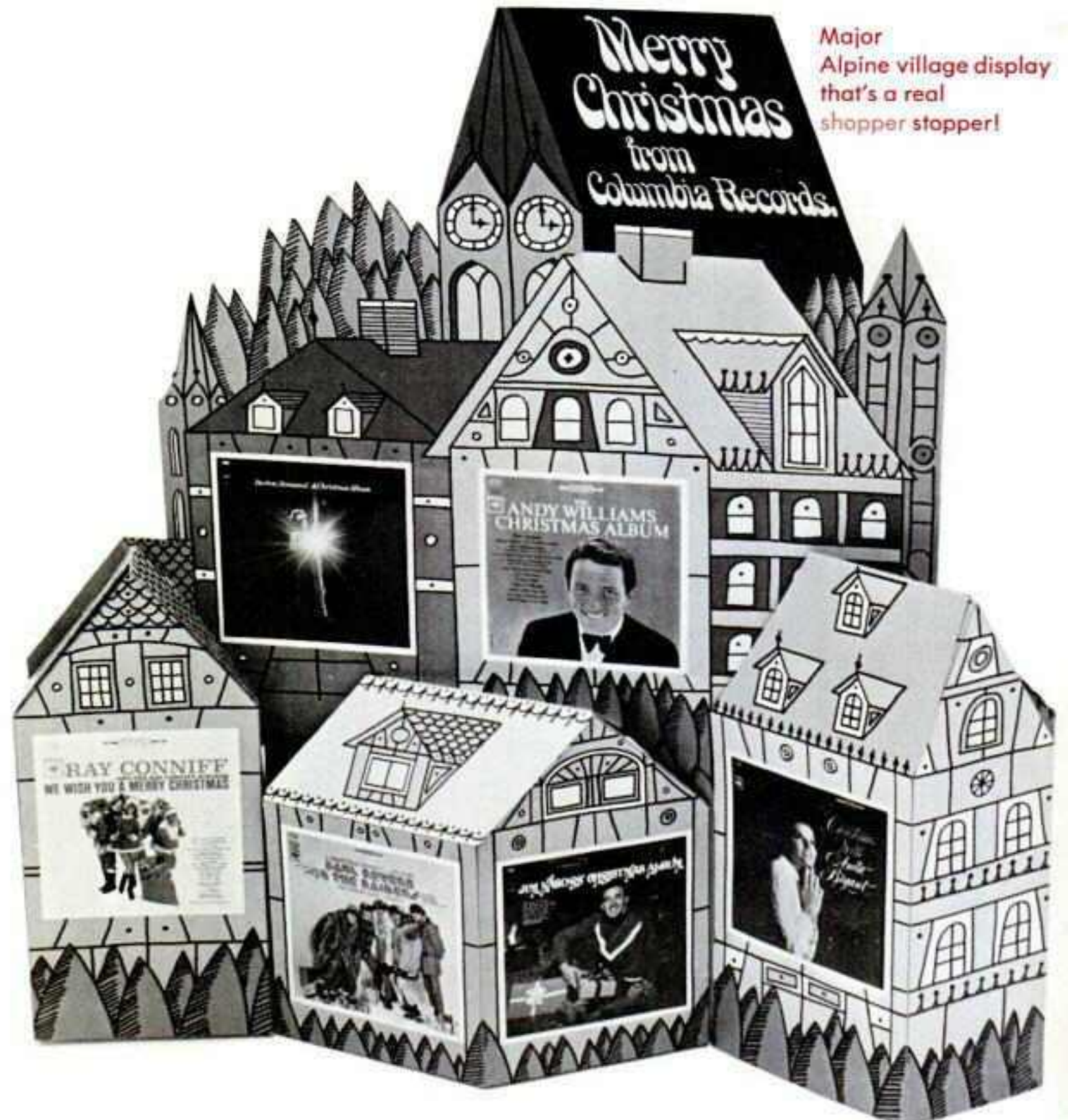
CL 2414/CS 9214



ML 5899/MS 6499†



Hanging mobile wreaths featuring exciting Yuletide albums!



*Available in 4-track and 8-track stereo tape cartridges.

†Available in 8-track stereo tape cartridges.

Christmas

Carrying the program one step further, Christmas promotions have been prepared specifically to lend themselves to the shopping season motif. These are a major "Alpine village" display and two mobile Christmas wreaths.

So, as merrily as Santa Claus, this giant design for sales gets under way . . . ready to put the money where the month is, for the best Columbia Christmas of all!

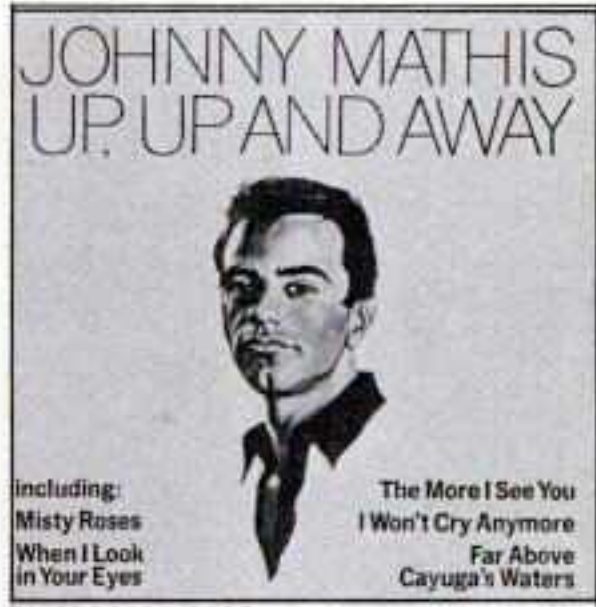
Timed for Christmas albums:



CL 2682/CS 9482



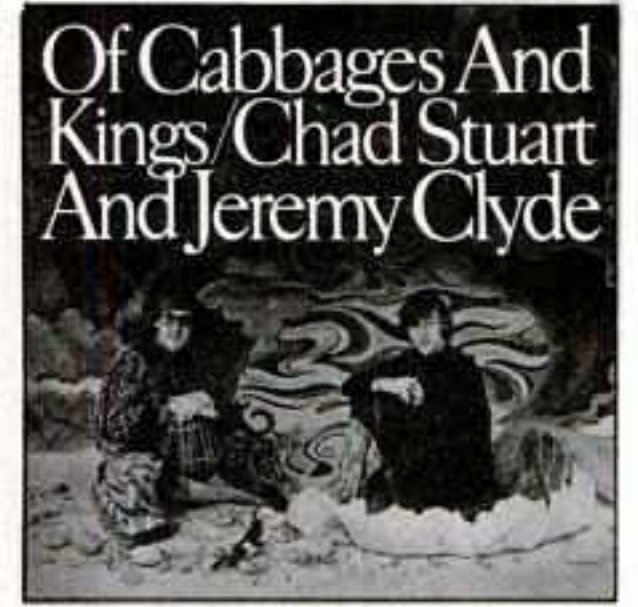
CL 2766/CS 9566



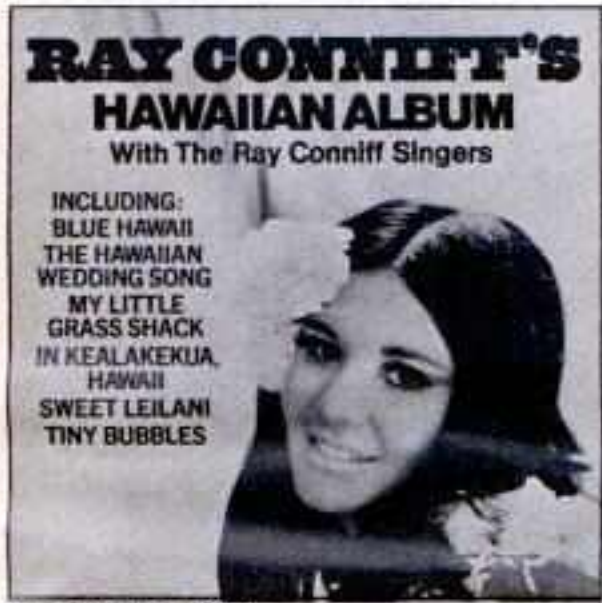
CL 2726/CS 9526



CL 2727/CS 9527



CL 2671/CS 9471*



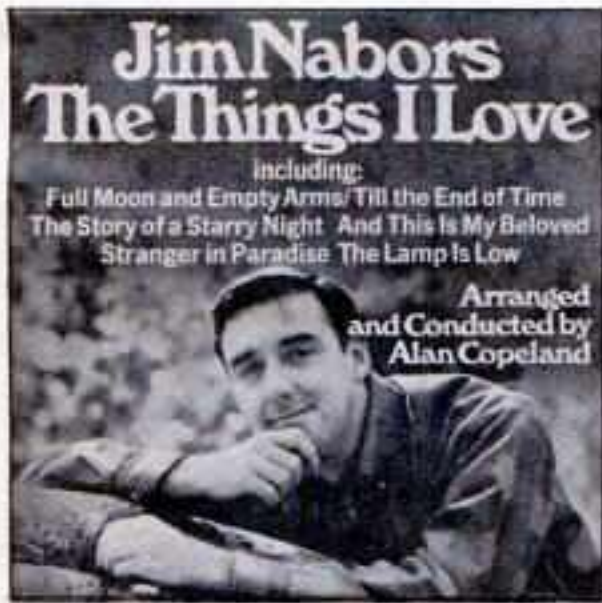
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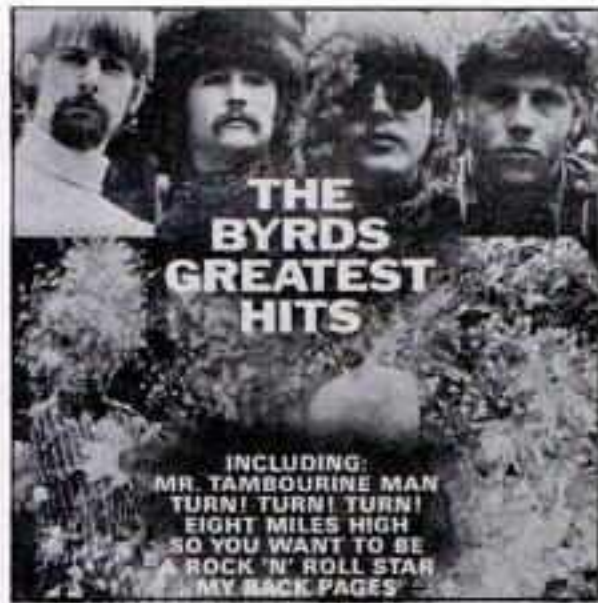
CL 2704/CS 9504*



CL 2721/CS 9521*



CL 2703/CS 9503*



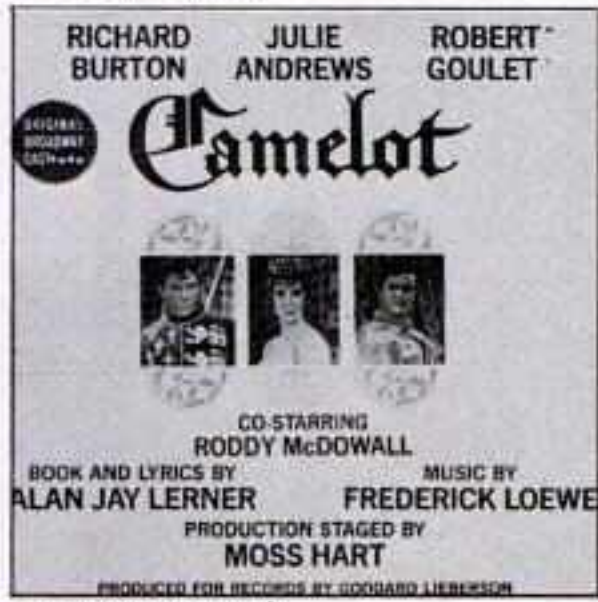
CL 2716/CS 9516*



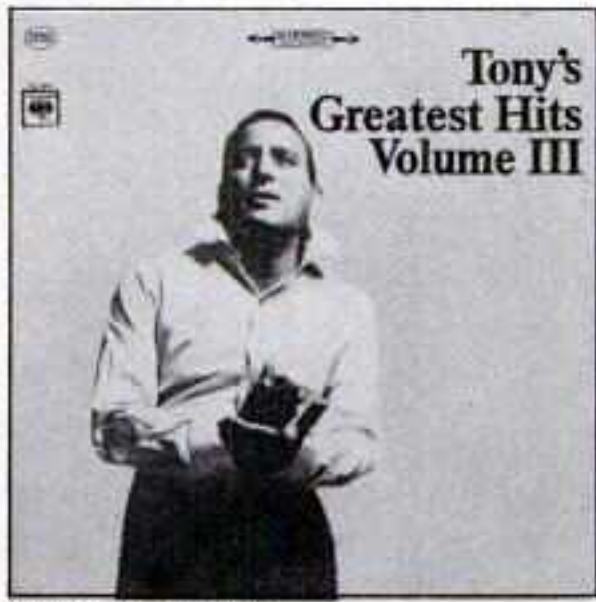
KCL 2663/KCS 9463*



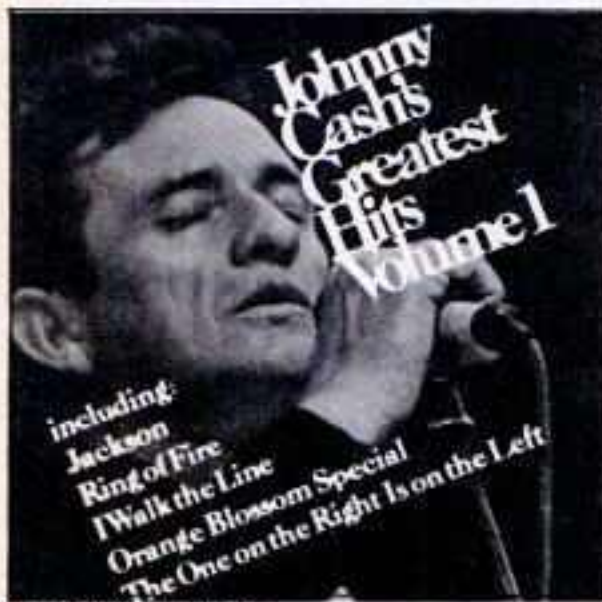
CL 2673/CS 9473*



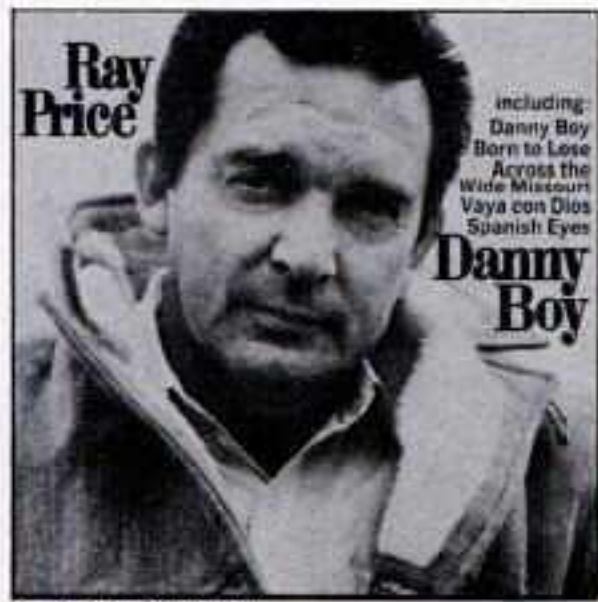
OL 5620/OS 2031†



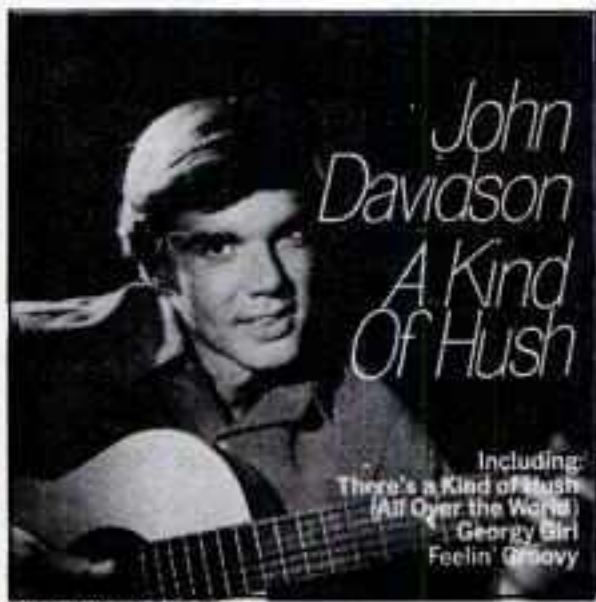
CL 2373/CS 9173*



CL 2678/CS 9478*



CL 2677/CS 9477*



CL 2734/CS 9534



Priceless Prizes Sweepstakes promotional material in assorted shapes and sizes!

YOUR COLUMBIA RECORDS™ HOLIDAY HAPPENING GIFT GUIDE IS HERE. ASK FOR IT.

Two specially priced bonus albums starring Columbia's top name artists!



The colorful Christmas Supplement Gift Guide reaching millions of record buyers!

On **COLUMBIA RECORDS**

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Columbia Sets Ad Holiday Happening

NEW YORK — Columbia Records is moving into Christmas with a "Holiday Happening" campaign that will reach nearly 100 million consumers in newspaper supplements that will be placed in 34 major markets. The eight-page supplement will be inserted in the Sunday editions of key newspapers around the country Nov. 26 and in the New York Times Dec. 3.

The supplement lists over 200 current catalog albums, including three new releases from the CBS Legacy Collection, "The Bullfight," "The Russian Revolution" and "The American Musical Theater" and the deluxe 14-record set of the Nine Mahler Symphonies conducted by Leonard Bernstein. Nearly all the albums featured in the

supplement are reproduced in full color. The supplement also contains a special section devoted to a large assortment of phonographs, radios and tape recorders from the Masterwork Audio Products line.

Highlighted in the supplement are Columbia's two new "Our Best to You" albums, which are being made available to consumers for only \$1 each with the purchase of any LP listed in the supplement.

Volume 1 of "Our Best to You" is a teen-oriented album featuring the hits of top-selling artists such as the Buckingham, the Byrds, the Cryan Shames, Aretha Franklin, Paul Revere and the Raiders, Peaches and Herb, Simon and Garfunkel, the Tremeloes, and the Yardbirds. Volume 2 is a collection of recordings by Tony Bennett, Ray Conniff, John Davidson, Robert Goulet, Andre Kostelanetz, Jim Nabors, Barbra Streisand, Jerry Vale and Andy Williams.

Another highlight of "A Holiday Happening" is the "Priceless Prize Sweepstakes," offering eight prizes plus 1,000 additional prizes of Columbia albums. The eight sweepstakes prizes are exhibited in a photograph which appears on the back page of the supplement.

The grand prize is a limited-production model of Mercedes-Benz S.S. Roadster of 1927-1930. No purchase is required in order to enter the sweepstakes, and all participating record dealers have been supplied with free customer entry blanks. To promote the sweepstakes, Columbia has prepared a special display featuring the photograph of the eight "Priceless Prizes" and customer entry blanks. Columbia is also running a two-page spread in the Dec. 8 issue of Go magazine announcing the sweepstakes.

Eliscu Named AGAC's Chief

NEW YORK — Edward Eliscu has been elected president of the American Guild of Authors & Composers (AGAC). He succeeds Burton Lane, who served 10 years as chief.

The election took place in New York Nov. 16 at AGAC's 36th annual meeting. Eliscu is a lyric writer who co-authored "The Carioca," "Orchids in the Moonlight" and "Without a Song." He served as AGAC vice-president for several years.

Other officers elected were Leonard Whitecup, executive vice-president; Ervin Dranke, vice-president; Harry Ruby, vice-president; Alex Kramer, treasurer; Gloria Shayne, secretary, and Robert Colby, assistant secretary-treasurer.

Mercury's 200G Campaign To Bow Ever-Green Blues

CHICAGO — Mercury Records is launching its newest group — The Ever-Green Blues — with a \$200,000 publicity campaign, the largest since the label introduced the Blues Magoos in 1966.

The first single by the Los Angeles group is "Midnight Confessions," released this week. Mercury is promoting it by:

- Sending the group on a 15-city tour via chartered aircraft.
- Introducing them to deejays at 50 radio stations and working them into 18 TV shows.
- Sending 2,000 miniature bonsai evergreens to deejays, preparing 200,000 iron-on evergreen transfers as personal appearance giveaways, mailing 100,000 miniature bars of pine soap to accounts, radio stations and the press and printing Fillmore Auditorium-type posters for national distribution to dealers.
- Scheduling retail store appearances for the group in every tour city.
- Taping "Midnight Confessions" in color for distribution to teen-oriented TV shows throughout the country.

The promotional tour began Friday (17) in Milwaukee and will take the group to Pittsburgh (17), Cleveland (18-20), Akron and Erie (20), Buffalo and Syracuse (21), Boston (22), Hartford (23), Philadelphia (24-25), New York (26-27), Baltimore (28), Washington (29), Detroit (30) and Chicago (Dec. 1).

With the group on the tour will be Mercury national product manager Alan Mink and promotion manager Marty Goldrod.

A tour of the West is planned for later in the year.

Burlington-Palace, Mirwood Enter Deal

NEW YORK — Subpublishing rights to the Mirwood Music (BMI) catalog for Australia, New Zealand, Germany, Austria, the Benelux countries, and Switzerland have been taken over by the Burlington-Palace Music Group, publishing subsidiary of British Decca. Burlington has similar territorial subpublishing rights for Miraka (ASCAP) and Arima (SESAC).

Eagle Bows Chief

NEW YORK — Eagle Records, independent label headed by Ellis McNeill, has launched a subsidiary company to be known as Chief Records. The first release on the Chief label is "Donde Esta Santa Claus," by the Thomas Sisters.

Big 3 Sharpens Professional Dept.

NEW YORK—Big 3 Music (Robbins-Feist-Miller) is getting a new look for its professional department. The new set-up will be a move away from the traditional professional department staffing of a publishing firm, with the future accent on the development of young pop talent and co-ordinated production deals.

Arnold Maxin, executive vice-president and general manager of the Big 3, has selected Wally Schuster to extend his scope to include management of the firm's entire pop program. Schuster will now function as the firm's general professional manager.

The Big 3 has already organized a coast-to-coast development and production team, with Tony Orlando heading Eastern activities and Richard Delvy directing West Coast operations. The Orlando-Delvy team has been in action for several weeks exploring the young talent scene and signing new writer-artist units. Maxin indicated that the next step for the Big 3 will involve actual formal organization of a subsidiary production company which will launch new artists in the recording field and will handle related

promotion of new pop groups. Schuster will supervise the new production company.

In his new role, Schuster will also direct a step-up of the Big 3's standard and film music. In this area he will be assisted by Ed Slattery, veteran Big 3 executive, who will co-ordinate the flow of film material, handle writer-composer relations and direct standard exploitation.

One of the primary objects of the current reorganization is to create new exploitation avenues for Big 3 standard and film product. It is expected that the

grooming of self-contained pop groups will spark a big double action for the publishing firm—add new copyrights and provide a showcase for standards as well.

On the West Coast, Hy Kantor and Eddie MacHarg, long-time Big 3 representatives, will also play a major role in the build-up of the Big 3's film and standard material, while Hy Ross, national record promotion co-ordinator, will direct the disk jockey promotion activities from the Big 3's East Coast office.

Executive Turntable

Doug Morris has been named executive vice-president and general manager of Laurie Records, which includes the Rust and Providence labels. Bob Schwartz, president of the Laurie group of companies, relinquished operational management to Morris because of increased activity in other Laurie divisions. Morris was professional manager for the Robert Mellin Music firms before joining Laurie in 1964.

★ ★ ★

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

★ ★ ★

Walter P. Rozett has been elected vice-president of Capitol Records, Inc. Rozett had been head of the finance division, with responsibility for all financial and accounting activities of the corporation. . . . Dan Kahan has been appointed director of productions at Greentree Electronics, manufacturers of recording tape. . . . Seymour Heller, president of Attarack Corp., has been elected chairman of the board, replacing Sy R. Cohen, who resigned to devote time to legal practice.

★ ★ ★

Mel Nimon, Decca's Seattle branch manager, has been promoted to the branch managership in San Francisco, replacing Bob Eggers, who returns to teaching. Nimon joined Decca seven years ago as a salesman in the Cincinnati branch. Bob Bianchi becomes Seattle branch manager. He had been a salesman, covering Washington, Oregon and Montana. Both men report to Mario De Filippo, West Coast district manager.

★ ★ ★

Mel Bly has joined the Viva Records-Snuff Garrett Productions organization as vice-president in charge of promotion and sales. Eventually, he will take on responsibilities at all levels of all the companies in the Snuff Garrett-Ed Silvers complex of which the Viva label is a part. Bly has been with Challenge Records for eight years.

★ ★ ★

Oscar Fields has joined the national promotion staff of Bell Records. He had been promotion manager of Sea Way Distributors in Cleveland. . . . Aaron R. Wall, general manager of TelePro Industries, has been named president.

Lissauer Into Own Company

NEW YORK — Robert Lissauer has formed Lissauer Music Companies, Inc., which will act as managing agent for the Vincent Youmans Co. Lissauer had been vice-president and general manager of the Vincent Youmans Co.

Lissauer has also reacquired the Mode (ASCAP) and Scope (BMI) publishing firms which the Youmans firm bought in 1962 from Lissauer.

The LMC operation will cover production, talent management, music publishing and music publishing management.

Part of the complex will be a new ASCAP firm, Robert Lissauer Publishing Corp., which will include the Mode catalog and all material acquired by Youmans since Lissauer joined the firm in 1962. Ellison Music (BMI) has been formed to cover the 1,000-title Scope catalog.

LMC will do the score from the forthcoming musical "Juliet."

Rascals' Disk Made Timely

NEW YORK — The Young Rascals' new single, "It's Wonderful," on Atlantic Records, has been designed for the convenience of those radio stations with a tight time schedule and are unable to play the complete record.

The single is divided into two bands (linked by a spiral) on the same side of the disk. The first band, subtitled "music," contains the complete song and two minutes 30 seconds. The second band, subtitled "sound effects," contains psychedelic musical sounds and runs 50 seconds. It's been devised so that stations with tight schedules can fade out after the first band is over.

The single will be packaged in a four-color sleeve and will be given a nationwide advertising promotion campaign by Atlantic.

Beatles' 13th Cap. LP Due Mid-December

NEW YORK — Capitol Records has scheduled the Beatles' next album for mid-December release. The album, which will be the Beatles' 13th LP for Capitol, is titled "Magical Mystery Tour."

The album title comes from a forthcoming London-produced TV special featuring the group. Capitol's album will contain 11 songs, including six from the TV show. The TV special will be aired in England during Christmas week, with American broadcast scheduled early in 1968 on NBC-TV.

In addition to the six songs from the TV show, the new Beatles album will contain "Hello Goodbye," the top side of the group's new Capitol single, plus four songs previously unavailable on LP: "Penny Lane," "Strawberry Fields Forever," "All You Need Is Love" and "Baby You're a Rich Man."

A feature of the album will be the inclusion of a full-color, 24-page book containing photographs and art work from the TV special.

"Magical Mystery Tour" is the follow-up album to "Sgt. Pepper's Lonely Hearts Club Band," released June 1. "Sgt. Pepper" earned the RIAA certified Gold Record status on the day of release and has been on the top of the national best-seller charts ever since.

Advance sales on "Sgt. Pepper" exceeded 1,000,000 units. Sales patterns that accompanied release of "Revolver" (August 1966) and "Rubber Soul" (December 1964), to name a few, were identical.

In all, singles included, the Beatles have garnered the greatest number of certified million-sellers than any other record act in the history of the RIAA. "Sgt. Pepper" brought the total to 23.

THE ATLANTIC SOUND OF SOUL



Breaking!

**SOLOMON
BURKE**

**DETROIT
CITY**

Atlantic #2459

Blooming!

**PERCY
SLEDGE**

**COVER
ME**

Atlantic #2453

Produced by
QUIN IVY & MARLIN GREENE

Bubbling!

**BARBARA
LYNN**

**THIS IS
THE THANKS
I GET**

Atlantic #2450

Produced by HUEY P. MEAUX

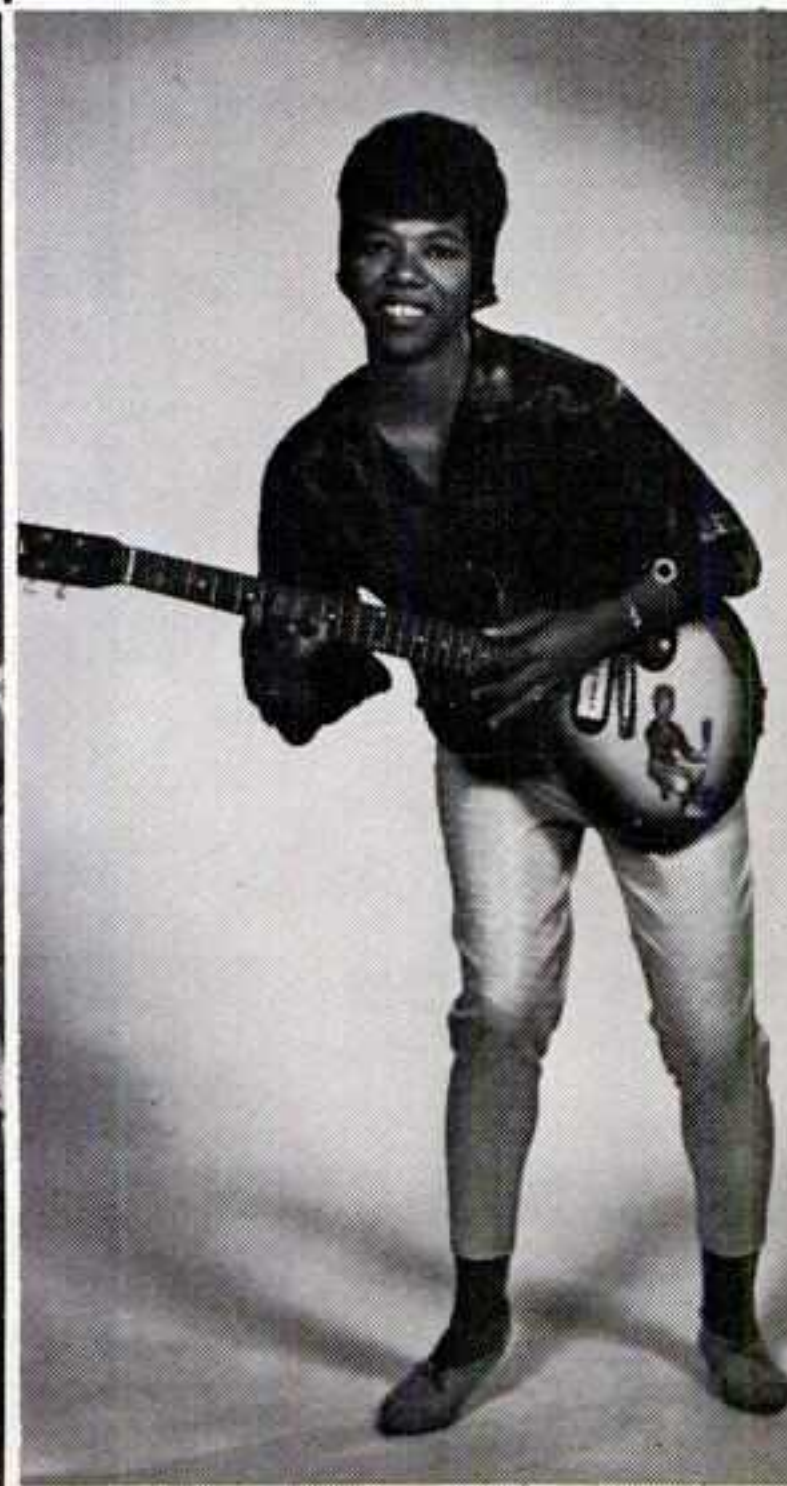
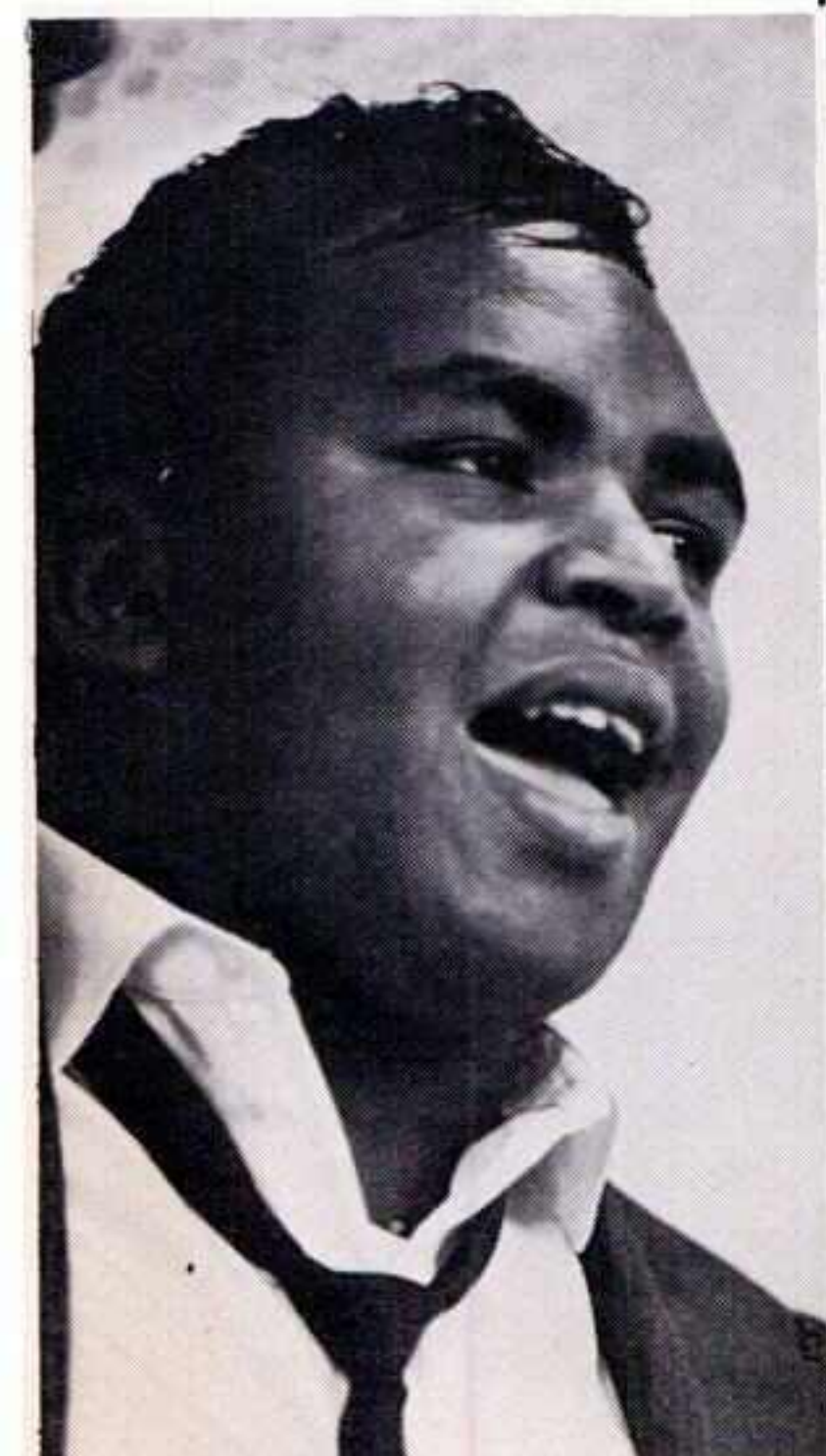
Busting!

**JOHNNIE
TAYLOR**

**SOMEBODY'S
SLEEPING
IN MY BED**

Stax #235

Produced by AL JACKSON
Distributed by ATLANTIC RECORDS



Market Quotations

As of Noon Thursday, November 16, 1967

NAME	High	Low	Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
Admiral	38	19½	672	21½	19½	20½	-½
American Broadcasting	102	66½	363	73¾	66½	69¾	-4¾
Ampex	40¾	22¾	1244	33¾	31½	33½	Unchg.
Audio Devices	30¾	21¾	131	25¾	22¾	22¾	-2¾
Automatic Radio	25¾	3¾	2238	23¾	15½	18¾	-3
Automatic Retailer Assoc.	80	51¾	128	74¾	70½	70½	-4¼
Avnet	56	16¾	2485	56	50	55¼	+2½
Cameo Parkway	55	2½	786	42¾	29½	34¾	-7¾
Canteen Corp.	28¾	20¾	368	21¾	20¾	21¾	+1
CBS	76¾	47¾	1598	51¾	47¾	49¾	-1¾
Columbia Pic.	56	33½	167	48¾	44¼	44¾	-3¾
Consolidated Elec.	57¾	35½	447	38¾	35½	36¾	-1¾
Disney, Walt	57	37½	224	54	52½	54	-2
EMI	5¾	3½	709	5¾	5	5¼	Unchg.
General Electric	115¾	82½	1231	103¾	97¾	102¾	+1½
Gulf + Western	64¾	30¾	2189	53¾	48	51¾	-¼
Handleman	50	17½	192	45¼	41¼	42¾	-½
MCA	65	34¾	234	65	62¾	64½	+1½
Metromedia	66¼	40¾	138	51¾	49¾	50¾	-¾
MGM	64¾	32¾	545	56½	51½	54¾	-3¼
3M	93½	75	289	88¾	85½	88½	+2¾
Motorola	146½	90	635	133½	125½	131¾	+2¾
RCA	65½	42¾	1419	58¾	55¾	58¼	-¼
Seeburg	24½	15	319	20½	18¾	18¾	-1¾
Trans Amer.	47¾	28½	886	45¾	43½	45¾	+¾
20th Century	59½	22	839	24¾	22	23½	+½
WB	41½	19½	472	38¾	35¾	37½	-½
Wurlitzer	36	18¾	124	28¾	26	26½	-¼
Zenith	72¼	47¾	1043	64	59¾	63¾	+2¼

OVER THE COUNTER*

As of Noon Thursday, November 16, 1967

	Week's High	Week's Low	Week's Close
GAC	8½	7½	8¼
ITCC	11½	9	10¼
Jubilee Ind.	8½	8	8½
Lear Jet	16¼	15	15½
Merco Ent.	16¾	14¾	15¾
Mills Music	34	34¼	34
Orrtronics	6	5	6
Pickwick Int.	14	12	12¾
Telepro Ind.	2¾	2¼	2¾
Tenna Corp.	9¼	8¾	9¼
National Mercantile	13¼	11¾	13¼

*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.

McGraw-Hill, London 'Imports' Distrib Deal

NEW YORK—The McGraw-Hill Book Co. Nov. 17 announced it would distribute the London "Imports" labels to educational and commercial markets in the U. S. and Canada. McGraw-Hill will acquire the rights to the following subsidiaries of London "Imports": Argo,

with music, poetry literature and drama representing every major British poet; Editions De L'Oiseau Lyre, the music of the Baroque period; Das Alte Werk series from Telefunken, representing the compositions of many composers, using instru-

(Continued on page 10)

Kapp to Hold Sales Meeting In New York

NEW YORK — Kapp Records' two-day sales meeting will be held at the Friars Club Monday and Tuesday (20, 21). Hosted by David Kapp, president, and Sid Schaeffer, sales vice-president, the New York office will be represented by Joe Berger, national sales manager; Hy Grill, a&r director; Nat March, executive vice-president; Aaron Levy, controller; Gene Armond, national promotion director; Milton Sincoff, merchandising and packaging director; Ted Shapiro, general manager Kapp International; and Don Van Gordon, sound engineer.

Also attending will be Paul Cohen, country a&r director; Chuck Chellman, country promotion director; Mel Turoff, West Coast general manager; Vic Chirumbolo, Eastson; district sales manager Norm Leskiw, Midwest district sales manager; Chuck Dier, San Francisco promotion; Greg Ballantyne, Detroit, Midwest promotion and Herb Gordon, East Coast promotion manager.

Ashley Famous Is Purchased by Kinney National

NEW YORK — Kinney National Service has acquired the Ashley Famous Agency for approximately \$13 million. Kinney issued 127,500 shares of its \$4.25 convertible stock in exchange for all of the stock of the Ashley Famous Agency.

Ted Ashley will remain as president of Ashley Famous Agency and will become a member of the board of directors of Kinney National. Ashley Famous will operate autonomously under its present management as a wholly owned subsidiary of Kinney National.

Kinney's acquisition of Ashley Famous, and the merger with National Periodical Publications are only the first steps into the leisure market-communications field. National Periodical is a leading comics magazine publisher and also a major national distributor of magazines and paperbacks.

Two Producers To Hazlewood

NEW YORK — Lee Hazlewood, West Coast independent producer and publisher, has expanded his production operation by hiring Suzi Jane Hokom to produce young groups and Don Owens to produce country acts. Hazlewood pointed out that his recent deal with ABC Records does not affect his independent production set-up.

Under the ABC deal, he explained, LHI Records turns out up to 16 singles a year. But the arrangement leaves him free to produce for other labels.

Within the last month, Hazlewood organized an ASCAP publishing firm, Lee Hazlewood Music. The firm now has two tunes on the charts, "Lightning's Girl" and "Ladybird."



SEN. HARRISON A. WILLIAMS JR., New Jersey, addresses the general meeting of the Record Industry Association of America at its membership meeting in New York Nov. 15. Williams spoke on the amendment he has introduced to the Copyright Revision Bill which would grant a performance copyright in records to record companies. Seated, left to right, are: Fred Rosenblatt, of Ruder & Finn; Leonard W. Schneider, executive vice-president of Decca Records, and Judge Thurman Arnold, of Arnold & Porter of Washington.

Liberty Swinging on Broadening Product

LOS ANGELES — Liberty Records, broadening its product base, is now acquiring product from its newly established overseas companies.

First disks into the U. S. from Liberty-owned companies in recent weeks include "Lemon Tree," by the Idle Race (from England) and "Sand in My Shoes," by Johnny Tame (from Germany).

Additionally, the company has purchased "The 29th of September," by Equipe '84, an Italian act which sings in English in a style reminiscent of the Beatles (from Ricordi), and "I," by vocalist Kiki Dee (from Philips).

Liberty's program to achieve a "spread of artists" is succeeding. The company reports one of its hottest singles spurts in months based on product by Vikki Carr, Bobby Vee, Sunshine Company, Cher, Johnny Rivers, Fifth Dimension, Mel Carter, Victor Lundberg (narrative), Lou Donaldson (jazz), Jerry Wallace (country) and Jerry Wallace country) and Gene Dorier (rhythm and blues).

In the LP field, Ravi Shan-

kar, Johnny Mann, Canned Heat, Buddy Rich, and the Ventures add depth to the selling artist roster. Donaldson is the first Blue Note artist to land on the singles best-selling chart.

Shankar is fast becoming one of Liberty's most acclaimed performers on the World Pacific line. The company is heavily behind Dick Bock's belief in Asian music and is blasting away with titles by Paul Horn, a new pactee, who cut an LP in Kashmir where he met Maharishi Mahesh Yogi, a spiritualist, also new to WP. A de luxe three-disk set, "Anthology of Indian Music," has achieved sales of 20,000 copies in its first week of distribution. Classical music lovers seem to be purchasing the Asian music, according to the company.

An interesting split between disk and tape cartridges sales is reported. Catalog items account for 80 per cent of Liberty's cartridge activity. "We're selling to the customer who has no catalog," says Lee Mendell, the company's marketing vice-president. "Material considered worn out on record has never been heard by this audience."

Warner Labels Hunting for 'New Breed of Music Man'

LOS ANGELES — Warner Bros./Reprise/Loma labels have gone on a talent spree to capture the "new breed of music man."

"This new breed of creator is avant-gardish and very proud of his music," explains Joel Friedman, firm's marketing vice-president.

The three labels have signed 21 artists in recent weeks, covering a broad repertoire. "When the Grateful Dead plays colleges, you know there's an audience for this kind of music," Friedman says. Emerging from the Newport and Monterey folk and pop festivals, the "new breed music man" is now being sought along the Ivy League college circuit, Friedman adds.

During the past few weeks those added to Reprise include: David Blum (folk); Jeremy and the Satyrs (formerly jazz flutist Jeremy (Steig), the Fugs (formerly on ESP Records), Jack Elliot (country), Mark

Turnbull (folk), First Edition (pop), Randy Newman (writer-singer). Added to Warner Bros. are: Alan Watts (Far Eastern spiritualist), Van Dyke Parks (writer-singer), New Age, Los Angeles Power and Light Company, Bud Dashiell (formerly of Bud & Travis), Jan & Dean (formerly on Liberty), Shelby Flint (formerly on Valiant), the Things to Come, Honniwell Music Machine, Mason Williams, and Hamilton Camp.

And joining Loma are: Carl Hall, Lonnie Youngblood, Bobby Reed and the Gates of Eden.

Bell, Ricordi Pact

NEW YORK — Bell Records has completed a sub-licensing deal with G. Ricordi & Co. for Italy. The long-term arrangement will start with the release of "The Letter," by the Box Tops on the Ricordi label.



STAX RECORDS presents Sam and Dave with a gold record for their "Soul Man" single at a press and disk jockey party in New York Nov. 14. From left to right: Bernard Roberson, Stax promotion man; Henry Allen, vice-president of Atlantic Records; Jerry Wexler, executive vice-president of Atlantic; Sam and Dave; Al Bell, vice-president of Stax; Ahmet Ertegun, president of Atlantic, and Phil Walden, manager of Sam and Dave.

BILL GAVIN'S RECORD REPORT

'Hot shot: NEXT PLANE TO LONDON-Rose Garden (Atco)
Showing top ten sales in so many places that it
has to be a big one nationally.'

NEXT PLANE TO LONDON THE ROSE GARDEN

Atco 6510

Produced by Greene/Stone
A York/Pala production



Credit Group Formed on Coast To Span the 'Creditability' Gap

• Continued from page 1

According to the group's chairman Barry Shaper, credit manager at Crown Records, interest has been shown by Eastern companies for the formation of their own all-encompassing sound group. "They need our information," Shaper says. "Product today is not like it was years ago. Then, when you had a hit it could only be gotten from the prime supplier. You either had to pay or you couldn't get the merchandise. Today, you can get top product out of state; there are so many sources for getting merchandise."

The sound group functions as a co-operative credit interchange bureau on a confidential reporting basis correlating information helpful to credit managers who are responsible for deciding proper appraisal of an account.

"This is a vigilante operation," Shaper says. This reference, a throwback to the early days of the growth of credit checking, underlies the areas in which the organization functions.

First, it seeks to clear new accounts so that members can know who is solvent, who to avoid and who just doesn't pay his bills. When a member receives a credit application from a potential customer the Credit Managers Assoc. is requested by the member to run a check on the applicant. A printed report is then supplied the member with background data on the applicant's previous financial performance.

Once a month a "past due" list is sent members indicating distributors and retailers who are delinquent in their bills. While a company's credit manager is generally responsible for analyzing this confidential information, Shaper says there are occasions when a firm's sales director overrides the credit man's suggestion not to sell merchandise to a delinquent account.

The organization releases two weekly reports—a "new referral" study, which relates member's experiences with someone applying as a new account, and a "flash report" designed to inform members of bad checks, refused credit or any other sudden problems with clients.

The organization's monthly "credit interchange report" breaks down an account's performance thusly: where he buys, what he buys, how many years he has been doing business with a member, date of the last sale, the highest recent credit offered, what is owed, terms of the sale, how payment is made and any past due amounts.

Conspicuously missing from the ranks of the credit organization are a number of key independent record companies. Shaper explains their non-association this way: they seem to have less credit problems than firms which own their own distributors. "The independent companies' accounts through appointed distributors are cut and dry," he says. These independent labels may be offered an associate status, Shaper says, which will help strengthen the organization.

McGraw-Hill, London 'Imports' Distrib Deal

• Continued from page 8

ments of the period; Telefunken's Historic Series, memorable performances by great personalities; Societe Francaise Du Son, recordings on the musical heritage of France.

The Argo complete works of Shakespeare include the Sonnets, and is the only complete collection of the Bard available in the United States.

Simultaneously, McGraw-Hill Text-Film Division announced the McGraw-Hill Record Library, holding 330 LP's and containing a Library of Congress catalog file, space for storing library service materials and teacher's guides to the records in the collection. The package is designed for the public school libraries—with the aim of making available to the schools in the United States a record library of spoken words and music. The record library provides a comprehensive collection of educational records, enabling teachers to draw upon audio materials for in-depth surveys of poetry, prose, drama and music.

The developments were announced at a luncheon and press meeting. Speakers were Harold McGraw, executive vice-president of McGraw-Hill; Sir Edward R. Lewis, chairman of the board of British

MONKEES PKG. TO KICK OFF A TATU LINE

NEW YORK — A new line of temporary status, to be known as the Signature series, will debut with the Monkees, Colgems Records group. The new series will be launched in January by the Huckleberry Tomorrow Co.

The Monkees package will feature a four-color picture of each member of the group, and will also contain their autographs as well as new Tatu Art, created by the Monkees themselves. Other recording artists and groups will be added to the line.

Decca, and Albert Rosenberg, vice-president and general manager of the McGraw-Hill Text-Film Division.

The British Decca group's interest in the American educational field was indicated months ago in Billboard, which at the time reviewed the film, "The Rime of the Ancient Mariner," which used the voice of Richard Burton. It was revealed at the Nov. 17 meeting that more educational films of this nature are being prepared.

Broad 'Curriculum' in Cap. Educational Disks

LOS ANGELES — Capitol's educational department zeroes in on its market by offering a broad record catalog. Repertoire sold encompasses 25 per cent jazz, spoken word and show tunes. The emphasis remains on the classics and children's repertoire.

For department director Ted Lindgren, keeping up with his clients in educational and library ranks means being on the road for six months.

Concurrent with rising school enrollments on all levels, the usage of recordings is increasing, Lindgren says. "More schools are adopting audio/visual devices into their curriculum, and recordings make their classes as modern and as interesting as possible."

Education products are all previously released Angel or Capitol LP's, completely redesigned with librettos added when required. Lindgren has headed the department five years. Miss Donna Patzold is his assistant. Lindgren was formerly a classical district sales manager in Chicago.

During the past half-decade, education's business has increased 500 per cent—due to a boost from a 10 per cent discount to a 37½ per cent rate. Seraphim, for example, is offering education LP's at \$1.56.

G. Pincus Sets Kay With Victor

NEW YORK — George Pincus, president of Gil-Pincus publishing, has set European singer Cockie Kay of Cornet Records with RCA Victor. Pincus has also signed Kay to a writer's pact.

Kay's first RCA Victor release is "Too Young for Love," coupled with "Prisoner of the Bottle." The disk is also being released in England, where Pincus' firm, Ambassador Music, headed by Terry Noon, is setting promotion.

Paul Siegel represents Kay in Germany.

Sen. Everett Dirksen's "Gallant Men" LP hit goes for \$2.99, monaural or stereo.

All product is stocked and shipped from Capitol's Los Angeles factory. It takes five days from order to delivery. "There are almost no returns," says Lindgren.

Lindgren meets large numbers of his clients at Music Educators National Conferences where he sets up displays of his latest catalog additions.

While schools have always used disks (there are some rural schools which still use 78's), it is at the public library level that a recording boom shows portent. Lindgren feels libraries will eventually surpass schools as purchasers of records.

While he acknowledges that the educational market is not a major dollar volume area—a good seller will run from 12,000-15,000 because one album can service a school—Lindgren feels the value comes from knowing the company is contributing culturally. "It shows the students we make something other than the Beatles and it shows the teachers that we are capable of developing tools which can be used in their classes. When you get right down to it, we're really a public relations function."

UA Gives Int'l Cover Splash To the 'Live for Life' Track

• Continued from page 1

The meeting, which was called by UA president Mike Stewart and Murray Deutch, UAMC executive vice-president, was attended by UAMC's representatives from England, France, Italy, Austria, Switzerland, Japan and the Benelux and Scandinavian countries. "While UAMC and other publishers have held global meetings before," Stewart said, "this was the first which included the men who are actually in the field working on mechanical licensing. We hope to make this the most recorded picture since 'Never on Sunday.'"

"Aside from the main theme of 'Live for Life,' several other tracks are also being covered. 'Theme to Cathrine' and 'Theme to Candice' have picked up more than a dozen covers combined," Deutch said, "but the second most recorded track will be 'Now You Want to Be Loved' ('Des Ronds Dans L'eau')."

The French roster of artists covering numbers from the score include Caravelli (CBS), Nicole Croiselle (AZ), Patachou (CBS), the Tony Perdone Orchestra (Philips) and Franck Pourcel (EMI). Yves Montand will record the title tune in both English and French.

Italian performers waxing the material in their native language are Memo Remigi (Carosello), Dori Ghezzi (Durium), Santo and Johnny (Bluebell) and Evy Brando (GR).

In England, Patsy Ann Noble (MGM), Tony Hatch (Pye) and Paul Mauriat and his Orchestra have singles out on the theme.

Sales activity in the U. S. market is just beginning, with singles by Jack Jones on RCA (his first for the label) and the pairing of Carmen MacRae and Herbie Mann on Atlantic. Other American artists recording "Live for Life" include Ferrante and Teicher (UA), Jerry Vale (Columbia), Enoch Light (Project 3), King Curtis (Atco), Joe Harnell (Columbia), Jane Morgan (ABC) and the Gunther Kullman Orchestra and Chorus. The English lyrics were written by Norman Gimbel.

Record, Tape Exports Doubled in 2 Years

• Continued from page 1

market. Japan received \$570,491 worth of U. S. music during the period.

In 1966, during the first half U. S. music companies shipped \$5,171,875 worth of pre-recorded tapes, records and blanks overseas to 68 countries. Canada led with \$938,138 worth of imported music product. The United Kingdom was the second largest export market to the tune of \$385,268.

The top 10 importers of U. S. merchandise during the first half of 1967, in addition to Canada and Japan, are the United Kingdom (\$388,119), Hong Kong (\$354,946), West Germany (\$279,635), Mexico (\$278,950), Singapore (\$257,149), Australia (\$255,222), Sweden (\$192,269) and Venezuela (\$190,586).

During June, this year, \$1,100,099 worth of these commodities were exported by U. S. firms compared to \$641,217 during the same 1965 month. In June, 1966, the figure was \$855,101.

The government's massive export report is issued several months after the period for which it provides cumulative and monthly figures.

Racks Rack Up 80% of Nashville Distributi'n

NASHVILLE — Rack jobbers now control more than 80 per cent of the record distribution in Nashville, a reversal of what existed a year ago.

The breakthrough occurred 12 months ago when Handleman took over the downtown Cain-Sloan Department store, competing with Harvey's Department Store across the street. Since then, Handleman has

E. H. Morris in Plan for Writer

NEW YORK — Edwin H. Morris Music has blueprinted a wide writing campaign for its new lyricist, Estelle Levitt. Sidney Kornheiser, firm's general professional manager, is sending her to the Coast on special writing assignments for the artists based there, and then to England to write for artists and producers there such as Mickey Most and Herman's Hermits.

Miss Levitt, who was formerly signed to April/Blackwood Music, has written lyrics to Chad & Jeremy's "The Day-Glo Painted Smile," Lulu's "Love Loves to Love Love" and songs such as "In the Name of Love," "This Door Swings Both Ways," "The Music of the World A-Turnin'" and "I Can't Grow Peaches on the Cherry Tree."

taken over the Cain-Sloan suburban stores, the two K-Mart stores, and with last week's opening of a huge new suburban shopping center moved into Penney's and Woolco.

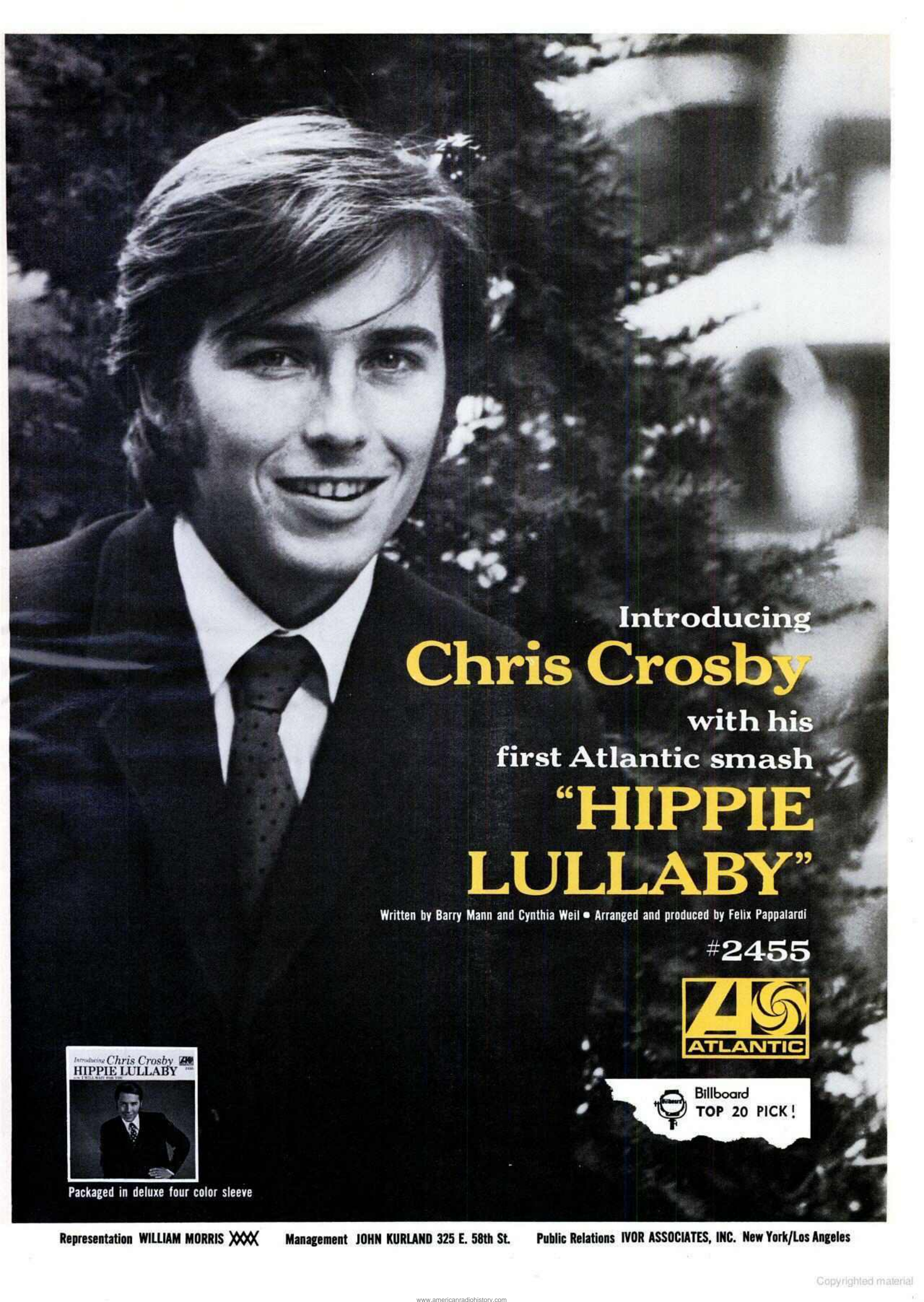
Other racks soon followed suit. L & F Record Service, Atlanta, moved into the Woolworth stores. This month Don Comstock, also of Atlanta, moved his Sound Marketing distribution into Harvey's. This occurred when Buckley's record shop moved from Harvey's (Billboard, Nov. 11) to its own locations.

Nashville now is overwhelmingly racked. Three years ago there was no subdistribution business in the city. The only shops still using independents are Buckley's, Ernest Tubb, and several small shops and bookstores.

The Ernest Tubb shop specializes in country music. Both it and Buckley's do a huge mail-order business.

Owens in Parade

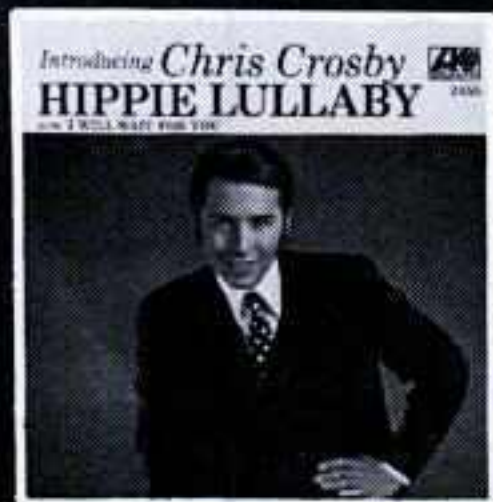
NEW YORK—Country music is coming to the Macy's Thanksgiving Day Parade Thursday (23). A special buckboard float is being designed that will feature Buck Owens and his Buckaroos, Capitol Records artists.



Introducing
Chris Crosby
with his
first Atlantic smash
**“HIPPIE
LULLABY”**

Written by Barry Mann and Cynthia Weil • Arranged and produced by Felix Pappalardi

#2455



Packaged in deluxe four color sleeve



Representation **WILLIAM MORRIS XXX**

Management **JOHN KURLAND 325 E. 58th St.**

Public Relations **IVOR ASSOCIATES, INC. New York/Los Angeles**



SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 188—Last Week, 120

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

POP SPOTLIGHTS

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

BEATLES—HELLO GOODBYE (Prod. George Martin) (Writers: Lennon-McCartney) (Maclen, BMI)—**WALRUS** (Prod. George Martin) (Writers: Lennon-McCartney) (Maclen, BMI)—With equal programming and sales potential for the top spot on the Hot 100, the Beatles have more exciting, creative material here. Top side is a strong, easy beat ballad while the flip is a rocker with lyric content that takes some listening. **Capitol 2056**

MARVIN GAYE & TAMMI TERRELL—IF I COULD BUILD MY WHOLE WORLD AROUND YOU (Prod. Fuqua & Bristol) (Writers: Fuqua-Bristol-Bullock) (Jobete, BMI)—Solid rhythm follow up to their smash "Your Precious Love" is this groovy blues item headed right for a choice spot on the top 10. Powerful vocal performance by the duo. Flip: "If This World Were Mine" (Jobete, BMI). **Tamla 54161**

***PETULA CLARK—THE OTHER MAN'S GRASS IS ALWAYS GREENER** (Prod. Tony Hatch) (Writers: Hatch-Trent) (Northern, ASCAP)—The team of Clark-Hatch and Trent combine talents once again for this blockbuster rhythm item that should rapidly rise to the top. Well written material and winning performance. Flip: "At the Crossroads" (Hastings, ASCAP). **Warner Bros. 7097**

BILL COSBY—HOORAY FOR THE SALVATION ARMY BAND (Prod. Fred Smith) (Writers: Cosby-Smith) (Manger/Keymen, BMI)—He proved a giant in singles with "Little Ole Man" and this clever novelty follow up has all the potential of his first hit. Laughs from start to finish. Flip: "Ursalena" (Manger/Keymen, BMI). **Warner Bros. 7096**

SOLOMON BURKE—DETROIT CITY (Prod. Jerry Wexler) (Writers: Dill-Tillis) (Cedarwood, BMI)—A country hit by Bobby Bare, a pop hit by Tom Jones, and now a smash hit by the soulful Burke for both the Hot 100 and r&b charts. A powerhouse revival that should go all the way. Flip: "It's Been a Change" (Staples, BMI). **Atlantic 2459**

BUCKINGHAMS—SUSAN (Prod. James William-Guercio) (Writers: Holvay-Beisbier-Guercio) (Diogenes/Bag O'Tunes, BMI)—**FOREIGN POLICY** (Prod. James William Guercio) (Writer: Guercio) (Diogenes, BMI)—Group can't miss their consistent top 10 chart record with this powerhouse coupling. First is a driving rocker, well performed, while the flip is a potent piece of material featuring lines from the late President Kennedy. Both sides have intriguing arrangements. **Columbia 44378**

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

***DEAN MARTIN—IN THE MISTY MOONLIGHT** (Prod. Jimmy Bowen) (Writer: Walker) (4 Star, BMI)—Cindy Walker's fine and catchy country ballad gets a strong pop treatment from Martin that will send it spiraling up the Hot 100 in short order. Flip: "Wallpaper Roses" (Morris, ASCAP). **Reprise 0640**

***AL MARTINO—A VOICE IN THE CHOIR** (Prod. Tom Morgan & Marvin Holtzman) (Writers: Di-Minno-Tucker) (Case, ASCAP)—Martino offers one of his most moving performances timed beautifully with the upcoming holiday season. This should prove among his most potent sales items since "Mary in the Morning." Flip: "The Glory of Love" (Shapiro, Bernstein, ASCAP). **Capitol 2053**

MILL MEDLEY—THAT LUCKY OLD SUN (Prod. Bill Medley) (Writers: Smith-Gillespie) (Robbins, ASCAP)—The Righteous Brother comes on strong, solo, with a wailing, blues belting revival of Frankie Laine's past hit. This one is loaded with sales appeal for pop and r&b. Exceptional vocal workout. **Verve 10569**

LEE DORSEY & BETTY HARRIS—LOVE LOTS OF LOUVIN' (Prod. M. E. Sehorn & A. R. Toussaint) (Writer: Toussaint) (Marsaint, BMI)—Teamed for the first time, this duo will fast become a hot seller, right up there high on the Hot 100. Pulsating blues rocker penned by Allen Toussaint serves as strong material for them and they wail all the way through. Flip: "Take Care of Our Love" (Marsaint, BMI). **Sansu 474**

EVERGREEN BLUES—MIDNIGHT CONFESIONS (Prod. Jimmy King) (Writer: Josie) (Little Fugitive, BMI)—Backed by an elaborate promotion campaign and a wild rocking sound loaded with disotheque appeal, this group's debut should hit fast with impact. Flip: "(Yes) That's My Baby" (Little Fugitive, BMI). **Mercury 72756**

LONG ISLAND SOUND—ONE TWO THREE AND I FEEL (Prod. Bo Gentry & Richie Cordell) (Writers: Gentry-Cordell-Calvert) (Patricia, BMI)—Hard driving debut of an exciting new rock group

produced by the winning team of Gentry and Cordell should prove a hot sales item for the teen market. Good sound and beat. Flip: "Skid Row" (Patricia, BMI). **Dynovoice 903**

TROGGS—LOVE IS ALL AROUND (Prod. Page One) (Writer: Presley) (James, BMI)—This smooth, easy beat ballad with good lyric line should be just the commercial entry to put the British group back in their top selling bag in the U. S. Strong dance item. Flip: "When Will the Rain Come" (James, BMI). **Fontana 1607**

HONDELLS—YES TO YOU (Prod. Gary Usher) (Writers: Hilderbrand-Farthingsworth) (Screen Gems-Columbia, BMI)—The group's move to Columbia has all the earmarks of a fast chart comeback for the "Little Honda" winners. Strong rocker with good teen lyric. Flip: "Just One More Chance" (Gil, BMI). **Columbia 44361**

GENTLE GEORGE—TOLL THE BELL FOR HENRY HOLLAWAY (Prod. Danny Davis) (Writers: Dee-Deane-Goehring) (Sunbury, ASCAP)—This one has to be the most off-beat, inventive disc of the week, and could easily prove a left field monster. Producer Danny Davis has an item here that must be heard in its entirety. Flip: "Encore" (Sunbury, ASCAP). **RCA Victor 9380**

***LESS REEL—THE LAST WALTZ** (Writer: Reed-Mason) (Francis, Day & Hunter, ASCAP)—The composer of "It's Not Unusual" and this Engelbert Humperdinck smash has a potent instrumental version of that hit that should bring the song right back on the charts again. Top performance. Flip: "Theme to Candice" (Unart, BMI). **Deram 85022**

***JIMMY ROSELLI—PLEASE BELIEVE ME** (Prod. Henry Jerome) (Writers: Stillman-Tenco) (Roncom, ASCAP)—His "There Must Be a Way" did well for him and this well written ballad with strong Arnold Goland arrangement is by far his most commercial pop single to date. Should prove a big chart item—Easy Listening and Hot 100. Flip: "I Don't Want to Walk Without You" (Paramount, ASCAP). **United Artists 50234**

CHART Spotlights—Predicted to reach the HOT 100 Chart

JAMES BROWN & HIS FAMOUS FLAMES—Funky Soul No. 1. (Golo, BMI). **KING 6133**

PATTI PAGE—Excuse Me (Sherman-DeVorzon, BMI). **COLUMBIA 44353**

JOE HARNELL—Blame It on the Bossa Nova (Screen Gems-Columbia, BMI). **COLUMBIA 44365**

SWINGIN' MEDALLIONS—Where Can I Go to Get Soul (Low-Twi, BMI). **SMASH 2129**

ALAN PRICE SET—Shame (Noma, BMI). **PARROT 3014**

THE SOULFUL STRINGS—Within You Without You (Maclen, BMI). **CADET 5576**

COCKIE KAY—Too Young For Love (Gil, BMI). **RCA VICTOR 9374**

STEPHEN MONAHAN—Newberry Barn Dance (Ten-East/Bourgeois, BMI). **KAPP 872**

BRUTE FORCE—Toys for Tots (Bright Tunes, BMI). **COLUMBIA 44371**

BLOSSOMS—Good, Good Lovin' (Screen Gems-Columbia, BMI). **REPRISE 0639**

PINK FLOYD—The Gnome (Essex, BMI). **TOWER 378**

CHAD & JEREMY—Painted Dayglow Smile (Blackwood, BMI). **COLUMBIA 44379**

NINA SIMONE—I Wish I Knew How It Would Feel to Be Free (Duane, BMI). **RCA VICTOR 9375**

KIT KATS—Distance (Act Three/Renzy, BMI). **JAMIE 1345**

JIMMY VELVET—Woman in Bloom (Table Rock, BM). **BELL 692**

LOVIN' COUPLE—My Bag (Geld-Udell, ASCAP). **AMY 11003**

RAY BRYANT—Little Suzie (Brynor, BMI). **CADET 5580**

KEELY SMITH—Open Your Heart (MCA, ASCAP). **ATLANTIC 2457**

DORIS TROY—Face Up to the Truth (Whisenhunt/Beechwood, BMI). **CAPITOL 2043**

GOOD & PLENTY—Living in a World of Make Believe (Pocketful of Tunes/Pamco, BMI). **SENATE 2105**

LARRY PAGE & ORK—Last Waltz (Donna, ASCAP). **CALLA 144**

RUMBLES, LTD.—Jezebel (Anne-Rachle, ASCAP). **MERCURY 72723**

MARY FORD—Gringo's Guitar (Four Star Sales, BMI). **CAROLE 1003**

JELLY BEAN BANDITS—Country Woman (Brent, BMI). **MAINSTREAM 674**

FRANCIS LAI & ORK—Live for Life (Unart, BMI). **UNITED ARTISTS 50230**

CHYLDs—Psychedelic Soul (Carlman, BMI). **WARNER BROS. 7095**

SPECTRUM—Portobello Road (Screen Gems-Columbia, BMI). **RCA VICTOR 9382**

PATTI AUSTIN—You're Too Much a Part of Me (Jekyll and Hyde, BMI). **CORAL 62541**

OLIVER'S HEAVENLY NEST—Hey Bird (Tash, BMI). **PARROT 325**

THE CREATION—How Does It Feel to Feel (Unart, BMI). **Life Is Just Beginning** (Hitmaker, BMI). **DECCA 32227**

STAN GETZ—Midnight Samba (Helios, BMI). **VERVE 10557**

AL CAIOLA—Never Pick Up a Stranger (Calua, BMI). **UNITED ARTISTS 50231**

PHLUPH—Doctor Mind (Bornwin, BMI). **VERVE 10564**

LOVE EXCHANGE—Swallow the Sun (Vault, BMI). **UPTOWN 755**

LITTLE GEORGIE DORN—Be My Love (Miller, ASCAP). **555 INTERNATIONAL 722**

JERRY SMITH—Shaky's Theme (Pappa Joe's Music House, ASCAP). **RICE 5029**

BUNNY PARKER—How Did Love Finally Find Me (Valel/Brookings, BMI). **ROYAL CANAL STREET BAND—Ludwig** (Tune-Kel-Kedor, BMI). **ATCO 6536**

GENTLE TOUCH—Among the First to Know (Tobi-Ann, BMI). **KAPP 871**

JOHNNY BARFIELD & MEN OF S.O.U.L.—Mr. Starlight (Arc, BMI). **555 INTERNATIONAL 724**

DELBERT McCLINTON—Please Help Me, I'm Falling (Ross-Jungnickel, ASCAP). **BOBILL 101**

PINK CLOUD—Midnight Sun (D'Lisa, BMI). **TOWER 376**

BUNNY PARKER—How Did Love Finally Find Me (Valel/Brookings, BMI). **MGM 13856**

DARLING SISTERS—Ordinary Boy (Akbestal, BMI). **MGM 13811**

JOHNNY BARTEL & SOUL MASTERS—You Waited Too Long (Comad, BMI). **SOLID STATE 2514**

CHRISTMAS SPOTLIGHTS

ROYAL GUARDSMEN—SNOOPY'S CHRISTMAS (Prod. Gernhard Ent.) (Writers: Hugo Luigi-Weiss) (Next Day/Jamus, ASCAP)—The group could have the biggest hit of the Christmas season with this fast paced novelty item with all the commercial appeal of their initial "Snoopy" hit. Flip: "It Kinda Looks Like Christmas" (Sanphil/Roz-nique, BMI). **Laurie 3416**

ROGER MILLER—OLD TOY TRAINS (Writer: Miller) (Tree, BMI)—Destined to be a sure-fire winner for this and many seasons to come, Miller has composed one of his most moving and touching ballads for all ages which he performs to perfection. Flip: "Silent Night" (Rogean, BMI). **Smash 2130**

DANNY THOMAS—THE FIRST CHRISTMAS (Prod. Joe Reisman) (Writers: Laws-Bass) (Pincus, ASCAP)—From his forthcoming Christmas TV special, "Cricket on the Hearth," Thomas has a compelling and poignant ballad that will prove an important sales item for the season. Flip: "Christmas Story" (Remick, ASCAP). **RCA Victor 9342**

LOU RAWLS—LITTLE DRUMMER BOY (Prod. David Axelrod) (Writers: Simeone-Onorati-Davis) (Int'l Korwin/Mills, ASCAP)—A fresh blues approach to the seasonal classic should rapidly prove a sales winner, hitting all markets of disk buyers. His soulful reading and swing backing are tops. Flip: "A Child With a Toy" (Rawlou, BMI). **Capitol 2026**

CHRISTMAS CHART SPOTLIGHTS

PERRY COMO—Christmas Bells (Ahab, BMI). **RCA VICTOR 9367**

JERRY VALE—Santa Mouse (Sunbeam, BMI). **COLUMBIA 44280**

JIM NABORS—White Christmas (Berlin, ASCAP). **COLUMBIA 44359**

ANITA BRYANT—Do You Hear What I Hear? (Regent, BMI). **COLUMBIA 44341**

STEVE ROSSI—The Night Before Christmas (Rabbits Foot, BMI). **ROULETTE 4773**

COUNTRY SPOTLIGHTS

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

DOTTIE WEST—CHILDHOOD PLACES (Prod. Chet Atkins) (Writers: Reed-Mason) (Jewel, ASCAP)—Hot on the heels of "Like a Fool," the fine stylist offers a plaintive, meaningful ballad loaded with pop appeal as well. Flip: "No One" (Tree, BMI). **RCA Victor 9377**

PORTER WAGONER—WOMAN HUNGRY (Prod. Bob Ferguson) (Writer: Chrysler) (Southwind, BMI)—Following up his successful "Julie," Wagoner has another top-of-the-chart contender in this poignant ballad well written and performed. Flip: "Out of Silence" (Owepar, BMI). **RCA Victor 9379**

LIZ ANDERSON—THANKS A LOT FOR TRYIN' ANYWAY (Prod. Felton Jarvis) (Writer: Glaser) (Glaser, BMI)—Just as "Tiny Tears" slips down the country chart, Miss Anderson comes up with a sales topper for that hit with this potent ballad of lost love. Flip: "Come Walk in My Shoes" (Greeback, BMI). **RCA Victor 9378**

COUNTRY CHRISTMAS

FERLIN HUSKY—CHRISTMAS IS HOLY (Prod. Kelso Herston) (Writer: Husky) (Husky, BMI)—Husky wrote this vital lyric message and performs it for all it's worth. Infectious rhythm backing strongly supports his exceptional vocal work. Much jukebox appeal as well. Flip: "Christmas Dream" (Husky, BMI). **Capitol 2023**

R&B SPOTLIGHTS

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

LEON HAYWOOD—MELLOW MOONLIGHT (Prod. Leon Haywood) (Writer: Haywood) (Eve-jim, BMI)—His "It's Gotta Be Mellow" proved a giant on the r&b chart and rode up the Hot 100 as well. This blockbuster blues rocker should push him farther up both charts. Electrifying performance. Flip: "Tennessee Waltz" (Acuff-Rose, BMI). **Decca 32230**

INEZ & CHARLIE FOXX—(1,2,3,4,5,6,7) COUNT THE DAYS (Prod. Charlie Foxx) (Writers: Williams-Foxx-Williams) (Catalogue/Cee & Eye, BMI)—A wild and wailing easy-beat rocker that can't miss climbing right up to the top part of the r&b chart in short order. Grooves all the way through. Flip: "A Stranger I Don't Know" (Vee Vee/Cee & Eye, BMI). **Dynamo 112**

GENE CHANDLER—NO PEACE, NO SATISFACTION (Prod. Carl Davis) (Writers: Butler-Griffin) (Jalyne, BMI)—That "To Be a Lover" wailer has another sure-fire winner in this pulsating rocker that never quits from start to finish. Should prove a Hot 100 item as well. Flip: "I Won't Need You" (Jalyne, BMI). **Checker 1190**

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I SECOND THAT EMOTION
SMOKEY ROBINSON & THE MIRACLES

TAMLA 54159



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Meaux: Hair Cutter to Disk Cutter

NEW YORK — Years ago, Henry Meaux sent Jerry Wexler, Atlantic Records vice-president, a record with a note asking him if he wanted to lease a master; Wexler wrote back: "Dear Huey. Neaux."

Atlantic Records recently announced that Meaux would

produce Barbara Lynn, Johnny Copeland, Andy Chapman and another as yet unnamed artist. Meaux is producing sessions with these artists at his new Grits & Gravy Recording Studios in an abandoned movie theater near Jackson, Miss.

For more than six years Meaux has been consistent at producing chart-topping records, including "Let It Out," by the Hombres now on the Hot 100 Chart. Past hits include "I'm So Lonesome I Could Cry," by B. J. Thomas; "She's About a Mover," by the Sir Douglas Quintet; "I'm a Fool to Care," by Joe Barry; "I'm Leaving It All Up to You," by Dale and Grace; "Talk to Me," by Sunny and the Sunliners; and "You'll Lose a Good Thing," by Barbara Lynn, plus countless others.

He was 16 years old when he played in a country band with Moon Mullican, George Jones, and Benny Barnes at the Gulf Inn in Gilchrest, Tex. After getting out of the Army in 1947 or 1948, the Meaux career stumbled into operation. He had been a barber in Winnie, Tex., and about that time, Meaux and his father, Tetan Meaux, formed a Cajun band and played for dances on Saturday nights.

The band got a live radio show on Saturday afternoons at 4 p.m. on KPAC, Port Arthur, Tex. It was called the "Crazy Cajun Show." Meaux was drummer and singer and emcee. The exposure helped them get more dance job. One Saturday they

played for a big dance and had to tape their radio show.

Floyd Souillieu, who operated Jin Records in Ville Platte, La., telephoned Meaux a few days later and said he'd heard the show was taped and that Meaux had written a couple of the songs. He wanted to use the tape to make a couple of records. One of these was "Des Lamesire." Meaux was 50 per cent owner of the single. He said that Mrs. D. J. Boneau, who operates a record shop in Port Arthur, was instrumental in him getting started in the record business.

One day a boy wearing glasses and blue jeans and walking barefooted came to see Meaux, wanting to cut a record. That was "Breaking Up Is Hard to Do," by Jivin' Gene, a big hit. Meaux cut the record in the KPAC studio.

His first four records were cut at KPAC, then he used a studio in Crowley, La., then Cosmo's in New Orleans. Steve Poncia, with a Houston jukebox firm, acted as his distributor. Poncia sent Meaux to KILT to see Red Jones, then program director of the Houston radio station. Biff Collie was program director on KNUZ, Houston. These two helped Meaux by playing his records.

But after three nationwide hit records, Meaux had only made \$850 (somebody else got the rest). At this point, Pappy Daily, a noted Houston record producer and distributor, gave Meaux his next boost. Daily forced Meaux to telephone Irving Green, an executive of Mercury Records. Daily had written a script, telling Meaux what to say. Green made the deal on a master.

About that time, Meaux received a phone call from Harry Fenfer from New Orleans, then with Jamie Records, who offered him a \$650 advance on a Barbara Lynn record, "You'll Lose a Good Thing."

Bushmen Acquires Recording Studios

ATLANTA — The Bushmen, a rock group produced by Shelby Singleton Productions and released on the firm's SSS International Sound Recording Studios. President of Bushmen Enterprises is Don Tanner. Singleton produces the group with Joe Venneri and Billy Carl. Bushmen Enterprises will include a management agency, independent production firm and a publishing wing.

Billboard SPECIAL SURVEY For Week Ending 11/25/67

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)	8
2	2	RESPECT Jimmy Smith, Verve V 8705 (M); V6-8705 (S)	7
3	3	ALLIGATOR BOOGALOO Lou Donaldson, Blue Note BLP 4263 (M); BLP 84263 (S)	8
4	4	EXPRESSION John Coltrane, Impulse A 9120 (M); AS 9120 (S)	6
5	5	WAVE Antonio Carlos Jobim, A&M LP 3002 (M); SP 3002 (S)	6
6	6	DANCING IN THE STREET Ramsey Lewis, Cadet LP 794 (M); LP5 794 (S)	5
7	7	EQUINOX Sergio Mendes & Brasil '66, A&M LP 122 (M); SP 4122 (S)	29
8	9	THAT'S LOU Lou Rawls, Capitol T 2756 (M); ST 2756 (S)	13
9	10	DYNAMIC DUO Jimmy Smith & Wes Montgomery, Verve V 8678 (M); V6-8678 (S)	28
10	8	SERGIO MENDES & BRASIL '66 A&M LP 116 (M); SP 4116 (S)	23
11	12	BRAVO BRUBECK Dave Brubeck, Columbia CL 2695 (M); CS 9495 (S)	10
12	11	CALIFORNIA DREAMING Wes Montgomery, Verve V 8672 (M); V6-8672 (S)	38
13	13	A MAN AND HIS SOUL Ray Charles, ABC ABC 590 X (M); ABC5 590 X (S)	5
14	15	BIG BAND SHOUT Buddy Rich, Verve V 8712 (M); V6-8712 (S)	5
15	14	BIG SWING FACE Buddy Rich, Pacific Jazz PJ 10117 (M); ST 20117 (S)	21
16	17	SWING LOW, SWEET CADILLAC Dizzy Gillespie, Impulse A 9149 (M); AS 9149 (S)	3
17	18	MELLOW YELLOW Odell Brown & the Organ-izers, Cadet LP 788 (M); LP5 788 (S)	12
18	16	THE SPOILER Stanley Turrentine, Blue Note BLP 4256 (M); BLP 84256 (S)	4
19	19	LOVE-IN Charles Lloyd, Atlantic 1481 (M); SD 1481 (S)	16
20	20	RAVI SHANKAR AT THE MONTEREY INTERNATIONAL POP FESTIVAL World Pacific WP 1442 (M); WPS 21442 (S)	2

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Merc. Issues Leary Album

CHICAGO — Mercury Records has released a soundtrack LP of Dr. Timothy Leary's controversial "psychedelic celebration."

The "celebration," staged by Leary in many major U. S. cities over the past year, is an imaginary LSD experience in which Leary serves as guide.

Said Irwin H. Steinberg, executive vice-president of Mercury Record Corp., "I am pleased at the release of this LP because it will help further the public's knowledge about the controversial drug."

"In order to define one's own values, we have to be exposed to the changing values about us. And we should come to a conclusion about values from

knowledge rather than from the lack of it. This Timothy Leary LP exposes us to an area of knowledge regarding the thinking of a segment of our national community."

The LP, on the Mercury label, is called "Turn On, Tune In, Drop Out." A film of the "Psychedelic Celebration" has been produced by Benedict Pictures Corp. and is now in distribution.

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CHICAGO — Metro Record Distributors has been signed to distribute both the Project 3 Records label and its Socko Records subsidiary. Metro serves Chicago and Indianapolis.

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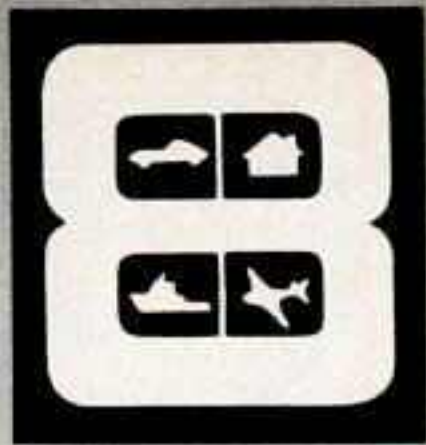
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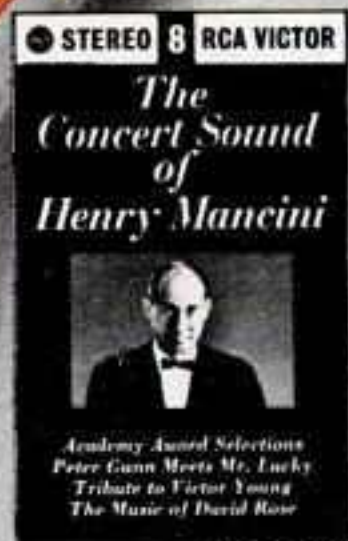
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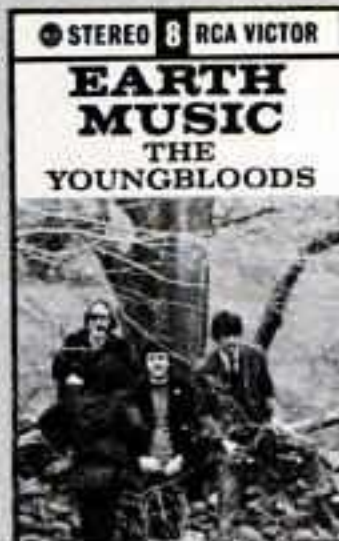
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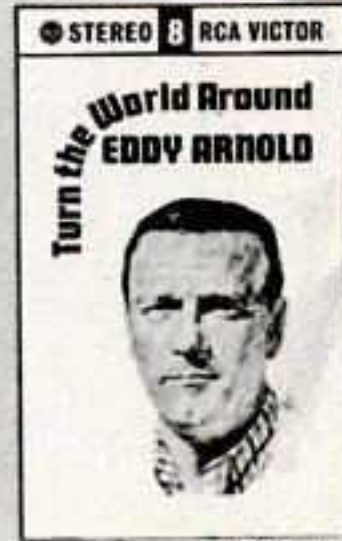
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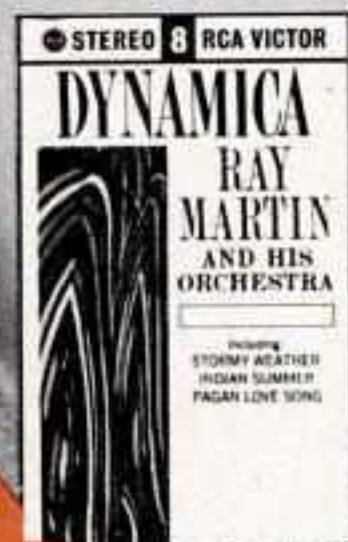
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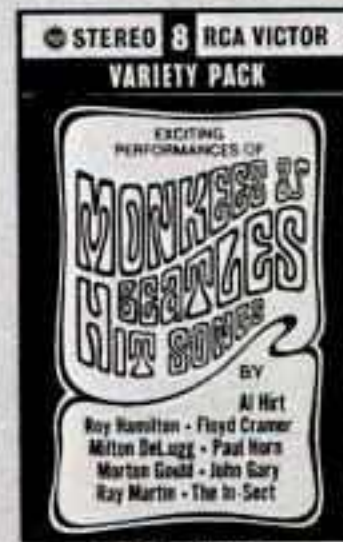
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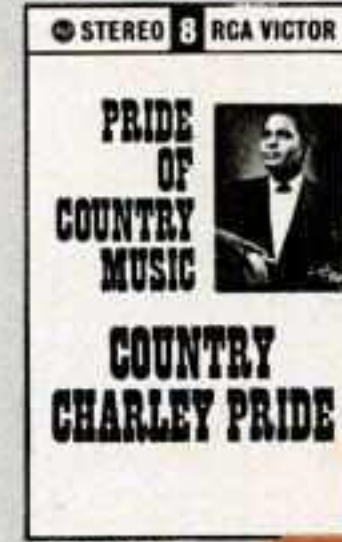
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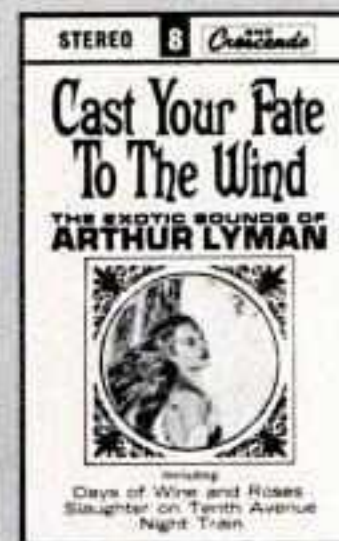
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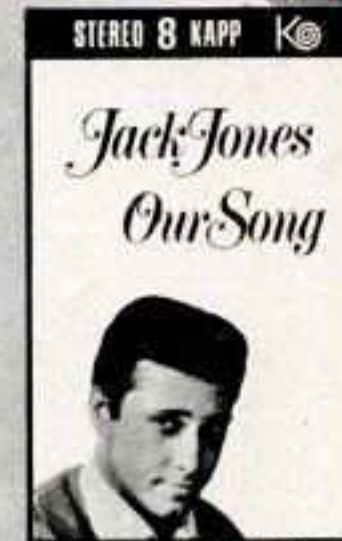
P8CG-1004



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Expand Show Exhibit Hours

CHICAGO—Exhibit hours at the 1968 Music Show are to be increased to provide 4½ days of display time during the June 23-27 event.

The extension of hours will be made possible by including an all-day Sunday session opening at 10 a.m., two hours earlier than in past years. This is the first day of the show.

The show, sponsored by the National Association of Music Merchants (NAMM), will also see a major shift by exhibitors from rooms in upper floors to newly available open space in the hotel (Conrad Hilton) exhibit halls.

The exhibit hour increase was approved in a meeting here last week of the NAMM trade show advisory committee consisting of representatives from six manufacturers and wholesalers.

Said NAMM staff director Foster L. Lee, "For all intents

and purposes, the Music Show has in recent years been in full operation on Sunday, the first day of the show, as the result of the gradual transition of trade activities to Sunday hours. The enthusiastic response of both exhibitors and dealers to Sunday display hours necessitates that we extend these exhibit hours to a full day on Sunday. Our new schedule of exhibit hours will provide a maximum of time to everyone in the Music Show to utilize to the utmost the potential of the event for dealer contacts, merchandising campaigns and marketing of their products."

Al Hirt

The open space shift, which began last year, finds many new exhibitors reserving space in the hotel's International Ballrooms, Continental Room, North Hall, East and West Halls.

"Great interest is being shown by exhibitors in this newly avail-

able open space, based on the excellent traffic achieved by exhibitors in open space at the 1967 show," Lee said.

Al Hirt has been signed for the annual NAMM banquet, according to executive vice-president William R. Gard.

The trade show advisory committee members are Edward Amrein of the National Piano Manufacturers Association, Charles R. Miller of the National Association of Band Instrument Manufacturers, Thomas A. Delaney of the National Association of Electronic Organ Manufacturers, Robert W. Keyworth of the Guitar and Accessory Manufacturers Association, David Wexler of the National Association of Accordion Wholesalers and the National Association of Musical Merchandise Wholesalers' Edward E. Targ.

VICE-PRESIDENT HUBERT H. HUMPHREY presents an "Award for Service" to Joe Benaron, president, Thomas Organ Co., Los Angeles, for work in behalf of the President's Youth Opportunity Council and Office of Economic Opportunity. The ceremony was in Washington.



Eko Signs RCA's Collection

MILWAUKEE — Eko Musical Instrument Co. has signed its first recording group to assist the firm as technical advisers in the design and creation of products.

Eko will endorse RCA Victor's group, The Collection, whose first single is out this week. The quintet will be featured in all Eko national and regional advertising and promotional campaigns, and will prepare blow-up size color posters

for in-store displays in their 1,000 dealerships throughout the world.

The Collection will also solicit reactions of other contemporary groups to new Eko equipment, passing the information along for possible design modifications.

Other acts now using Eko sound equipment are the Beach Boys, Grass Roots and Standells.

Adequately Promoting New Sheet Music Issues

Second article in a series.

CHICAGO—Surprisingly, reports the trade relations committee of the Music Publishers' Association (MPA) of the U. S., some music dealers view new sheet music and folio issues as a problem rather than plus-profit factor.

It can be reliably reported that some dealers, lacking ideas for promoting new titles, merely prepare stock wrapper and tags for the new titles and file them away until a customer asks for them. This virtually ensures that

the title will not be asked for.

By preparing attractive displays for new releases, the dealer both stimulates requests for such titles and reinforces the promotional efforts of the publishers. One such promotional gimmick is the mailing of literature about new releases to music teachers. Since this literature, like most direct mail, is quickly tossed away, the potential customer doesn't really become aware of the new title until he sees it displayed by the dealer.

Classified

Here are some of the promotional ideas the MPA offers dealers.

Prepare and keep up a classified list of music buyers and mail out post cards or some other form of announcement when a new release suitable for a given category of buyers comes out.

Maintain selection boxes or browser points with new music in all classifications which you handle. Keep these in a quiet, well-lighted part of the store. A special room or studio is preferred, but a long table or shelf with chairs is adequate.

After filling a customer's order, call attention to related and coming new issues without fail. To do so doesn't indicate the clerk is pushy. It shows instead that he's interested in the customer.

Self-Service

Though it may be impossible—if you carry a large inventory—try to display as many new titles as you can. The same is true of catalog titles in sheet music and folios. Sheet music is a great self-service business.

Avoid subscribing to classifications of sheet music which are irrelevant to your clientele. This may seem obvious, but too many dealers are getting extraneous titles out of carelessness or because of isolated requests.

Become the fount of music information in your area. This means you must be an expert or employ experts on all areas of music, recordings, concerts—everything musical that interests your clientele. Most customers demand information with merchandise, and they look for a dealer who can provide everything.

Kaman Buys Coast Firm

LOS ANGELES — Kaman Corp. of Bloomfield, Conn., a helicopter manufacturer, has agreed to purchase Coast Wholesale Music companies of Los Angeles and San Francisco for stock valued at approximately \$3 million.

Kaman entered the music and entertainment fields in 1966, with formation of an Ovation Instruments division.

The New England firm will exchange 75,000 shares of its authorized convertible preferred stock for shares of the two musical instrument distributors.

Coast Wholesale Music's combined sales total more than \$5 million a year. The two firms will operate as a division of Kaman, with no personnel shifts or philosophy changes, according to Eric Emerson, vice-president, sales, of Coast Wholesale Music of Los Angeles.

Vox-In Shows Off New Sounds

SAN FRANCISCO — The Vox guitar and amplifier division of Thomas Organ Co. staged a "Vox-in" to demonstrate the firm's new sound equipment here.

More than 1,000 persons "tuned in and turned on" Vox equipment—ultrasonic guitars, Beatle amplifiers, p.a. systems and ampliphonic instruments—in the Avalon Ballroom Nov. 7 as part of a Vox San Francisco Sound Workshop.

In addition, the VoxMobile, a \$30,000 guitar-shaped, two-seat roadster which is functional as a car and as a Vox amplifier, was on display. Thirty-two Vox guitars can be plugged into it, and the Vox continental organ on the rear seat can be played.

Musicians at the sound workshop invited to play the new equipment "to prove that Vox is the leader in sound equipment," said Joe Benaron, president, Vox division. Del Kacher, studio musician from Southern California, demonstrated guitars and amplifiers.

The Vox equipment and VoxMobile also were displayed at the opening of Music City and Sherman Clay, two retail outlets.

Ever-Green Blues Take 'Studio' Sound on Tour

CHICAGO — Mercury Records' new act, the Ever-Green Blues, are being launched on a

15-city promotional tour and they're taking enough sound like their first single, "Midnight Confessions."

"The group will travel with all their instruments and amplification facilities to provide the exact sound of the single," said Mercury's national product manager, Alan Mink.

The group embarked last Friday (17) on a tour that will take them to Pittsburgh, Cleveland, Akron, Erie, Buffalo, Syracuse, Boston, Hartford, Philadelphia, New York City, Baltimore, Washington, Detroit and Chicago. They will make in-store appearances in most cities.

Stonemans in Fender Family

NASHVILLE — The Stoneman Family members now play Fender banjos and guitars. An endorsement contract was signed recently.

Ronnie Stoneman, on future personal appearances, will have use of a \$1,000 gold-plated banjo, and her brother, Van, will use both the Fender 6 and 12-string guitars. Donna Stoneman will continue to use her own mandolin. Fender doesn't make them.

Wurlitzer Sales Up, Profit Down

CHICAGO — The Wurlitzer Co. reported \$26,134,409 in net sales for the six months ended Sept. 30. The figure for the same period last year was \$21,927,120.

Earnings before income taxes were \$362,526 this year's period compared to \$496,640 last.

Boyce, Hart, Vox

LOS ANGELES — Tommy Boyce and Bobby Hart have joined the Monkees, the Beatles, the Rolling Stones, the Seeds, the Strawberry Alarm Clock and a number of other groups as endorsers of Vox equipment.

Hohner Opens West Facility

PALO ALTO, Calif. — M. Hohner, Inc.'s electronic keyboard, piano accordions, Electravox Sonor drums and educational percussion line, Contessa guitars and guitar strings, recorders and Echolette sound systems and accessories are not being channeled to West Coast retailers through a new warehouse here. The new facility also serves as a showroom.

The building is located at 790 San Antonio Road, is convenient to the San Francisco area, and is expected to mean dealer benefits in shorter delivery time and savings in freight costs.

Heading the staff here is Horst Mucha, Western district sales manager. He's been with Hohner 15 years.

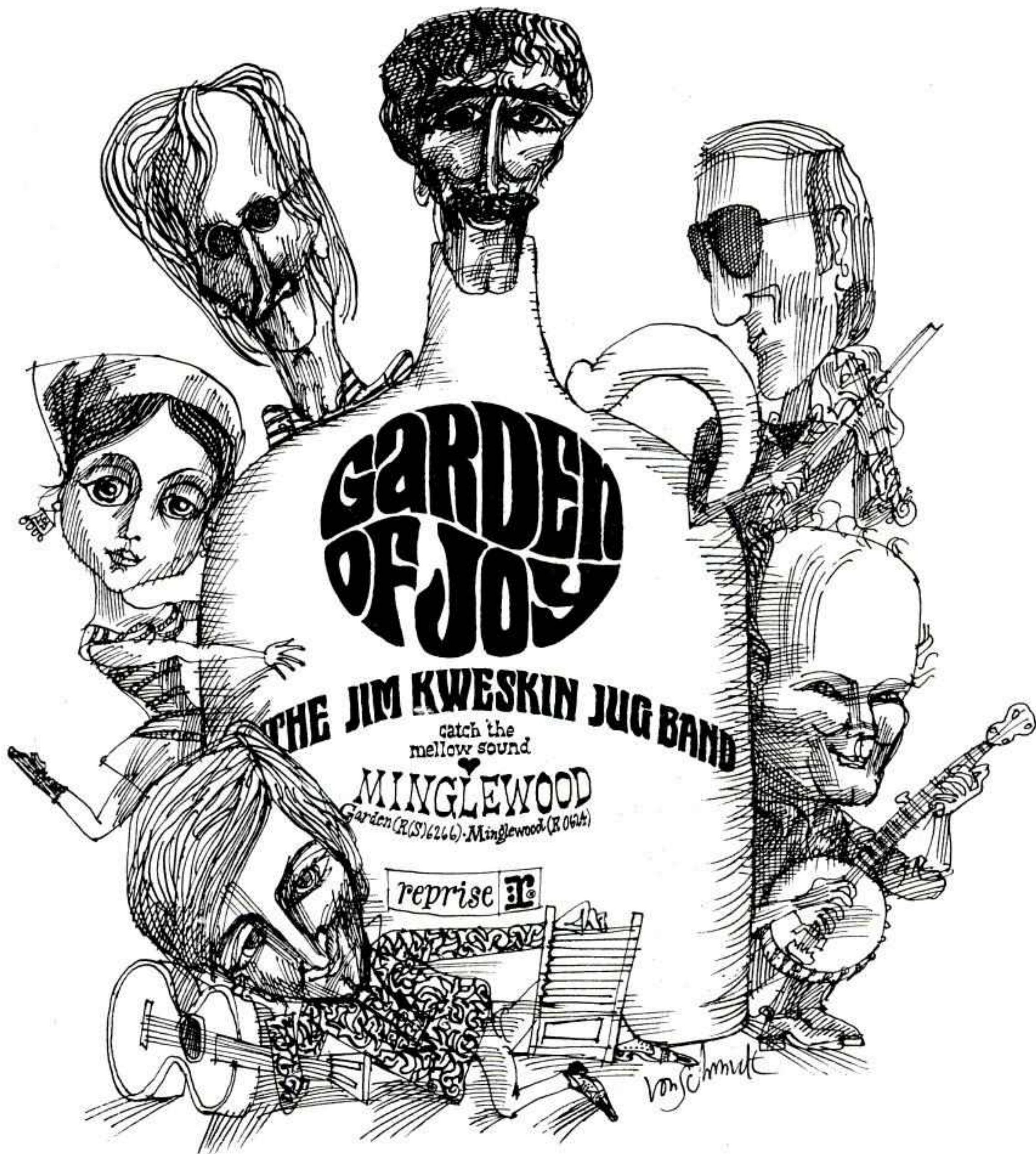
Literature From Cole

CHICAGO — M. M. Cole has introduced several new publications for the musical instrument field, including:

- A series of books for the Thomas organ, three volumes by George Stayart at \$3 each.
- A new string class method by Northwestern University professor Jack Pernecky.
- A new catalog-price list for books and accessories.

Dealers may inquire of Shepard Stern, M. M. Cole, 251 East Grand Avenue, Chicago, Ill.

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On AM. On FM. On rock stations. On jazz stations. On R&B stations. On easy listening stations. All over the country.

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And any album that includes "Ode to Billy Joe," "Windy," "All You Need Is Love," "Can't Take My Eyes Off You," "Society's Child," "Valley of the Dolls," and "Heroes and Villains" can't be all wet. As a matter of fact, it just might start a new wave. Come on in, the swinging's fine.

V/V6-8702



The Sound of The Now Generation is on



Verve Records is a division of Metro-Goldwyn-Mayer Inc.

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	Wk. Ago			TITLE	Artist, Label & Number	Weeks On Chart
	1	2	3			
1	2	2	4	WHEN THE SNOW IS ON THE ROSES	Ed Ames, RCA Victor 9319 (Miller, ASCAP)	9
2	1	1	3	MORE THAN THE EYE CAN SEE	Al Martino, Capitol 5989 (Saturday, BMI)	11
3	3	3	2	MORE THAN A MIRACLE	Roger Williams, Kapp 843 (Robbins, ASCAP)	11
4	4	4	1	IT MUST BE HIM	Vikki Carr, Liberty 55984 (ASA, ASCAP)	16
5	14	14	18	WAIT UNTIL DARK	Henry Mancini, RCA Victor 9240 (Witmark/Northridge, ASCAP)	5
6	9	10	11	I ALMOST CALLED YOUR NAME	Margaret Whiting, London 115 (Singleton, BMI)	7
7	5	5	5	A STRANGE SONG	Harry Belafonte, RCA Victor 9243 (Blackwood, BMI)	11
8	7	6	10	THE LAST WALTZ	Engelbert Humperdinck, Parrot 40019 (Denna, ASCAP)	10
9	8	8	13	I FEEL IT	Peggy Lee, Capitol 5988 (Almo, ASCAP)	9
10	10	9	8	FOR ONCE IN MY LIFE	Tony Bennett, Columbia 44238 (Stein & Van Stock, ASCAP)	12
11	11	11	16	TO SIR, WITH LOVE	Herbie Mann, Atlantic 2444 (Screen Gems-Columbia, BMI)	7
12	6	7	7	YOU, NO ONE BUT YOU	Frankie Laine, ABC 10983 (Demian/Sawyer, ASCAP)	8
13	13	15	22	CUANDO SALI DE CUBA	Sandpipers, A&M 880 (Miller, ASCAP)	6
14	15	16	25	WHEN WILL THE GOOD APPLES FALL	Seekers, Capitol 2013 (Unart, BMI)	6
15	16	17	33	HOLLY	Andy Williams, Columbia 44325 (Claudine, BMI)	5
16	12	12	19	WHAT A WONDERFUL WORLD	Louis Armstrong, ABC 10982 (Valando, ASCAP)	7
17	18	19	35	THIS TOWN	Frank Sinatra, Reprise 0631 (Kernick, ASCAP)	4
18	21	37	—	COLD	John Gary, RCA Victor 9361 (Sculpture, ASCAP)	3
19	19	24	26	ALL THE TIME	Jimmy Roselli, United Artists 50217 (Cedarwood, BMI)	7
20	20	30	32	JUST LOVING YOU	Anita Harris, Columbia 44236 (Chappell, ASCAP)	5
21	17	13	6	A BANDA	Herb Alpert & the Tijuana Brass, A&M 870 (Irving, BMI)	12
22	34	—	—	CHATTANOOGA CHOO CHOO	Harper's Bizarre, Warner Bros. 7090 (Feist, ASCAP)	2
23	23	25	37	BE MY LOVE	Mel Carter, Liberty 56000 (Miller, ASCAP)	5
24	25	33	40	LAZY DAY	Spanky & Our Gang, Mercury 72732 (Screen Gems-Columbia, BMI)	4
25	29	39	—	STEP TO THE REAR	Marilyn Maye, RCA Victor 9347 (Carwin, ASCAP)	3
26	24	32	38	CAN'T TAKE MY EYES OFF YOU	Percy Faith, Columbia 44319 (Saturday/Seasons' Four, BMI)	5
27	37	—	—	YOU MADE IT THAT WAY	Perry Como, RCA Victor 9356 (Ross, BMI)	2
28	22	23	28	LONELY AGAIN	Cornie Franck, MGM 13814 (Four Star, BMI)	7
29	38	—	—	LIVE FOR LIFE	Jack Jones, RCA Victor 9365 (Unart, BMI)	2
30	31	31	31	OPEN FOR BUSINESS AS USUAL	Jack Jones, Kapp 860 (Greenwood, BMI)	5
31	33	40	—	BY THE TIME I GET TO PHOENIX	Glen Campbell, Capitol 2015 (Rivers, BMI)	3
32	32	38	—	LOVER MAN	Barbra Streisand, Columbia 44331 (MCA, ASCAP)	3
33	35	35	39	LOVE OF THE COMMON PEOPLE	Wayne Newton, Capitol 2016 (Tres, BMI)	4
34	39	—	—	YOU DON'T KNOW ME	Elvis Presley, RCA Victor 9341 (Hill & Range, BMI)	2
35	—	—	—	WINDY	Wes Montgomery, A&M 883 (Almo, ASCAP)	1
36	36	36	36	PATA PATA	Miriam Makeba, Reprise 0606 (Kina, ASCAP)	6
37	—	—	—	VALLEY OF THE DOLLS	Dionne Warwick, Scepter 12203 (Feist, ASCAP)	1
38	—	—	—	REACH OUT	Burt Bacharach, A&M 888 (Blue Seas/Jac, ASCAP)	1
39	—	—	—	I GET ALONG WITHOUT YOU VERY WELL	Karen Chandler, Dot 17049 (Famous, ASCAP)	1
40	40	—	—	AN OPEN LETTER TO MY TEENAGE SON	Victor Lundberg, Liberty 55996 (ASA, ASCAP)	2

THOROUGHLY MODERN MILLS

- LITTLE DRUMMER BOY
Lou Rawls (Capitol)
- KEEP ON DANCIN'
Harper and Rowe (White Whale)
- I CAN'T BELIEVE THAT YOU'RE IN LOVE WITH ME
Virginia Wolves (ABC)
- HOW COME YOU DO ME LIKE YOU DO
John Davidson (Columbia)
- TEN STOREYS HIGH
Bill Smith (Talmu)
- 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)
- AIN'T MISBEHAVIN'
Carmen McRae (Kapp LP)
Johnny Watson Trio (Okeh LP)
- I SURRENDER DEAR
Steve Mason (Mason)
- ROCK-A-BYE YOUR BABY
Judy Garland (ABC LP)
Steve Mason (Mason)
- FRENTE A PALACIO
Al Calola (UA LP)

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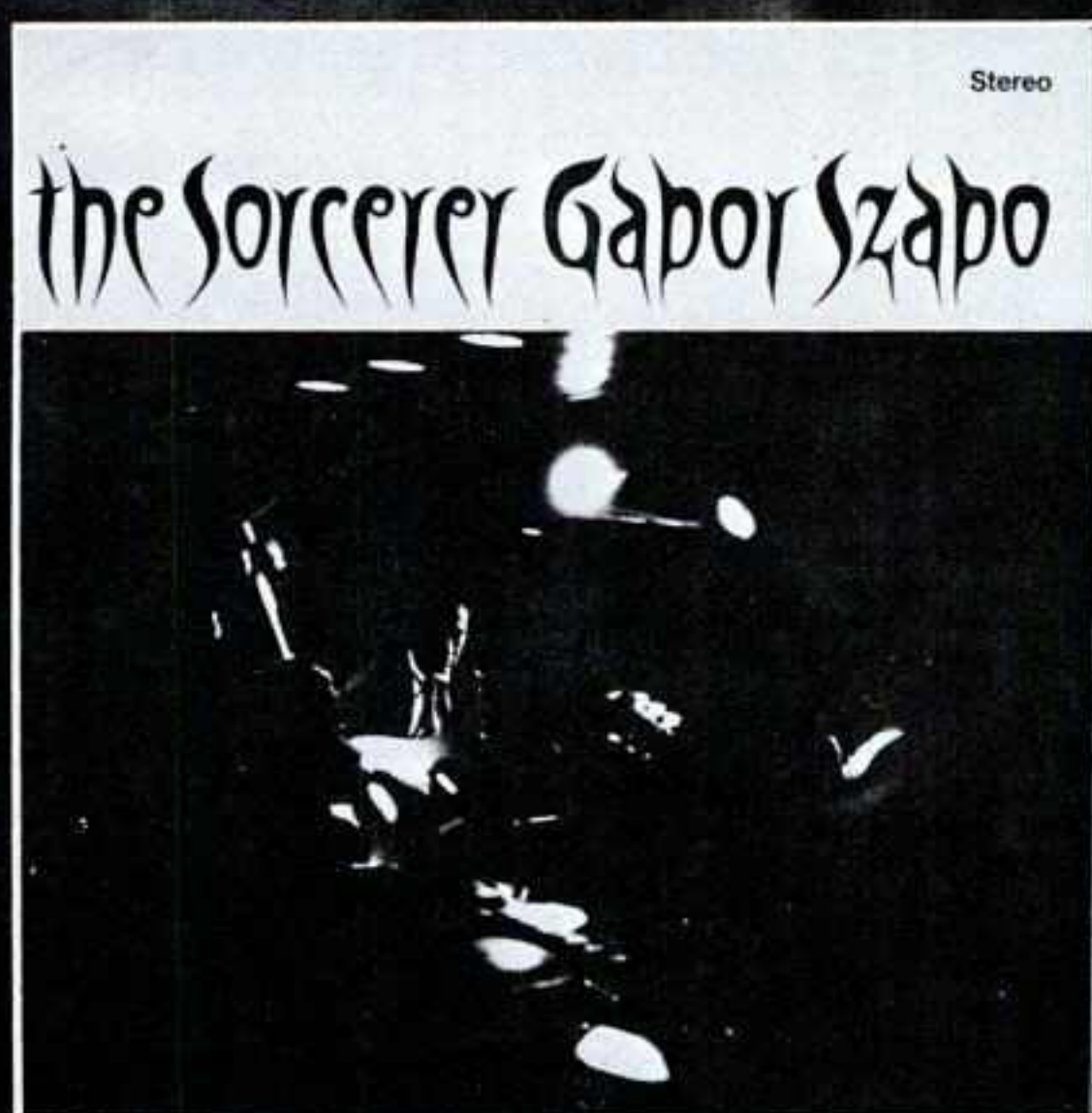
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HOT 100

FOR WEEK ENDING NOVEMBER 25, 1967

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

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

THIS WEEK	Wk. Ago	Wks. Ago	Wks. Ago	TITLE	Artist (Producer, Label & Number)	Wks. of Chart
Billboard Award	3	4	7	INCENSE AND PEPPERMINTS	Strawberry Alarm Clock (Frank Slay & Bill Holmes, Uni 55018)	9
2	1	1	1	TO SIR, WITH LOVE	Lulu (Mickie Most), Epic 10187	12
3	4	6	9	THE RAIN, THE PARK & OTHER THINGS	Cowsills (Artie Kornfeld), MGM 13810	9
4	2	2	2	SOUL MAN	Sam & Dave (Isaac Hayes & David Porter), Stax 231	12
5	33	—	—	DAYDREAM BELIEVER	Monkees (Chip Douglas), Colgems 1012	2
6	6	7	10	PLEASE LOVE ME FOREVER	Bobby Vinton (Billy Sherrill), Epic 10228	9
7	8	22	27	I SAY A LITTLE PRAYER	Dionna Warwick (Bacharach-David), Scepter 12203	6
8	5	3	3	IT MUST BE HIM	Vikki Carr (Dave Pell), Liberty 55986	13
9	10	11	23	I CAN SEE FOR MILES	Who (Kit Lambert), Decca 32206	7
10	9	9	4	EXPRESSWAY TO YOUR HEART	Soul Survivors (Gemble-Huff), Crimson 1010	13
11	7	5	5	YOUR PRECIOUS LOVE	Marvin Gaye & Tammy Terrell (H. Ferguson, J. Bristol), Tamla 54156	12
12	18	21	26	PATA PATA	Miriam Makeba (Jerry Ragovoy), Reprise 0606	8
13	13	19	24	EVERLASTING LOVE	Robert Knight (Buzz Cason & Mac Gayden), Rising Sons 117	9
14	14	14	15	(Loneliness Made Me Realize) IT'S YOU THAT I NEED	Temptations (N. Whitfield), Gordy 7065	7
15	12	15	16	LET IT OUT	Nombres (Novy P. Moxau), Verve Forecast 5058	11
16	21	27	32	I HEARD IT THROUGH THE GRAPEVINE	Gladys Knight & the Pips (N. Whitfield), Soul 35039	6
17	31	41	62	YOU BETTER SIT DOWN KIDS	Cher (Sonny Bond), Imperial 66261	5
18	58	84	—	AN OPEN LETTER TO MY TEENAGE SON	Victor Lundberg (Jack Tracy), Liberty 55996	3
19	19	24	29	LAZY DAY	Spanky & Our Gang (Jerry Ross), Mercury 72732	7
20	25	30	40	BOOGALOO DOWN BROADWAY	Fantastic Johnny C. (Jesse James), Phil-L-A of Soul 305	8
21	26	35	46	KEEP THE BALL ROLLIN'	Jay & the Techniques (Jerry Ross), Smash 2124	6
22	22	23	28	KENTUCKY WOMAN	Neil Diamond (Jeff Barry & Ellie Greenwich), Bang 551	7
23	29	39	57	STAGGER-LEE	Wilson Pickett (Tom Dowd & Tommy Coghill), Atlantic 2448	4
24	24	31	41	LIKE AN OLD TIME MOVIE	Scott McKenzie (John Phillips & Lou Adler), Ode 105	6
25	20	25	30	LADY BIRD	Nancy Sinatra & Lee Hazlewood (Lee Hazlewood), Reprise 0629	6
26	28	29	37	GLAD TO BE UNHAPPY	Mamas & the Papas (Lou Adler), Dunhill 4107	5
27	27	32	42	SHE IS STILL A MYSTERY	Lovin' Spoonful (Joe Wissert), Kama Sutra 239	5
28	43	57	85	I SECOND THAT EMOTION	Smoky Robinson & Miracles ("Smoky" A. Cleveland), Tamla 54159	4
29	47	65	—	IN AND OUT OF LOVE	Diana Ross & the Supremes (Holland, Dozier, Motown 1116	3
30	39	49	61	WATCH THE FLOWERS GROW	4 Seasons (Bob Crowe), Phillips 40490	5
31	17	13	18	LOVE IS STRANGE	Peaches & Herb (David Kapralik & Ken Williams), Dove 1574	9

32	35	46	67	WILD HONEY	Beach Boys (Beach Boys), Capitol 2028	4
33	11	8	8	A NATURAL WOMAN	Aretha Franklin (Jerry Wexler), Atlantic 2441	9
34	45	58	69	SKINNY LEGS AND ALL	Joe Tex (Buddy Killen), Dial 4063	5
35	36	48	58	BEG, BORROW AND STEAL	Ohio Express (Jeff Katy & Jerry Kasenetz), Cameo 483	8
36	38	43	54	BACK ON THE STREET AGAIN	Sunshine Company (Joe Saraceno), Imperial 66260	6
37	52	74	—	(The Lights Went Out In) MASSACHUSETTS	Bee Gees (Robert Stigwood), Atco 6532	3
38	42	44	55	MR. DREAM MERCHANT	Jerry Butler (Jerry Ross), Mercury 72721	6
39	49	51	76	BY THE TIME I GET TO PHOENIX	Glen Campbell (Al De Lory), Capitol 2015	5
40	41	42	53	GET IT TOGETHER	James Brown & the Famous Flames (James Brown), King 4122	5
41	51	62	—	YESTERDAY	Ray Charles (TRC), ABC 11009	3
42	30	20	11	GET ON UP	Esquires (Bill Sheppard), Bunky 7750	15
43	46	56	68	OUT OF THE BLUE	Tommy James & the Shondells (Big Kahuna Prod.), Roulette 4775	5
44	55	67	—	SHE'S MY GIRL	Turtles (Joe Wissert), White Whale 260	3
45	16	16	21	HOLIDAY	Bee Gees (Robert Stigwood), Atco 6521	9
46	37	26	17	THE LETTER	Box Tops (Dan Penn), Mala 565	16
47	62	87	—	NEON RAINBOW	Box Tops (Dan Penn), Mala 580	3
48	60	72	90	PAPER CUP	5th Dimension (Bones Howe), Soul City 760	4
49	23	12	12	I'M WONDERING	Stevie Wonder (Henry Cosby), Tamla 54157	8
50	15	10	6	NEVER MY LOVE	Association (Bones Howe), Warner Bros. 7074	14
51	34	37	47	HOMBURG	Procol Harum (Denny Cordell), AAM 885	5
52	63	81	—	SOUL MAN	Ramsey Lewis (Richard Evans), Cadet 5583	3
53	53	53	63	THIS TOWN	Frank Sinatra (Jimmy Bowen), Reprise 0631	5
54	87	90	—	DIFFERENT DRUM	Stono Poncys (Nick Venet), Capitol 2004	3
55	65	—	—	HONEY CHILE	Martha Reeves & the Vandellas (R. Morris), Gordy 7067	2
56	57	60	70	SUZANNE	Noel Harrison (Jimmy Bowen), Reprise 0615	5
57	64	66	75	NEXT PLANE TO LONDON	Ross Garden (Greene/Stone), Atco 6510	6
58	81	—	—	SUMMER RAIN	Johnny Rivers (Work), Imperial 66267	2
59	82	—	—	WOMAN, WOMAN	Union Gap (Jerry Fuller), Columbia 44297	2
60	71	—	—	BEAUTIFUL PEOPLE	Kenny O'Dell, Vegas 718	2
61	76	—	—	BEAUTIFUL PEOPLE	Bobby Vee (Dallas Smith), Liberty 56009	2
62	66	64	65	GO-GO GIRL	Lee Dorsey (Allen R. Toussaint & Marshall E. Schorn), Amy 998	6
63	85	—	—	PEACE OF MIND	Paul Revere & the Raiders (Terry Melcher), Columbia 44325	2
64	54	54	56	SHOUT BAMALAMA	Mickey Murray (Bobby Smith), 555715	8
65	98	—	—	CHATTANOOGA CHOO CHOO	Harpers Bizarre (Lenny Waronker), Warner Bros. 7090	2
66	74	89	95	O-O, I LOVE YOU	Della (N. Miller), Cadet 5574	4

67	68	61	51	KARATE-BOO-GA-LOO	Jerry O (Jerry Murray), Shout 217	9
68	69	70	72	WAKE UP, WAKE UP	Grass Roots (Steve Barri & P. P. Sloan), Dunhill 4105	5
69	75	83	84	WHEN YOU'RE GONE	Brenda & Tabulations (Bob Finis), Dicon 504	4
70	72	77	94	SWEET, SWEET LOVIN'	Platters (Richard "Popcorn" Wylie), Musicor 1275	6
71	—	—	—	AND GET AWAY	Esquires (Bill Sheppard), Bunky 7752	1
72	—	—	—	SINCE YOU SHOWED ME HOW TO BE HAPPY	Jackie Wilson (Carl Davis), Brunswick 55334	1
73	—	—	—	LOVE POWER	Sandebbles (Teddy Vann), Calla 141	1
74	—	—	—	WEAR YOUR LOVE LIKE HEAVEN	Doonan (Mickie Most), Epic 10253	1
75	95	98	—	TELL MAMA	Etta James (Rick Hall), Cadet 5578	3
76	—	—	—	COVER ME	Percy Sledge (Quin Ivy & Marlin Greene), Atlantic 2453	1
77	80	85	87	SHAME ON ME	Chuck Jackson (Don Schroeder), Wand 1166	7
78	88	92	—	ITCHYCOO PARK	Small Faces (Steve Marriott & Ronnie Lane), Immediate 501	3
79	89	—	—	WHAT'S IT GONNA BE	Dusty Springfield, Phillips 40498	2
80	83	86	88	ALL YOUR GOODIES ARE GONE	Parliaments (Clinton & Taylor), Revlon 211	7
81	—	—	—	BABY YOU GOT IT	Brenton Wood (Hoven-Winn), Double Shot 121	1
82	—	—	—	OKOLONA RIVER BOTTOM BAND	Bobbie Gentry (Kelly Gordon), Capitol 2044	1
83	86	—	—	GEORGIA PINES	Candyman (Buddy Buie), ABC 10995	2
84	99	—	—	OOH BABY	Dean Jackson (Ollie McLaughlin), Carle 2537	2
85	—	—	—	WINDY	Wes Montgomery (Creed Taylor), AAM 883	1
86	—	—	—	COME SEE ABOUT ME	Jr. Walker & the All Stars (Holland & Dozier), Soul 3501	1
87	—	—	—	TOO MUCH OF NOTHING	Peter, Paul & Mary (Albert R. Grossman & Milt Okun), Warner Bros. 7092	1
88	—	—	—	CAN'T HELP BUT LOVE YOU	Standells (Ed Cobb), Tower 348	1
89	90	—	—	RED AND BLUE	Dave Clark Five (Dave Clark), Epic 10244	2
90	97	99	100	PIECE OF MY HEART	Erma Franklin (Bert Berns), Shout 221	4
91	91	91	92	FOR ONCE IN MY LIFE	Tony Bennett (Howard A. Roberts), Columbia 44258	5
92	92	93	—	WHERE IS THE PARTY	Helena Ferguson (Lincoln Kilpatrick), Compass 7009	3
93	—	—	—	ALLIGATOR BOOGALOO	Lou Donaldson (Alfred Lion), Blue Note 1934	1
94	94	—	—	GOIN' BACK	Byrds (Gary Usher), Columbia 44362	2
95	100	—	—	FELICIDAD	Sally Field (Jack Keller), Colgems 1008	2
96	96	—	—	TEN LITTLE INDIANS	Yardbirds (Mickie Most), Epic 10248	2
97	—	—	—	I'LL BE SWEETER TOMORROW	O'Jays (George Kerr), Bell 691	1
98	—	—	—	LETTER TO DAD, A	Every Father's Teenage Son (Inherit Prod.), Buddah 25	1
99	—	—	—	JUDY IN DISGUISE (With Glasses)	John Fred & His Playboy Band (J. Fred & A. Bernard), Paula 282	1
100	—	—	—	FOR WHAT IT'S WORTH	King Curtis & Kingpins (Tom Dowd & Tommy Coghill), Atco 6534	1

HOT 100—A TO Z—(Publisher-Licensee)

Alligator Boogaloo (Blue Horizon, BMI)	93
All Your Goodies Are Gone (Grovesville, BMI)	80
An Open Letter to My Teenage Son (Asa, ASCAP)	18
And Get Away (Hi-Mi/Floamar, BMI)	71
Baby You Got It (Big Shot, ASCAP)	81
Back on the Street Again (Cherry Lane, ASCAP)	26
Beautiful People (O'Dell) (Mirwood Antlers, BMI)	60
Beautiful People (Vee) (Mirwood Antlers, BMI)	61
Beg, Borrow and Steal (S&J, ASCAP)	35
Boogaloo Down Broadway (Dandelion/James Boys, BMI)	20
By the Time I Get to Phoenix (Rivers, BMI)	39
Can't Help But Love You (Equinox, BMI)	85
Chattanooga Choo Choo (Feist, ASCAP)	45
Come See About Me (Jobete, BMI)	86
Cover Me (Pronto/Quincy, BMI)	76
Daydream Believer (Screen Gems-Columbia, BMI)	5
Different Drum (Screen Gems-Columbia, BMI)	54
Everlasting Love (Rising Sons, BMI)	13
Expressway to Your Heart (Double Diamond/Bowstairs, BMI)	10
Felicità (Screen Gems-Columbia, BMI)	95
For Once in My Life (Stein & Van Stock, ASCAP)	91
For What It's Worth (Cotillion/Ten East/Springale, BMI)	100
Georgia Pines (Unart, BMI)	83
Get It Together (Dynamite, BMI)	40
Get on Up (Hi-Mi, BMI)	42
Glad to Be Unhappy (Chappell, ASCAP)	26
Goin' Back (Screen Gems-Columbia, BMI)	94
Go-Go Girl (Marshall, BMI)	42
Holiday (Nemperor, BMI)	45
Homburg (Total, BMI)	51
Henry Chiles (Jobete, BMI)	55
I Can See for Miles (Euse, ASCAP)	9
I Heard It Through the Grapevine (Jobete, BMI)	16

I Say a Little Prayer (Blue Swan/Jac, ASCAP)	7
I Second That Emotion (Jobete, BMI)	28
I'll Be Sweeter Tomorrow (Zira/Flotoca/Mia, BMI)	97
I'm Wondering (Jobete, BMI)	49
In and Out of Love (Jobete, BMI)	29
Incense and Peppermints (Claridge, ASCAP)	1
Itchycoo Park (Nice Songs, BMI)	78
It Must Be Him (Asa, ASCAP)	8
Judy in Disguise (With Glasses) (Su-Ma, BMI)	99
Karate-Boo-Ga-Loe (Boogaloo/Love Lane, BMI)	67
Keep the Ball Rollin' (Screen Gems-Columbia, BMI)	21
Kentucky Woman (Tallyrand, BMI)	22
Lady Bird (Hazlewood, ASCAP)	25
Lazy Day (Screen Gems-Columbia, BMI)	19
Let It Out (Crazy Cajun, BMI)	15
Letter to Dad, A (Bob-Lyn, BMI)	46
(Lights Went Out In) Massachusetts, The (Nemperor, BMI)	98
Like an Old-Time Movie (Wingate, ASCAP)	37
(Loneliness Made Me Realize) It's You That I Need (Jobete, BMI)	24
Love Is Strange (Chazi, BMI)	14
Love Power (Unbelievable, BMI)	31
Mr. Dream Merchant (Saturday, BMI)	73
Natural Woman, A (Screen Gems-Columbia, BMI)	33
Neon Rainbow (Bartem, BMI)	47
Never My Love (Tommy, BMI)	50
Next Plane to London (Mirwood Antlers, BMI)	37
Okolona River Bottom Band (Shayne, ASCAP)	82
O-O, I Love You (Cherish, BMI)	66
Ooh Baby (Concho/McLaughlin, BMI)	84
Out of the Blue (Patricia, BMI)	43
Paper Cup (Rivers, BMI)	48
Pata Pata (Xina, ASCAP)	12
Peace of Mind (Daywin, BMI)	63

Piece of My Heart (Web IV/Ragmar, BMI)	90
Please Love Me Forever (Selma, BMI)	6
Rain, the Park & Other Things, The (Akhtsal/Luvlin, BMI)	3
Red and Blue (Branston, BMI)	89
Shame on Me (Lois, BMI)	27
She Is Still a Mystery (Faithful Virtue, BMI)	77
She's My Girl (Chardon, BMI)	44
Shout Bamalama (Macan, BMI)	64
Shout Bamalama (Macan, BMI)	64
Since You Showed Me How to Be Happy (Jalyne/BRC, BMI)	72
Skinny Legs and All (True, BMI)	34
Soul Man (Sam & Dave) (East/Fronto, BMI)	4
Soul Man (Lewis) (East/Fronto, BMI)	52
Suzanne (Travis, BMI)	23
Summer Rain (Rivers, BMI)	58
Suzanne (Project 7, BMI)	56
Sweet, Sweet Lovin' (Catalogue, BMI)	70
Tell Mama (Fame, BMI)	75
Ten Little Indians (Donbar, BMI)	96
This Town (Remick, ASCAP)	53
Too Much of Nothing (Dwar, ASCAP)	87
To Sir, With Love (Screen Gems-Columbia, BMI)	2
Wake Up, Wake Up (Trousdale, BMI)	48
Watch the Flowers Grow (Saturday/Seasons' Four, BMI)	30
Wear Your Love Like Heaven (Peer Int'l, BMI)	74
What's It Gonna Be (Bumbalero/Ragmar, BMI)	79
When You're Gone (Dandelion, BMI)	69
Where Is the Party (Fraboh/Pala, Alta/Dakar, BMI)	92
Wild Honey (Seg of Tunes, BMI)	22
Windy (Aime, BMI)	85
Woman, Woman (Glaser, BMI)	59
Yesterday (Maclean, BMI)	41
You Better Sit Down Kids (Chrismarc/Cotillion, BMI)	17
Your Precious Love (Jobete, BMI)	11

BUBBLING UNDER THE HOT 100

101. BEND ME, SHAPE ME	American Breed, Acta 811
102. FOR A FEW DOLLARS MORE	Hugo Montenegro, RCA Victor 9224
103. NOBODY BUT ME	Human Beinz, Capitol 5990
104. GOIN' DOWN	Monkees, Colgems 1012
105. STORYBOOK CHILDREN	Billy Vera & Judy Clay, Atlantic 2445
106. WHERE IS THE MELODY	Brenda Lee, Decca 32213
107. MR. BUS DRIVER	Bruce Channel, Mala 579
108. I ALMOST CALLED YOUR NAME	Margaret Whiting, London 115
109. I WANT SOME MORE	Jon & Robin & the In Crowd, Abnak 124
110. WHEN THE SNOW IS ON THE ROSES	Ed Ames, RCA Victor 9319
111. JO-JO'S PLACE	Bobby Goldsboro, United Artists 50224
112. YOU GOT ME HUMMIN'	Hassell, United Artists 50215
113. DEAR ELOISE	Hollies, Epic 10251
114. SOMETHING'S MISSING	Five Starsteps & Cubie, Buddah 20
115. YOU ARE MY SUNSHINE	Mitch Ryder, New Voice 826
116. HOLLY	Andy Williams, Columbia 44325
117. ON A SATURDAY NIGHT	Eddie Floyd, Stax 233
118. CROSS MY HEART	Billy Stewart,

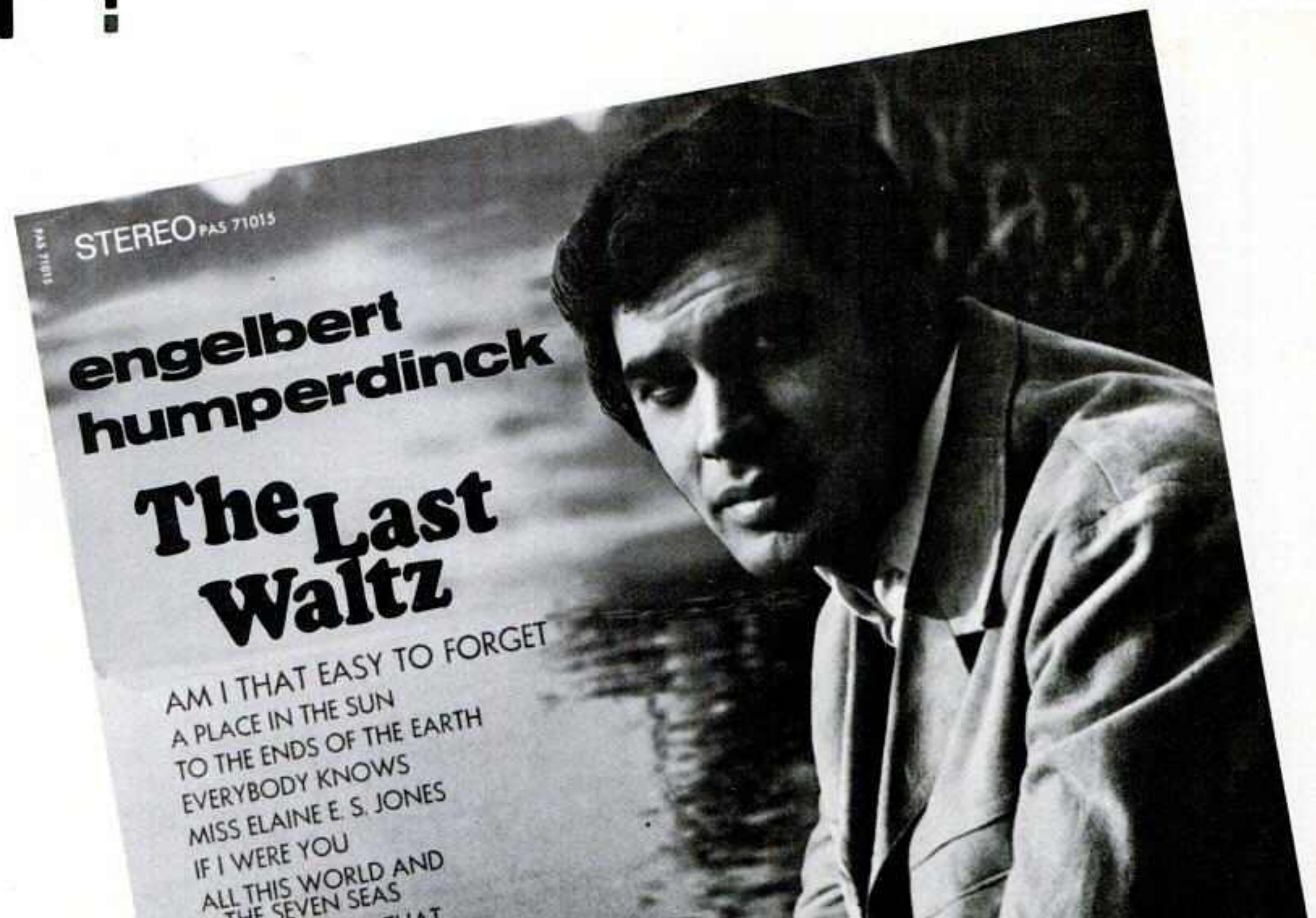


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