

Billboard

The International Music-Record Newsweekly

Cap. Vows 'No Dump' Policy on Monaural

By ELIOT TIEGEL

LOS ANGELES — A policy of retaining a firm \$4.79 monaural album price has been pledged by Capitol as a counter move to reports of massive industry disposal in January of monaural inventories at low wholesale clearance prices.

Capitol's "no dumping" policy, as outlined by its distributing corporation president Stan Gortikov, is meant to "clarify where we stand," the executive said last week.

"Monaural albums will not be sold off at distressed wholesale clearance prices," Gortikov continued. "Current monaural prices will remain firm throughout the foreseeable future."

Gortikov senses a mood de-

veloping which may dump monaural product after the Christmas selling season. "This is apparent in the returns tendency of accounts. They are fearful of the devaluation of monaural product after Christmas."

"Panic and confusion" results from a lack of knowledge on where record manufacturers stand on working toward the eventual elimination of monaural product in favor of a one-class stereo inventory, Gortikov believes.

Demands the Factor

"The demands of the consumer, retailer and wholesaler will influence the rate of continuing monaural release as we

(Continued on page 12)

Soundsheets Promoting Sales 'Encores' of B'way Cast LP's

By MIKE GROSS

NEW YORK—Original Broadway cast albums have found a new area of exposure. They are moving into "soundsheets," a term used for paper-thin flexible vinyl records which are being bound into souvenir theater programs.

The "soundsheets" contain about five minutes of music extracted from the original cast album

of the musical featured in the souvenir program. Included with the "soundsheet" is a suggestion to stop by the local retail store for the complete original cast album.

The "soundsheet" promotion was launched by Kal Efron, souvenir program publisher. He's already out with a "soundsheet" of the Fred Ebb-John Kander score from Columbia Records' original cast album of "Cabaret" and is now readying a "soundsheet" of the Jerry Bock-Sheldon Hornick score from RCA Victor's original cast album of "Fiddler on the Roof."

Efron has made separate deals with Columbia and Victor for the "soundsheet" rights and plans to work out similar deals for the Broadway musical shows to which he gets souvenir album rights. Efron's royalty arrangements with the record companies and the music publishers are kept under wraps.

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The Small Faces live in a nice new world where there are lots of nice people and nice things to do. Like writing a song about "Itchycoo Park" (ZS7 501), which went to the top of the British charts, and producing it for Andrew Oldham's and Tony Calder's Immediate label. Distributed by CBS in the United States and Canada. *(Advertisement)*



The entire country was recently introduced to five dynamic young men from Boston, the Beacon Street Union, on the ABC-TV pop music special, "Twang." The group sang its first MGM single, "South End Incident" (K-13865), forerunner of an album, "The Eyes of the Beacon Street Union" (E/SE-4517), to be seen and heard in January. *(Advertisement)*

Gallagher to Form Label in Thrust Overseas by MCA

NEW YORK — William P. Gallagher, who takes over as head of MCA's Entertainment and Leisure Time Marketing Division Jan. 1, will, it's been reported, establish a label overseas to be known as MCA Records. He'll also be studying the marketing aspects of MCA's various record divisions.

In addition, Gallagher will be named a vice-president in charge of MCA's newly created marketing division Monday (4). Gallagher resigned his post as vice-president of Columbia Records last month.

MCA's record company operation now includes Decca, Coral, Brunswick, UNI, Revue and Kapp Records. The acquisition of Kapp last week by MCA is further reported on Page 3.

The disk emphasis is in keeping with MCA president Lew Wasserman's desire to get into the "youth market" in a big way. Wasserman believes that market for phonograph records is changing character and that new sales and promotion techniques are required and that a new audience must be reached.

NARM Sets All-Tape Meet

By LEE ZHITO

NEW YORK — The National Association of Record Merchandisers will replace its midyear record meetings with all-tape conventions, it was revealed last week by Jules Malamud, the association's executive director. NARM's first all-tape convention will be held Sept. 3-6 at Chicago's Continental Plaza Hotel.

The plan for NARM to stage a tape convention equal in importance to the association's spring record meetings was first unveiled at its last midyear gathering in Lancaster, Pa. in

September (Billboard Sept. 16). The proposal was made at that meeting by Jim Tiedjens (Midwestern Tape Distributing, Milwaukee) and was approved by NARM's board during its recent meeting.

The board named a tape committee to plan the September convention. The committee is headed by Jack Geldbart (L & F Record Service, Atlanta), NARM's first vice-president. Members of the committee include Tiedjens, Stan Jaffe (Consolidated Distributors, Seattle),

(Continued on page 12)

Chess Expands: Sets New Label

By EARL PAIGE

CHICAGO—Chess Producing Corp. has formed a new pop label called Cadet Concept and is seeking independent producers in a full-scale market expansion effort.

A new group, Rotary Connection, is being launched with the new label. Releases will be in both stereo and monaural LP's, singles, 4 and 8-track cartridges, cassettes, and, possibly, Play-Tape. Concert tours are planned for the group.

Chess has also signed the Wild Weeds, an independently produced Hartford, Conn., group, on Cadet. Tommy T and the Federal Reserve is another new Cadet property, under the direction of Ron Malo, Chess' chief engineer, who produced "Kind of a Drag" for the Buckingham's. And Chess is negotiating with a jazz-oriented English group for the new label.

The Chess metamorphosis extends to Checker, too, where house producer Ralph Bass has con-

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Philadelphia Inking Spurs RCA's Drive

By FRED KIRBY

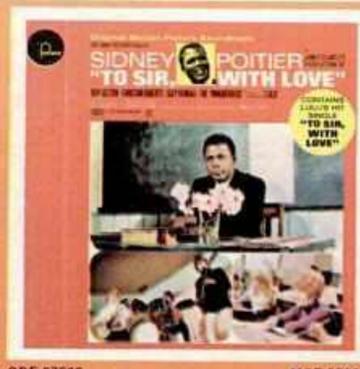
PHILADELPHIA—RCA Victor is making a strong bid to strengthen its position in classical instrumental recordings with the signing of the Philadelphia Orchestra to an exclusive recording contract last week, after the orchestra's 24-year association with Columbia Records. The contract includes conductor Eugene Ormady, long-time music director of the orchestra. Five years ago,

(Continued on page 70)

(Advertisement)

Fontana's Album...it's a LuLu!

Contains LuLu's #1 hit "To Sir, With Love" original sound track
Heading for the top of the LP Charts

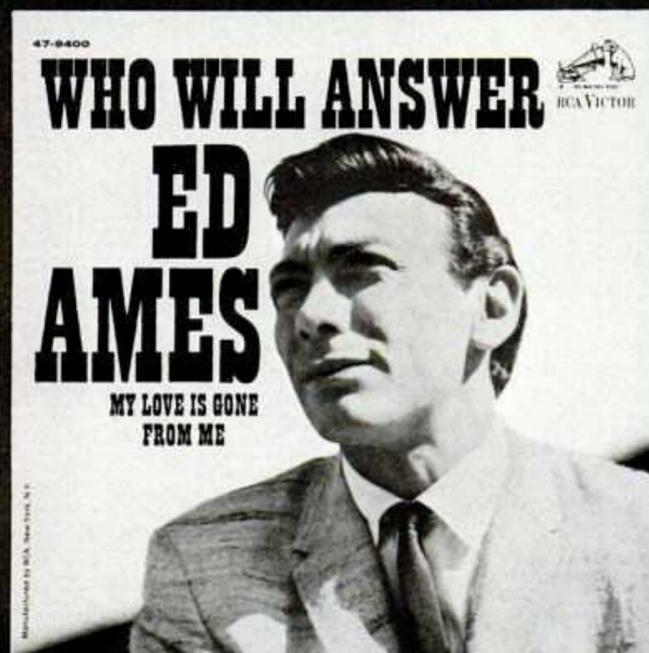


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Ed Ames asks
the ultimate question:
"WHO WILL ANSWER?"

#9400



RCA VICTOR

The most trusted name in sound



From the canyons of the mind we
Wander on and stumble blindly
Thru the often-tangled maze of
Starless nights and sunless days
Asking for some kind of clue -
A road to lead us to the truth, but
WHO WILL ANSWER?

Side by side two people stand,
Together vowing hand in hand
That love's imbedded in their hearts,
But soon an empty feeling starts to
Overwhelm their hollow lives, and
When they seek the "hows" and "whys,"
WHO WILL ANSWER?

On a strange and distant hill, a
Young man's lying very still. His
Arms will never hold his child
Because a bullet running wild has
Struck him down. And now we cry:
"Dear God, oh why, oh why?" But
WHO WILL ANSWER?

High upon a lonely ledge, a
Figure teeters near the edge, while
Jeering crowds collect below to
Egg him on with "Go man, go!" But
Who will ask what led him to
His private day of doom? And
WHO WILL ANSWER?

In the rooms with darkened shades,
The scent of sandalwood pervades the
Colored thoughts in muddled heads,
Reclining on the rumped beds of
Unmade dreams that can't come true.
And when we ask what we should do,
WHO WILL ANSWER?

Neath the spreading mushroom tree,
The world revolves in apathy as
Overhead a row of specks roars on,
Drowned out by discotheques. And
If a secret button's pressed because
One man has been outguessed,
WHO WILL ANSWER?

Is our hope in walnut shells worn
Round the neck with temple bells?
Or deep within some cloistered walls
Where hooded figures pray in halls?
Or in old books on dusty shelves?
Or in our stars? Or in ourselves?
WHO WILL ANSWER?

If the soul is darkened by
A fear it cannot name - if the
Mind is baffled when the
Rules don't fit the game -
WHO WILL ANSWER?
WHO WILL ANSWER?
WHO WILL ANSWER?

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Klein Drops a Label— Sets One With Stones

LONDON — Allen Klein, Cameo/Parkway Records president, is folding one label and starting another. Klein was here last week to set up a label with the Rolling Stones, who he manages. At the same time he announced the discontinuation of Wyncote Records, a C/P 98-cent label.

Another purpose for Klein's visit is to negotiate a new license for Cameo/Parkway. Klein said, "There is a strong possibility that this new company of the Stones will be connected with Cameo/Parkway, though the group will operate the label."

He indicated that the Bea-

ties might be principal in the new label.

The Stones will not record for the new label as they have a long-term contract with British Decca. Previously, the Beatles discussed a production deal with the Stones, which a spokesman for Nems, the Beatles management confirmed, adding that any announcement on the venture was "too premature."

If such a venture does go through, the Beatles could not record for the company, as their EMI contract has eight more years to run.

Klein said he was dropping the Wyncote line to concen-

(Continued on page 8)

Shift at RCA Nashville —Davis Exec Producer

NASHVILLE — RCA Victor has realigned its office here. At the suggestion of Chet Atkins, manager and head of production of the Nashville office, Danny Davis is being transferred from New York to take over the newly created post of executive producer. It's been known for some time that Atkins, who's expected to be named a vice-president of the label, wished to devote more time to his work as a recording artist and to his personal appearance schedule with Floyd Cramer and Boots Randolph.

Davis, who worked primarily with pop acts in New York, will assume his new position Jan. 1, working under Atkins. Davis joined RCA Victor two years ago in New York after producing pop singles for MGM. He will continue to produce some of his current artists including Lana Cantrell and Nina Simone.

Mary Lynch, longtime secretary to Atkins and more recently artists & repertoire coordinator for RCA Victor, Nashville, has been promoted to the post of administrator, in the realignment. She will continue to report to Atkins, and will co-ordinate scheduling operations with Joan Deary, who is manager of the Operations Services Division of the record company.

Bob Ferguson and Felton Jarvis, producers who have been doing the a&r work for the majority of Victor artists here,



DANNY DAVIS

are moved up as senior producers, but will report to Davis under the new set-up.

At one time Atkins produced the bulk of the Victor artists, but now is down to only three: Eddy Arnold, Hank Snow and Don Gibson. All new artists and most of the established ones, had been assigned either to Jarvis or Ferguson.

An announcement by Victor said the appointments were "in line with the total importance of the company's Nashville operation." There also was no announcement in regard to Victor's planned expansion, but it is known that New York officials of the firm have negotiated with a Nashville architect for an additional recording studio at an estimated cost of a \$500,000.

Logo Redesigned by MGM

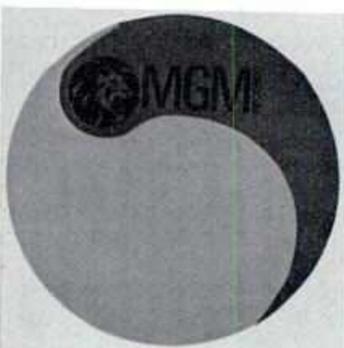
NEW YORK—MGM Records is revamping its label design to fit a corporate image and establish stronger youth appeal. The design will be introduced to distributors Jan. 8-13 at the winter sales meeting in Barbados.

The new MGM logo will be blue and gold and the corporate image will be maintained through the lion design and the type used for "MGM," which will be the same as on the outside of the building and in the hallways. Mort Nasatir, MGM president, said the new logo was to "be a little more contemporary and also give us a label that, in itself, is striking."

Jack Maher, advertising director of MGM Records, pointed out that Music Factory Records, a new label named after the MGM syndicated hour radio show, will also be contemporary in design, as well as Cub Records, just revived, and

the other new labels now being distributed by MGM. In addition, there's talk that new designs may eventually be coming for Verve and Verve/Forecast.

MGM has just redesigned its album intersleeve to give it a more mod appearance.



NEW LOGO

Colgems Maps Total Expansion Based on Successful Past, Ties

NEW YORK—Colgems Records has mapped out a blueprint designed to broaden its scope into a "complete" record division in the next 12-month period. Colgems is now manufactured and distributed by RCA Victor but it's still not certain whether Victor will be a part of Colgems' move into other areas such as classical, rhythm and blues, country, international and economy merchandise. Victor is tied to Colgems with the Monkees whose sales are reported to be approaching 15 million in albums and 10 million in singles, and Sally Field, TV's "Flying Nun," among others.

Colgems feels it can reach its expansion objective due to the successful mark it made in its first year of operation and the fact that artists, materials and ideas are being submitted to the company from all over the world. Colgems is also banking on its ties with motion pictures, TV and music publishing to bolster its lure. Its ties are with Columbia Pictures, Screen Gems TV and Columbia Pictures Screen Gems Music. Executives

from the picture and television divisions have become increasingly aware of the mutual benefits that can be accrued from the close relationship that exists between the record wing and the video and film divisions and are guiding established and promising artists and projects into the disk division's fold.

Personnel Added

The label also has established a program of continual addition to personnel roster in all phases of business. In this respect, the company last week brought in Lloyd Leipzig as a vice-president to supervise its East Coast operation. (See Executive Turntable.) A major portion of Leipzig's duties will be in maintaining liaison and working closely with all domestic and international division of RCA Victor, which distributes Colgems globally, too.

Leipzig will also maintain liaison with the parent firm, Columbia Pictures, which is now rolling with Lionel Bart's "Oliver!" scored by Johnny Green, "In Cold Blood," with music by Quincy Jones, and "McKenna's Gold," with music by Dimitri

Tiomkin. There will be soundtrack album releases of the three films. Jonie Taps is the studio executive in charge of music and soundtracks for Columbia Pictures' producers throughout the world.

Leipzig also will back up Lester Sill, Colgems vice-president and general manager based in Hollywood, in continuing the close ties which have been established with Screen Gems' TV production organization and with such major shows as "The Monkees" and "The Flying Nun."

Danny Davis Hired

Another personnel move is the hiring of Danny Davis as director of National Exploitation. Davis, who has handled promotion for UNI Records and Colpix Records, will supervise the growing Colgems network of independent promotion men and will be working closely with the RCA Victor promotion staff.

Recently, Colgems promoted Irwin Z. Robinson to the post of vice-president, Business Affairs. In this capacity, Robinson supervises artists negotiations and the legal and business affairs of the company.

MCA Buys Kapp in New Surge To Be a Major Record Complex

NEW YORK — The independent record company continues to be a big lure to big business. Following on the heels of Warner Bros./Seven Arts acquisition of Atlantic Records for \$17 million, MCA's recently formed UNI Records has purchased Kapp Records and all its subsidiaries. The amount of the purchase, said to be in cash, was not disclosed.

The acquisition of Kapp is part of MCA's plan to become a major factor in the record business. It's been hinted that other independent labels are being eyed by MCA. Now in MCA's fold are Decca Records and its subsidiaries, Coral and Brunswick; UNI Records and its rhythm and blues subsidiary, Revue Records; and now Kapp with its subsidiary labels, Four Corners of the World, Congress Records, Medallion, Trend and Kapp Audio Corp. With the Kapp acquisition also comes two publishing firms, Cavalcade (ASCAP) and Ashland

(BMI). MCA's publishing interest already included MCA-Leeds and Decca's Northern Music.

Separate Entities

Both the UNI and Kapp labels will be retained as separate entities in New York and Los Angeles. The present distribu-

tion set-up of both companies will not be disturbed. The operation of UNI and Kapp will be under the direction of Ned Tannen, vice-president of Universal Records, Inc., a division of MCA. Russ Regan will continue to head the UNI label, while the responsibility and operation of Kapp will continue to be in the hands of the present management, with David Kapp continuing in an advisory executive capacity and as a producer. Decca, a wholly owned subsidiary of MCA, and a strong contributor to the MCA profit statement each year, will not be affected by UNI's expanded operation. Decca will continue to merchandise its product through company-owned distribution centers. UNI and Kapp use independent distributors.

Kapp Records' catalog of successful albums includes those by Roger Williams and Jack Jones. Just recently, however, Jones switched his affiliation to RCA Victor. In the original Broadway cast album field, Kapp is now running strong with "Man of La Mancha." Other theater musical sets on Kapp include "Once Upon a Mattress" and "Man With a Load of Mischief." Several seasons ago, Kapp came up with Louis Armstrong's "Hello, Dolly!" a top single and album seller for the label. Kapp's country operation is under the supervision of Paul Cohen.

In the country roster are Mell Tillis, Bob Wills, Cal Smith and Billy Edd Wheeler. Also in the Kapp catalog are a collection of nearly 100 classical recordings, including the Opera Without Words Series, the Trumpet and Orchestra Series, by Roger Voisin, and "rare" recordings including a five-record set of the Debussy Piano Works.

Kapp launched his own label in 1953 after a stint as artists and repertoire chief at RCA Victor. Before that, he was a vice-president at Decca Records, which was founded in 1934 by his brother, the late Jack Kapp.

BB POLICY ON YULE PRODUCT

NEW YORK—The policy of Billboard is to reflect sales of all Christmas product, regardless of its particular music category, for the "Best Bets for Christmas" chart. The chart, which started with the issue of Dec. 2, will run in four consecutive issues and will list the fastest moving Christmas product; singles and albums, for the given week, as tabulated from dealer sales reports.

Elektra to Spin 80% Of Disks From Coast

NEW YORK — By the end of 1968, about 80 per cent of Elektra Records' product will be produced in the company's new West Coast studios, which will be completed by the end of January.

Jac Holzman, Elektra president, emphasized that the switch in recording activity will in no way affect the New York office's status as the sales and administrative headquarters of the label. Nor will it effect the Elektra recording studios here, which will remain in operation.

Reason for the increased emphasis on West Coast recording, according to Holzman, is the more relaxed pace, the availability of space, and the "creative atmosphere."

The new Elektra studios at 120 La Cienga Boulevard, Hollywood, will be one of the most advanced in the industry. Equipment includes a 22-position Sound Technique Console, two live stereo chambers, a 10-channel all-Dolby System set-up, a mechanical chamber for special effects and 2, 4, and 8-track facilities.

Holzman pointed out that he was able to acquire two adjacent lots to his Hollywood studios, giving him a total of 120 feet on La Cienga Boulevard. The cost of such frontage in New York would be prohibitive.

The Coast operation allows room for expansion, Holzman

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Catena Sees Cap.'s Rack Jobbing Business Soaring 20% by 1975

LOS ANGELES — With almost 60 per cent of Capitol's business now written by rack jobbers, Rocky Catena, the label's new national rack merchandising manager, sees this percentage rising to 80 per cent by 1975.

Catena has mapped a four-pronged program for Capitol's involvement with the burgeoning rack industry which reads:

- Seek an expansion of the label's share of market;
- Maximize the potential of hit product;
- Broaden catalog and product representation.

A little more than one year ago Capitol restored its 10 per cent differential discount for racks, which it prefers to call subdistributors. Now, under its new program of emphasis for racks, Catena will work toward developing merchandising aids and programs to benefit the specific needs of the rack customer.

"There will be diminishing need for things to dress up windows, for example," Catena said. Point of purchase merchandisers designed expressly for departments in discount and department stores will be emphasized. "Hopefully, we can extend the point of purchase efforts beyond the record de-

partment," Catena says. Pointing to the placement of tape cartridges in auto accessory departments, the 10-year Capitol employee envisions a great exploitation of music—disks or tape—in equipment departments. "We will seek a greater cross-fertilization of merchandising within departments," the former pop album promotion manager explains. At the same time, Catena envisions racks accepting such items as tape cartridge, record spindles and posters ("anything with a novelty appeal")

Bigger Role

While other companies may have salemen charged with maintaining liaison with racks, Catena's role is far more encompassing. He will seek to provide racks with selling tools (and along the way gain their favor which will help broaden

the product representation), while orienting the home office to the specific needs of rack jobbers. A sample matter of displays being not more than 54 inches high (the maximum limit placed on displays by many discount stores) is of major importance to the company now.

Catena believes Capitol must educate the rack's routemen who deliver product in the tools of proper disk merchandising. Since last January, the company has been working toward this goal. It has had three special field merchandising managers working exclusively with racks. These rack field merchandisers are Ray Hooper, Atlanta; Tom Ellison, Miami and Ralph Black, Nashville. Also functioning are two special rack sales accounts managers: Joe Sammartino, Philadelphia, and Jim Blackwood, Detroit-Cleveland.

Doris and Col. Call It A Day After 20 Yrs.

LOS ANGELES—Doris Day and Columbia Records have gone their separate ways, marking the end to one of the longest artist-company relations pacts. "We have not renewed her contract; she wants to be on her own," says Marty Melcher, her husband-manager.

The termination of the disk tie with Columbia, which spanned a 20-year period, leaves two other pacts intact between the artist and CBS, the parent company. Miss Day, who has de-emphasized her recording career in favor of comedy films, will make her series TV debut next fall with a filmed half-hour situation comedy show. She has avoided TV, appearing less times perhaps than any other major box office film name. Additionally, Miss Day has a non-exclusive deal with CBS Theatrical Films, the new motion picture division. Her first CBS film will be "With Six You Can Get Egg Roll,"

planned for a summer, 1968 release.

According to Melcher, her recording plans are "indefinite" because of her heavy schedule in films and TV. Melcher does say that his wife will record for their own label, Arwynn, which has been in existence for a number of years, mainly releasing rock product. Don Genson is general manager of the label and he will undoubtedly work on the vocalist's disks when the appropriate time arrives. "We plan to reactivate Arwynn," Melcher says, "within the next six to eight months."

Miss Day will remain in the standards category, cutting albums, according to Melcher.

Kornfeld Set Justa-Virgo

NEW YORK — Justa-Virgo Productions, an independent production company, has been formed by writer-producer Artie Kornfeld. Kornfeld is concentrating all his production interests in the new firm.

He is also concentrating all his publishing interests in his wholly owned firm, Luvlin Music (BMI).

His first release as an artist is with the Artie Kornfeld Circus on Bell Records. It's an instrumental of "The Rain, the Park and Other Things," which he wrote.

Kornfeld will produce a new group, the Musical Commune. Members include Oz Bock, formerly of Spanky and Our Gang, and Ed Simon, brother of Paul Simon of Simon and Garfunkel.

He has also written the title theme for the Czeck film, "Lemonade Joe," playing at the Little Carnegie Hall Cinema here.

Vance, VMC Set; Plan Record Co.

LOS ANGELES — Vance Music and VMC Records have been formed to develop as a full-line record company. First act signed by 23-year old president Steve Vail is the David, male quartet he formerly managed and had on the 20th Fox roster. Vail says his financing comes from a wealthy scientist-silent partner.

The company is being represented in sales and distribution relations by Ted Rosenberg. Independent producers will be sought for projects. First product is planned for later this month.

TV Exposure for Anita Bryant LP

NEW YORK — Anita Bryant will be giving her first Columbia Records' Christmas album, "Do You Hear What I Hear?"/Christmas With Anita Bryant," network TV exposure within the next few weeks.

Miss Bryant will perform selections from her album on the Nov. 15 "Mike Douglas Show" and on a "Lawrence Welk Show" later this month. The LP was produced by Jay Darrow, associate producer in Columbia's artists and repertoire department.

2 New Records Take Yule Play

NEW YORK—In the opening week of play on Christmas singles, two new records were running ahead of the rest of the field. In the No. 1 spot in Billboard's survey is "Snoopy's Christmas," by the Royal Guardsmen on Laurie Records. Also coming in strong, with breakout reports from many areas, is "Little Beckey Christmas Wishes," by Beckey Lamb on the Reprise label.

NARAS Plans Sholes Salute

NEW YORK — RCA Victor's Steve Sholes has been selected by the New York Chapter of the National Academy of Recording, Arts & Sciences as its honored guest for the first of a series of luncheon meetings. The Sholes' salute is scheduled for Tuesday (12) at the New York Hilton.

Eddy Arnold, a long-time friend of Sholes, and with whom Sholes produced a series of hit records, will emcee. Brad McCuen, of RCA Victor's a&r department, has prepared a special slide presentation, highlighting Sholes career, since his days as an office boy at RCA Victor and part-time saxophonists, Charlie Grean, another long-time friend is acting as committee chairman.

NARAS members have already received their ticket reservation forms. A limited number of seats are being made available for non-members, who can obtain reservation forms by contacting NARAS' New York office.

Millage Branch

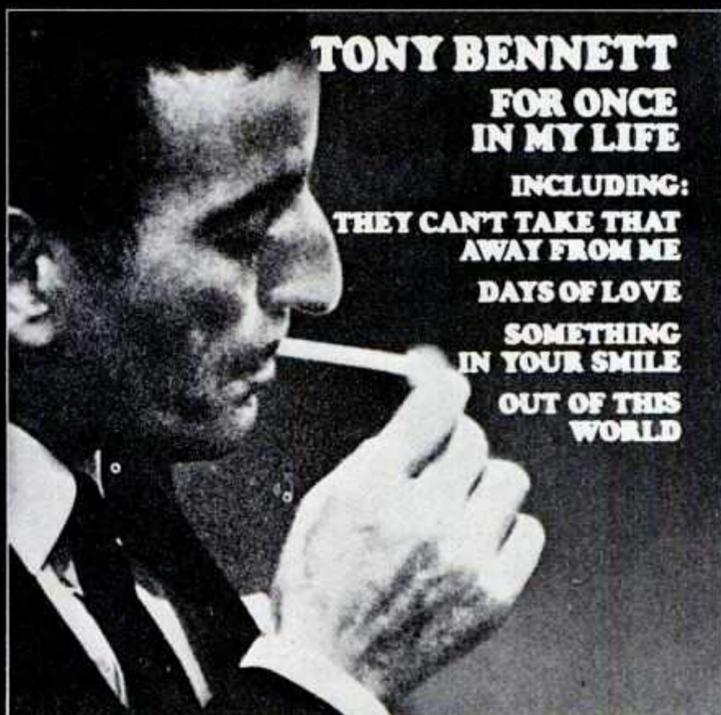
PITTSBURGH — Millage Records of Detroit has opened a branch office in Pittsburgh at 621 Emlin Street, with P&M here as its new distributor. Kelly St. Clair's single, "Funny," is Millage's new release.

London in RIAA Bid on Stones' LP

NEW YORK — London Records has requested RIAA certification of more than \$1 million in sales for the new Rolling Stones album "Their Satanic Majesties Request." The company claimed the gold record sales mark was reached before copies were shipped. The album was introduced by London at a press luncheon at the St. Regis Hotel here on Nov. 27.

Tony Bennett's once-in-a-lifetime single (4-44258)

is now a
once-in-a-lifetime
album!



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On COLUMBIA RECORDS

This One



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Axelrod's Flowering Record Form— A Rock Mass for Flower Generation

By ELIOT TIEGEL

LOS ANGELES — A blending of the ingredients from the Latin Mass with rock 'n' roll has been expanded by composer Dave Axelrod.

Axelrod's new music form is performed by the Electric Prunes on a forthcoming Reprise album, "Mass in F Minor."

Although there have been a

number of "rock masses" performed around the country, Axelrod's work is the first recorded and released by a major company. Previously, interpretations of religious works were confined to the jazz fraternity, with Lalo Schifrin's "Jazz Suite on the Mass Text," gaining the most notoriety last year. Since its release, Vince Guaraldi and

Duke Ellington have written secular works. The Association, a hot pop group, recorded "Requiem for the Masses," which was non-religious in theme but sung in a chant style, as the flip side to their current "Never My Love" hit.

But outside of this, pop groups have not generally shown an interest in interpreting the Mass in a contemporary style.

To Axelrod, a producer at Capitol Records and composer for the label's ASCAP firm, Morley Music, which is publishing "Mass in F Minor," this religious form can legitimately be combined with a rock beat. "The sounds of our music today can be put to so many better forms than the 'bubble gum' types of songs which some groups are still recording. Kids today are ready for something advanced in music," Axelrod says.

His score is patterned after six parts of the Mass, Kyrie, Gloria, Credo, Sanctus, Benedictus and Agnus Dei. He has used the Latin first and second line of these segments for his own work, which took one week to compose.

Axelrod's Mass speaks in the language of today's flower generation. He has fused twanging guitars, controlled distortion and echo, a Far Eastern mystical feeling (a recognition of the growing influence of Indian music and the sitar in America) with a Gregorian chant style which engulfs the four voices of the Electric Prunes.

Axelrod is more optimistic than concerned about the reaction to his Mass from church officials, who may not appreciate the insistent rhythmic patterns and distorted guitars working against the French horns and cellos.

"I've played dubs of this mass for kids who have said that if the mass sounded like this, they would attend church every Sunday."

Because of the adventurous nature of the project—today's young people are prone to seeking out meaningful crusades which are being covered and explored by FM radio and "underground" press—Reprise plans promoting the album at the FM, underground press levels. Additionally, a campaign of sending test pressings to Catholic newspapers has been initiated to gauge a reflection of their thoughts.

Renzetti Does 'Ads'

NEW YORK — Joe Renzetti, arranger for Jay and the Techniques, Spanky and Our Gang and Bunny Sigler, among others, will do the arrangements for a series of teen-oriented commercials. He will work with John Madera Productions, a record production company, which is doing the advertisements for Mark Brown Productions, commercial producer.

WHERE CHART ACTION IS

NEW YORK—In this issue the "Hot 100" Chart will be found on page 95; the "Top LP's" Chart on page 58; and the "Best Bets for Christmas Chart on page 92.



PHIL KING (center), King Karol Record Shop, New York, shows the Hobbits of Decca Records the display he has promoting their debut album. Terry Phillips produced the record through Lee Harridan Productions.

MGM Test-Markets 'Wizard of Oz' Pkg.

NEW YORK — MGM Records is expanding into "related fields" and is now test-marketing a "Wizard of Oz" package for children. The package includes an album, a Wizard of Oz book printed for MGM, and with figures. Retailing for \$14.95, the package is being test-marketed both in the mail order field and door-to-door by Grollier's Society, the firm that publishes Encyclopedia Americana.

Irv Stimler, head of special projects for MGM Records, said that this was one of many such projects in the works. "Most of our projects are leaning toward the educational field. By early next year we will have a Listen and Learn 2-track CARtridge on the market for the PlayTape machine." He said that the University of Michigan was now preparing this series.

In addition, MGM is now working on a special project to provide election messages on PlayTape cartridges. This would allow candidates for public office to present their messages personally through door-to-door volunteers.

"We get into everything," Stimler said. "If it's in the medium of the voice, we're in it."

London, Jones In a Tour Tie

NEW YORK — London Records plans a major promotion on Tom Jones in conjunction with the Parrot artist's U. S. tour which begins with a two-week Copacabana stint on Feb. 15. The campaign will include heavy radio spot advertising, nationwide distribution of empty album covers, and in-store and window displays. The display units will push the six albums of Jones' Parrot catalog.

London has slated a reception for Jones' Copa opening. He also is set for a Feb. 14 "Kraft Music Hall TV Show" and for a guest appearance at the Feb. 29 awards dinner of the National Academy of Recording Arts and Sciences. In March, he will tape the Red Skelton Show, Hollywood Palace and Jonathan Winters Show in California. The tour ends with an engagement at the Flamingo Hotel in Las Vegas, opening March 21.

Latest project was a concert promotion at the Hollywood Bowl a weekend ago. Stimler promoted the show for White Front Stores, a West Coast discount chain. The project was so large that Warner Bros. Records was brought in and the show featured the Animals and the Hombres of MGM Records, as well as Petula Clark of Warner Bros.-Reprise and other artists. Tickets to the show were available only to record buyers in White Front Stores. The show was a sellout, said Stimler.

ABC to Hold Distrib Meets In 3 Regions

NEW YORK — ABC Records will hold three regional distributor meetings the first week in January, presenting new album releases from its owned and distributed labels. ABC had scheduled one meeting in Las Vegas, but switched to the regional plan.

The first meeting will be held in Los Angeles, at the Century Plaza Hotel, Jan. 2. ABC's home office will be represented by Larry Newton, Howard Stark, Loren Becker and Bud Katz, in addition to West Coast executives Jay Lasker and Irwin Garr.

On Jan. 4, ABC will host a Midwestern distributor convention in Chicago at the Continental Hotel. New York's Plaza Hotel is the location for the Eastern distributor meeting Jan. 6.

Two Gold Records To the Association

LOS ANGELES—The Association have earned an RIAA gold record for the single "Never My Love" (their second straight gold single) and one for the LP "Along Comes the Association." Latter product was initially released on Valiant which Warner Bros.-Seven Arts Records (W7) purchased last May. "Never My Love" is becoming a major copyright for Tamerlane Music, which also came into the WB fold. Sixteen versions of the tune has thus far been recorded.

Executive Turntable



FORD

Walter Thomas has joined the one-nighter department of the Queen Booking Corp. Before joining Queen, Thomas had been with Shaw Artists Corp. 13 years. . . . W. A. Jones, manager of promotion and advertising for WSIX-AM-FM-TV, Nashville, has resigned to become executive assistant of the Charlie Lamb Corp. and its allied music publishing firms. . . . The Getzen Co., of Elkhorn, Wis., a major producer of musical instruments, has hired Charles A. Ford as marketing manager. Ford comes from the Leblanc Co. and has been in the industry 20 years.

★ ★ ★

Lloyd Leipzig has been named a vice-president of Colgems Records. He will supervise the division's East Coast operations working in tandem with Emil La Viola, vice-president and general manager of the Columbia Pictures-Screen Gems music publishing arm, and reporting directly to Lester Sill, Colgems' vice-president and general manager who will continue to headquarter in Hollywood. Leipzig, who comes to Colgems after four years as director of creative services for United Artists Records, takes over the new post as part of Colgems' expansion program.

★ ★ ★

Robert Cato has been promoted to vice-president, creative services of CBS Records. In his new capacity, Cato will be responsible to Bill Farr, vice-president, marketing of CBS Records, for the division's visual and literary activities and for directing the newly organized creative services department, which will include packaging design, advertising design and copy, publicity and literary services. Cato, who joined Columbia Records in 1959 as art director, was, most recently, director, creative services for CBS Records. Since Cato joined Columbia, the company has received nearly 100 awards for album covers and art work. He was formerly art director for Theatre Arts and Glamour magazines.

★ ★ ★

London Records of Canada, Ltd., reverts to the "label manager" concept with the appointment of Gary Kouri as label manager for Philips-Mercury product and Dave Doucette as label manager for the Liberty lines. They will be responsible for sales and promotion of their labels, which will involve field work across Canada. Kouri was formerly a salesman with the Quebec branch for several years, and Doucette was previously involved with cataloging and sales aids.

★ ★ ★

Quality Records, Ltd., Canada, has named Ed Lawson national promotion manager and merchandising manager for MGM Records; Liam Mullan, formerly sales and promotion supervisor, Quebec branch, as Ontario promotion manager and merchandising manager for Atlantic-Atco; Harold Winslow, formerly national sales promotion manager and sales co-ordinator, as branch manager in charge of the Ontario sales division, and Robert Nickford, formerly sales and promotion supervisor for Eastern Quebec, as branch manager in charge of the Quebec sales division. . . . Aaron Sternfield, executive editor of Billboard, has taken on additional responsibilities as international editor. Sternfield is also Billboard special issues editor.

★ ★ ★

William Kaplan, ABC Records' director of legal and business affairs, resigned his position Nov. 30 to accept a job in California with the law firm of Mitchell, Silberberg & Knupp. . . . Mauri Lathower has been named director of a&r marketing co-ordination for Capitol, a new post. He was formerly singles sales manager. He will develop product schedules for singles and LP's, purchase masters and sign production deals. . . . Eugene A. Bauer, a director of Thearle Music Co., San Diego, Calif., will direct a newly created educational music division of the company. Robert A. Berry will manage the firm's new San Diego area store in Grossmont.

★ ★ ★

Eddie Lambert has been signed by Akbestal Music Publishing as professional manager. Lambert was formerly a professional manager with South Mountain Music and headed the writer development program at April Blackwood Publishing. More recently, Lambert was affiliated with Tridon Music, the Don Costa-Trini Lopez owned firm based in Los Angeles.

NEW ALBUMS for DEC.

RCA VICTOR
The most trusted name in sound



NEW POP ALBUMS



LOP/LSO-1511*



LOC/LSO-1147



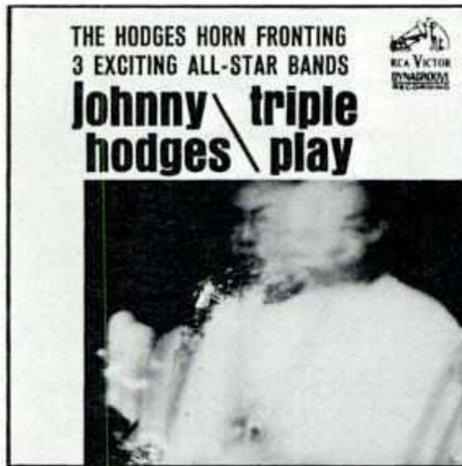
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LPM/LSP-3868



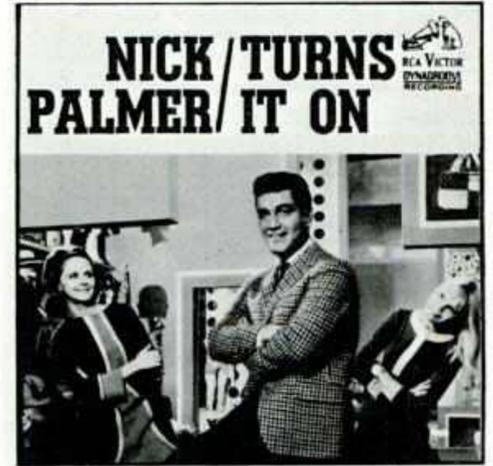
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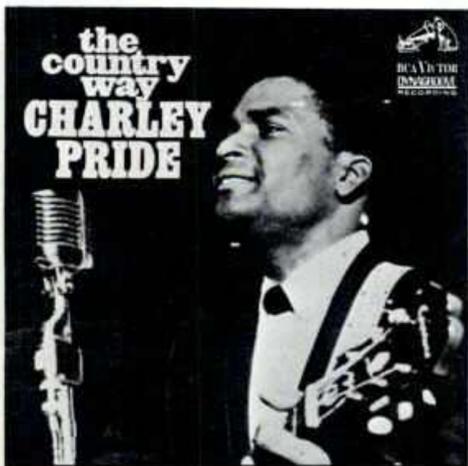
LPM/LSP-3867



LPM/LSP-3897



LPM/LSP-3894



LPM/LSP-3895

NEW
IN THE
VINTAGE SERIES

LPV-548

LPV-547

*Available on Stereo 8 Cartridge Tape

Cap.: Custom Service a Custom

By ELIOT TIEGEL

LOS ANGELES—Capitol's custom service department sells everything from studio space to steam heat. The latter is a little-known commodity but one which brings in about \$3,000 a month for the company.

Capitol's Scranton, Pa., plant "sells" its steam to a neighboring company at \$1.65 per 1,000 pounds. In fact, Scranton has been selling steam for the past 10 years and supplies its customers with more than one million pounds per month, according to Bud Harden, director of custom services.

From an initial entry into studio rentals and record pressing custom jobs, the department has expanded into other areas by:

- Bowing the Capitol HI-Q professional production music library in 1952 for films (industrial, theatrical, educational), using its own music and leasing libraries from other sources. The package sells for \$350 and includes 55 records and 110 15

i.p.s. tapes.

- Entering the premium record field in 1959 and scoring with a number of major promotions, including a one million unit LP for a Dinah Shore Chevrolet Christmas promotion.

- Developing the Capitol Production Music Series of music themes in 1963 for broadcasters to use with live commercials or with production spots. Six LP's comprise this series.

- Entering the syndicated radio market earlier this year with a series of hour conversation programs featuring Los Angeles personality Michael Jackson interviewing controversial newsmakers. (The program has since been discontinued.)

Harden, who has been with Capitol since 1948 (starting out as a truck driver at the LA plant, moving to shipping clerk, order services manager, sales representative, production manager, department director), oversees a staff of eight.

During the week studios rent for \$35 to \$70, depending

on the time and size of facility. "When Capitol began renting its pressing facilities," Harden says, "the main competition came from Columbia, RCA and a handful of independents. Today, Harden estimates this number "must have quadrupled."

Most custom pressing clients move about to achieve price discounts. Word Records, a leading religious label, has been serviced by Capitol for 10 years. Custom has been pressing volume six of Firestone's "Your Favorite Christmas Music" premium LP. Firestone believes it will sell close to three million copies (at \$1 a throw), Harden says.

Kapp Will Show January Catalog

NEW YORK — Kapp Records will present January's catalog to distributors and sales representatives at regional meetings after the first of the year.

Sid Schaffer, vice-president of sales, and Hy Grill, executive a&r director, will cover the West Coast and parts of the Midwest. Joe Berger, Kapp's national sales manager, with Gene Armond, national promotion manager, and Norm Leskiw, Midwest sales manager, will cover the rest of the Midwest. The East will be covered by Berger, Armond and Vic Chirumbolo, East Coast sales manager.

Hearth a Sparker

NEW YORK—The Charles Dickens classic, "Cricket on the Hearth," now an NBC-TV one-hour color spectacular to be broadcast Dec. 18, is accounting for a number of recordings. Publisher George Pincus already reports a Jack Jones single of the title song, "Don't Give Your Love Away," Ed Ames' version of this tune is included in the RCA Victor soundtrack featuring Danny Thomas, Ed Ames, Abbe Lane, Marlo Thomas and the Norman Luboff Choir. RCA Victor has also released Danny Thomas' record of "The First Christmas."

Julius Bass is producer and lyricist of "Cricket," with the music by May Maury Laws. Other network TV shows published by Gil-Pincus with recordings and soundtrack LP's include "Tarzan" (NBC-TV) and "King Kong" (ABC-TV).

Klein Drop Label

• Continued from page 3

trate on his two prime U. S. labels, Cameo and Parkway. This week U. S. distributors were informed that C/P is dropping the line.

Elsewhere on the Cameo/Parkway front, the acquisition of Merco, Long Island-based distribution complex, is expected to be announced soon.

'Fats,' Bartholomew, Broadmoor Team

CHICAGO — Fats Domino and arranger-producer Dave Bartholomew have joined forces again on the Broadmoor label, to be distributed by Dover Records, New Orleans.

Domino and Bartholomew, New Orleans natives, teamed in the past to produce records that have sold more than 50 million total, many of which were million sellers.

Market Quotations

As of Noon Thursday, November 30, 1967

NAME	High	Low	Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
Admiral	38	19	552	20 3/8	19	19 1/4	- 3/8
American Broadcasting	102	66 1/2	118	72 1/2	69 3/8	71	-1 1/8
Ampex	40 3/4	22 3/4	994	37	34	35 3/4	+ 1/4
Audio Devices	30 3/8	20	172	23	20	20 3/8	-2 3/4
Automatic Radio	25 3/8	3 1/4	600	17 3/4	15 1/4	17 1/8	- 3/8
Automatic Retailer Assoc.	80	51 3/4	123	74 1/2	71 3/4	74	+ 2
Avnet	65 1/2	16 3/8	1623	65 1/2	58 3/8	63 1/4	+2 1/4
Cameo Parkway	55	2 1/8	307	40 1/2	31 3/8	37 3/8	+5 1/2
Canteen Corp.	28 3/8	19 3/8	354	20 1/2	19 3/8	19 3/8	- 1/8
CBS	76 3/8	47	938	53 3/4	49 1/4	52	+1 3/8
Columbia Pic.	56	33 1/2	354	53	45	50 1/2	+4 3/8
Consolidated Elec.	57 3/4	35 1/2	671	44 3/8	39 3/8	41 3/8	+2 1/2
Disney, Walt	62 3/4	37 1/2	423	62 3/4	55 1/2	61 3/8	+5 3/8
EMI	5 3/8	3 1/2	403	5 3/8	4 3/4	4 3/8	Unchg.
General Electric	115 3/8	82 1/2	1219	108	102 1/8	104 3/8	- 3/8
Gulf + Western	64 3/8	30 3/8	1809	54 3/8	52 3/8	53	- 1/8
Handleman	52 1/4	17 1/8	181	52 1/4	46 1/4	49 3/8	+3 1/2
MCA	68 3/8	34 3/4	355	68 3/8	66 3/8	67 1/4	Unchg.
Metromedia	66 1/4	40 3/8	636	54 3/4	52	53 3/4	+ 3/8
MGM	64 3/4	32 3/4	291	56	51 3/8	51 3/8	-4 1/8
3M	93 1/2	75	530	92 3/8	89	91 1/8	+1 3/8
Motorola	146 1/2	90	487	139 3/4	130	133 1/4	+ 2
RCA	65 1/2	42 3/8	2806	58	55 1/2	55 3/8	-3 1/4
Seeburg	24 1/2	15	343	21 1/4	19 3/8	19 3/8	- 1/8
Trans Amer.	51 3/4	28 1/2	1317	51 3/4	46 3/8	50 3/8	+ 3
20th Century	29 3/4	11	806	24 3/4	22 3/4	24	- 1/2
WB	42 1/8	19 1/2	1591	39 3/4	35 1/2	38 3/8	+ 2
Wurlitzer	36	18 1/8	140	25 1/2	23 3/4	24	+1 3/4
Zenith	72 1/4	47 3/4	598	63	59 1/4	59 1/4	-3 1/4

OVER THE COUNTER*

As of Noon Thursday, November 30, 1967

	Week's High	Week's Low	Week's Close
GAC	8 3/4	8 1/4	8 1/4
ITCC	11 1/4	10 3/4	10 3/4
Jubilee Ind.	10 1/8	9 1/4	9 1/4
Lear Jet	21	18 3/4	20 3/4
Merco Ent.	15 3/4	15	15 1/2
Mills Music	34	33 1/2	34
Orrtronic	6	5 1/2	6
Pickwick Int.	16	14	14
Telepro Ind.	3	2 1/2	2 3/8
Tenna Corp.	8 3/4	8 1/2	8 3/4
National Mercantile	13 1/4	12 3/4	13

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

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

Stifling of Benelux Product Laid to Language Barriers

NASHVILLE — The language barrier is the principal cause of the failure of the Benelux countries to produce songs widely acceptable in the United States, according to Roland Kluger, Brussels-based publisher.

Kluger, manager of Acuff-

Rose Benelux, said that there is a sharp increase in activity, however, among songwriters and artists in Belgium.

Here to talk with Acuff-Rose executives, Kluger attributed the surge of activity to the successes attained in the pop field by British artists. He noted that while both France and Italy have groups as popular locally as the Beatles, none of their records has made the U. S. charts. The majority of the Benelux peoples speak French, Flemish, Dutch and German.

Despite the language barrier, several widely known songs have come out of Belgium, the Netherlands and Luxembourg. They include "Petite Waltz," "Hawaii Tattoo," and "Manhattan Spiritual," the latter written by an American but first recorded on the Palette label.

Country music, an exclusive U. S. product, appeals to people of the Benelux countries, according to Kluger. Pop hits closely parallel U. S. favorites in sound and content. Promotion of popular records is more difficult there than in the U. S. because all recognized radio and TV stations are owned by the various governments.

Kluger conferred with Wesley Rose and Bob McCluskey, president and general manager of the parent company.



BUCK OWENS and Capitol Records present an award to Jack Grossman and Merco Enterprises for Merco's "aggressive promotion and merchandising of country music, and outstanding sales of Buck Owens albums." From left are Capitol's sales representative Tony Cassero; district promotion manager Joe Maimone; Irving Freedman, assistant vice-president, Merco; Buck Owens, and his manager Jack McFadden.

Nashville Club Comes on With Four-Star Showcase

NEW YORK — There have been many good shows featuring top name talent at the Nashville Club, but last week's show featuring Jim Ed Brown, the team of Kathy Morrison and Bill Wilbourn and house artist Barbara Ray ranks with the best.

RCA Victor's Jim Ed Brown, who topped the bill, sparkled as he wove his smooth, mild-mannered delivery through some 14 numbers, including a medley of the hits made famous by Brown and his two sisters, Maxine and Bonnie (The Browns). With a warm smile and hearty voice Brown led off with an uptempo "Nashville Jubilee" and sailed through "Just a Country Boy" and "Happy

Tracks" with the audience behind him all the way. His rendition of Waylon Jennings' "Love of the Common People" was stirring, evoking strong applause from the highly attentive audience. "Bottle Bottle," his current single, and "Pop a Top," his recent hit, also drew strong rounds of applause.

Preceding Brown on the bill was United Artists Records' Kathy Morrison and Bill Wilbourn. While the team was new to most of the Nashville Room audience, they made a lasting impression with a very impressive debut. Displaying a rich voice coupled with excellent stage presence, Wilbourn shows promise for a big score within a short time. Kathy Morrison ably accompanied Wilbourn on such songs as "Sweet Thing" and "We Must Have Been Out of Our Minds," but Wilbourn drew most of the honors. His fiddle rendition of "Orange Blossom Special" was superb.

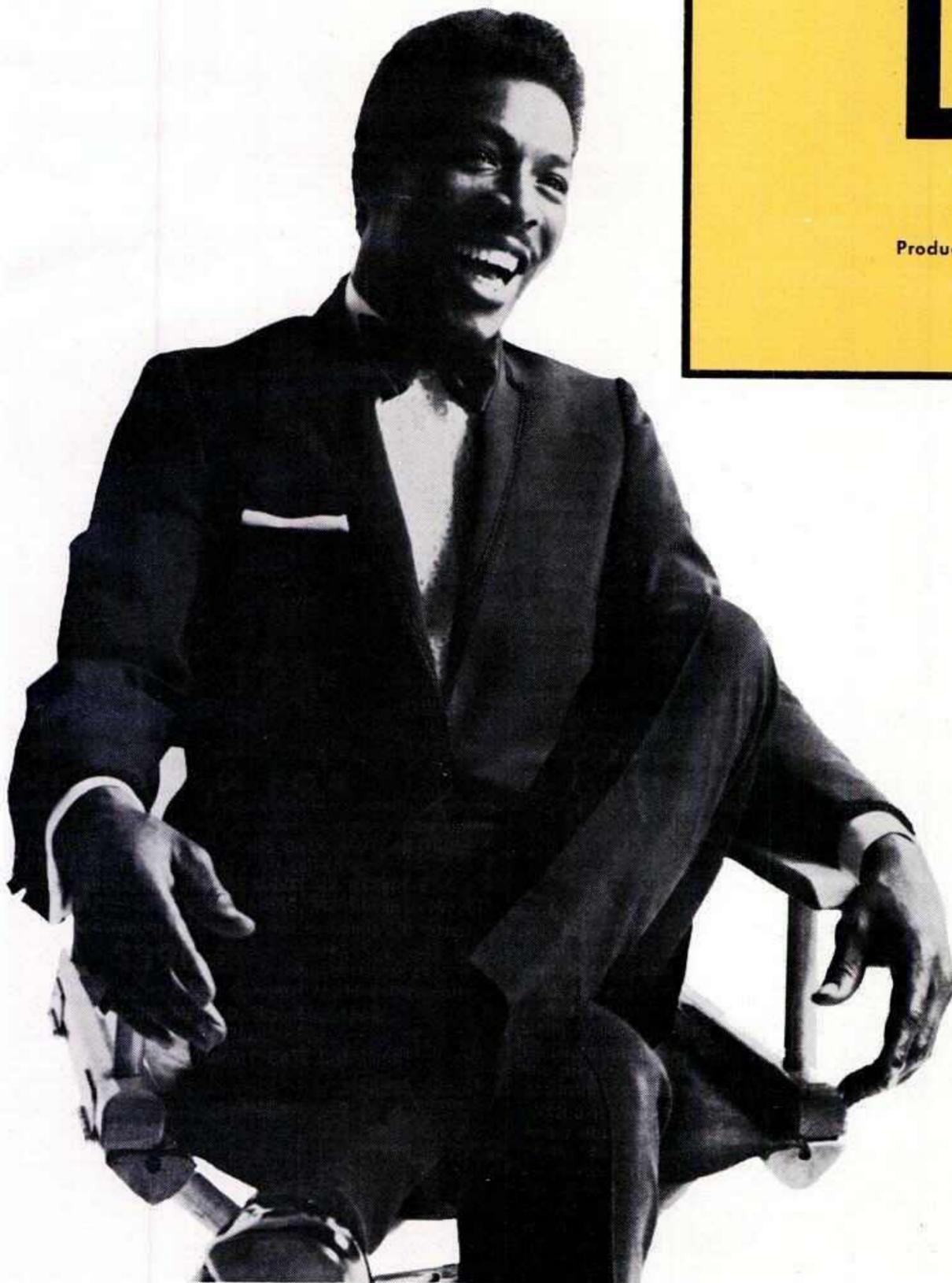
Barbara Ray, the Nashville Room's house performer, is rapidly shaping up as an important plus for the club. Miss Ray had been rather shy in her first few weeks on stage, displaying a weak repertoire. But this week she asserted herself, showing all the signs of a budding star.

HANK FOX

BAEZ TO SPIN TALK ALBUM

NEW YORK—Joan Baez is cutting her first spoken word album. The Vanguard release will feature some 40 poems from Walt Whitman to e.e. cummings, with a musical background composed and conducted by Peter Schickle (P.D.Q. Bach). Miss Baez will recite 30 of the poems and sing 10.

**It's No Cinch
To Turn Over
A Hit Record
But WE DID IT!**



WILSON PICKETT

“I’M IN LOVE”

Atlantic 2448

Produced by Tom Dowd and Tommy Cogbill

- 76 Cash Box
- 80 Billboard
- 85 Record World

**...and
going up!**





JEFFREY KATZ of the production team of Super K presents Jamie Lyons, right, lead singer of the Music Explosion, an RIAA gold disk for the group's Laurie Records single "Little Bit O'Soul." Lyons, who also records alone, has a new single on Laurie called "Soul Struttin'."

Monmouth-Evergreen Sets B'way, Big Band Yule Push

NEW YORK — Monmouth-Evergreen Records has prepared a special Christmas push on its LP line of big band and Broadway musical albums. The firm has set up a special discount offer for its monaural and stereo packages that will run through Jan. 6.

The Broadway musical package retailing at \$16 comprises a total of five records, with two of the three albums offered containing two LP's each. Included are "Through the Years With Vincent Youmans" and "Alone Together," featuring the music of Arthur Schwartz and Howard Dietz. Each album contains 36 songs sung by four singers. Brochures are included which detail the history of the shows and the songs. Completing the Broadway package is "The Legendary Libby Holman."

The three albums comprising

the label's big band package retail at \$10. These are "Twelve Isham Jones Evergreens," with the Rusty Dedrick Orchestra offering 12 standards by composer-band leader Isham Jones; "Snowfall — A Memory of Claude," includes previously unissued disks by the Claude Thornhill orchestra, and "Jazz Journey," featuring Rusty Dedrick and a 10-man band that features Urbie Green, Don Lammond and Teddy Charles.

All the albums involved in the Christmas drive are also available individually.

Elektra to Spin 80% From Coast

• Continued from page 3

said, while such expansion in New York would be quite difficult.

Sunset Sound Service, which Elektra had been using for West Coast recordings, will still be used from time to time, Holzman said. He added that the Sunset facilities are excellent, but that the scope of the Elektra operation is such and new studios were mandatory.

First artist to record in the new studios will be Judy Collins, who is New York-based and who normally records here.

Holzman to Direct

Holzman will spend considerable time on the Coast directing the sessions. He explained that in New York the pressure of running the record company often takes the edge off the creative effort. In Hollywood, he can concentrate on producing the record. Another factor involved in the Coast facility, of course, is the presence of the Doors, Elektra's hot pop group.

Chess Expands: Sets New Label

• Continued from page 1

ceived what he calls a "Gos-Pop" sound, and points to wider exposure for such groups as the Soul Stirrers, Violinaires and larger choral acts like the Harold Smith Majestics.

Producer

The producer of Rotary Connection is Marshall Chess, who originated the new label and who has surrounded himself with a staff of young engineers and arrangers. These include Charles Stephany, an arranger with considerable background in classical music; Malo, and two other engineers, Doug Brand and Bill Bradley. Another engineer, Bryce Roberson, also performs as a guitarist on the album.

Rotary Connection, a seven-voice group is described by Chess as "a concept, rather than a group." A 20-piece orchestra on the LP called "Rotary Connection," many new electronic engineering techniques, six months of planning and 150 hours of studio time went into the package's creation, Chess said.

The eight-tune set will be in the "underground" genre, where Chess has been promoting much of its product for over two years. The tunes are a "Gos-Pop" version of "Amen," Bob Dylan's "Like a Rolling Stone," two Rolling Stones songs, a Lovin' Spoonful tune, two originals and a rhythm and blues number. A ninth track is used to recapitulate the story theme.

The single will be the Dylan song backed with

Soundsheets Aid B'way Cast LP's

• Continued from page 1

In addition to pitching the purchase of the complete original cast album at a retail shop, a notice that the "soundsheet" is included in the souvenir program is noted on the cover. The souvenir programs sells for \$1.25 each.

The "soundsheets" of "Cabaret" were initially manufactured by Eva-Tone, firm based in Deerfield, Ill., but Efron, who has offices in midtown New York, is not committed to any one manufacturer. There are some record companies, he says, which can produce the "soundsheets" of their own original cast albums.

Spoken Word Next

As his "soundsheet" program develops, Efron plans to take it a step further into the spoken word field. If there are no cast albums of straight plays, he plans to record the actors himself in excerpts of the play for use as a "soundsheet" in his souvenir theater program.

one of the original tunes, "Turn Me On." Both will be pared to three minutes.

While the LP utilizes such studio creations as the sound of a Chinese gong recorded in reverse, Chess feels the group can re-create its LP on a 10-city tour. "We have the orchestra, so that is no problem. And concert will allow us to use psychedelic effects and even smells."

J. Marks Yule-Tune Pitching

NEW YORK — The oncoming Christmas season finds Johnny Marks, head of St. Nicholas Music, promoting his four Christmas standards, "Rudolph the Red-Nosed Reindeer," "I Heard the Bells on Christmas Day," "Rockin' Around the Christmas Tree" and "A Holly Jolly Christmas." The "Rudolph" color spectacular with Burl Ives and score by Marks is set for its fourth annual showing Friday, Dec. 8, 7:30-8:30 p.m. on NBC, presented by General Electric.

"Rudolph," since 1949, has sold more than 51 million records in the U. S., 24 million overseas and over 3,900,000 copies of sheet music. The Gene Autry disk, first recording of the song, has sold more than 6 million and is the all-time best seller on Columbia. In total there have been more than 350 records of the song, and it has been published in 115 arrangements which have sold more than 5 million copies. This year, there are 15 new recordings. It has been a smash overseas, with the TV spectacular running in various countries.

"I Heard the Bells on Christmas Day," first done by Bing Crosby on Decca in 1956;

"Rockin' Around the Christmas Tree," a hit for Brenda Lee in 1960 and "A Holly Jolly Christmas," a hit for Burl Ives in 1963, have sold millions of records.

Marks has written the music for the GE commercials for the past three years; and one has won the Gold Medal Award of the 1967 International Film & TV Festival in New York. The TV special, "Ballad of Smokey the Bear," with score by Marks, which was in the Nielsen top 10 last year, will run again in May 1968.

Wonderland in Golden's Fold

NEW YORK — Golden Records has bought Wonderland Records, another children's line, from the bankrupt Riverside label. Riverside had been owned by Orpheum Productions.

The amount of money for the deal was not disclosed. Golden bought the entire catalog of 87 records and picked up the artist contracts for many of the label's performers. Golden plans to re-release the Wonderland catalog in gradual steps, with some 25 records being issued in January. All of the releases, to be marketed under the Golden-

DONOVAN HITS DRUGS IN NEW EPIC PACKAGE

NEW YORK—Donovan has come up with an antidrug pitch in his new Epic album, "A Gift From a Flower to a Garden." In the package, which is a boxed set, Donovan has written a poetic dedication titled "Oh, What a Dawn Youth is Rising to," containing the following plea: "I call upon every youth to stop the use of all Drugs and banish them into the dark and dismal places. For they are crippling our blessed growth."

In a note that accompanied the release of his current Epic single, "Wear Your Love Like Heaven," Donovan described the song as a "directional poem, that is, suggesting to youth a direction for their new found flower power and love! A direction of constructive thought on a foundation of strength... without the strain of false-God Drug."

Wonderland catalog label, will feature new art work.

Some of the artists on the Wonderland label are Cyril Ritchard, Alex Templeton, Martyn Green and Fiona Bentley.

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Capitol Vows 'No Dumping'

• Continued from page 1

progress in phases toward the ultimate goal of stereo only." The label will continue to release select LP's in both monaural and stereo, with the number of new monaural titles declining. Teen product would receive the monaural treatment as opposed to merchandise with a more adult appeal, since there is considerable usage of monaural phonograph equipment among the young set.

Additionally, catalog LP's in monaural will continue to be offered, although as Gortikov explained: "If the demand slows down to a minor movement," manufacturing would be effected. Gortikov wouldn't predict when both catalog and new releases will be completely in stereo only.

Emphasizing that while the company's ultimate long range objective is stereo-only releases, Gortikov noted that CRDC's present prices and discounts will continue indefinitely.

Another Step

The company is also taking the major step come Feb. 1 of converting its radio programming subscriber services to exclusive stereo albums. Radio stations will henceforth receive stereo copies, both through the payment subscription service and through free promotional copies supplied by CRDC's field personnel.

Capitol has no plans for releasing stereo singles, according to Gortikov because "there is no appreciable sales demand" for this form of product.

NARM Meets to Go CARtridge

• Continued from page 1

the association's president; J. A. (Sach) Rubinstein (Calectron, San Francisco); Jim LeVits (Car Tapes, Inc., Chicago); Ed Mason (Record Rack Service, Los Angeles); John Billinis (Billinis Distributing, Salt Lake City); Cecil Steen (Recordwagon, Woburn, Mass.).

The committee will map plans for the tape convention. According to Malamud, the September tape convention will concentrate on the tape industry covering the various facets of the CARtridge field and open-reel tape business. The convention will feature NARM's traditional person-to-person meetings during which the manufacturer has an opportunity to unveil his wares to the wholesaler. The tape convention also will include workshops and panel discussions devoted to the tape business.

Malamud said that NARM's usual midyear record meetings will be eliminated to make way for the tape convention. However, it is likely that a portion of the September session will be devoted to the record business.

According to Malamud, NARM's board favored the tape convention in view of the fact that a number of the association's present members are actively engaged in the wholesaling of cartridge product.

NARM's March convention to be held at Hollywood, Fla., will be devoted to all recorded products. While basically it will deal in depth with the record industry, some of the sessions will treat tape. He said NARM will invite various non-members active in the tape field to attend the March sessions as

guests of the association, and that the tape committee will seek their counsel in laying the groundwork for the Chicago tape conclave.

Malamud indicated that NARM's staff will be expanded as its tape wing grows to handle the increased needs of the industry.

Schoenbaum Hits Jazzmen On Their 'Short-Sidedness'

NEW YORK — Because of short-sighted attitudes, "many jazz artists are losing the very audience that could save them," said Jerry Schoenbaum, head of Verve Records.

"There are some artists who

Gross, 'Tenderly' Composer, Dead

LOS ANGELES — Walter Gross, pianist and composer who wrote "Tenderly," died Nov. 27 in St Joseph's Hospital here. He was 58 years old.

"Tenderly," his most famous song, had the unusual distinction of becoming a standard without ever having been a hit. Some of his other compositions are "Your Love," "To Be Worthy of You," "Just a Moon Ago," "How I Remember You" and "Mexican Moon."

Gross, who was a child prodigy and played his first piano recital at the age of 10, played piano in concert and on radio broadcasts with the Paul Whiteman, Andre Kostelanetz and Tommy Dorsey orchestras. He was also music director for CBS and for Gordon MacRae, Sarah Vaughan, Mel Torme, Frank Sinatra and Buddy Clark.

CARY GRANT'S RECORD DEBUT

NEW YORK—Cary Grant is making his debut on records with a single designed for a Christmas push. He has recorded "Christmas Lullaby" back with "Here's To You" on the Columbia label.

"Christmas Lullaby," a narrative, was written by Peggy Lee in collaboration with Cy Coleman. "Here's to You," a New Year's toast, was written by Peggy Lee and Dick Hazard.

2 Cowsill Bros. Inked by Stogel

NEW YORK — Bill and Bob Cowsill have been signed by Leonard Stogel, their personal manager, as producers for Stogel's production firm, Lauren Music, Inc., and for his label, Gregg Yale Productions.

The Cowsill brothers will produce the title song for the MGM movie, "The Impossible Years," starring David Niven, and will sing on the track as well. They are currently producing the Scoundrels for Stogel, formerly the Echoes, best known for their single, "Baby Blue."

In addition, the brothers have been signed to write for Stogel's publishing firm, Akbestal Music.

Hi Fi Attendance

LOS ANGELES—A total of 18,713 dealers and fans attended the four-day Institute of High Fidelity Show here in November, the Institute announced last week. This was a slight increase over last year's show, which was held over five days.

Release #36—available 4 December, 1967

ABC

ABC-A-612 DELLA ON STRINGS OF BLUE—Della Reese

ARHOOLIE

ARH-A-1022 LIGHTNING HOPKINS WITH HIS BROTHERS JOEL AND JOHN HENRY AND WITH BARBARA DANE

ART

ART-A-46 THE WILD AND MILD SIDES OF WOODY MARTENS

CAPITOL

4CL-2683 INVITATION TO BROADWAY—Matt Monro
4CL-2758 THE LETTERMEN!!! ... AND "LIVE!"
4CL-2762 NOW IS THE TIME FOR HEARTS AND FLOWERS
4CL-2820 THE BEAUTIFUL BALLADS—Nat King Cole

COMMAND

COM-A-923 AT THE MOVIES WITH THE RAY CHARLES SINGERS

DELMARK

DEL-A-9613 BROWNSVILLE BLUES—Sleepy John Estes

DOT

DOT-Y-25829 ON THE GROOVY SIDE—The Lennon Sisters

ELEKTRA

EKT-Y-7212 FASTEST BALALAIKA IN THE WEST—Sasha Polinoff
EKT-Y-7217 OUTWARD BOUND—Tom Paxton

FERMATA

FER-A-1017 AMANECER TAPATIO—Mariachi De Rafael Palomar

KING

KNG-Y-771 JUMP AROUND—James Brown

MEL

MEL-C-502 JUST FOR YOU—Manny Lopez
MEL-C-1001 THE ART OF MANNY LOPEZ

MONUMENT

MNT-A-13004 REVERIE—The Knightsbridge Strings
MNT-A-13005 HAWAII—The Knightsbridge Strings
MNT-A-13006 GILBERT & SULLIVAN—The Knightsbridge Strings
MNT-A-18082 BOOTS RANDOLPH WITH THE KNIGHTSBRIDGE STRINGS & VOICES
MNT-A-18084 BRAVO! BRAVO! AZNAVOURI—Charles Aznavour
MNT-A-18086 THAT MAN ROBERT MITCHUM . . . SINGS

NONESUCH

NON-C-71034 CARL PHILIPP EMANUEL BACH: SIX SONATAS FOR FLUTE AND HARPSICHORD—Rampal/Veyron-Lacroix
NON-V-71075 MILITARY FANFARES, MARCHES AND CHORUSES FROM THE TIME OF NAPOLEON—The Brass & Percussion Ensembles of Gardiens De La Paix De Paris
NON-C-71109 GEORGE PHILIPP TELEMANN: WATER MUSIC (OUVERTURE IN C MAJOR; "HAMBURGER EBB UND FLUHT")/CONCERTO FOR THREE VIOLINS & STRINGS IN F MAJOR—Collegium Musicum of Paris
NON-C-71116 THE PLEASURES OF CERVANTES—Polyphonic Ensemble of Barcelona
NON-C-71120 IN A MEDIEVAL GARDEN—Stanley Beutens Lute Ensemble

CHARLIE PARKER

CP-C-401 "BIRD" IS FREE—Charlie Parker

PHILIPS

PC4-600-097 BACH'S GREATEST HITS—The Swingle Singers
PC4-600-124 DAWN (GO AWAY) AND 11 OTHER GREAT SONGS—The 4 Seasons
PC4-600-146 RAG DOLL—The 4 Seasons

REPRISE

4RA-6272 PORTRAIT OF THE YOUNG ARTIST—Mark Turnbull
4RA-6274 PATA PATA—Miriam Makeba
4RA-6275 MASS IN F MINOR—The Electric Prunes
4RA-6276 THE FIRST EDITION

RGE

RGE-A-5118 SAMBAS DE ONTEM E DE HOJE (MUSIC FOR TOURISTS)—Paulinho Nogueira—Recorded in Brazil

WARNER BROS.

4WA-1722 THE BEAUTIFUL STRANGERS—Rod McKuen
4WA-1724 ALL YOU NEED IS LOVE—The Anita Kerr Singers
4WA-1725 ORIGINAL GOLDEN INSTRUMENTAL HITS—Various Artists
4WA-1726 J. SCHWARTZ, NEW YORK?—Jackie Miles

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From The Music Capitals of the World

BARCELONA

Vergara Records has signed **Santy Castellanos** (ex-Marfer), **Los de la Torre** (ex-Belter) and **Los Gemelos del Sur** (ex-Tempo). . . . **Michel**, **Los Stop**, **Fosforito** and **Paquita Rico** (Belter), and **Peret** (Vergara) are among a group of Spanish artists touring Germany, Switzerland and Belgium with a show aimed principally at Spanish residents in these countries. . . . **Els Tres Tambors** have finished their first LP for Belter. . . . Discophon has released an album of **Little Richard** recorded live at the Okeh Club, Hollywood. . . . **El Duo Dinamico** (Vergara) went to Italy Monday (27) after finishing their contract with Odeon. They will record their own compositions in the Durium studios, Milan.

Discophon is releasing the **Johnny Mathis** album, **Johnny's Greatest Hits**. . . . "En Aranjuez con tu amor," by **Joaquin Rodrigo** has been recorded in Spanish by **Michel** (Belter) and in Catalan by **Salome** (Belter). . . . Edigsa gave a special cocktail party at the Jamboree Club, Barcelona, to launch the first LP by **Francesc Pi de La Serra**. . . . Belter protest singers **Nino Sanchez**, **Lourdes Iriundo** and **Els Tres Tambors** have recorded an EP of Christmas songs. . . . **Peret** has left Discophon to sign with Vergara. First record for the new label is "Una lagrima" (A Tear). . . . Discophon has launched the first Spanish releases of **Carl Douglas** and the **Peddlers**. **RAFAEL REVERT**

CHICAGO

Mister Kelly's and the Carnegie Theater, Rush Street neighbors, have introduced a \$5.95 dinner-show package. . . . A Chicago music tradition, the WGN Radio Barn Dance, ends with the broadcast of Jan. 6 because sports preempt the program too frequently. . . . At a luncheon Monday (4) the seventh annual awards presentation of the American College of Radio Arts, Crafts & Sciences will be held. . . . **Anita Bryant**, the **GINNY TIU REVIEW** and the **Varsity Group** entertained the International Association of Amusement Parks members here last week. . . . **Gerry Mulligan** performed with the Chicago Jazz Ensemble in a WTTW presentation Nov. 28. . . . **Rufus Lumley** opened at the Chicago Playboy Club last week and the **Ramsey Lewis Trio** staged a one-nighter there Nov. 27. . . . **Jimmy Stella** and the **Ambassadors** are currently at the **Pussycat** on Rush St. . . . **Lynn Hollings** has been promoted to a&r vice-president at **Pink Cloud Records**. . . . **Jay and the Techniques** and the **Buckingham**s are being followed into the **Cheetah** by **Neil Diamond** on Dec. 15, 16. . . . **Dionne Warwick** closes at Mister Kelly's Dec. 10 to be followed by **Maxine Brown** Dec. 11. . . . IN THE STUDIOS: At RCA Custom, **Clarence Burke** produced **The Stair Steps** for **Kama Sutra**, the **Harry Simeone Chorale** was in for a Firestone Session and **John Lee Hooker** worked with **Al Smith** for ABC; at Universal, **Larry Sims** handled a session with **Otis Leaville**, who is back on Mercury; **Bill Traut** brought in the **American Breed** for work on an Acta LP and single and will bring the **Shags** in for Capitol this week. . . . **Ken (The Voice) Nordine** is coming out with another Philips LP, "Twink," this month. . . . Well-known Chicago musician **Al Williams** died of a stroke Nov. 10. . . . According to her press agent, **Miss Barbara Cook** "lived and talked" with students at the U. of C. Nov. 17 through Nov. 22. . . . Local publicist **Eva Dolin** is now a columnist for **Psyche Pacene**, a local fan magazine. . . . Chicago is awakening to its own. The **New Colony Six**' "Treat Her Groovy" on Mercury rapidly hit 40,000 and kept on going. . . . WCFB's **Dick Blondi** is researching the problem, with the help of listeners, of where to set a sitar when there is a sitar to be set. . . . In the Triangle fall-winter

concert series, **Chad Mitchell** will appear in Orchestra Hall on Dec. 30. **RAY BRACK**

CLEVELAND

Guitarist-actor **Theodore Bikel** kidded the Russians but also wove

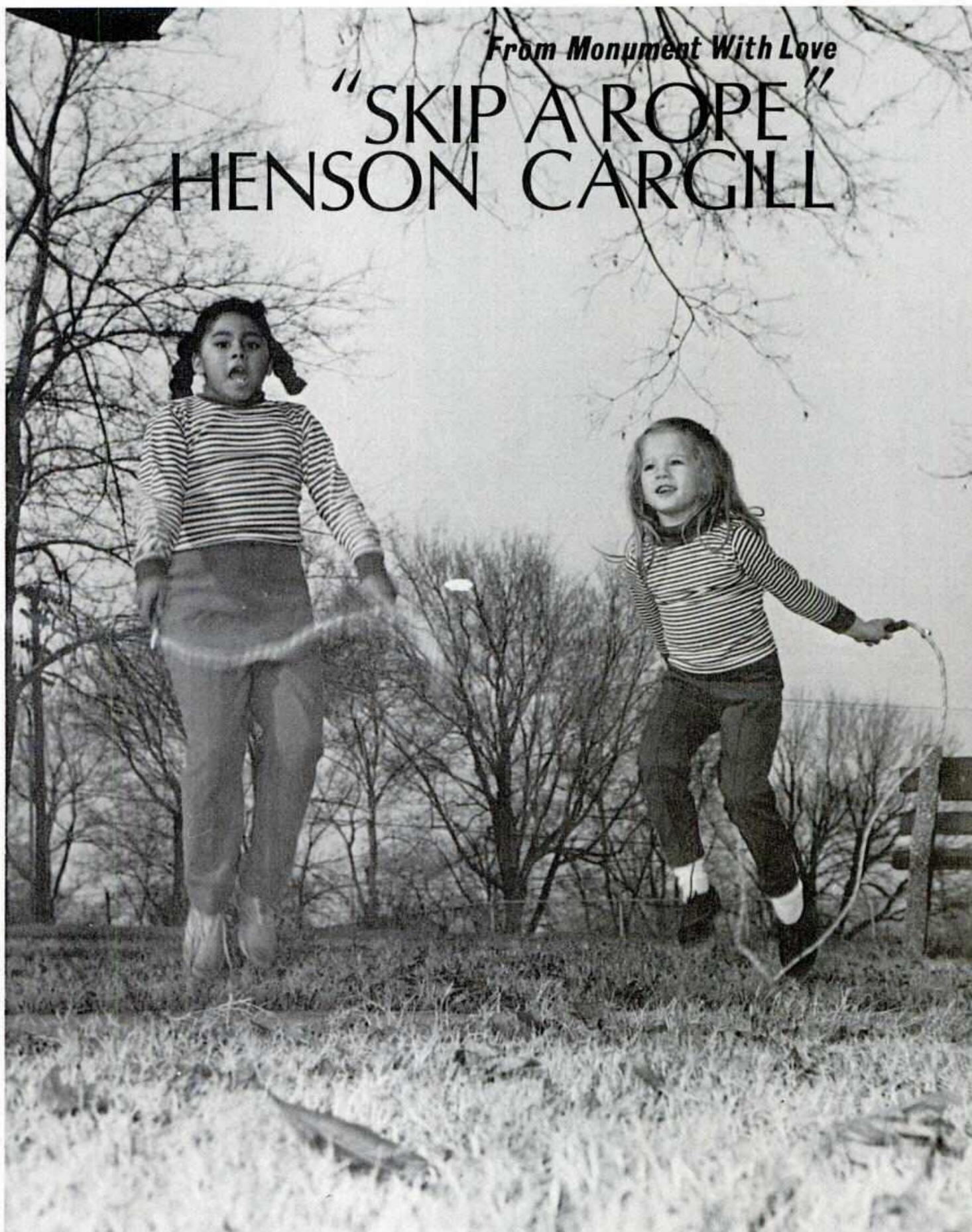
Scottish, Oriental and hillbilly accents into his well-attended show Nov. 23 in Public Music Hall. . . . Radio Station WHK and Belkin Productions were co-sponsors. . . . Columbia stars the **Buckingham**s highlighted a Nov. 26 concert at the college-only club, the Agora Beta, followed by the **Penny Arcade**, the **Cyrus Erie** and the **Originals**. . . . Teens are getting into the act, too. The Orange High School students booked the Smash artists the **Left Banke** for a psychedelic light show and dance Dec. 2, along with the **Penny Arcade** and the **Case of E. T. Hooley**.

Motown's **Temptations** played a one-nighter here Friday (8), emceed by WHK, at Public Music Hall. . . . **Otis Redding** and the **Bar-Kays** play at newly decorated Leo's Casino Saturday (9), **Stevie Wonder** Dec. 14-17. . . . Folk singer **Judy Collins** is due at Public Music Hall Dec. 15. . . . Two new Hullvaloes open this month in suburban Brunswick and Chesterland. **JANE SCOTT**

HELSINKI

PSO is promoting a special release of children's records for Christmas, five LP's, six EP's and

12 singles grouped under the general title "The Best of Children's Songs." Also PSO has reissued for Christmas "Sairas Karhunpoika" ("The Sick Teddy Bear") and "Tinapokien Marssi" ("The March of the Tin Boys") sung and composed by **Georg Malmsten**. . . . **Anki** (Top Voice) has recorded a Finnish version of "Suspicion on Your Mind" ("Epaluuloisuus"). . . . **Claes-Goran Hederstrom** has recorded "Den Sista Valsen," a Swedish version of "The Last Waltz" for RCA Victor, release here through Discophon. . . . PSO has produced an album of 12 songs by *(Continued on page 79)*



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Billboard TOP 40

EASY LISTENING

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THIS WEEK	Wk. Ago			TITLE	Artist, Label & Number	Weeks On Chart
	1	2	3			
1	1	1	2	WHEN THE SNOW IS ON THE ROSES	Ed Ames, RCA Victor 9319 (Miller, ASCAP)	11
2	3	3	3	MORE THAN A MIRACLE	Roger Williams, Kapp 843 (Robbins, ASCAP)	13
3	5	13	13	CUANDO SALI DE CUBA	Sandpipers, A&M 880 (Miller, ASCAP)	8
4	4	5	14	WAIT UNTIL DARK	Henry Mancini, RCA Victor 9340 (Witmark/Northington, ASCAP)	7
5	2	2	1	MORE THAN THE EYE CAN SEE	Al Martino, Capitol 9909 (Saturday, BMI)	13
6	6	6	9	I ALMOST CALLED YOUR NAME	Margaret Whiting, London 115 (Singleton/Kemico, BMI)	9
7	11	25	29	STEP TO THE REAR	Marilyn Maye, RCA Victor 9347 (Carwin, BMI)	5
8	12	27	37	YOU MADE IT THAT WAY	Perry Como, RCA Victor 9356 (Rose, BMI)	4
9	9	8	7	THE LAST WALTZ	Engelbert Humperdinck, Parrot 40019 (Donna, ASCAP)	12
10	14	18	21	COLD	John Gary, RCA Victor 9361 (Sculpture, ASCAP)	5
11	13	15	16	HOLLY	Andy Williams, Columbia 44325 (Claudine, BMI)	7
12	17	22	34	CHATTANOOGA CHOO CHOO	Harper's Bizarre, Warner Bros. 7090 (Faist, ASCAP)	4
13	18	29	38	LIVE FOR LIFE	Jack Jones, RCA Victor 9365 (Unart, BMI)	4
14	7	4	4	IT MUST BE HIM	Vikki Carr, Liberty 55986 (ASA, ASCAP)	18
15	8	7	5	A STRANGE SONG	Harry Belafonte, RCA Victor 9263 (Blackwood, BMI)	13
16	16	16	12	WHAT A WONDERFUL WORLD	Louis Armstrong, ABC 10982 (Valando, ASCAP)	9
17	28	31	33	BY THE TIME I GET TO PHOENIX	Glen Campbell, Capitol 2015 (Riverz, BMI)	5
18	10	10	10	FOR ONCE IN MY LIFE	Tony Bennett, Columbia 44288 (Stein & Van Stock, ASCAP)	14
19	19	12	6	YOU, NO ONE BUT YOU	Frankie Laine, ABC 10983 (Damian/Sawyer, ASCAP)	10
20	20	11	11	TO SIR, WITH LOVE	Herbie Mann, Atlantic 2444 (Screen Gems-Columbia, BMI)	9
21	22	20	20	JUST LOVING YOU	Anita Harris, Columbia 44236 (Chappell, ASCAP)	7
22	30	35	—	WINDY	Wes Montgomery, A&M 883 (Almo, ASCAP)	3
23	15	14	15	WHEN WILL THE GOOD APPLES FALL	Seekers, Capitol 2013 (Unart, BMI)	8
24	—	—	—	IN THE MISTY MOONLIGHT	Dean Martin, Reprise 0640 (4 Star, BMI)	1
25	25	23	23	BE MY LOVE	Mel Carter, Liberty 56000 (Miller, ASCAP)	7
26	—	—	—	THE OTHER MAN'S GRASS IS ALWAYS GREENER	Petula Clark, Warner Bros. 7097 (Northern, ASCAP)	1
27	27	19	19	ALL THE TIME	Jimmy Russell, United Artists 50217 (Cedarwood, BMI)	9
28	—	—	—	FELICIDAD	Sally Field, Colgems 1088 (Screen Gems-Columbia, BMI)	1
29	—	—	—	I WONDER WHO'S KISSING HIM NOW	Marilyn Michaels, ABC 10979 (Marks-Vogel, BMI)	1
30	—	—	—	PARADE	Sue Raney, Imperial 66265 (Formate Int'l, ASCAP)	1
31	39	—	—	LIVE FOR LIFE	Ferrante & Teicher, United Artists 50228 (Unart, BMI)	2
32	32	—	—	YOUR LOVE IS EVERYWHERE	Andy Russell, Capitol 2009 (Northern, ASCAP)	2
33	36	—	—	HERE COMES HEAVEN	Eddy Arnold, RCA Victor 9368 (Hill & Range, BMI)	2
34	34	—	—	IN THE MORNING	Anita Kerr Singers, Warner Bros. 7085 (Wright, Ltd.)	2
35	35	39	—	I GET ALONG WITHOUT YOU VERY WELL	Karen Chandler, Dot 17049 (Famous, ASCAP)	3
36	—	—	—	A VOICE IN THE CHOIR	Al Martino, Capitol 2053 (Case, ASCAP)	1
37	—	—	—	LIVE FOR LIFE	Carmen McRae & Herbie Mann, Atlantic 2451 (Unart, BMI)	1
38	—	—	—	WALK AWAY	Damita Jo, Epic 10235 (Carwin, ASCAP)	1
39	—	—	—	KITES ARE FUN	Free Design, Project 3 1324 (Winborn/Almitra/Record Songs, ASCAP)	1
40	40	—	—	HAPPY TIME	Frankie Randall, RCA Victor 9346 (Sunbeam, BMI)	2

THOROUGHLY MODERN MILLS

LITTLE DRUMMER BOY
Lou Rawls (Capitol)
Harry Simeone Chorale .. (20th-Fox)
SLEIGH RIDE
Leroy Anderson (Decca)

KEEP ON DANCIN'
Harper and Rowe (White Whale)

WHO'S SORRY NOW
Bobby Vinton (Epic LP)

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

TEN STOREYS HIGH
Bill Smith (Talmu)

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

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

THE SHEIK OF ARABY
Jim Kweskin Jug Band (Reprise)

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

SOLITUDE
ST. JAMES INFIRMARY
Eileen Romey (Audio Fidelity LP)

HEY MR. BANJO
Freddie Morgan (Liberty LP)

HAPPINESS IS
Benny Golson (Verve LP)

JEEP'S BLUES
Sonny Stitt (Roulette LP)

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THROW THE RED SHOES AWAY
Vernon Oxford RCA

THE NEON AND THE RAIN
Freddie Hart KAPP

DADDY AND THE WINE
Jimmy Dickens DECCA

DARLING, HOW COULD YOU
Wilma Lee Cooper DECCA

I DIDN'T JUMP THE FENCE
Cal Smith KAPP (L/P)

LOVE ME AND MAKE IT ALL BETTER
Bobby Lewis UA (L/P)

WE'RE LAUGHING AT THE WORLD
Jim Ed Brown RCA (L/P)

YOU'RE THE SAD IN MY SONG
Charlie Louvin CAPITOL (L/P)

NO OTHER WAY TO TURN
Charlie Louvin CAPITOL (L/P)

I'D LIKE TO HELP YOU OUT
Wanda Jackson CAPITOL (L/P)

WOMAN HUNGRY
Porter Wagoner RCA

LOVE ME AND MAKE IT ALL BETTER
Jack Greene DECCA (L/P)

LOVE ME AND MAKE IT ALL BETTER
Jan Howard DECCA (L/P)

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On COLUMBIA RECORDS

Musical Instruments

Gretsch-Night Is Unlimited Drums

By RAY BRACK

CHICAGO — Prudential's lakefront skyscraper rests on North America's most massive rock layer—fortunately. For it was in that tower's auditorium that last Monday night the Fred Gretsch Co., co-operating with Bill Crowden's Drums Unlimited, loosed the unlimited drums of Max Roach, Tony Williams, Don Lamond and Harold Jones.

The event was the first "Gretsch-Night" in the Midwest. Gretsch has made the "nights" perennial events since the first was held at Birdland in 1958 to celebrate the firm's 75th anniversary. The first and one subsequent night were recorded

by Roulette for LP's.

"We've had most of the country's top drummers over the years," said Gretsch's Phil Grant, chief organizer of the clinic here.

To an auditorium full of present, student and would-be drummers — potential Drums Unlimited customers all—Roach, Williams, Lamond and Jones alternated on the Gretsch "Progressive Jazz" model (\$500) with Bunky Green on alto, Stu Katz on piano, Cleveland Eaton on bass, John Watson on trombone and Joe Diorio on guitar. Each percussionist did solo exercises and then a couple numbers with

the combo. Some of the kids were asked to sit in.

Chicago percussion retailers are a particularly aggressive breed, and Crowden is a pacesetter. He's retained a public relations firm and got excellent press for the "Gretsch-Night." During recent weeks the firm has placed Drums Unlimited features of substantial length in the Chicago Tribune and Chicago Sun-Times.

Announcements of the clinic went out to Drums Unlimited's 4,000-name mailing list. Tickets sold for \$2 and they were perforated so that half could be ripped off and deposited for a drawing. Gretsch gave away a Rock 'n' Roll set worth around \$630 and Drums Unlimited gave away a drum cymbal and free lessons with Harold Jones.

In return, reported Crowden's wife Judy, Drums Unlimited got several hundred great new names and addresses for its mailing list.



"GRETSCH-NIGHT CHICAGO" stars, from left, Max Roach, Tony Williams, Harold Jones and Don Lamond.

SHEET MUSIC

Taking Care of Your Back-Order Business

Third article in a series.

CHICAGO—One of the first steps in improving your sheet music business is setting up a system for handling back orders.

The trade relations committee of the Music Publisher's Association of the U. S. suggests that an elaborate system might work but it is not the best idea. Whatever system you adopt should be simple.

One system the committee suggests is to keep two back-order books marked "A" and "B." Two books are needed because while one is being used by the sales personnel in the front of the store during the day the other book can be used by the order clerk in the back room. The type of book suggested is the large note type or ledger book. Board covers are best.

On Music

In each book the name and address of the customer and items ordered are listed under the day's date. In the right-hand

column beside each order the clerk should list the publisher's name and the date ordered. When the order blank is filled out the page number of the back-order book can be used as the back order number. Include in your order to the publisher the request that he place this number, as is customary, in the upper left-hand corner of the music.

When the music arrives, the clerk need simply check the number in the upper left-hand corner of the music, refer to the page number in the back-order book, find the order with the name and the address of the customer, and deliver the music or notify the customer that it has arrived.

Reference

When back orders are sent to the publishers, the person handling this task should fill out a card with the name and address of each customer to provide the nucleus for a mailing list and provide a quick reference in case the customer calls to check on the progress of his order. To make the mailing list function even more effective, the upper right-hand corner of each card can be coded to indicate the type of music the customer ordered.

If a customer calls about his order, the clerk need merely check the box of alphabetized 3 by 5 cards to find the page number in the back-order book.

A variation of this back-order system are to have a special order form printed, with originals being sent to the publishers and duplicates kept by the dealer. Each order is coded in the upper left-hand corner with the first two letters of the customer's last name. Publishers are asked to key the music in the same manner. All the forms are filed in alphabetical order and may be held for reference and mailing list purposes.

Another variation is to use numbered forms filled out in triplicate. The original is filed by the dealer until the music arrives. The second copy becomes the purchase order which goes to the publisher without the customer information at the top of it. And the third copy is filed numerically so that when a customer inquires about a back order—always by number—it may be located by number. The publisher is asked to place the purchase order number at the left corner of the music.

A REVOLUTION

Here Come The Amplified Raiders

CHICAGO—Paul Revere and the Raiders are coming off a revolutionary, all-amplified tour of the South. The Columbia act is reportedly the first major group to be completely amplified, all sidemen included.

The Raiders have been touring Texas, Arkansas, Louisiana, Florida, Georgia, Alabama and Kentucky. They are outfitted with Vox guitars and amps and a supporting group, Flash and the Board of Directors, is equipped with Vox Ampliphonic equipment for both brass and woodwind instruments in addition to guitars. The equipment

being used is that which Vox introduced last summer at the Music Show here.

Revere lead singer Mark Lindsey has been sitting in with the supporting group on Ampliphonic sax now and then during the tour. The other Revere members have been using Vox Beatle De luxe amps and guitars.

Rehearsed

During the tour, the groups have been using such Vox special effects instruments as the Wah-Wah Pedal, Stereo Multi Voice and Ultrasonic Guitars. They rehearsed extensively at the Vox Sound Laboratory in Hollywood before departing on

pop music's first all-amplified tour.

Basic to the Vox Ampliphonic equipment is a Music Desk—actually a functional music stand—which houses both amplifier and speaker. Each player has his own Music Desk and thus retains an individual voice in the ensemble.

Stops on the tour: Austin, Tex.; Fort Worth, Tex.; Little Rock, Ark.; Baton Rouge, La.; Panama City, Fla.; Orlando, Fla.; Daytona Beach, Fla.; St. Petersburg, Fla.; Miami Beach, Fla.; Fort Lauderdale, Fla.; Pensacola, Fla.; Macon, Ga.; Montgomery, Ala.; Birmingham, Ala., and Louisville, Ky.

Members of Flash and the Board of Directors, a Memphis group, are Mark Tidwell, guitar; Mike Stokes, bass; Howard Grimes, drums; David Friener, organ; Newell Tuggle, tenor sax; Bill Slais, baritone sax, and Ted Garrettson, trumpet.

The consumer at large will get its first good look at Paul Revere and the Raiders and their total amplification early in 1968. The group will be a regular on a new television show called "Happening '68" which will debut early in the year.

Minneapolis Sitar Concerts Stimulate Dealer Attention

By KEN BERGLUND

MINNEAPOLIS — The sitar, the poly-stringed instrument from India which was popularized in the western world by the Beatles, is starting to establish itself in Minneapolis.

This has been noted by a number of local musical authorities who point out that Nikhil Banerjee, one of India's most respected sitarists, played a concert during November at the University of Minnesota, and Ravi Shankar, equally respected on the instrument, is scheduled to play at the Guthrie Theater in January.

Schmitt Music Co. has two of the instruments, which are hand-made in India, on order. The B Sharp Music Store sold a half dozen when the Beatles first started using them. The Podium Music Store is expecting a shipment of 30 sitars from India in the near future. The shipment was delayed because of the recent dock strike in New York.

The leading exponent of the sitar in Minneapolis thus far seems to be Toy Glover, one of the harmonica-playing members of the Koerner-Glover-Ray Blues group that made several

nationally distributed records several years ago.

Indian sitar music is not folk music, says Glover, "It is the classical music of India. There is improvising in it but you've got to think of it as the kind of improvising a radical musician rather than a jazz musician would do."

The use of the sitar by a growing number of California rock and roll bands has not bothered the serious sitarist as much as might be expected. "In a way they are upset," said Glover, "but in a way they're not. They don't even consider it to be Indian music."

A number of pop and serious sitar recordings are out. Most of the serious performances have been recorded by Shankar for World Pacific. Decca has released an LP of pop amplified sitar, Mercury has an LP out by a well-known London sitarist and Verve Forecast has just released an album of sitar music featuring West Coast artist Richie Havens.

Sitar have been in U. S. distribution since last summer's Music Show in Chicago, when Danelectro showed an amplified model and David Wexler distributors showed two models.

Trestman Expands

MINNEAPOLIS — Trestman Music Center here has expanded its lines, service, facilities and teaching programs. The store was five years old last month and marked its birthday and enlargement with a week-long celebration.

Brands handled by the store are Ludwig, Epiphone, Gibson, Goya, Framus, Harmony, Kimball, Conn, Artley, Buescher, Roth, Appollo, Rheem, Kalamazo, Standel, Magnatone and Ampeg.

Fender Moving

NASHVILLE—Fender Musical Instruments has moved into the new Fender Building at 722 17th Avenue South here. A grand opening will be staged in February of 1968.

New T&G Book

CHICAGO — A 468-page catalog for 1968 has been issued by Targ & Dinner, Inc. The book, much of it in full color, is the largest issued in the history of the firm. It lists every type of musical instrument in use today.

All items are carried in stock at the Chicago headquarters, 2451 North Sacramento Avenue, Chicago 60647 or at the Texas branch, Maxwell Meyers, Inc., 83 East Houston Street, San Antonio 78205.

K. C. Clinics

KANSAS CITY, Mo. — Bohart Music Co. sponsored two trombone clinics here Nov. 16, featuring artist George Roberts. The first session was at Gardner High School in suburban Gardner, Kan., and a night session was held at Grandview High School in the suburb of Grandview, Mo.

Meet Manitas

PITTSBURGH—Manitas de Plata, well-known flamenco guitarist and recording artist, appeared at the music department of Kaufmann's here Nov. 13. He was in town for a concert at Carnegie Music Hall.

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Talent

Don't Take 'Sing' Out of Songs, Manning Asks B'way Composers

NEW YORK — Dick Manning, pop songwriter who is branching into the Broadway musical field, is one of the champions for a "new sound" in show scores but, he feels, it has to be a melodic one, as well.

Manning, currently audition-

ing "Senor Congressman," a musical he wrote with the late Al Hoffmann, recalls that in the heyday of the Broadway musical it was considered essential for a musical to contain a minimum of three hit sings, and there was no question about what could be called a hit. "It was," he says, "a song that people could hum or whistle when they left the theater; that they remembered when they got home; that they liked to dance to; that they bought copies and records of."

In recent years, he adds, too many productions came to

Broadway with plenty of integration between story and song, but with very little integration between music and melody. Manning claims that the customers began to grumble, the out-of-towners grew restless and the music publishers began to feel the lack of public acceptance for show scores.

Exceptions Cited

There have been exceptions, he adds, such as "My Fair Lady," "Carousel" and "Oklahoma!" and such current shows with hummable tunes as "Fiddler on the Roof" and "Hello, Dolly!" "Musicals," Manning points out, "were beginning to recapture the old-time glamor without relinquishing integration between story and music and the great plus of three or four solid, singable, hummable and salable songs.

"But now," says Manning, "just when it seemed that musicals were back on the track, so-called experts began talking about a 'new sound.' Let's be influenced by the best that the young musicians of today are writing. Let's present it on stage and in films, but this time, let's not by-pass melody. Let's not take the 'sing' out of songs. Orchestrate as inventively as you can but don't lose the melody!"

In addition to preparing "Senor Congressman" for Broadway, Manning also has two other musicals, "Little World, Hello," and "The Frammis" in the works. Manning worked solo on the score for both these musicals.

Among his pop credits are the lyrics to "Fascination," and with Al Hoffman he wrote "Hawaiian Wedding Song," "Hot Diggity," "Papa Loves Mambo" and "Takes Two to Tango."

The Electric Flag Sends Out Wave Of Rock Shocks

NEW YORK — The Electric Flag, new Columbia group, now appearing at the Bitter End Cafe, is not a psychedelic invention or a high-voltage home appliance. Mike Bloomfield's Electric Flag is an American Music Band making its New York debut at the Greenwich Village coffeehouse. Bloomfield's colorful group has wired the big-band sound to run on commercial pop current and the result is a twangy, tumultuous beefed-up blues.

Before he founded the Electric Flag, Bloomfield was lead guitarist for Paul Butterfield orchestra. He flashes his guitar like he's trying to get rid of it, thrashing and fingering the strings, gyrating to the point of anguish, and all the while mimicking the notes out loud as he plays them. Drummer Buddy Miles, wearing an American

(Continued on page 37)

BOOK REVIEW

ABC's for College Promoter

NEW YORK — Many problems facing the college concert promoter are answered by Kenneth Kragen and Kenneth Fritz in "Successful College Concerts" (a Billboard Book; \$4.95). Both Kragen and Fritz, who are successful personal managers, now with the Smothers Brothers heading their stable of artists, know whereof they speak. Both have been deeply involved in the college concert scene during their undergraduate and post-graduate days, and both have produced successful concerts so they are worth listening to.

Although the book runs only 87 pages, they cover all the ground necessary in crisp, lucid terms. They discuss the planning of the show, advertising, publicity, and staging, among other details that go into the makings of a successful concert.

Also included are a list of U. S. booking agents and samples of tickets, and assorted paperwork needed to make a concert pay off.

This is a text book that should be required reading for all collegians with show business leanings.

MIKE GROSS

Campus Dates

Stan Kenton will again direct the 8th annual Intercollegiate Jazz Festival to be held at Villanova Feb. 22-24.

Ferrante and Teicher presented two SRO concerts at Indiana University Nov. 25.

Pete Fountain played to capacity at Southern Methodist University's McFarlin Auditorium Nov. 10.

Twenty-three schools from the Association of College Unions are new members of the Sennett-Weintraub Coffee House Circuit.

The Pair Extraordinaire, Liberty

group, appear at the University of Wisconsin Saturday (9).

Al Madison has been booked on the college circuit in the East with his new group, the **Baccalaureate Brass**, designed especially for school and college proms.

Elektra's **Judy Collins** played to a sellout house at Wilmington (Ohio) College Nov. 12.

Dave Brubeck will appear at Otterbein College, Westerville, Ohio, Dec. 14.

The **Fifth Dimension** play at Clark Institute, Potsdam, N. Y., Saturday (9).

Mancini & the Washington Symphony Jell in Bill at Hall

NEW YORK — Henry Mancini scored a big success conducting the Washington National Symphony at Philharmonic Hall on Nov. 26. Conducting a program of pop and film music, the RCA Victor artist, who arranged all the music played, was at his best in several medleys, including a medley of three of his most popular compositions, "Days of Wine and Roses," "Charade," and "Moon River," which concluded the program. There also was one encore, "The Stripper," a number played earlier.

The other three medleys all were from his latest Victor al-

bum, "Encore": a group of foreign film themes, a group of Hollywood themes, and a Lennon-McCartney medley. Trumpeter Bud Brisboise, a former member of the Stan Kenton orchestra, flashed excellent high trumpet virtuosity in several selections, including Mancini's "Theme From 'Peter Gunn.'" Other instrumentalists shone in other selections. Mancini himself took to the piano several times, including the closing medley. The program, which was played twice Sunday afternoon, also was performed the preceding day in Washington.

FRED KIRBY

Hirt Plays Like Devil —With 'Saints' Added

NEW YORK — Although Al Hirt sloughed off the classic "When the Saints Go Marchin' In" Nov. 24 at the Riverboat, his performance was indeed enthralling. Hirt is a master of the trumpet. His inflections border on pure jazz, yet he sits astride a melodic pattern that is purely commer-

cial, to wit: "Honey in the Horn" and "Java," two of his hits that were enthusiastically received.

Hirt started out with "Begin the Beguine," then went into a slow, danceable "I Can't Get Started With You" that built to a non-danceable, improvisational jazz ending.

Hirt plays a sensational trumpet and Pee-wee Russell is noted as a clarinet player. What was surprising, however, was that each member of the five-man group was also outstanding. The drummer especially shone on "The Happening." Probably the highlight of his show, however, was a new tune called "Honey Pot" from Hirt's newest RCA Victor album—"Soul in the Horn."

Then came "Ode to Billie Joe" with just a splash of improvisation to give the tune new appeal. Hirt wrapped up the show with "Saints," remarking that it was "our most-requested tune and we try to find different ways of doing it."

CLAUDE HALL



AL HIRT, left, greets Norman Racusin, vice-president and general manager of RCA Victor, at Riverboat opening.

De Plata's Flamenco Guitar Weaves a Spell at Concert

NEW YORK — Some 1,700 New Yorkers feasted on a musical Thanksgiving evening (23) as Manitas de Plata, recently signed to CBS Records, spun his flamenco guitar music throughout Carnegie Hall.

This concert was de Plata's

third in as many years at the Hall, but the first in which he was accompanied by his brother, Hippolyte Ballardo, and his son Manero Ballardo. Jose Reyes, his cousin, has accompanied him before.

The addition of Hippolyte Ballardo was frosting on an already perfect cake. Ballardo's adroitness on the guitar plus his vocal ability scored strongly with the audience, many of Spanish and French origin. The final curtain dropped after eight curtain calls and three encores.

From his first note, de Plata could do no wrong. He soloed in several flamenco forms and was joined by his ensemble in others. He displayed the craftsmanship of a masterful performer with his nimble dexterity and precision.

The singing of Reyes and de Plata's son, unfortunately, were the only flaws in a perfect evening. None of the performers used microphones in the 2,700 seat hall. The high-pitched voices of the two came across strained and weak. Nevertheless, it was a thrilling evening of Spanish gypsy flamenco, excitingly and skillfully presented.

HANK FOX

Tower's Ray Plans New Talent Trip

NEW YORK — Eddie Ray, Tower Records artists & repertoire chief, has scheduled a trip to Boston, New York and Memphis to audition groups and meet with various artists, managers and producers in search of new talent.

Sammy Vargas, Tower's East Coast a&r representative, is accompanying Ray to Boston.

Cowsills' Mini-Film

LOS ANGELES—The Cowsills did a three-minute film at Griffith Park here for use on British TV. The tape's release will be part of the promotion for "The Rain, the Park and Other Things," the group's first MGM single.



Jonah Jones' haunting sound goes South American in his newest release: "Jonah Jones & His Latin Rhythm" (Decca DL 4918M; DL 74918S). It's a selection sure to please both Latin and Jazz fans. The cool melodic sound of "Yellow Days" is balanced by the more rhythmic "Eddie's Bossanova" and "Lamento Borincano." "Jonah's Pachanga" features Jonah's special trumpet sound—rich mellow—the kind of jazz that happens only on an Olds. (Advertisement)

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Mixing the Right Ingredients

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

NEW YORK — The most serious problems arise after a recording date, says Sherman, and they usually aren't discovered until starting the "mix." Sherman warns that if you don't hear an instrument at the original session, you won't get it in the "mix."

"This doesn't mean," he says, "that each instrument must come blasting out when you listen to the playbacks on the original session, but you should hear every instrument. Then, when you get to the 'mix' it is possible to take an instrument that seems buried, and bring it to the foreground. This is done through a process called equalization.

"We equalize a sound by either boosting or attenuating

(thinning, holding back) a particular frequency or area of frequencies. Actually, sound itself is measured in several ways, but in mixing we mostly concern ourselves with its frequency and volume. For example, an orchestra tunes to the 'A' of the oboe which has a frequency of about 400 cycles a second. A bass fiddle playing his open 'A' string has a frequency of 55 cycles a second. Assuming the bass and oboe are on the same track, and the oboe is too loud in relation to the bass, we would boost the bass sound at a frequency of 55 cycles until it was loud enough, or we could cut down the oboe's sound by attenuating in its particular range until we got our desired balance, or we could do both things, attenuate the oboe and boost the bass."

Most engineers, says Sherman, are very efficient at getting sounds through an equalizer, but their tastes might differ from yours. "When you get the sounds that you like to hear," he adds, "make a note of them to save time on later 'mixes.'"

Sherman recalls listening back to a "mix" and asking the engineer what he thought of it. The engineer replied, "I'm sorry, man, I turn my ears off on playbacks."

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

Signings

October Country, West Coast group featuring a "soft lush sound," has been signed to the Epic label. Their debut single is "October Country." . . . Lenny Welch has been tagged to Mercury Records. Carl Davis will handle Welch's a&r sessions. . . . The Four Freshmen to Liberty Records. Group previously recorded for Capitol. . . . Israeli vocalist Ron Eliran to Decca. He is scheduled to record in Los Angeles next month.

The Smokestack to White Whale. Bones Howe will produce. . . . Pepper Davis and Tony Reese and Dick Curtis have signed with newly formed Los Angeles-based Laff Records for comedy packages. . . . Lonnie B. and Viki G., vocal duo, signed to Revue Records, subsidiary of UNI Records. . . . Mounted Records signed the New Horizons, group of two girls and four boys. . . . Sandy and the Pebbles to Mercury Records. Bob Wyld and Art Polhemus of Longhair Productions produce the group. . . . Bobby Bell and the Satellites to Invincible Records. First release is due early next year.

Universal Pictures employee Jean Peloquin signed to Decca and MCA Music. His first single will be "Mr. Painter, Paint My Dad," set for January release prior to his debut in a "Virginian" TV series segment.

The Electric Flag

• Continued from page 24

flag for a shirt, wails and shouts, beating the drums. Behind Miles and an exciting team of brass, bass and organ, a flag waves atop a chrome pole, mascot of the band and symbolic of their plugged-in Chicago sound. ED OCHS

Col. Promo to Tie in With 'Cabaret' Tour

NEW HAVEN, Conn. — Columbia Records plans a tie-in promotion for its original cast album of "Cabaret" to coincide with the show's national tour, which begins here on Dec. 26.

The tour winds up in Denver next Nov. 9. Other stops will be Cleveland; Rochester, N. Y.; Cincinnati, Toronto, Baltimore, Washington, Detroit, San Diego, Los Angeles and San Francisco.

TALENT REVIEW

Elegant Ella Does It Again -Rocks Philharmonic Hall

NEW YORK — "Great Performers at Philharmonic Hall" sounds a bit pretentious as a title for a concert series, but an understatement when Ella Fitzgerald performs.

Most of the material on the program has been performed many times on albums by Miss Fitzgerald over the last two decades. But her spontaneous treatment of such standards as "Satin Doll," "I'm Beginning to See the Light" and "Foggy Day in London Town," with a few topical changes in the lyrics and some variations on the Fitzgerald style, make them sound as fresh as tomorrow.

Miss Fitzgerald did deal with the contemporary material. Her medley of "Goin' Out of My Mind" and "Sonny" was superb, and she selected these numbers to show that "there's still material being written which will be played 10 years from now."

"The Ode to Billie Joe" was another matter. Miss Fitzgerald performed a syncopated version of the Bobbie Gentry hit, faked the lyrics, and shook her head a little when it was all over.

The audience at Philharmonic Hall Wednesday night (22), filled every seat and poured over onto the stage. And they loved every minute.

Miss Fitzgerald, who now records for Capitol, never ceases to amaze. Whether she's doing

a soul version of Hank Williams' "I Can't Stop Loving You" or a brassy "Music to Watch Girls By," or a nostalgic "Gone With the Wind," she sings as though the song was written for her alone, and no other artist has the right to perform the material.

Each number was a highlight: Erroll Garner's "Misty," Kurt Weill's "Mack the Knife," Cole Porter's "I've Got You Under My Skin," George Gershwin's "Summertime." Ella's in a class by herself.

AARON STERNFIELD

Bikel Turns on At Carnegie Hall

NEW YORK — Theodore Bikel, with his international repertoire of folk songs, was in top form at Carnegie Hall on Nov. 25 making for a fine, stimulating concert. The Elektra artist also commented on such diverse topics as love, politics, war and the international situation in his easy, light-hearted manner. In his comments and his songs he was always effective.

Included were Ukrainian and Russian boy-girl duets with Bikel taking both parts. His repertoire also included Yugoslavian, Spanish, Yiddish, Hebrew and German material.

FRED KIRBY

Ellis & L. A. Philharmonic Rack Up 3 Musical Firsts

LOS ANGELES — Avant-garde composer Don Ellis, who recently signed with Columbia Records, helped the Los Angeles Philharmonic Orchestra set three musical marks Thanksgiving Eve, Nov. 22.

For the first time, the 105-member symphony teamed with a jazz orchestra in interpreting a new jazz work;

• For the first time, the symphony helped premiere a new jazz composition (Ellis' "Con-

Shayne to W. Coast

LOS ANGELES — Mel Shayne of Scandore and Shayne, personal management, is moving his base of operations here this week. Shelley Golden, his New York administrative assistant, is joining Shayne.



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Autry Graphics

Radio-TV programming

Progressive Rock All the Way In WNEW-FM's Format Future

By CLAUDE HALL

NEW YORK — WNEW-FM, at present "dabbling" in a progressive rock format, is going all the way, said station manager George Duncan. The stereo station last week hired Scott Muni, who'd formerly been on WOR-FM here. The station recently hired Jonathan Schwartz. Schwartz will handle a 10 a.m.-2 p.m. slot, Muni 2-7 p.m., and Bill (Rosko) Mercer takes over from 7-midnight. Both Mercer and Muni are alumni of WOR-FM, which recently deserted the format to aim for a teen audience.

Duncan said that a progressive or "meaningful music" format for WNEW-FM had been discussed with Jack Sullivan, president of WNEW radio, "as long as a year ago. We talked about how we could get into it." WOR-FM, at that time, filled the need for such a format. When WOR-FM dropped the format, WNEW-FM quickly took it up. The first step was the hiring of Rosko.

Unbelievable

"This Rosko thing has been unbelievable," Duncan said. "Not only in advertising, and he was immediately a sellout,

but in mail pull. Besides all of the other letters, and the majority are from college students or college-age listeners, in one day we received letters from a psychologist, an anthropologist, and a doctor—all saying they were glad we'd hired Rosko. The doctor said that he and his wife had felt that the only station left for them was WQXR, after WOR-FM left the scene; they appreciated the new WNEW-FM 'because we feel this type of music is closely akin to classical music.'"

The Holiday Inn show, now on midnight to 5 a.m., will be dropped, Duncan said. Two of the girls, who been spinning records for the previous format of the station—Easy Listening—will be retained in the all-night slot. One of these will be Allison Steele.

Eventually, all shows will be patterned after the Rosko show. Duncan said the music policy "is entirely governed by good taste. We will not tell a deejay not to play a Frank Sinatra record, because there are some Sinatra performances that may fit into this format." He cited as an example: If a deejay was

trying to show different versions of "That's Life" and was playing cuts of it by Sinatra, Nancy Sinatra, and Aretha Franklin.

Duncan, however, will be questioning certain things. Like, why did Schwartz play a Peggy Lee tune called "Sing a Rainbow." The question is, said Duncan, "Did he play it because he liked it or because he wanted to construct or demonstrate something?"

The object of the programming, as well as the music played, is to be meaningful. Rosko recently played a long classical item by the New York Electric String with "Polynaise" by the Beatles. This type of programming was extremely effective, Duncan felt. "In fact, we received a request for a tape of that portion of the show from the music department of New York University.

Promotes Format

WNEW-FM is promoting the new format in not only the Village Voice, but also in 10 college newspapers. In addition, Rosko has been visiting college campuses. Duncan went with him to both Queens College

(Continued on page 46)



THE STRAWBERRY ALARM CLOCK surrounds Johnny Fairchild, music director of KIST Radio in Santa Barbara, Calif. The group's single, "Incense and Peppermints," was a big hit on the Hot 100 station.

WAME Renewal Bid Is Held Up by FCC

WASHINGTON — The Federal Communications Commission (FCC) has notified station WAME, Miami, Fla., that its renewal will be held up until the commission is assured there will be no conflict of interest in choosing of records by deejays who have outside interests in record hops. The FCC sent a similar warning letter to KFVB, Los Angeles, in granting its renewal a year ago.

The FCC wants the WAME management to set up a better policy of "insulation" between station play of records and deejays with outside interests. FCC feels the station must come up with a policy to guard against any possibility that record talent

appearing at deejay hops might be shaving price or performing free, in return for air play on the station.

The station received the warning letter last month at the same time that it was fined for logging failures. WAME had been queried earlier in the year about the possible conflict of interest situation, as a result of complaints received at the FCC. The Commission did not find WAME's policy proposals "adequate" to guarantee that future record playlists would be arrived at impartially, and records played a fair number of times, reflecting their true popularity with listeners, and sales in local stores.

ASCAP Asks GAB to Hold Talk on Fees

ATLANTA — ASCAP has invited executives of the Georgia Association of Broadcasters to New York to smoke a peace pipe Monday (11).

The GAB has started a campaign against ASCAP, claiming performance fees were too high. ASCAP, through an attorney, I. T. Cohen, invited GAB members to New York, and there was some suggestion that ASCAP might be willing to offer less than a five-year contract, but at a higher rate.

John Culver, executive secretary of the GAB, said that a figure of 2½ per cent of gross had been mentioned, "but we're going to insist on a half of 1 per cent, which we think is more justified."

Attending the New York

WHON to Hot 100 With New Line-Up

RICHMOND, Ind.—WHON, 500-watt station here, went to a Hot 100 format Nov. 20 with a new lineup. Staff includes station manager James Green, program director Doni Elberts, music director Joey Piper. The station has a continuing playlist of between 70-80 records and prints a survey of the top nine, plus 30 and a pick single and album of the week. Deejays include Piper, Elberts, and Steve Coning, with Joyce Neal as the "voice" of the station.

meeting will be Jim Murphy, GAB president and manager of WBMK, West Point, Ga.; Ed Mulinax, general manager of WLAG, La Grange, Ga.; GAB attorney Tom Brown; and Malcolm Hoffman, a New York attorney representing GAB.

Culver said that the ASCAP campaign had been gathering "very good financial support." The board of GAB contributed \$2,500, but "basically the funds are coming from stations on an individual basis," Culver said. He said the project had gained considerable interest from out of the State, as well.

Harnish Sets Menos Prod.

NEW YORK — John Harnish, former president of Record-on-Film, has formed a new firm—Menos Productions. Chris Jonas is vice-president. Like the previous firm, Menos Productions will be involved in filming record acts performing and distributing to TV stations.

Record-on-Film recently produced a film of the Third Rail of Epic Records doing "Run, Run, Run," for example. Jonas said that these films will also be tailored for use by movie theaters around the nation. Bandstand type TV shows will receive the films free.



SOME OF THE INDUSTRY's top promotion men turned out for WRIT's fourth annual Record Man's Party in Milwaukee. Surrounding the station general manager Lee Rothman, at mike, are, from left, Stan Edis, Jubilee Records; Arnold Orleans, Mercury; Vic Faraci, M. S. Distributing Co.; Mauri Lathower, Capitol; Juggy Gales, Atlantic; Pete Wright, Pete Wright Associates; Lee Rothman; Boomer Bob Branson, WRIT personality and music director; Red Schwartz, Roulette; Erwin Barg, Dot; and Ed Levine, United Artists.

PERSONALITY PROFILE

Campbell Communications Star

DAYTON, Ohio — Believing that today's radio must be a two-way medium of communication, Hot 100 deejay Tom Campbell spends not only 7-midnight talking to his audience between records on WONE, but then spends several more hours the next day letting them talk to him. Via telephone. His number is 513-222-2222. It's in the phone book and also in the yellow pages. He advertises it now and then in the newspaper. He used to announce it on his show . . . until the phone company asked him not to. One week he received 55,000 telephone calls, according to a count by the phone company. His bill, mostly local calls, runs between \$150 and \$275 a month; he pays it all himself. A tape recorder takes the message when he's not at home. He returns every call, even though he may not talk longer than half a minute on some calls. If you want to, you can call him on his phone

in his car. Right now he's considering a portable hand phone to take with on the golf course.

"It's a way of communicating with the audience," Campbell said. "I don't try to be a hippie . . . I just try to be a friend. Sometimes, it gets tiring, all that time on the phone, but I try to listen to everything they say." Often the kids tell him about their favorite records. He seldom gets rough language; only one telephone call he ever received was from a troublemaker.

Other Methods

Other methods he has of communicating with the teens and young adults of Dayton is through record hops and personal appearances at local high schools. He has a firm called Tom Campbell Productions that handles him for hops at \$15 an appearance. He usually does these hops with local groups. The London Fog is very good, as are Soul Incorporated and the McCoy's, a local group that

rose to national fame over a year ago. He also does a column and record chart for Tempo, a teen supplement in the Dayton Daily News.

Campbell received early radio training working for free at educational stations in and near his home town of St. Louis. His first paid job was while in military service in Louisiana at a little station in Golden Meadow—KLFT—that no longer exists. Then he got a job, while still in uniform, working weekends on KJOE in Shreveport and week nights on KASO in nearby Mendon. Then in 1958 Al Hart at KEEL in Shreveport offered him a weekend job and Campbell had to drop KASO. He remained at KEEL after getting out of the service; management eventually transferred him to a sister station in Little Rock, Ark. Campbell became Rob Robins—the original one—and had "Rob Robins' All Record Request Nest"

(Continued on page 44)

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(S)MAL 2835
 Also available on 8-track
 Stereo Tape cartridge.

Vox Jox

By CLAUDE HALL Radio-TV Editor

Bill Sherard, operations manager for the past two and a half years of Washington's WOL (an r&b station), has returned to top 40 radio as station manager of WAVZ, New Haven, Conn. . . . WLAV deejay Michael Jay has been upped to music director of the Hot 100 outlet in Grand Rapids, Mich. . . . Cincinnati's Easy Listening WKRC has added Dick Scott. . . . Dave Reinhardt of WSAI in Cincinnati has retired to private business and Larry Clark, formerly of WCOL, Columbus, has filled the slot.

Roby Yonge, a Miami (WQAM) deejay, is coming to WABC in New York to fill a slot that will be available when the Hot 100 operation dumps some of its network features at the beginning of the year. The move has long been rumored, but not officially discussed. . . . Ronnie Barrett joined WHK in Cleveland about a week ago, handling an afternoon show. . . . Program director Phil Parr has moved from the afternoon slot at country-formatted KTLW in Texas City, Tex. Replacing him is Billy LeGrand.

William H. Spiegel, executive producer of the syndicated "Midwestern Hayride" TV show, has been upped to assistant program director of WLW-T, Cincinnati. . . . Nelson Doubleday, chairman of the board of Doubleday Broadcasting, has taken over as president of the chain, replacing Cecil Trigg, who has resigned. Trigg was founder and president of the Trigg-Vaughn radio and TV group, which Doubleday acquired earlier this year. He'll remain a consultant with Doubleday.

Frank Tennyson, head of Gemini Record & Promotion Co., hosted a reception for staff of WLIB,

New York, Dec. 3; the occasion was a "Salute to WLIB" for their assistance to "Operation Pied Piper," a project for the development and recognition of youthful talent in ghetto areas. . . . James Austin, a former deejay and most recently general manager of WKAZ in Charleston, W. Va., has joined WFUN, Miami, as local sales manager.

Recent staff changes at SMAK, Nashville: Joe Sullivan from WKGN, Knoxville, is program and music director; Allen Dennis from WKGN is afternoon personality; Dick Kent from WSGN, Birmingham, is morning personality; Dave Randell from WMFJ, Daytona Beach, Fla., is evening personality. . . . Bill Stewart, who had been national program director for the McLendon chain, has been appointed general manager of KTSA in San Antonio. Stewart is one of the "hip" people in modern radio, having been in on the beginning of top 40 with both Storz and McLendon. Look for the Waterman 5,000-watt operation to really sparkle.



Ernie Fields has left WHAT in Philadelphia to become program director of a Miami radio station. . . . In November, Harry Harrison topped eight years with WMCA, New York. . . . Dennis Blyth is new network music director of Michigan State Radio Network; Ken Gimbel is network manager. Address is WMSN, Student Services Bldg., East Lansing, Mich. 48823. . . . Ken Elliott has been appointed program manager of WKTC, Charlotte, N. C.; El-

liott, a former program director of WNOE in New Orleans, operates a program consulting firm—Instant Radio Programming—as well as publishing and record production firms in New Orleans and will still maintain his offices there. WKTC is a country music station.

Arturo Velazquez, 24-year veteran of Spanish radio in Phoenix, has been promoted to program director of KIFN there; he replaces Pepe Acosta, who has been transferred to the Tichenor Spanish Group's 50,000-watt flagship station—KGBT—in Harlingen, Tex. . . . Gary Gee has been named program director of KYSN, Colorado Springs, Colo., he'd been music director of the Hot 100 outlet. . . . WHLI-FM, Hempstead, L. I., N. Y., begins its Christmas programming Dec. 2, most of it classical in nature. . . . Andy Hope has shifted from KIEV in Glendale, Calif., to WWVA in Wheeling, W. Va., both country music outlets.

Curtis (Cowboy Shorty) Short, for the past year and a half with country-formatted KOPY in Alice, Tex., has joined KSWA in Graham, Tex., as program director and reports "an urgent need for country singles and albums and promos." The 500-watt daytimer is located near Fort Worth, Tex. Short will also host a show on the station. . . . This is too odd to ignore: Cousin Brucie of WABC, New York, was in Germany; Gary Stevens of WMCA, New York, was in London. Brucie takes a notion to spend the weekend with wife in Paris. So, there he is like an ordinary tourist cranking his motion picture camera at the wonders of the Eiffel Tower when who should blunder into his film but his stiffest competition—Stevens.

George Williams of WTRY in Troy, N. Y., is going to shoot me, if he ever catches me. I'd just written a story about George Wilson, program director of WHAT in Philadelphia, and then set down to write about Williams and, as you might have expected, called him Wilson, too. His real name is George Williams and he's program director of WTRY, Hot 100 outlet in Troy-Schenectady-Albany. . . . Here's a note from John Brunell, program director of WTSV, 221 Washington St., Claremont, N. H. 03743: "Since I initiated country music a couple of years ago to WTSV and WTSV-FM, it's grown in popularity by leaps and bounds. WTSV now programs country music right along with the Hot 100, Easy Listening, and standards on a rotating basis 18 hours a day, seven days a week. Response has been terrific. To keep up with everyone and present the best in music, we drastically need singles and albums."

Thomas Brown has been appointed assistant program manager of WOWO, reporting to Robert Moomey; Brown has been a producer-director at KDKA in Pittsburgh. . . . Ron Morgan has been named program director of WLYV, Fort Wayne, Ind.; he'll continue his morning radio show. . . . Although staying away from hard rock and hard country, KTBC in Austin, Tex. (the LBJ station), is now a contemporary music station, "playing album cuts and trying to expose as many new singles as possible," said Dave Jarrott. Billing itself as the Fun Leader of Central Texas, the deejay lineup (many of whom have been on the station for years) includes Paul Jones, Cactus Pryor, Jack Wallace, Jim Bell, Al Mustin, Dave Jarrott, Arch Campbell and Bruce Williamson.



MORGAN



CAPITOL RECORDS' promotion man Luther Wood helped on a recent promotion for WTOB, Winston-Salem, N. C. Contest ran by air personality Bob McLain requested all of the tunes recorded by the Beach Boys, Bobbie Gentry and the Beatles. Above, from left, McLain, winner Dale Glendening Jr. (who listed 328 songs), and Wood.

WOKY's Christy Top Milwaukee Influence

MILWAUKEE — Paul Christy of WOKY here has been named the major influence on sales of singles records in the latest Billboard Radio Response Rating survey of the market here. He topped Bob Branson of WRIT, a competitor station that also features a Hot 100 format. Bob Barry and Tony Karr, both of WOKY, tied for third.

The RRR survey judges the ability of station and personalities (in this case, both WOKY and WRIT were very close) in reaching an audience and influencing them to buy records. Ability to influence sales of singles is an indication of a command of the teen and young adult population.

WEMP showed a definite lead in reaching the young adult

and adult market, taking top honors in ability to influence sales of albums. However, Joe Dorsey of WEMP and Gordon Hinkley of WTMJ tied in ability to influence as in the air personality category.

Dr. Bop was the leading r&b air personality, followed very close by O. C. White, both of WAWA. WMIL was a very slim leader in the country music field over WYLO.

The Radio Response Rating survey information is copyrighted by Billboard and available—along with further details—through the Billboard Record Market Research division. Information is compiled from votes of men whose business depends on record sales—record dealers, local and national record executives, and record distributors.

Tom Campbell Profile

Continued from page 40

7-midnight. He was also musical director. The station has a giant signal and Campbell received mail from 39 States. He did his Saturday show remote live from a hamburger stand.

One of the people who heard the Rob Robins show was the late Jack Sander, then manager of WQAM in Miami. Sander hired Campbell to replace Alan Freed, who'd departed for other pastures, and Campbell went against Bill Holly (WFUN) in the evening slot.

All-Night Show

Dick Lawrence, then program director of WFLA in Tampa, Fla., hired Campbell at \$155 a week for an all-night show. Campbell did record hops and sold spots to boost his salary. Then Graham Richards, of Storz, called and wanted Campbell to come to Minneapolis for WDGY. He was there for two years under the name of Paul Bunyon. Under general manager Dick Harris, Campbell topped giant WCCO at night "for the first time in history and the last time, I guess, since," Campbell said. When Graham Richards went to WFUN, Miami, Campbell soon followed and found himself going up against Rick Shaw (WQAM), the man who had taken his place on the station. Campbell soon had top ratings again. His Miami telephone number for kids was 111-1111.

Richards later went to

WONE in Dayton as a consultant and persuaded Campbell to come to the market. He's been on WONE the past year and a half.

Besides Richards, Campbell considers Dick Starr of WFUN as "one of the best people I ever worked for . . . a program director who's always on the ball."

It was while on WDGY in Minneapolis about four years ago that Campbell began spinning what he called "The Campbell Six Pack of Music"—six records in a row. "To the best of my knowledge, I was the first to play a six-pack."

WGUS-FM Is Now 'Airbourne'

AUGUSTA, Ga. — WGUS-FM went on the air last week, announced station manager Dick Warner. The station is now signing off the air shortly after midnight, but he hopes to go around the clock soon. Format is country music, which the station simulcasts from its AM sister station through most of the day. Rick Weeks is FM manager, Marilyn Poston is program director. Deejays on WGUS (a 1,000-watt daytimer station) will also be heard on WGUS-FM include John Bennefield, Al Jones, Dick Glosser, Ed Brown, and George Pritchard.

Yesteryear's Hits

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

POP SINGLES—5 Years Ago December 8, 1962

1. Big Girls Don't Cry—Four Seasons (Vee Jay)
2. Return to Sender—Elvis Presley (RCA Victor)
3. Bobby's Girl—Marcie Blane (Seville)
4. Don't Hang Up—Orlons (Cameo)
5. Ride!—Dee Dee Sharp (Cameo)
6. The Lonely Bull—Tijuana Brass (A&M)
7. Telstar—Tornadoes (London)
8. Limbo Rock—Chubby Checker (Parkway)
9. All Alone Am I—Brenda Lee (Decca)
10. Release Me—"Little Esther" Phillips (Lenox)

POP SINGLES—10 Years Ago December 9, 1957

1. You Send Me/Summertime—Sam Cooke (Keen)
2. Jailhouse Rock/Treat Me Nice—Elvis Presley (RCA Victor)
3. Raunchy—Bill Justis (Phillips International)
4. April Love/When the Swallows Come Back to Capistrano—Pat Boone (Dot)
5. Chances Are/The Twelfth of Never—Johnny Mathis (Columbia)
6. Wake Up Little Susie—Everly Brothers (Cadence)
7. Silhouettes—Rays (Cameo)
8. Peggy Sue—Buddy Holly (Coral)
9. Rock and Roll Music—Chuck Berry (Chess)
10. Be-Bop Baby/Have I Told You Lately That I Love You—Rick Nelson (Imperial)

R&B SINGLES—5 Years Ago December 8, 1962

1. Release Me—"Little Esther" Phillips (Lenox)
2. Big Girls Don't Cry—Four Seasons (Vee Jay)
3. Don't Hang Up—Orlons (Cameo)
4. Limbo Rock—Chubby Checker (Parkway)
5. Nothing Can Change This Love—Sam Cooke (RCA Victor)
6. Keep Your Hands Off My Baby—Little Eva (Dimension)
7. Ride!—Dee Dee Sharp (Cameo)
8. Return to Sender—Elvis Presley (RCA Victor)
9. He's a Rebel—Crystals (Phillys)
10. Somebody Have Mercy—Sam Cooke (RCA Victor)

POP LP's—5 Years Ago December 8, 1962

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

BECKY LAMB



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Radio-TV programming

'Young Sound' Gets a Voice

NEW YORK — The CBS-FM "Young Sound" package, now syndicated to more than 20 FM stations around the nation, is adding another voice—at least for New York. The programming was originally voiceless except at the end of 15-minute segments when the tunes were reeled off by a nameless announcer. Wally King was added as a personality recently 6-10 a.m. in New York to capture a drive-time audience. Lee Jordan, who had been a major personality on WCBS, is switching over to WCBS-FM and will do a Sunday 10-1 p.m. Broadway tune segment of Young Sound. I. M. Flowers hosts a two-hour night show two nights a week called "Flower's Garden" on several of the Young Sound stations and there's some speculation that this show will soon be on an every-night schedule.

WCKY Going Indie

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

Syndicated Country Package Via Plough

MEMPHIS — Plough Broadcasting, which owns and operates such country music giants as WJJD in Chicago and WPLO in Atlanta, will bow a syndicated country music program package. International Good Music, headed by Rogan Jones Jr. in Bellingham, Wash., will distribute the programming.

Called "Americana," the programming package not only includes country music by established performers in the field, but also country music by established pop artists such as Bing Crosby, Peggy Lee, and Les Paul and Mary Ford. The man putting the package together is Lee Wyler, national program director of Plough, who set the guidelines for WJJD and WPLO. New studios and equipment have been installed by Plough in Memphis to produce the new programming. Wyler said last week that he was still working on the basic library . . . that he already had more than a third of it in the can. Progress has been slow because "I want quality and it takes time." He said he is trying to create a special sound.

WSOC-FM in Decatur, Ill., is already using the programming. It started Oct. 31 when Wyler only had about 30 hours on tape.

Local deejays are used—or can be—by each station to announce the records. "This type of programming almost cries for a local personality." These in-

troductions are—or can be—placed on cartridges and sub-audible tones on the "Americana" tape cue them in.

Wyler said he was working from a backlog of 15 years of country music, as well as a vast library of new albums. His show is in stereo, but monaural use can be made of it.

WNEW-FM's Format

• Continued from page 40

and Columbia University. "It was a hell of an experience. Exhilarating. Two to three hundred students firing questions at us." He hoped that WNEW-FM had impressed upon the students the interest of WNEW-FM in the evolution of rock music.

Leonard Bernstein made this type of music respectable, Duncan felt . . . "that one TV show." He said that he'd figured it would take a few months to make an impact with the new format, but the acceptance of Rosko "surprised us." Among the records that are appearing on the playlist are the Common Cold's "Come Down," Paul Butterfield Blues Band with "Get Out of My Life Woman," the Superfine Dandelion with "Crazy Town," and Alan Arkin with "I Like You." Duncan was a sales executive 10 years with WNEW before taking over control of WNEW-FM.

No Turkeys on WFIL

PHILADELPHIA — WFIL, Hot 100 format station here, devoted Thanksgiving weekend to 96 hours of million-sellers over the past 10 years.

RADIO-TV MART

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DISPLAY CLASSIFIED: 1 inch, \$20. Each additional inch in same ad, \$15. Box rule around ad.

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BOX NUMBER: 50¢ service charge per insertion. Also allow 10 words (at 25¢ each) for number and address.

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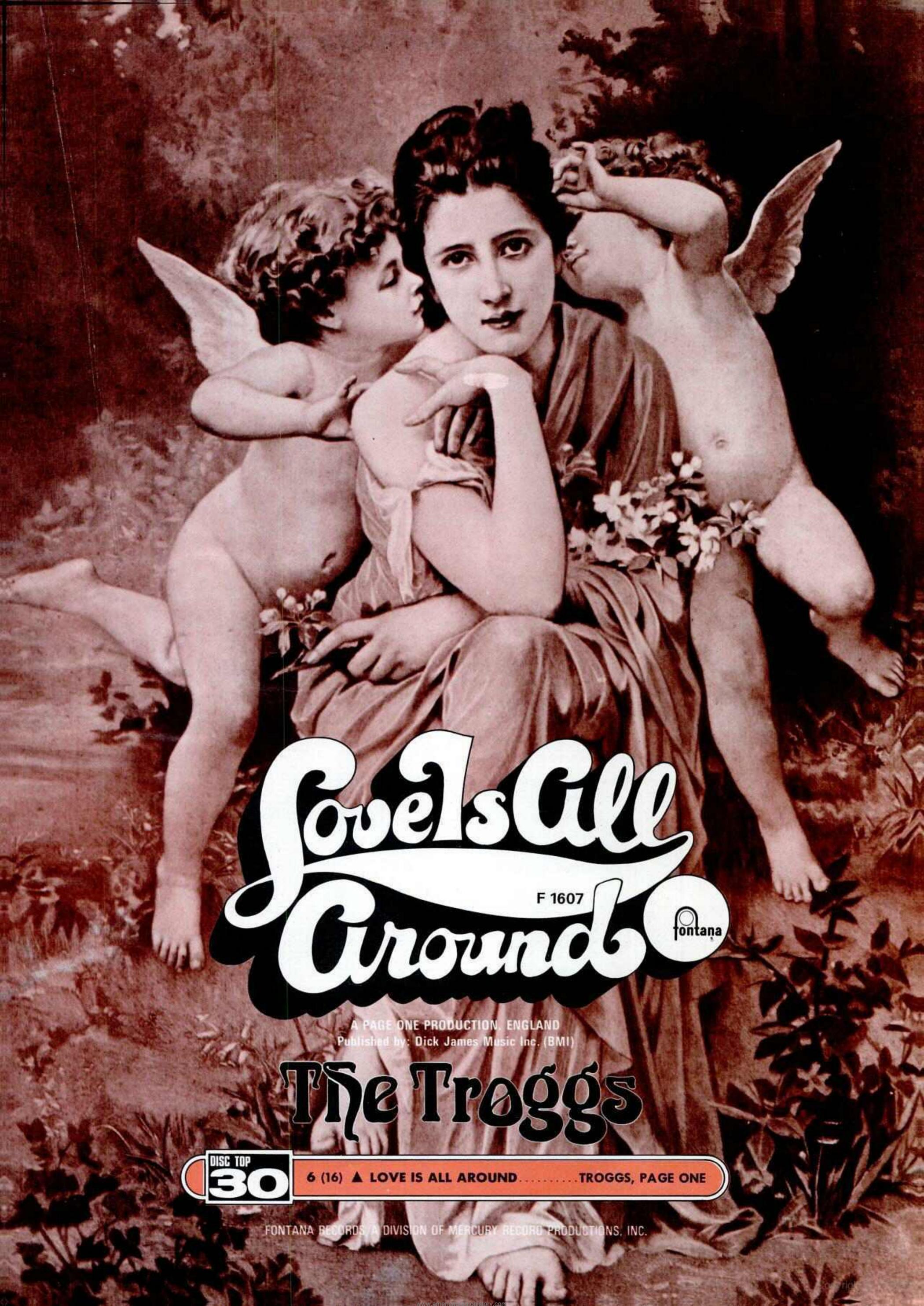
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Love Is All Around

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The Troggs

DISC TOP
30

6 (16) ▲ LOVE IS ALL AROUND..... TROGGS, PAGE ONE

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
Billboard Award	1	I HEARD IT THROUGH THE GRAPEVINE Gladys Knight & the Pips, Soul 35039 (Jobete, BMI)	7	25	16	GET ON UP Esquires, Bunky 7750 (Hi-Mi, BMI)	15
2	7	SKINNY LEGS AND ALL Joe Tex, Dial 4063 (Tree, BMI)	5	26	36	TELL MAMA Etta James, Cadet 5578 (Fame, BMI)	4
3	2	SOUL MAN Sam & Dave, Stax 231 (East/Pronto, BMI)	13	27	30	WHERE IS THE PARTY Helena Ferguson, Compass 7009 (Frabob/Palo Alto/Dakar, BMI)	5
4	8	I SECOND THAT EMOTION Smokey Robinson & the Miracles, Tamla 54159 (Jobete, BMI)	4	28	31	LOVE POWER Sandpebbles, Calla 141 (Unbelievable, BMI)	3
5	3	(Loneliness Made Me Realize) IT'S YOU THAT I NEED Temptations, Gordy 7065 (Jobete, BMI)	8	29	25	MR. DREAM MERCHANT Jerry Butler, Mercury 72721 (Saturday, BMI)	7
6	15	BOOGALOO DOWN BROADWAY Johnny C, Phil-L. A. of Soul 305 (Dandelion/James Boy, BMI)	10	30	19	TO SIR, WITH LOVE Lulu, Epic 10187 (Screen Gems-Columbia, BMI)	8
7	5	A NATURAL WOMAN Aretha Franklin, Atlantic 2411 (Screen Gems-Columbia, BMI)	10	31	23	NINE POUND STEEL Joe Simon, Sound Stage 7 2589 (Press, BMI)	11
8	12	I SAY A LITTLE PRAYER Dionne Warwick, Scepter 12203 (Blue Seas/Jac, ASCAP)	5	32	43	BACK UP TRAIN Al Greene & the Soul Mates, Hot Line 15000 (Tosted, BMI)	2
9	10	PATA PATA Miriam Makeba, Reprise 0606 (Xina, ASCAP)	10	33	37	I'M IN LOVE Wilson Pickett, Atlantic 2448 (Pronto/Tracebob, BMI)	2
10	21	YESTERDAY Ray Charles, ABC 11009 (Maclen, BMI)	4	34	40	SOCKIN' 1-2-3-4 John Roberts, Duke 425 (Don, BMI)	3
11	4	I'M WONDERING Stevie Wonder, Tamla 54157 (Jobete, BMI)	8	35	35	WHEN YOU'RE GONE Brenda & Tabulations, Dionn 504 (Dandelion, BMI)	2
12	6	YOUR PRECIOUS LOVE Marvin Gaye & Tammi Terrell, Tamla 54156 (Jobete, BMI)	11	36	39	HE AIN'T GIVE YOU NONE Freddie Scott, Shout 220 (Web IV, BMI)	5
13	13	STAGGER-LEE Wilson Pickett, Atlantic 2448 (Travis, BMI)	5	37	38	OOH BABY Deon Jackson, Carla 2537 (Gaucho/McLaughlin, BMI)	2
14	14	EVERLASTING LOVE Robert Knight, Rising Sons 705 (Rising Sons, BMI)	10	38	44	I CALL IT LOVE Manhattans, Carnival 533 (Sanavan, BMI)	3
15	11	GET IT TOGETHER James Brown & the Famous Flames, King 6122 (Dynatone, BMI)	7	39	47	A TOUCH OF THE BLUES Bobby Bland, Duke 426 (Don, BMI)	2
16	9	EXPRESSWAY TO YOUR HEART Soul Survivors, Crimson 1010 (Double Diamond/Downstairs, BMI)	14	40	41	SHAME ON ME Chuck Jackson, Wand 1166 (Lois, BMI)	5
17	28	IN AND OUT OF LOVE Diana Ross & the Supremes, Motown 1116 (Jobete, BMI)	3	41	48	THIS THING CALLED LOVE Webs, Pop-Side 4593 (Emalou/Andros, BMI)	2
18	24	HONEY CHILE Martha Reeves & the Vandellas, Gordy 7067 (Jobete, BMI)	3	42	17	WHAT'VE I DONE (To Make You Mad) Linda Jones, Loma 2077 (Zira/Floteca, BMI)	10
19	20	PIECE OF MY HEART Erma Franklin, Shout 221 (Web IV/Ragmar, BMI)	7	43	46	A LOVE THAT'S REAL Intruders, Gamble 209 (Razor Sharp, BMI)	2
20	29	I'LL BE SWEETER TOMORROW O'Jays, Bell 671 (Zira/Floteca/Mira, BMI)	3	44	49	HEY JOYCE Lou Courtney, Pop-Side 4594 (Emalou, BMI)	2
21	26	ALL YOUR GOODIES ARE GONE Parliaments, Revilot 211 (Groovesville, BMI)	6	45	45	GOOD, GOOD LOVIN' Blossoms, Reprise 0639 (Screen Gems-Columbia, BMI)	2
22	18	LOVE IS STRANGE Peaches & Herb, Date 1574 (Ghazi, BMI)	7	46	—	STORYBOOK CHILDREN Billy Vera & Judy Clay, Atlantic 2445 (Blackwood, BMI)	1
23	33	ON A SATURDAY NIGHT Eddie Floyd, Stax 233 (East, BMI)	5	47	—	SOMEBODY'S SLEEPING IN MY BED Johnny Taylor, Stax 235 (East, BMI)	1
24	27	O-O, I LOVE YOU Dells, Cadet 5574 (Chervis, BMI)	3	48	—	AND GET AWAY Esquires, Bunky 7752 (Hi-Mi/Flomar, BMI)	1
				49	50	WHAT ABOUT YOU O. V. Wright, Back Beat 586 (Jec, BMI)	2
				50	—	COME SEE ABOUT ME Jr. Walker & the All Stars, Soul 3501 (Jobete, BMI)	1

TOP SELLING R & B LP's

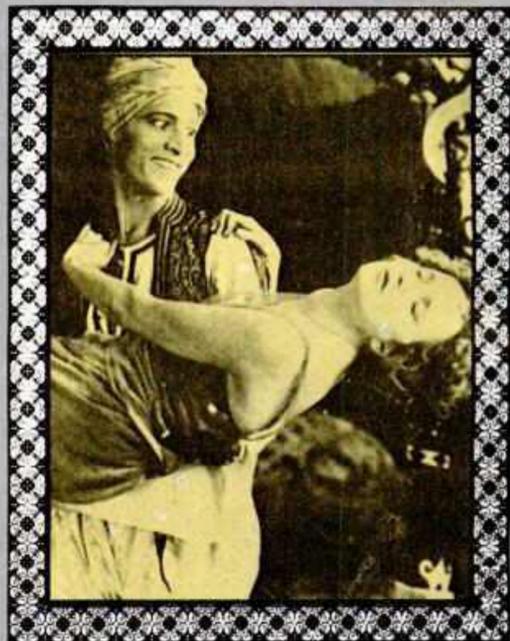
★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
Billboard Award	1	DIANA ROSS & THE SUPREMES GREATEST HITS Motown M2-663 (M); MS 2-633 (C)	11	16	19	DANCING IN THE STREET Ramsey Lewis, Cadet LP 794 (M); LPS 794 (S)	4
2	2	A DAY IN THE LIFE Wes Montgomery, A&M LP 2001 (M); SP 3001 (S)	7	17	17	ODE TO BILLIE JOE Bobbie Gentry, Capitol T 2830 (M); ST 2830 (S)	9
3	4	RESPECT Jimmy Smith, Verve V 8705 (M); V6-8705 (S)	7	18	18	I WAS MADE TO LOVE HER Stevie Wonder, Tamla T 279 (M); TS 279 (S)	11
4	5	ARETHA ARRIVES Aretha Franklin, Atlantic 8150 (M); SD 8150 (S)	16	19	—	PATA, PATA Miriam Makeba, Reprise R 6274 (M); RS 6274 (S)	1
5	3	FOUR TOPS GREATEST HITS Motown M 662 (M); S 662 (S)	11	20	23	GROOVIN' WITH THE SOULFUL STRINGS Cadet LP 796 (M); LPS 796 (S)	2
6	10	SOUL MEN Sam & Dave, Stax 725 (M); SD 725 (S)	4	21	21	REACH OUT Four Tops, Motown M 660 (M); MS 660 (S)	18
7	7	THE TEMPTATIONS GREATEST HITS Gordy 919 (M); S 919 (S)	52	22	24	ARE YOU EXPERIENCED? Jimi Hendrix Experience, Reprise R 6261 (M); RS 6261 (S)	9
8	8	TO SIR, WITH LOVE Soundtrack, Fontana MGF 27569 (M); SRF 67569 (S)	4	23	16	GROOVIN' Young Rascals, Atlantic 8148 (M); SD 8148 (S)	17
9	9	MARVIN GAYE & TAMMI TERRELL UNITED Tamla T 277 (M); TS 277 (S)	10	24	20	SUPER HITS Various Artists, Atlantic 501 (M); SD 501 (S)	17
10	11	DIONNE WARWICK'S GOLDEN HITS—Part 1 Scepter SRM 565 (M); SPS 565 (S)	4	25	27	SILK & SOUL Nina Simone, RCA Victor LPM 3837 (M); LSP 3837 (S)	4
11	12	MAKE IT HAPPEN Smokey Robinson and the Miracles, Tamla T 276 (M); TS 276 (S)	11	26	26	I NEVER LOVED A MAN THE WAY I LOVE YOU Aretha Franklin, Atlantic 8139 (M); SD 8139 (S)	36
12	6	WITH A LOT O'SOUL Temptations, Gordy M 922 (M); S 922 (S)	18	27	28	COLD SWEAT, PARTS 1 & 2 James Brown & His Famous Flames, King 1020 (M); S 1020 (S)	11
13	13	EVERYBODY NEEDS LOVE Gladys Knight & the Pips, Soul 706 (M); S 706 (S)	7	28	25	WINDOWS OF THE WORLD Dionne Warwick, Scepter SRM 563 (M); SPS 563 (S)	13
14	14	BEST OF WILSON PICKETT Atlantic 8151 (M); SD 8151 (S)	4	29	30	HIGHER AND HIGHER Jackie Wilson, Brunswick BL 54130 (M); BLP 754130 (S)	2
15	15	ALLIGATOR BOOGALOO Lou Donaldson, Blue Note BLP 4263 (M); BLP 84263 (S)	6	30	29	HERE WHERE THERE IS LOVE Dionne Warwick, Scepter SRM 555 (M); SPS 555 (S)	48

One Way To Get
GOOD & PLENTY



Another Way To Get
GOOD & PLENTY



Still Another Way To Get
GOOD & PLENTY



Photo: Colver Pictures, Inc.

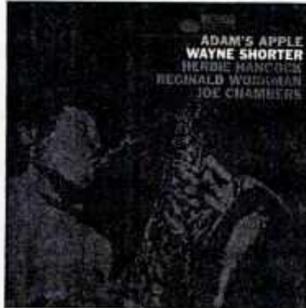
Album Reviews

Continued From Back Cover



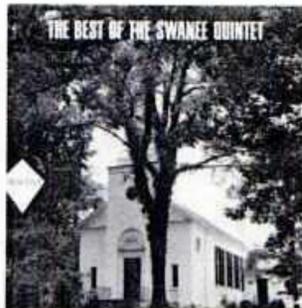
PIANO MUSIC OF CHOPIN, VOL. I—Wilhelm Kempff. London Stereo Treasury STS 15029 (S)

Tenderly yet powerfully, Kempff colors these four selections, and weaves them with his dazzling, flowing technique in an excellent recording. A real bargain at its low price.



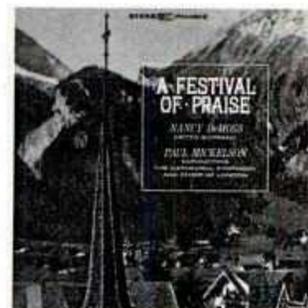
ADAM'S APPLE—Wayne Shorter. Blue Note BLP 4232 (M); BST 84232 (S)

Wayne Shorter, recently a member of the Miles Davis Quartet, teams up with Herbie Hancock and a young tempo team to revive the pulsating textures of "late night" jazz; haunting themes of dark, dimly lit clubs, with dynamic variations, mood and originality.



THE BEST OF THE SWANEE QUINTET—Crescent LP 3002 (M)

The Swanee Quintet's Motown-type sound really registers in "One More River to Cross." The selections, taken from the group's best sellers since 1950, includes such solid material as "Step by Step" and "That's the Spirit."



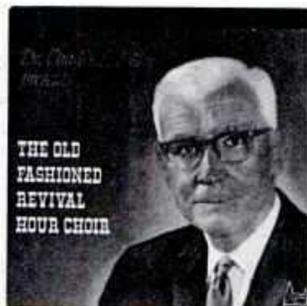
A FESTIVAL OF PRAISE—Nancy DeMoss/Cathedral Symphony & Choir of London (Mickelson). Supreme SM 10,001 (M); SS 10,001 (S)

Nancy DeMoss and the Cathedral Symphony and Choir of London do a first-rate job with some of the most familiar hymns, and "The Pilgrims' Chorus" from "Tannhauser." It's a big production, and it's handled in an impressive manner.



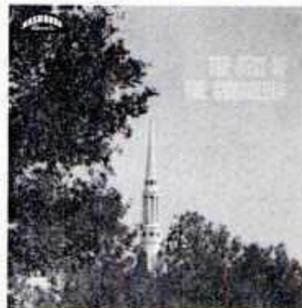
TOUCH OF THE BLUES—Bobby Bland. Duke DLP 88

Hard, gutty blues by an expert; even the big band behind him is hard with the sound of horns. Bland's hit single is here—"Touch of the Blues." "One Horse Town" swirls with a blasting dance beat. "Touch of the Blues" is the only slow tune on the LP and Bland grows part of it out so there's no rest . . . just driving blues.



THE OLD FASHIONED REVIVAL HOUR CHOIR—Dr. Charles E. Fuller. Supreme SS 2044 (S)

With Rudy Atwood on the piano, Anne Orland on the organ, and the choir—Dr. Fuller celebrates the straight and narrow with deep-toned, quality gospel that resonates the path of prayer with depth, mood and inspiration.



THE BEST OF THE CONSOLERS—Nashboro LP 7048 (M)

Powerful soul spirituals that hit close to home, especially "Around God's Throne," which features strong lyrics heartachingly presented. Their hits "Give Me My Flowers" and "Waiting for My Child to Come Home" are also here.

ALBUM REVIEW RANKING

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

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

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

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



4 STAR



POPULAR ★★★★★

- PAUL ANKA LIVE!—RCA Victor LPM 3875 (M); LSP 3876 (S)
- LAPLAND—The Baltimore & Ohio Marching Band. Jubilee JGM 8008 (M); JGS 8008 (S)
- I SPY—Earle Hagen. Capitol ST 2839 (S)
- THE JOYFUL SISTERS—Serenus SEP 2012 (M); SEPS 22012 (S)
- THE BEST OF ARTHUR PRYSOCK NO. 2—Verve V 5038 (M); V6-5038 (S)

COUNTRY ★★★★★

- HEART—Tony Douglas. Paul LP 2198 (M); LPS 2198 (S)

RELIGIOUS ★★★★★

- PRaise WE THE LORD—Nancy DeMoss/London Concert Orch. & Choir (Mickelson). Supreme SS 2045 (S)

GOSPEL ★★★★★

- THE BEST OF THE ANGELIC GOSPEL SINGERS—Nashboro LP 7047 (M)
- CHRISTMAS CAROLS & GOOD GOSPEL—Rev. Cleophus Robinson. Peacock PLP 150

CLASSICAL ★★★★★

- BEETHOVEN: DIABELLI VARIATIONS—Julius Katchen. London Stereo Treasury STS 15036 (S)

- BEETHOVEN: SYMPHONIES NOS. 1 & 8—L'Orchestre de la Suisse Romande (Ansermet). London Stereo Treasury STS 15032 (S)

- MUSIC OF BERLIOZ—Paris Conservatoire Orch. (Martino). London Stereo Treasury STS 15031 (S)

- DEBUSSY: PRELUDE A L'APRES MIDI D'UN FAUNE — Czech Philharmonic (Baudou). Crossroads 22 16 0173 (M); 22 16 0174 (S)

- MOZART: DIVERTIMENTO NO. 11/SCHUBERT: MINUETS/GERMAN DANCES—Stuttgart Chamber Orch. (Munchinger). London Stereo Treasury STS 15035 (S)

- ROSSINI OVERTURES — Paris Conservatoire Orch. (Maag). London Stereo Treasury STS 15030 (S)

- STRAVINSKY: APOLLON MUSAGETE/RENARD—L'Orchestre de la Suisse Romande (Ansermet). London Stereo Treasury STS 15028 (S)

RHYTHM & BLUES ★★★★★

- 20 SUPER RHYTHM & BLUES HITS (VOL. 2)—Various Artists. Kent 530 (M); 5030 (S)

JAZZ ★★★★★

- LIBRA—Gary Bartz Quintet. Milestone 9006 (M); MSP 9006 (S)
- GOOSE PIMPLES!—Jim Cullums' Happy Jazz With Bobby Hackett. Happy Jazz AP/(S)
- MARRIED WELL/Chico O'Farrill Orch. Verve V 5035 (M); V6-5035 (S)
- A NEW CONCEPTION — Sam Rivers. Blue Note BLP 4249 (M); BST 84249 (S)
- TAUHID—Pharaoh Sanders. Impulse A 9138 (M); AS 9138 (S)
- LIVE AT THE LIGHTHOUSE—The 3 Sounds. Blue Note BLP 4265 (M); BST 84265 (S)
- LITTLE RICHIE VAROLA—Verve V 8722 (M); V6-8722 (S)
- BRAHMS: VARIATIONS ON A THEME OF HAYDN/OVERTURES—Vienna Philharmonic (Knappertsbusch). London Stereo Treasury STS 15027 (S)

COMEDY ★★★★★

- ADULTS ONLY—Redd Foxx. Dooto DTL 840 (S)

- LYNDON JOHNSON'S LONELY HEARTS CLUB BAND—Various Artists. Atco 33 230 (M); SD 33 230 (S)

INTERNATIONAL ★★★★★

- AUSTRIAN FOLK MUSIC VOL. 1: THE EASTERN PROVINCES—Arhoolie F 3001 (M)



POPULAR

- EILEEN ROMEY SINGS—Audio Fidelity AFLP 2183 M; AFSD 6183 S

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

ORIGINAL CAST

- SWEET CHARITY—Original Cast (London) CBS 70035 (S)

Just as the Broadway production, the London cast of Sweet Charity is teaming with excitement and excellently produced numbers. Juliet Prowse displays her stunning vocal delivery while being accompanied by a grade "A" cast.

SEE ALBUM REVIEWS ON BACK COVER

CLASSICAL

- PORTUGAL'S GOLDEN AGE—Gerlin/Jones/Gulbenkian Chamber Orch. (Tuotolo). Mercury SR 9122 (S)

Little has been heard about the music of Portugal but this package fills the vacuum. Divided into four parts, it covers harpsichord music, orchestral music, choral music and organ music in complete and enchanting terms. Among the artists are harpsichordist Ruggero Gerlin and organist Geraint Jones.

HAROLD BAUER—Veritas VM 108
The art of this magnificent pianist is recreated in this fine pressing containing performances previously on Schirmer Records. The sound, although in mono only, is more than adequate. The disk's major work, Brahms' "Sonata No. 3," is well handled as are such familiar pieces as Brahms' "Waltz Op. 39, No. 16," Schubert's "Moment Musical Op. 94, No. 3" and Debussy's "Reverie." Several other good short selections also are presented.

- ART SONGS & SPIRITUALS—Roland Hayes. Veritas VM 112

Brilliant tenor Hayes treats the 18 selections here, whether a French art song or a haunting spiritual, with his extraordinary gift of understatement. He was first Negro singer to achieve global fame. Reginald Boardman supports admirably at the piano.

LOW PRICE CLASSICAL

- MASSENET: SCENES PITTORESQUES/SCENES ALSACIENNES—Paris Conservatoire Orch. (Wolff). London Stereo Treasury STS 15033 (S)

Some of Massenet's finest instrumental music is splendidly played by Albert Wolff and the Orchestre de la Societe des Concerts du Conservatoire de Paris, the only catalog listing for both works. These romantic pieces are for good melodic programming fare.

R&B

- BLIND JAMES CAMPBELL AND HIS NASHVILLE STREET BAND—Arhoolie F 1015 (M)

A fascinating package, reflecting influences of blues, jazz, country and gospel material. When the group does "Will the Circle Be Unbroken" it achieves soul and sincerity. Street bands are a disappearing tradition, and buffs will like these performances.

Action Records

Albums

★ NATIONAL BREAKOUTS

THERE ARE NO NATIONAL BREAKOUTS THIS WEEK

★ NEW ACTION LP's

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

THE ROBBES
Mercury MG 21130 (M); SR 61130 (S)

THE JAMES COTTON BLUES BAND
Verve Folkways FT 3023 (M); FTS 3023 (S)

PLEASE LOVE ME FOREVER
Bobby Vinton, Epic LN 24341 (M); BN 26341 (S)

FOR ALL THE SEASONS OF YOUR MIND
Janis Ian, Verve Forecast FT 3024 (M); FTS 3024 (S)

THE SORCERER
Gabor Szabo, Impulse A 9146 (M); AS 9146 (S)

THE ORIGINAL SPINNERS
Motown 639 (M); S 639 (S)

AGNES ENGLISH
John Fred & His Playboy Band, Paula LP 2117 (M); LPS 2197 (S)

LONELY HARPSICHORD ON A RAINY NIGHT
Jonathan Knight, Viva V 6006 (M); V 36006 (S)

WHEN THE SNOW IS ON THE ROSES
Ed Ames, RCA Victor LPM 3913 (M); LSP 3913 (S)

THE AMERICAN BREED
Acta A 8002 (M); A 38002 (S)

IN MUSIC
Third Rail, Epic LN 24327 (M); BN 26327 (S)

BEST OF RONNIE DOVE, VOL. II
Diamond D 5008 (M); SD 5008 (S)

FAR FROM THE MADDENING CROWD
Soundtrack, MGM 1E-11 (M); 1SE-11 (S)

EVERLASTING LOVE
Robert Knight, Monument MLP 7000 (M); SLP 7000 (S)

WITHOUT HER
Jack Jones, RCA Victor LPM 3911 (M); LSP 3911 (S)

FROM LULU . . . WITH LOVE
Lulu, Parrot PA 61016 (M); PAS 71016 (S)

Singles

★ NATIONAL BREAKOUTS

I AM THE WALRUS
Beatles, Capitol 2056 (Maclon, BMI)

CHAIN OF FOOLS
Aretha Franklin, Atlantic 2464 (14th Hour/Pronto, BMI)

IT'S WONDERFUL
Young Rascals, Atlantic 3463 (Slacсар, BMI)

★ REGIONAL BREAKOUTS

INSANITY COMES QUIETLY TO THE STRUCTURED MIND . . .
Janis Ian, Verve/Forecast 5072 (Dialogue, BMI) (New York)

GOOD GOOD LOVIN' . . .
Blossoms, Reprise 0639 (Screen Gems-Columbia, BMI) (Los Angeles)

I WANT TO BE LOVED . . .
Lorraine Ellison, Loma 2083 (Rittenhouse, BMI) (Miami)

GREEN TAMBOURINE . . .
Lemon Pipers, Buddah 23 (Kama Sutra, BMI) (Cleveland)

SPOOKY . . .
Classics IV, Imperial 66259 (Lowery, BMI) (Atlanta)

LIVE FOR LIFE . . .
Carmen McRae & Herbie Mann, Atlantic 2451 (Unart, BMI) (Los Angeles)

For Music Publishers in Denmark check your BUYER'S GUIDE p. 221

“santa claus is dead...”



But . . . Christmas has survived and increased in meaning to a generation that understands what it's all about, and now in 1967, It's Christmas Time Once Again.

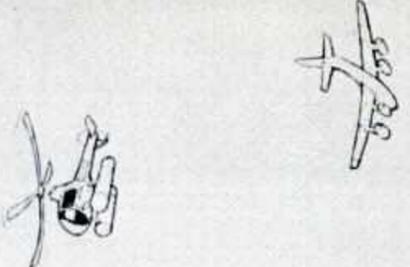
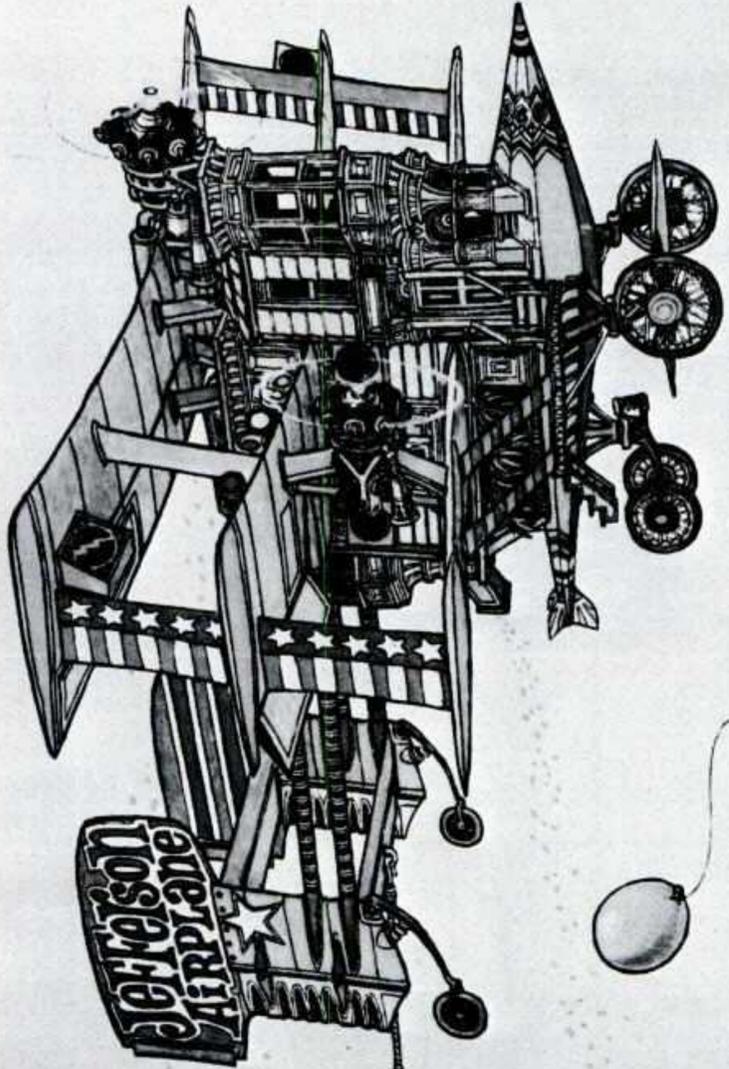
Brian Hyland has written and recorded a Christmas song that speaks to and for that generation. Produced by Snuff Garrett for Dot.

*Brian Hyland
"IT'S CHRISTMAS TIME
ONCE AGAIN"
Dot 15-17061*





After Bathing
at BAXTER'S



THE NEW SOMERSON AIRPLANE

JEFF ALBUM IS HERE LOP/LSO-1511

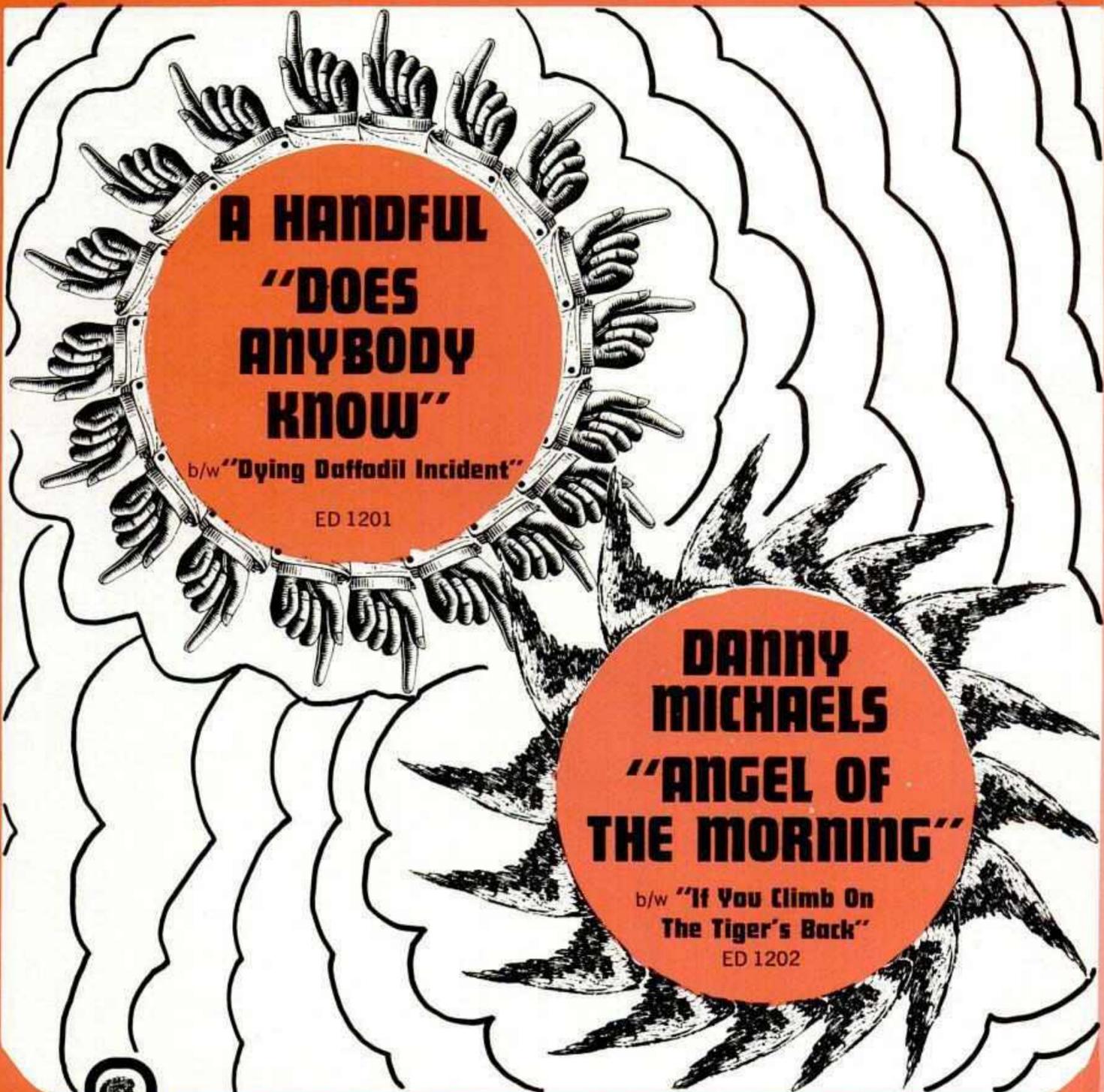


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ANYBODY
KNOW"**

b/w "Dying Daffodil Incident"

ED 1201

**DANNY
MICHAELS
"ANGEL OF
THE MORNING"**

b/w "If You Climb On
The Tiger's Back"

ED 1202



A Lee Hazlewood Production. Produced by Lee Hazlewood

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NEW YORK/BEVERLY HILLS
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**imperial records
the label that has
presented and built
many giants
in the industry**

**now welcomes
and presents
yet another giant**

**one of the
hottest groups
in england
and other areas
of the world**

**dave dee, dozy, beaky, mick and tich
with
zabadak** #66270

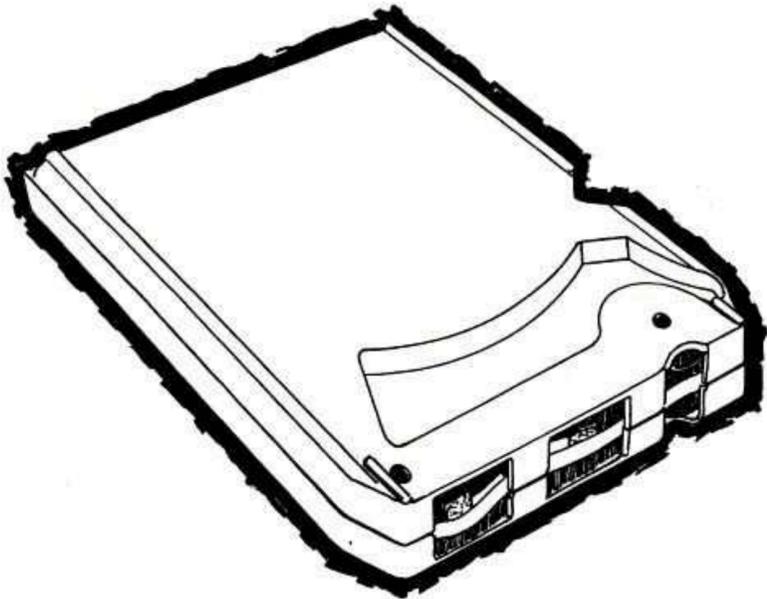
**now #2 in england
soon to be #1 in the u.s.**

on imperial records...home of the giants

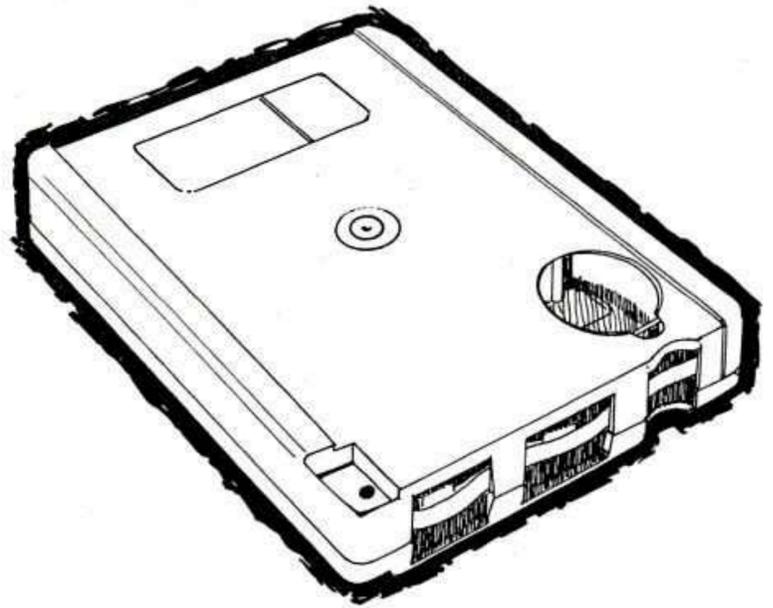


ON AMPEX STEREO TAPE

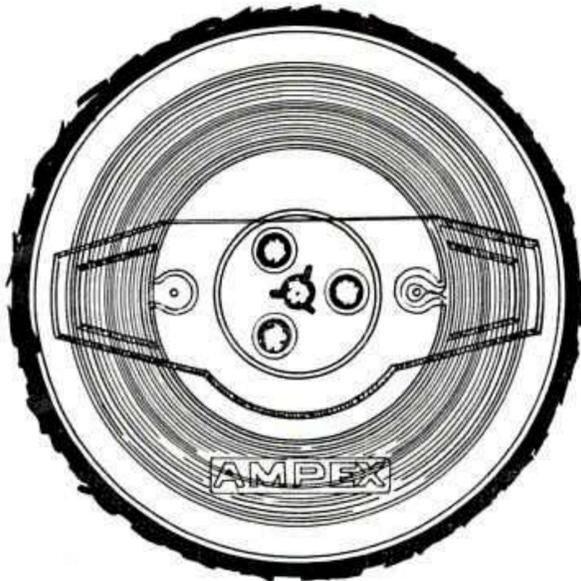
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4 TRACK CARTRIDGE



8 TRACK CARTRIDGE



OPEN REEL



CASSETTE

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TOP LP'S

Continued from page 58

RIAA Million Dollar LP

RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE
						8-TRACK 4-TRACK CASSETTE REEL TO REEL
		15	85	87	JOAN BAEZ—Joan Vanguard VRS 9240 (M); VSD 79240 (S)	
		27	84	88	COUNTRY JOE & THE FISH— Electric Music for the Mind and Body Vanguard VRS 9244 (M); VSD 79244 (S)	
		13	88	89	NEIL DIAMOND—Just for You Bang BLP 217 (M); BLPS 217 (S)	
		96	83	90	ANIMALS—The Best of MGM E 4324 (M); SE 4324 (S)	
		32	74	91	BOB DYLAN—Greatest Hits Columbia KCL 2663 (M); KCS 9463 (S)	
		39	73	92	LOVIN' SPOONFUL—The Best of Kama Sutra KLP 8056 (M); KLP5 8056 (S)	
		10	93	93	BLUES PROJECT—Live at Town Hall Verve/Forecast FT 3025 (M); FTS 3025 (S)	
		9	90	94	VARIOUS ARTISTS— A Collection of Sixteen Original Big Hits Motown M 661 (M); MS 661 (S)	
		18	89	95	CANNED HEAT Liberty LRP 3526 (M); LST 7526 (S)	
		24	87	96	MOBY GRAPE Columbia CL 2698 (M); CS 9498 (S)	
		66	92	97	SERGIO MENDES & BRASIL '66 A&M LP 116 (M); SP 4116 (S)	
		62	96	98	MONKEES Colgems COM 101 (M); COS 101 (S)	
		35	104	99	SOUNDTRACK—Thoroughly Modern Millie Decca DL 1500 (M); DL 71500 (S)	
		38	103	100	ANITA KERR/ROD MCKUEN/SAN SEBASTIAN STRINGS— The Sea Warner Bros. W 1670 (M); WS 1670 (S)	
		163	102	101	ORIGINAL CAST—Fiddler on the Roof RCA Victor LOC 1093 (M); LSO 1093 (S)	
★		2	188	102	ELVIS PRESLEY—Clambake RCA Victor LPM 3893 (M); LSP 3893 (S)	
		32	98	103	EDDY ARNOLD—The Best of RCA Victor LPM 3565 (M); LSP 3565 (S)	
★		4	176	104	CHER—With Love Imperial LP 9358 (M); LP 12358 (S)	
		25	97	105	BOOKER T & THE M.G.'S—Hip-Hug Her Stax 717 (M); S 717 (S)	
		92	115	106	MAMAS & PAPAS—If You Can Believe Your Eyes & Ears Dunhill D 50006 (M); DS 50006 (S)	
		15	100	107	PAUL REVERE & THE RAIDERS—Revolution! Columbia CL 2721 (M); CS 9521 (S)	
★		2	134	108	JOHN DAVIDSON—A Kind of Hush Columbia CL 2734 (M); CS 9534 (S)	
		114	112	109	BILL COSBY—I Started Out as a Child Warner Bros. W 1567 (M); (No Stereo)	
		81	108	110	BILL COSBY—Wonderfulness Warner Bros. W 1634 (M); WS 1634 (S)	
		41	117	111	ED AMES—My Cup Runneth Over RCA Victor LPM 3774 (M); LSP 3774 (S)	
★		3	128	112	LETTERMEN—... "And Live!" Capitol T 2758 (M); ST 2758 (S)	
		94	109	113	BILL COSBY—Is a Very Funny Fellow, Right? Warner Bros. W 1518 (M); (No Stereo)	
		47	113	114	YOUNG RASCALS—Collections Atlantic 8134 (M); SD 8134 (S)	
		13	111	115	PERCY FAITH & HIS ORK & CHORUS—Today's Themes for Young Lovers Columbia CL 2704 (M); CS 9504 (S)	
		127	123	116	HERB ALPERT & THE TIJUANA BRASS— South of the Border A&M LP 108 (M); ST 108 (S)	
		15	105	117	BIG BROTHER & THE HOLDING COMPANY Mainstream 56099 (M); S/6099 (S)	
		14	118	118	ROGER WILLIAMS—Golden Hits Kapp KL 1530 (M); KS 3530 (S)	
		28	101	119	HOLLIES—Greatest Hits Imperial LP 9350 (M); LP 12350 (S)	

RIAA Million Dollar LP
Star Performer

Weeks on Chart
Last Week
THIS WEEK



Awarded RIAA seal for sales of 1 Million dollars at manufacturer's level. RIAA seal audit available and optional to all manufacturers.

Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	TAPE PACKAGES AVAILABLE
				8-TRACK 4-TRACK CASSETTE REEL TO REEL
33	122	120	SERGIO MENDES & BRASIL '66—Equinox A&M LP 112 (M); SP 4122 (S)	
16	106	121	LOU RAWLS—That's Lou Capitol T 2756 (M); ST 2756 (S)	
17	119	122	OTIS REDDING—Live in Europe Volt 416 (M); S 416 (S)	
9	124	123	SOUNDTRACK—Dr. Dolittle 20th Century-Fox DTC 5101 (M); DTCS 5101 (S)	
120	120	124	BILL COSBY—Why Is There Air? Warner Bros. W 1605 (M); (No Stereo)	
2	136	125	OTIS REDDING—History of Volt 418 (M); S 418 (S)	
8	135	126	SUNSHINE COMPANY—Happy Is the Imperial LP 9359 (M); LP 12359 (S)	
56	125	127	MIDNIGHT STRING QUARTET— Rhapsodies for Young Lovers Viva V 6001 (M); VS 6001 (S)	
16	126	128	FLIP WILSON—Cowboys & Colored People Atlantic 8149 (M); SD 8149 (S)	
30	130	129	JIM NABORS—By Request Columbia CL 2665 (M); CS 9465 (S)	
9	131	130	LAWRENCE WELK—Golden Hits—The Best of Dot DLP 3812 (M); DLP 25812 (S)	
15	127	131	NANCY SINATRA—Country, My Way Reprise R 6251 (M); RS 6251 (S)	
28	132	132	RAY CONNIFF & THE SINGERS—This Is My Song Columbia CL 2676 (M); CS 9476 (S)	
26	129	133	5TH DIMENSION—Up, Up & Away Soul City SCM 91000 (M); SCS 92000 (S)	
18	116	134	SOUNDTRACK—Fistfull of Dollars RCA Victor LOC 1135 (M); LSO 1135 (S)	
21	133	135	FRANKIE VALLI—Solo Philips PHM 200-247 (M); PHS 600-247 (S)	
14	110	136	SPANKY AND OUR GANG Mercury MG 21124 (M); SR 61124 (S)	
26	143	137	JANIS IAN Verve/Folkways FT 3017 (M); FTS 3017 (S)	
23	138	138	RAY CHARLES—Listen ABC ABC 595 (M); ABCS 595 (S)	
63	146	139	MAMAS & PAPAS Dunhill D 50010 (M); DS 50010 (S)	
★	4	158	ARLO GUTHRIE—Alice's Restaurant Reprise R 6267 (M); RS 6267 (S)	
★	4	156	BOX TOPS—The Letter-Neon Rainbow Bell 6011 (M); 6011S (S)	
23	144	142	LETTEMEN—Spring! Capitol T 2711 (M); ST 2711 (S)	
67	142	143	BEATLES—Revolver Capitol T 2576 (M); ST 2576 (S)	
10	141	144	LOU DONALDSON—Alligator Boogaloo Blue Note BLP 4263 (M); BLPS 84263 (S)	
7	154	145	JAY & THE TECHNIQUES—Apples, Peaches, Pumpkin Pie Smash MGS 27095 (M); SRS 67095 (S)	
1	—	146	CREAM—Disraeli Gears Atco 33-232 (M); SD 33-232 (S)	
1	—	147	MIRIAM MAKEBA—Pata Pata Reprise R 6274 (M); RS 6274 (S)	
31	139	148	PAUL REVERE & THE RAIDERS—Greatest Hits Columbia KCL 2662 (M); KCS 9462 (S)	
22	145	149	JOHNNY MANN SINGERS—We Can Fly/Up, Up & Away Liberty LRP 3523 (M); LST 7523 (S)	
1	—	150	SCOTT MCKENZIE—The Voice of Ode Z12 44001 (M); Z12 44002 (S)	
50	151	151	FRANK SINATRA—That's Life Reprise F 1020 (M); FS 1020 (S)	
38	152	152	RAY CHARLES—A Man & His Soul ABC ABC 590 X (M); ABCS 590 X (S)	
10	148	153	JR. WALKER & THE ALL STARS—"Live!" Soul S 705 (M); SS 705 (S)	
22	153	154	SOUNDTRACK—You Only Live Twice United Artists UAL 4155 (M); UAS 5155 (S)	
3	155	155	CLEAR LIGHT Elektra EKL 4011 (M); EKS 74011 (S)	
1	—	156	WES MONTGOMERY—The Best of Verve V 8714 (M); V6-8714 (S)	
9	—	157	HUGH MASEKELA—Latest Uni 3010 (M); 73010 (S)	
5	160	158	SOULFUL STRINGS—Groovin' With the Cadet LP 796 (M); LPS 796 (S)	
1	—	159	HARPERS BIZARRE—Anything Goes Warner Bros. W 1716 (M); WS 1716 (S)	
37	159	160	TEMPTATIONS—Live! Gordy 921 (M); S 921 (S)	

TOP LP'S A-Z (LISTED BY ARTIST)

Cannonball Adderley ...187	Byrds ...27	4 Seasons ...191	Mystic Moods Ork...167	Frank Sinatra ...56, 151	Sunshine Company ...126
Herb Alpert & the Tijuana Brass ...29, 32, 51, 66, 77, 81, 116	Glenn Campbell ...188	Four Tops ...12, 74	Jim Nabors ...129	Jimmy Smith ...60, 196	Temptations ...28, 39, 160
Ed Ames ...11, 173	Canned Heat ...95	Aretha Franklin 13, 52, 184	Phil Ochs ...180	Sonny & Cher ...42	Turtles ...41
Eddy Arnold ...35, 103	Vikki Carr ...19	John Gary ...79	Original Cast ...101	Soulful Strings ...158	Frankie Valli ...135
Association ...20	Ray Charles ...138, 152	Marvin Gaye & Tammi Terrell ...76	Fiddler on the Roof...101	Soul Survivors ...169	Vanilla Fudge ...7
Burt Bacharach ...192	Cher ...104	Bobbie Gentry ...11	Man of La Mancha... 69	Soundtrack ...65	Various Artists
Joan Baez ...87	Petula Clark ...78	Eydie Gorme ...185	Peter, Paul & Mary ...31	Camelot ...65	Collection of 16 Original Big Hits, Vol. 7 ...94
Baja Marimba Band ...162	Clear Light ...155	Arlo Guthrie ...140	Wilson Pickett ...70	Dr. Dolittle ...123	Super Hits ...45
Beach Boys ...43, 171, 194	Ray Conniff Singers 83, 132	Henry Mancini ...197	Pink Floyd ...195	Dr. Zhivago ...9	Bobby Vee ...72
Beatles ...4, 143	Bill Cosby ...59, 75, 109, 110, 113, 124	Johnny Mann Singers...149	Elvis Presley ...102	Fistfull of Dollars...134	Velvet Underground & Nico ...178
Bee Gees ...10	Country Joe & the Fish 88	Mantovani ...49, 200	Procol Harum ...53	Gone With the Wind... 46	Ventures ...57
Big Brother & the Holding Company ...117	Cowstills ...40	Mamas & the Papas ...5, 86, 106, 139	Lou Rawls ...121	In the Heat of the Night ...193	Jr. Walker & the All Stars ...153
Blues Project ...93	Cream ...62, 146	Dean Martin ...22	Otis Redding ...122, 125	Man & a Woman ...48	Dionne Warwick 23, 36, 85
Booker T & the M.G.'s...105	John Davidson ...108	Al Martino ...84	Paul Revere & the Raiders ...107, 148	Sound of Music ...14	Lawrence Walk ...130
Box Tops ...141	Neil Diamond ...89	Hugh Masekela ...157	Righteous Brothers ...33	To Sir, With Love... 16	Andy Williams ...25, 34
James Brown & the Famous Flames ...64	Lou Donaldson ...144	Johnny Mathis ...183	Smokey Robinson & the Miracles ...37	Wild Angels ...176	Roger Williams ...118, 168
Buffalo Springfield ...67	Doors ...3, 6	Tony Martin ...198	Rolling Stones 55, 170, 175	You Only Live Twice 154	Flip Wilson ...128
Eric Burdon & the Animals ...44, 90	Bob Dylan ...91	Sergio Mendes & Brasil '66 ...97, 120	Diana Ross & the Supremes ...2	Spanky & Our Gang...136	Jackie Wilson ...164
	John Denver ...91	Midnight String Quartet 127	Mitch Ryder ...73	Stone Poneys ...190	Nancy Wilson ...61
	Neil Diamond ...89	Moby Grape ...96	Sam & Dave ...80	Strawberry Alarm Clock 17	Stevie Wonder ...50
	Neil Diamond ...89	Monkees ...1, 24, 54, 98	Ravi Shankar ...71	Barbra Streisand ...26	Glenn Yarbrough ...161
	Neil Diamond ...89	Wes Montgomery ...21, 156	Simon & Garfunkel ...163	Chad Stuart & Jeremy Clyde ...186	Yardbirds ...166
	Neil Diamond ...89	Mothers of Invention...172	Nina Simone ...165		Young Rascals 15, 114, 174

Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

Continued on page 62

DECEMBER 9, 1967, BILLBOARD

Merry Christmas

and thanks for making
my Atlantic album

"Cowboys And Colored People"

a best seller.

#8149

Flip Wilson



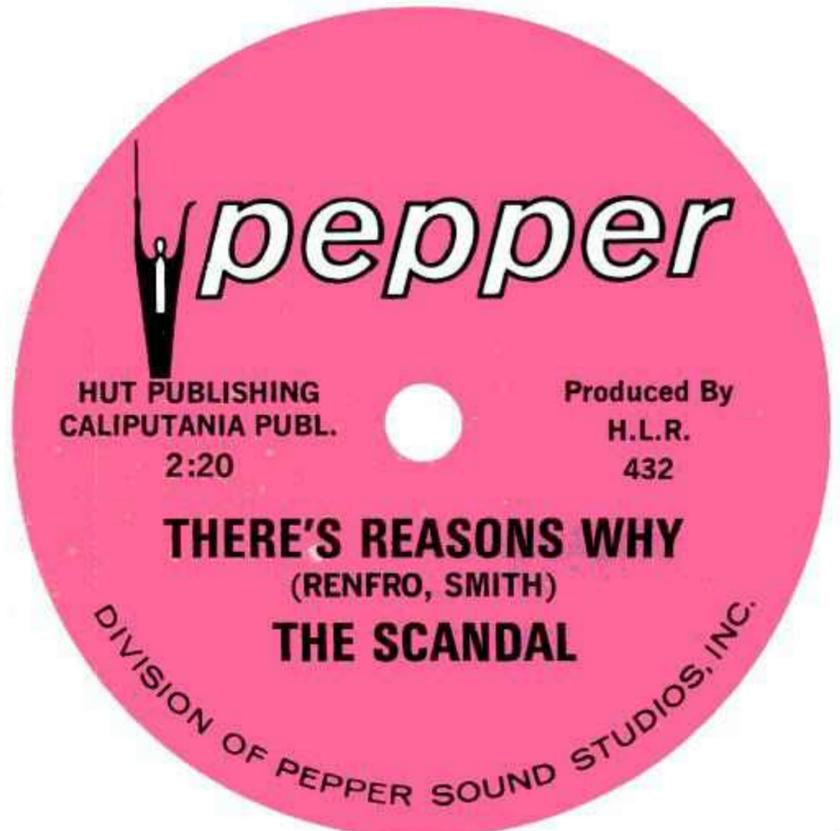
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TOP LP'S

Continued from page 60

RIAA Million Dollar LP	Star Performer	Weeks on Chart	Last Week	THIS WEEK	ARTIST - Title - Label & Number	8-TRACK	4-TRACK	CASSETTE	REEL TO REEL
					STAR PERFORMER —LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.				
		13	147	161	GLENN YARBROUGH—Honey & Wine RCA Victor LPM 3860 (M); LSP 3860 (S)				
		29	162	162	BAJA MARIMBA BAND—Heads Up! A&M LP 123 (M); SP 4123 (S)				
		57	161	163	SIMON & GARFUNKEL—Parsley, Sage, Rosemary & Thyme Columbia CL 2563 (M); CS 9363 (S)				
		3	165	164	JACKIE WILSON—Higher & Higher Brunswick BL 54130 (M); BL 754130 (S)				
		3	166	165	NINA SIMONE—Silk & Soul RCA Victor LPM 3837 (M); LPS 3837 (S)				
		33	163	166	YARDBIRDS—Greatest Hits Epic LN 24246 (M); BN 26246 (S)				
		3	164	167	MYSTIC MOODS ORK—Mexican Trip Philips PHM 200-250 (M); PHS 600-250 (S)				
		53	121	168	ROGER WILLIAMS—Born Free Kapp KL 1501 (M); KS 3501 (S)				
		4	171	169	SOUL SURVIVORS—When the Whistle Blows Anything Goes Crimson CR 502 (M); CR 502 S (S)				
		86	168	170	ROLLING STONES—Big Hits (High Tide & Green Grass) London NP-1 (M); NPS-1 (S)				
		18	157	171	BEACH BOYS—The Best of the Vol. 2 Capitol T 2706 (M); ST 2706 (S)				
		20	170	172	MOTHER OF INVENTION—Freak Out Verve V 5005-2 (M); V6-5005-2 (S)				
		23	178	173	ED AMES—Time, Time RCA Victor LPM 3834 (M); LSP 3834 (S)				
		77	179	174	YOUNG RASCALS Atlantic 8123 (M); SD 8123 (S)				
		43	172	175	ROLLING STONES—Between the Buttons London LL 3499 (M); PS 499 (S)				
		61	169	176	SOUNDTRACK—The Wild Angels Tower T 5043 (M); ST 5043 (S)				
		2	177	177	FERRANTE & TEICHER—Our Golden Favorites United Artists UAL 3556 (M); UAS 6556 (S)				

RIAA Million Dollar LP

Star Performer

Weeks on Chart

Last Week

THIS WEEK



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

ARTIST - Title - Label & Number

9	184	178	VELVET UNDERGROUND & NICO Verve V 5008 (M); V6-5008 (S)				
12	175	179	SAN SEBASTIAN STRINGS—The Earth Warner Bros. W 1705 (M); WS 1705 (S)				
1	—	180	PHIL OCHS—Pleasures of the Harbor A&M LP 133 (M); SP 4133 (S)				
1	—	181	NOEL HARRISON—Collage Reprise R 6263 (M); RS 6263 (S)				
4	182	182	MIRIAM MAKEBA—In Concert Reprise R 6253 (M); RS 6253 (S)				
458	185	183	JOHNNY MATHIS—Johnny's Greatest Hits Columbia CL 1133 (M); CS 8634 (S)				
8	173	184	ARETHA FRANKLIN—Take a Look Columbia CL 2754 (M); CS 9544 (S)				
2	187	185	EYDIE GORME—Greatest Hits Columbia CL 2764 (M); CS 9564 (S)				
5	186	186	CHAD STUART & JEREMY CLYDE—Of Cabbages & Kings Columbia CL 2671 (M); CS 9471 (S)				
1	—	187	CANNONBALL ADDERLEY—74 Miles Away Capitol T 2822 (M); ST 2822 (S)				
2	189	188	GLENN CAMPBELL—Gentle on My Mind Capitol T 2809 (M); ST 2809 (S)				
1	—	189	KING CURTIS & HIS KINGPINS—King Size Soul Atco 33-231 (M); SD 33-231 (S)				
2	197	190	STONE PONEYS—Evergreen, Vol. 2 Capitol T 2763 (M); ST 2763 (S)				
25	190	191	4 SEASONS—New Gold Hits Philips PHM 200-243 (M); PHS 600-243 (S)				
7	149	192	BURT BACHARACH—Reach Out A&M LP 131 (M); SP 4131 (S)				
11	192	193	SOUNDTRACK—In the Heat of the Night United Artists UAL 4160 (M); UAS 5160 (S)				
67	180	194	BEACH BOYS—The Best of, Vol. 1 Capitol T 2545 (M); ST 2545 (S)				
2	196	195	PINK FLOYD Tower T 5093 (M); ST 5093 (S)				
1	—	196	JIMMY SMITH—The Best of Verve V 8721 (M); V6-8721 (S)				
1	—	197	HENRY MANCINI—Encore! More of the Concert Sound of RCA Victor LPM 3887 (M); LSP 3887 (S)				
2	199	198	TONY MATTOLA—A Latin Love-In Project 3 PR 5010 (M); PR 5010 SD (S)				
1	—	199	HOMBRES—Let It Out (Let It All Hang Out) Verve/Forecast FT 3036 (M); FTS 3036 (S)				
22	—	200	MANTOVANI—Golden Hits London LL 3483 (M); PS 483 (S)				

TAPE PACKAGES AVAILABLE
 8-TRACK
 4-TRACK
 CASSETTE
 REEL TO REEL

Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.

Produced by Mickie Most

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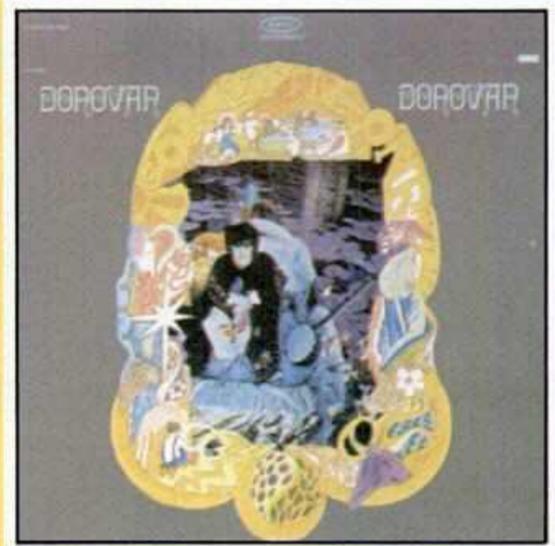
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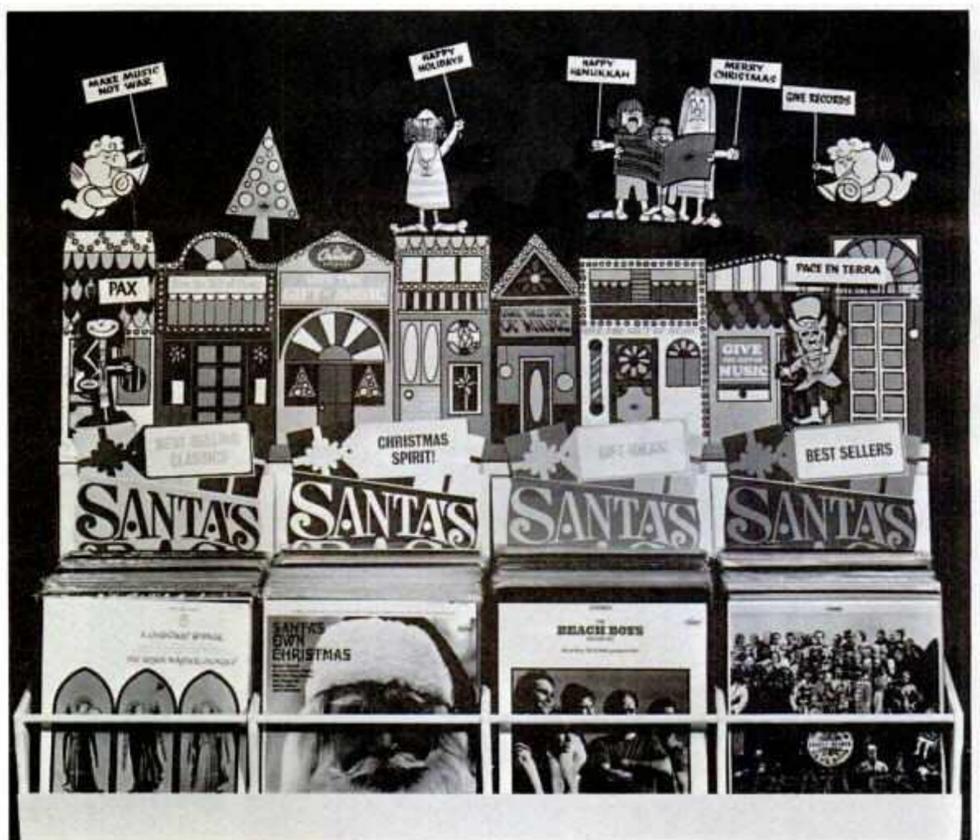
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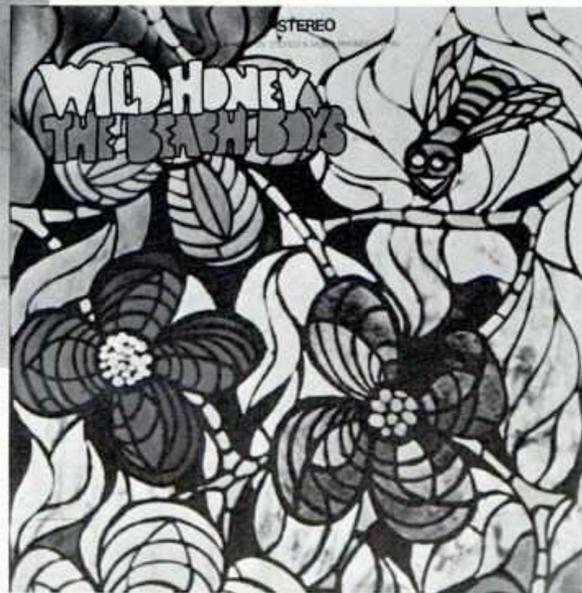
Punch from Capitol



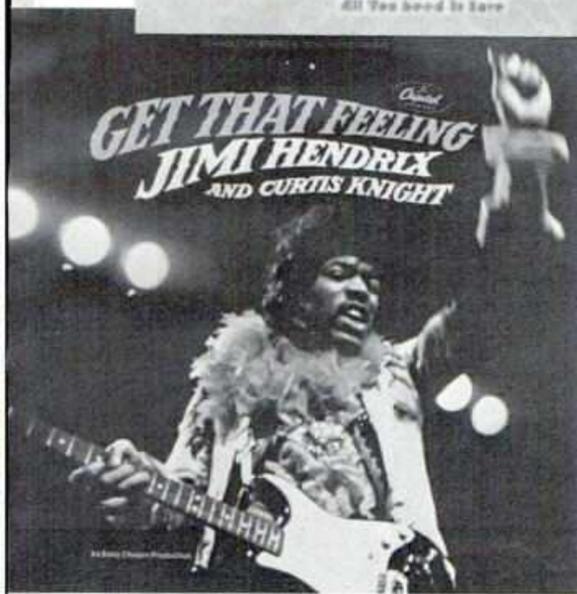
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| KMBY—Monterrey, Calif. | KFJZ—Fort Worth |
| WAYS—Charlotte, N.C. | KAAY—Little Rock |
| KNUZ—Houston, Texas | KXOA—Sacramento |
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| WKNR—Detroit | WTIX—New Orleans |
| KDKA—Pittsburgh | KOMA—Oklahoma City |
| WPOP—Hartford, Conn. | WAKY—Louisville |
| KROY—Sacramento, Calif. | KQV—Pittsburgh |
| WCLS—Columbus, Ga. | WCAO—Baltimore, Md. |
| KALB—Alexandria | WIBG—Philadelphia |
| KIKS—Lake Charles | WPGC—Washington |
| KOTN—Pine Bluff | WKDA—Nashville |
| WMPS—Memphis | KONO—San Antonio |
| WLS—Chicago | WVLK—Lexington, Ky. |
| WCFL—Chicago | WMAK—Nashville |
| WKLO—Louisville | KNOE—Monroe |
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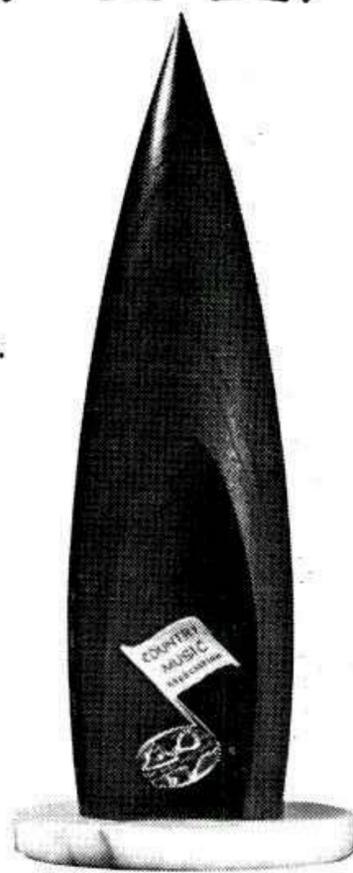
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"There Goes My Everything"



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Classical Music

RCA Inks Philadelphia in Bid for Orchestral Lead

• Continued from page 1

Columbia grabbed Vladimir Horowitz from Victor.

The Philadelphia and the New York Philharmonic, with Columbia, rank 1-2 as orchestral record sellers, according to Billboard's Record Market Research. The Philadelphia, however, has greater catalog strength with more titles reported. The Mormon Tabernacle Choir has recorded extensively with the Philadelphia.

The acquisition is the second major orchestra obtained by Victor recently. Red Seal has issued its first two albums by the Chamber Symphony of Philadelphia this fall. Victor also has contracts with the Boston Symphony, the Boston Pops, the Chicago Symphony. The switch leaves Columbia with only two American orchestras under contract: the Cleveland Orchestra directed by George Szell and the Philharmonic, whose music director, Leonard Bernstein, is retiring after next season. He will continue as conductor emeritus, however. Conductors Iaor

Stravinsky and Robert Craft also record for Columbia.

Other Contracts

Victor has exclusive contracts with conductors Morton Gould, Andre Previn and Georges Pretre. Seiji Ozawa, under contract to Red Seal, also records for CBS with his Toronto Symphony. Jack Feiffer probably will produce the Philadelphia's return to Victor under the long-term agreement which becomes effective next May 21.

Two other American orchestras have signed recording contracts this year, the Los Angeles Philharmonic with London and the Dallas Symphony with Vox, which has released that orchestra's material on its low-price Turnabout label. London's waxing of the Los Angeles was the first time a European-based company has recorded an American orchestra in this country.

Other American orchestras with record affiliations are the Pittsburgh Symphony with Command, the Cincinnati Symphony and the Princeton Chamber Orchestra, with Decca, and the Utah Symphony with Vanguard.

The Louisville Orchestra produces its own recordings on the Louisville label, a practice discarded by the Seattle Symphony. In addition, Mercury is recording an album with the San Antonio Symphony.

Leopold Stokowski and the American Symphony, who have recorded for Columbia, Victor, Decca, Vanguard and CRI, have no exclusive label tie. Among the other American orchestras not now with record-

STATEMENT BY CBS' DAVIS

NEW YORK — Commenting on the loss of Eugene Ormandy and the Philadelphia Orchestra to RCA Victor, Clive J. Davis, president of CBS Records, said, "Over a quarter of a century, we have had the privilege of presenting the orchestra on records in a broad repertory which ranges from baroque through 20th-Century compositions.

"During the next three to four years, we will be able to complete the cycle of recordings by the Philadelphia Orchestra on Columbia Masterworks from the material we have yet to release."

ing contracts are the Minneapolis Symphony, Detroit Symphony, St. Louis Symphony, San Francisco Symphony, Houston Symphony and the Washington National Symphony, all of whom previously recorded extensively.

First Recording

The Philadelphia's first recording was made in 1917 under Stokowski for the Red Seal label of the Victor Talking Machine Co. at Camden, N. J. The orchestra recorded continuously for Victor through 1943, when it switched to Columbia. Ormandy first recorded for Red Seal in 1931 with the Minneapolis. His first Victor pressings with the Philadelphia were in 1936, the beginning of his 32 years with the orchestra. This association continued through 1943, including disks with such artists as Artur Schnabel, Kirsten Flagstad, Jascha Heifetz, Fritz Kreisler, Dorothy Maynor, Lauritz Melchior, Serge Rachmaninoff and Emanuel Feuermann.

Ormandy and the Philadelphia have received three gold records from the RIAA for Handel's "Messiah," "The Glorious Sounds of Christmas," and "The Lord's Prayer." The last album was with the Mormon Tabernacle Choir.

The new contract was negotiated for Victor by Roger Hall, Red Seal a&r manager, who was manager of the Philadelphia before he joined Victor in 1963. Ormandy, who had been conducting in Europe, flew here to inform members of the orchestra of the change and to attend a press conference at the Academy of Music here on Tuesday (28). Norman Racusin, vice-president and general manager of the RCA Victor Record Division, and C. Winton Balis Jr., president of the Philadelphia Orchestra Association, also addressed the conference.



SIMON ESTES (on barrel) sings "Simon Estes" at the premiere of the first American production of Gunther Schuller's "The Visitation" with the San Francisco Opera. The performance drew critical acclaim.

London Issues 3-Album Set of Complete 'Elektra'

NEW YORK — London Records is issuing an uncut package of Richard Strauss' "Elektra" as part of its last release of the year, which features vocal recordings. The three-LP set, which restores sections usually cut, stars soprano Birgit Nilsson in the title role. Other soloists are soprano Marie Collier, mezzo-soprano Regina Resnik, baritone Tom Krause and tenor Gerhard Stolze. George Solti conducts the Vienna Philharmonic.

Three operatic highlights albums, two of previously released complete versions, also are slated. The two are Rossini's "La Cenerentola" with

Giulietta Simionato, Sesto Bruscantini, Ugo Benelli and Paolo Montarsolo, with Oliviero De Fabritiis conducting, and Donizetti's "Don Pasquale" with Fernando Corena, Graziella Sciutti, Juan Oncina and Krause, Kertesz conducting. The other highlights disk has Anna Silja, James King and Dietrich Fischer-Dieskau in Puccini's "Tosca" in German with Lorin Maazel conducting.

Soprano Elena Suliotis offers an Italian operatic recital, while soprano Regine Crespin sings songs of Schumann, Wolf, Debussy and Poulenc. Due later this month is a New Year's orchestral program conducted by Willi Boskovsky.

Rampal & Veyron-Lacroix: A Double-Barreled Concert

NEW YORK — Flutist Jean-Pierre Rampal and harpsichordist Robert Veyron-Lacroix offered an exciting expert joint recital at Philharmonic Hall on Nov. 24 ranging from baroque

to 20th century. The large hall was almost packed, a tribute to the two superb French artists since the Carnegie Hall competition was a sold out Vladimir Ashkenazy concert.

Two early Mozart sonatas were high spots of the evening, the "Sonata in B, K. 15" and the "Sonata in C, K. 14." Both were bright requiring flexibility. Epic Records has the complete Mozart flute-harpsichord sonatas by Rampal and Veyron-Lacroix are in Epic Records as are the Handel sonatas. Ha del's "Sonata in G" opened the program.

Another delight was Leclair's "Sonata in G," which the two have recorded on L'Oiseau Lyre. Couperin's "Fourth Concert Royal," also included, has been waxed for Societe Francaise du Son. The pair also appear on Telefunken, Nonesuch, Turnabout and Dover. Rampal's extensive list of labels also includes Vox, RCA Victor, Angel, Pirouette, Everest, Mercury, London, Music Guild, and Educo. Veyron-Lacroix also is on Westminster and Victor.

The excitement throughout the evening was heightened by the pair's three encores, which ended with an Ibert piece enabling Rampal to display flawless flutter. Even the raising of the house lights failed to still the cheering audience, an unusual occurrence for a recital.

FRED KIRBY

OPERA REVIEW

'Falstaff' Enriched Barbieri & Guerrera

NEW YORK — Fine all-around performances by Fedora Barbieri and Frank Guerrera enlivened Verdi's "Falstaff" at the Metropolitan Opera on Nov. 28. Ezio Flagello in the title role and Judith Raskin as Nanetta also were in good voice.

Miss Barbieri, returning to the company this year after too long an absence, was superb as Dame Quickly, secure, in full voice, and flawless in acting. She has recorded the role for Angel with a cast including Tito Gobbi, Elisabeth Schwarzkopf, Anna Moffo and Luigi Alva. Herbert von Karajan conducts. She also appears on RCA Victor and Everest.

The role of Ford has long been a specialty of Guerrera's, having recorded it years ago with Arturo Toscanini and the NBC Symphony for Victor. As usual, his interpretation was impeccable, especially in his second act monolog. He also has recorded for Columbia.

Flagello, possessed with one

of the finest bass voices around, was rich and sonorous, but sounded a bit youthful for the venerable Falstaff. Flagello's most recent recording was as Leporello in Deutsche Grammophon's "Don Giovanni." He also has recorded for Victor and London.

Miss Raskin's high tones glowed, particularly in the last act and, as usual, she was visually stunning also. Tenor George Shirley, who played opposite her, was a capable Fenton, while Phyllis Curtin and Mildred Miller sang well as Mrs. Ford and Mrs. Page respectively. Also contributing to the good ensemble effort were Andrea Velis and Norman Scott.

The conducting of Bruno Amaducci, debuting with the Met this season with "Falstaff," however, lacked sparkle. Amaducci received a Grand Prix du Disque in 1955 for Cimarosa's "Il Maestro di Capella" on British Decca and London. The version is no longer in the catalog.

FRED KIRBY



ALEXANDER TCHERPYNIN, left both photos, meets with pianist Sviatoslav Richter and conductor Kiril Kondrashin, right, during the composer's Soviet Union tour as the guest of the Union of Soviet Composers. It was the Russian-born composer's first visit to his homeland in more than 49 years.



WALTER BERRY, baritone, and his wife, mezzo-soprano Christa Ludwig, sing with Leonard Bernstein and the New York Philharmonic during the taping of a Young People's Concert to be shown on CBS-TV on Dec. 25. The Austrian singers will be making their national U. S. TV debuts.

Friedman OK In Technique

NEW YORK — Violinist Erick Friedman showed expertness of technique in his Philharmonic Hall concert on Sunday (26) with a sweetness rather than a fullness of tone. The RCA Victor artist was at his best in short display pieces, such as Paganini's "Caprice No. 5, Op. 1" and "Moto Perpetuo," although some of the best of the evening was offered in the Andante movement of David Amram's "Sonata."

A romantic encore, variations on Bizet's "Carmen," also was effectively played. Pianist Joseph Seiger assisted in most of the program, which opened with Bach's "Sonata No. 4 in C Minor, BWV 1017." In the Bach piece Friedman was joined by harpsichordist Bruce Prince-Joseph and Dean Brown on the viola da gamba. **FRED KIRBY**

Master Virtuosi Out on Own Label

NEW YORK — The Master Virtuosi of New York will be featured in a series of recordings on its own label under the Master Virtuosi Recording Society. Being issued in conjunction with the group's Philharmonic Hall concerts, the first album, a current release, contains Haydn's "Overture in D" and "Divertimento in C (Der Geburtstag)," and Cimarosa's "Concertante for Two Flutes in G," all of which have been performed recently under Gene Farrell, the group's founder and music director. A "Surprise Mystery Selection" also is included. The album will list for \$3.50 monoral and stereo.

Classical Notes

The Cleveland Orchestra will give 15 concerts for elementary and high school students from Monday (4) through Friday (8). James Levine and Michael Charry, assistant conductors, will conduct the two units the orchestra will be split into for the concerts. Soloists will include violinist Peter Setzer, harpist Alice Chalifoux, flutist Maurice Sharp, clarinetist Robert Marcellus, and pianist Joela Jones. Levine also will perform on piano. . . . Cellist Harvey Shapiro will be soloist with Leopold Stokowski and the American Symphony at Carnegie Hall on Monday (4), a

BEST SELLING CLASSICAL LP's			
This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	WEST MEETS EAST 22 Yehudi Menuhin/Ravi Shankar, Angel 36418 (M); S 36418 (S)	
2	3	LEONTYNE PRICE—PRIMA DONNA, VOL. 2 10 RCA Victor LM 2968 (M); LSC 2968 (S)	
3	2	PUCCHINI: LA RONDINE (2 LP's) 13 Moffo/Barioni/RCA Italiano Orch. & Chorus (Molinari-Pradelli), RCA Victor LM 7048 (M); LSC 7048 (S)	
4	10	BEETHOVEN: NINTH SYMPHONY 14 Mormon Tabernacle Choir/Philadelphia Orch. (Ormandy), Columbia ML 6416 (M); MS 7016 (S)	
5	4	VERDI: LA TRAVIATA (3 LP's) 7 Caballe/Bergonzi/Milnes/RCA Italiano Orch. (Pretrre), RCA Victor LM 6180 (M); LSC 6180 (S)	
6	8	MAHLER: SYMPHONY NO. 8 (2 LP's) 44 Various Artists/London Symphony (Bernstein), Columbia M2L 351 (M); M2S 751 (S)	
7	6	HOMMAGE TO GERALD MOORE (2 LP's) 5 De Los Angeles/Schwarzkopf/Fischer-Dieskau, Angel (No Mono) SB 3695 (S)	
8	7	PUCCHINI: MADAME BUTTERFLY (3 LP's) 10 Scotto/Bergonzi/Various Artists/Rome Opera House Orch. (Barbirolli), Angel (No Mono); SCL 3702 (S)	
9	11	BERNSTEIN'S GREATEST HITS 25 New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	
10	19	BEETHOVEN: COMPLETE NINE SYMPHONIES (8 LP's) 30 Berlin Philharmonic (Von Karajan), DGG (No Mono); SKL 101/108 (S)	
11	5	PUCCHINI: TOSCA (2 LP's) 12 Nilsson/Corelli/Fischer-Dieskau/Various Artists (Maazel), London A 4267 (M); OSA 1267 (S)	
12	13	MY FAVORITE CHOPIN 88 Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	
13	14	RACHMANINOFF: SYMPHONY NO. 1 19 Philadelphia Orch. (Ormandy), Columbia ML 6386 (M); MS 6986 (S)	
14	9	ORFF: CARMINA BURANA 68 New Philharmonia Orch. (De Burgos), Angel 36333 (M); S 36333 (S)	
15	15	MAHLER: SYMPHONY NO. 9 7 New Philharmonic (Klemperer), Angel 3708 (M); S 3708 (S)	
16	16	DVORAK: SYMPHONY NO. 9 (New World) SCHUMANN: MANFRED OVERTURE 9 NBC Symphony (Toscanini), RCA Victrola VIC 1249 (M); (No Stereo)	
17	21	FRITZ WUNDERLICH: LYRIC TENOR 8 Seraphim 60043 (M); S 60043 (S)	
18	18	PROKOFIEV: CINDERELLA (2 LP's) 9 Moscow Radio Symphony (Rozhdestvensky), Melodiya/Angel R 4102 (M); SRB 4102 (S)	
19	24	TCHAIKOVSKY: QUEEN OF SPADES (4 LP's) 4 Bolshoi Theatre (Khaikin), Angel (No Mono); SRD 4104 (S)	
20	23	RACHMANINOFF: CONCERTO NO. 2 38 Van Cliburn, Chicago Symphony (Reiner), RCA Victor LM 2601 (M); LSC 2601 (S)	
21	25	TCHAIKOVSKY: CONCERTO NO. 1 70 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	
22	12	ART OF DENNIS BRAIN 29 Seraphim 60040 (M); (No Stereo)	
23	17	GERSHWIN: RHAPSODY IN BLUE 68 New York Philharmonic (Bernstein), Columbia ML 5412 (M); MS 6091 (S)	
24	20	PROKOFIEV: IVAN THE TERRIBLE (2 LP's) 7 Various Artists/U.S.S.R. Symphony (Stasevich), Melodiya/Angel RB 4103 (M); SRB 4103 (S)	
25	30	MAHLER: SYMPHONY NO. 3 7 Shirley Verett/Boston Symphony (Leinsdorf), RCA Victor LM 7046 (M); LSC 7046 (S)	
26	35	WAGNER: DIE WALKURE (5 LP's) 30 Crespin/Vickers/Various Artists/Berlin Philharmoniker (Von Karajan), DGG 39 229/233 (M); 139 229/233 (S)	
27	27	HOROWITZ IN CONCERT (2 LP's) 32 Vladimir Horowitz, Columbia M2L 357 (M); M2S 757 (S)	
28	—	MAHLER: SYMPHONY NO. 2 (2 LP's) 1 Sills/Kopleff/Utah Symphony (Abravanel), Vanguard Cardinal Series (No Mono); C/10003/4 (S)	
29	22	MAHLER: DAS LIED VON DER ERDE 40 King/Dietrich Fischer-Dieskau/Vienna Philharmonic Orch. (Bernstein), London OM 36005 (M); OS 26005 (S)	
30	29	ART OF GERALD MOORE 14 Various Artists, Seraphim 60044 (M); (No Stereo)	
31	39	ORFF: CATULLI CARMINA 2 Blegen/Kness/Temple University Choir, Philadelphia Orch. (Ormandy), Columbia ML 6417 (M); MS 7017 (S)	
32	34	PENDERECKI: PASSION ACCORDING TO ST. LUKE (2 LP's) 3 Various Artists/Talzer Boy Choir, PCA Victrola VIC 6015 (M); VIC S 6015 (S)	
33	31	HOLST: THE PLANETS 26 New Philharmonic Orch. & Chorus (Boult), Angel 36420 (M); S 36420 (S)	
34	33	BRITTEN: A MIDSUMMER NIGHT'S DREAM (3 LP's) 4 Various Artists/London Symphony (Britten), London A 1385 (M); OSA 1385 (S)	
35	36	BERNSTEIN CONDUCTS NIELSON 4 Baker/Drucker/New York Philharmonic (Bernstein), Columbia ML 6428 (M); MS 7028 (S)	
36	—	BELLINI: BEATRICE DI TENDI (3 LP's) 1 Sutherland/Various Artists/London Symphony (Bonyge), London A 4384 (M); OSA 4384 (S)	
37	38	HATIKVAH ON MT. SCOPUS 2 Stern/Israel Philharmonic (Bernstein), Columbia ML 6453 (M); MS 7053 (S)	
38	—	GERSHWIN: RHAPSODY IN BLUE 1 Entremonte/Philadelphia Orch. (Ormandy), Columbia ML 6413 (M); MS 7013 (S)	
39	—	HANDEL MESSIAH (3 LP's) 1 Schwarzkopf/Hoffman/Gedda/Various Artists/Philharmonia Orch. (Klemperer), Angel CL 3657 (M); SCL 3657 (S)	
40	40	ON PARADE 2 Soviet Army Chorus & Band, Melodiya/Angel R 40018 (M); SR 40018 (S)	

BEST SELLING LOW-PRICED CLASSICAL LP's	
Title, Artist, Label & No.	Title, Artist, Label & No.
DVORAK: SYMPHONY NO. 9 (New World)/SCHUMANN: MANFRED OVERTURE —NBC Symphony (Toscanini), RCA Victrola 1249 (M); (No Stereo)	BEETHOVEN: COMPLETE NINE SYMPHONIES (8 LP's) —NBC Symphony (Toscanini), RCA Victrola VIC 8000 (M); (No Stereo)
FRITZ WUNDERLICH—LYRIC TENOR —Fritz Wunderlich, Seraphim 60043 (M); S 60043 (S)	WUNDERLICH IN VIENNA —Fritz Wunderlich, Heliodor H 25051 (M); HS 25051 (S)
ART OF DENNIS BRAIN —Dennis Brain, Seraphim 60040 (M); (No Stereo)	RICHARD TAUBER —Richard Tauber, Seraphim 60051 (M); (No Stereo)
ART OF GERALD MOORE —Various Artists, Seraphim 60044 (M); (No Stereo)	PUCCHINI: LA BOHEME (2 LP's) —Various Artists/RCA Victor Orch. (Beecham), Seraphim IB 6000 (M); (No Stereo)
PENDERECKI: PASSION ACCORDING TO ST. LUKE —Various Artists/Talzer Boy Choir/Cologne Radio Chorus & Symphony Orch. (Czyz), RCA Victrola VIC 6015 (M); VICS 6015 (S)	IVES: HOLIDAYS —Dallas Symphony (Johanos), Turnabout (No Mono); 34146 (S)
	FRITZ WUNDERLICH OPERATIC RECITAL —Fritz Wunderlich, RCA Victrola VIC 1235 (M); VICS 1235 (S)

repeat of the Sunday (3) program. Pianist Daniel Barenboim gives recitals at Oberlin, Ohio on Tuesday (5), White Plains, N. Y. on Friday (8) and Mamaroneck, N. Y. on Saturday (9). He performs at Carnegie Hall on Feb. 15. . . . Stanislaw Skrowaczewski conducts the Boston Symphony on Friday (8) and Saturday (9). . . . Tenor Hugues Cuénod gave a recital on Thursday (30) at New York University's La Maison Francaise. . . . Checkmate Records' current release has a Beethoven album with

Karl Ristenpart and the South German Philharmonic and a Haydn set with Leslie Jones and the Orchestra of London. . . . The Bell Telephone Hour will celebrate the 91st birthday of Pablo Casals on Dec. 29 with a program based on the life of the cellist-conductor. Zubin Mehta conducts the first performance of the Metropolitan Opera's new production of Bizet's "Carmen" on Friday (15). Featured will be Grace Bumbrey in the title role, Nicolai Gedda as Don Jose, Jeannette Pilou as Micaela,

and Justino Diaz as Escamillo. Bonaldo Giaiotti appears in Mozart's "Die Zauberfloete" for the first time at the Met on Tuesday (12). Tenor Peter Schreier debuts with the Met in that opera on Dec. 25. . . . The Cincinnati Symphony will hold a contest for young artists, ages 7-12 on Jan. 13. Erich Kunzel will conduct the orchestra with the winning soloists in Jan. 30 and Feb. 28 junior high school concerts. They also will appear at a May concert of the Cincinnati Youth Symphony.

Everybody benefits when everybody gives

the UNITED way

Lack of Promotional Know-How By Mgrs. Hurting Artists: Lamb

NASHVILLE — The primary factor in failure to turn most country artists into "complete" entertainers is lack of personal management, according to Charlie Lamb.

Lamb, who left the publishing business less than a year ago and entered into the field of personal management, said many of the artists of today have the ability and talent to reach the zenith, but lack the image and polish proper management can provide.

"The stars from Nashville who have made it big have done so under the guidance of individual management," Lamb said. He cited Elvis Presley as an example. "Presley was a gospel-country singer when he came here from Memphis, and Tom Parker took him over. The Colonel built him into a complete star—records, movies, TV, personal appearances."

Brenda Lee Cited

Lamb said Brenda Lee had attained almost complete stardom under Dub Albritten. "While a pop singer rather than country, Brenda had her roots

here, and then Dub took over and really made a polished performer out of the young lady." He noted that Miss Lee had been particularly successful in recording, club dates and TV, although "she hasn't yet made it big in movies." Lamb said he felt this was an untapped facet of her talent which Albritten was developing.

"If Eddy Arnold had been directed by strong management years ago he would have attained today's heights long before now," Lamb noted. "Right now Arnold is the biggest name in the business, but he could have reached earlier and even greater success with the abilities he has."

Lamb said the "average, strongly talented" country singer of today either has no manager at all, or has placed his or her managership in the hands of a booker, a promoter, or someone else with multiple activities.

"No big pop star would dream of functioning without a manager," Lamb said. He pointed out that Ray Price's

move in this direction lately has aided his cause appreciably, and will do even more for him.

"No one who does not devote his time exclusively to management can give the time, the effort, the sacrifice necessary to do justice to an artist," Lamb contended. "I'm not putting these people down. They do as much as they possibly can with the time they have. But a manager should create an image, should help promote, should handle finances, be an adviser in personal life, be a critic, and work around the clock to elevate the artist to star status."

Lamb currently manages RCA Victor's Connie Smith and Ed Bruce. Most of his work, to now, has been with Miss Smith. The manager says he has "changed her image, changed her wardrobe, given her exposure she had not thought possible before, and raised her price accordingly."

This, he said, helps the booker in the long run, because it opens new avenues to him.

WSM, 'Opry' Promotion Mgr. Quits to Form Own Company

NASHVILLE — Mrs. Emily Bradshaw, promotion manager for WSM and the "Grand Ole Opry," has resigned to form her own corporation here, Promotions by Emily.

A strong facet of her new operation will be Jim Ed Brown Enterprises, which she will oversee. This will include personal promotion of the artist and his publishing firm.

Her clients will include a leading songwriter and owner of Windward Publishing Co. She plans to announce limited number of additional clients in the near future.

Mrs. Bradshaw, who had been with WSM for 11 years, was responsible for the promotion of all 52 artists of the "Opry" and for all of the activi-

ties of WSM Radio. She also planned and implemented activities for the Birthday Celebration of the "Opry," which this year brought more than 5,000 representatives of the music industry to the convention in Nashville.

Mrs. Bradshaw attended Lambuth College and the Chicago Conservatory of Music, and was associated with the music library of WSM prior to her move into the production and then the promotion departments. She also was director of the National Life Chorus.

She will open an office here Jan. 1. Mrs. Bradshaw also serves on the international committee of the Country Music Association, co-chaired by Dick Broderick, RCA Victor, and Billboard publisher Hal Cook.

Forrest, III., Nightclub Adopts Country Format

FORREST, III.—The Terregon, a new supper club seating 1,000, has adopted a country format, with booking to be handled by Lee Stoller, manager of singer Cristy Lane. The club is owned by Glenn Terrell.

Opening the club were Tompall and the Glazer Brothers, the Compton Brothers and Cristy Lane, with Chris Lane of WJJD, Chicago, as emcee.

Miss Lane will be a regular performer at the club, and Lane will handle the introductory chores on a steady basis.

Stoller said he already has booked such acts as David Houston, Leon Ashley and Margie Singleton, George Jones, Bill Anderson, Connie Smith, Johnny Tillotson and Ray Price with his 27-piece orchestra.

Country Bookers at Parley

CHICAGO — Country music bookers in increased numbers attended this year's Outdoor Convention here, indicating a surge of bookings of country acts to rival the pop acts in State and local fairs.

Agencies from the country industry represented included Moeller Talent, Hubert Long Talent, Bob Neil Agency, Jimmy Kline Agency, J. Hal Smith Agency, Aud-Lee Agency and Acuff-Rose.

It was the largest country music representation ever at the annual gathering.

Jerry Pinkelton, Hatch Show Print, Nashville, said his firm had done more Fair posters for country acts last year than ever before in history. He added that, as far as his printing company was concerned, the country music business had doubled in the past three years. Hatch Show Print is owned primarily by W. E. (Lucky) Moeller.

Cash, Foley To Aud-Lee On Fair Dates

NASHVILLE — The Aud-Lee Agency, managed by Buddy Lee, has taken over two top country acts for fair bookings, the first time either has gone into an agency for handling of any sort.

The entire Johnny Cash package will be handled by Aud-Lee, as well as the Red Foley show. Cash will continue to be handled by Sol Hollif for all other non-fair bookings, and Foley by Dub Albritten under the One-Niters heading.

The Cash package will include June Carter, the Carter Family, the Statlers and Carl Perkins. The latter has just been added to the group. The Red Foley entourage will include Pat Campbell, a band and a comedian yet to be named.

This brings to six the number of packages booked by Aud-Lee. The others including a grouping of Merle Kilgore, Tommy Cash, Vernon Oxford, Pat McKinney and Marvin Rainwater; Lefty Frizzell, Lois Johnson and Rusty Adams; Hank Williams Jr., Delores Smiley and the Cheatin' Hearts; Wilma Lee and Stoney Cooper, the Clinch Mountain Clan and Curley Fox.

Lee said he had already made some inroads into next year's fair bookings, contacting managers at their convention in Chicago.

Dot Steps Up C&W Output

NASHVILLE — Dot Records will step up its activity in the country field to the point where it is turning out a minimum of a new single weekly from Nashville and Los Angeles.

Henry Hurt, Nashville representative for Dot and Famous Music, said he has completed a session with the Compton Brothers in Nashville, which will be released shortly, and that other artists will be signed

Nashville Scene

By BILL WILLIAMS

The videotaping schedule of Minnie Pearl for national TV has picked up its tempo. She'll do an early return appearance on the "Dean Martin Show," has cut "Everybody's Talking," the "Woody Woodbury Show," and the "Pat Boone Show" plus a live appearance on the "Joey Bishop Show." She also is set to tape another "Mike Douglas Show" and the "Merv Griffin" show. Jim Halsey reports plans are in the talking stage with one of the networks for a situation comedy starring Minnie. . . . Hickory artist Sue Thompson spent more time out of the country this year than in. Her "Dear Boy" is a big favorite in Europe and Asia. . . . Personal appearances at the Buckley's record shops numbers 2 and 3 included Gene Hood, Chart; Wilma Lee and Stoney Cooper, Decca; Porter Wagoner, RCA Victor; Merle Kilgore, Columbia; Vernon Oxford, RCA Victor, and the Four Guys, Sincere. . . . Jerry Wallace, Liberty, paused on his return trip to the West Coast to make television appearances in Nashville.

Rita Faye, who last appeared on the "Grand Ole Opry" as a child, made a reappearance recently, every bit a woman. Since her Capitol contract, she has been booked steadily on package tours. Her next release is slated right after the first of the year. Forgetting her own autoharp, she played the instrument belonging to Bobby Lord on the "Bobby Lord Show." . . . WWVA Jamboree star Teenie Chenault, Alear artist, has been signed to a booking pact by the Hubert Long agency in Nashville. The singer is managed by Jim Gemmill of Richmond, Va. The Gemmill firm co-ordinates the fair, park and carnival bookings in Virginia, West Virginia, Maryland, Pennsylvania and New York for Long talent. . . . Herman De Geyer, of Radio BRT-GENT, in Denderhoutam, Belgium, said country artists are still the most programmed in his part of the world. Jim Reeves, he said, still leads the list, followed by Buck Owens. In female listings, Loretta Lynn is tops, followed by Wanda Jackson. The Wilburn Brothers are the top vocal group, and Merle Haggard's "The Fugitive" was the most requested number of the year. BRT-GENT is a nationwide station, reaching listeners additionally in Holland and France. The Nashville Room at the Taft in New York has slated more headliners. Following Jim Ed

Brown, Bill Wilbourn and Kathy Morrison, Lee Arnold has scheduled Tex Ritter and Stu Phillips, Leon Ashley, Margie Singleton and Kenny Price, Charlie Louvin, Mary Taylor, Billy Grammer and Sleepy Labeef, Bobby Lewis, Tompall and the Glazers and, on New Year's Eve, Dottie West and The Heartaches. . . . Chubby Howard has taken a brief leave of absence from his radio show at KMO, Tacoma to make a 10-day trek to Alaska for appearances with Red Simpson. . . . Johnny "K" at WPLO visited by Faron Young, Ray Pillow and Bobby Lord. . . . Sonny James made another appearance on the "Joey Bishop Show." WJJD's Chris Lane to visit Bishop while on the coast. . . . The Tiger Recording of Jim and Lyn's "Heartbreak Shop" is getting strong air play in Czechoslovakia, Holland and South America. . . . The Academy of Country and Western Music has opened ticket sales for its third annual awards-dinner show, set for March 4 at the Century Plaza in Beverly Hills. . . . "I'm Movin' On," which was a top country hit 17 years ago, appears to be well on its way to making it the second time around, this time by Roy Acuff.

A special birthday party (his 78th) was held here for Vito Pelletieri, the "Grand Old Man of the Grand Ole Opry." He has been the show's stage manager for as long as anyone can remember. . . . The recent Skeeter Davis-Don Bowman recording session in Nashville set a new mark for the number of takes and splices required. The two songs, "Baby, It's Cold Outside" and "For Loving You" went through 40 takes and 80 splices. The primary reason: Bowman kept breaking Skeeter up. . . . Those who have inquired about the whereabouts of Curley Fox will be pleased to learn he is living in Indiana, in the Chicago area, with his daughter, and still is being booked out of Nashville. . . . Minnie Pearl's Fried Chicken franchises were represented at Chicago's Outdoor Convention by Delores Smiley. . . . Marti Brown completed a tour with the Homesteaders which took her to Tokyo, Korea, Okinawa, Taiwan, the Philippines, Bangkok and Vietnam, and then flew back to Tokyo to join the Sheb Wooley show which will take her back to the war zone. In the past two years she has covered the Caribbean, Alaska and the Aleutians, and the Far East.

CLUB REVIEW

Newman Mixes Bayou With Country Into Solid Act

NEW YORK — Many styles of music have influenced country music over the years. One form of music that hasn't had as much influence as others, but slips into the country music scene periodically, is a Louisiana-deep East Texas sound commonly called Cajun music. Often, a Cajun song explodes to national popularity, unaltered usually by other influences. Yet, it's readily, even eagerly, accepted in the country field. An example is "Jambalaya." This was one of the tunes presented

Tuesday (21) by Decca's Jimmy Newman, who keys his entire Nashville Room act on a bayou sound. Yet, Newman is a fine country artist in the pure tradition. His current hit, "Blue Lonely Winter," is a beautiful ballad and was beautifully presented.

His act, however, was a blend of bayou and ballads. He switched from his country hits "Back Pocket Money" and "A Falling Star" to the Cajun hit, "Jolie Bon," and followed this with a strong upbeat "Big Mamou," partially in Cajun French. Newman wrapped up a highly entertaining evening with "Louisiana Saturday Night."

Leading off the evening's entertainment were the Boys From Shiloh, a bluegrass group that was really sharp on tunes like "Dobro Chines," "Ballad of Jed Clampet," and "Bill Bailey."

CLAUDE HALL

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Merle Haggard

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Country Music

Billboard SPECIAL SURVEY For Week Ending 12/9/67

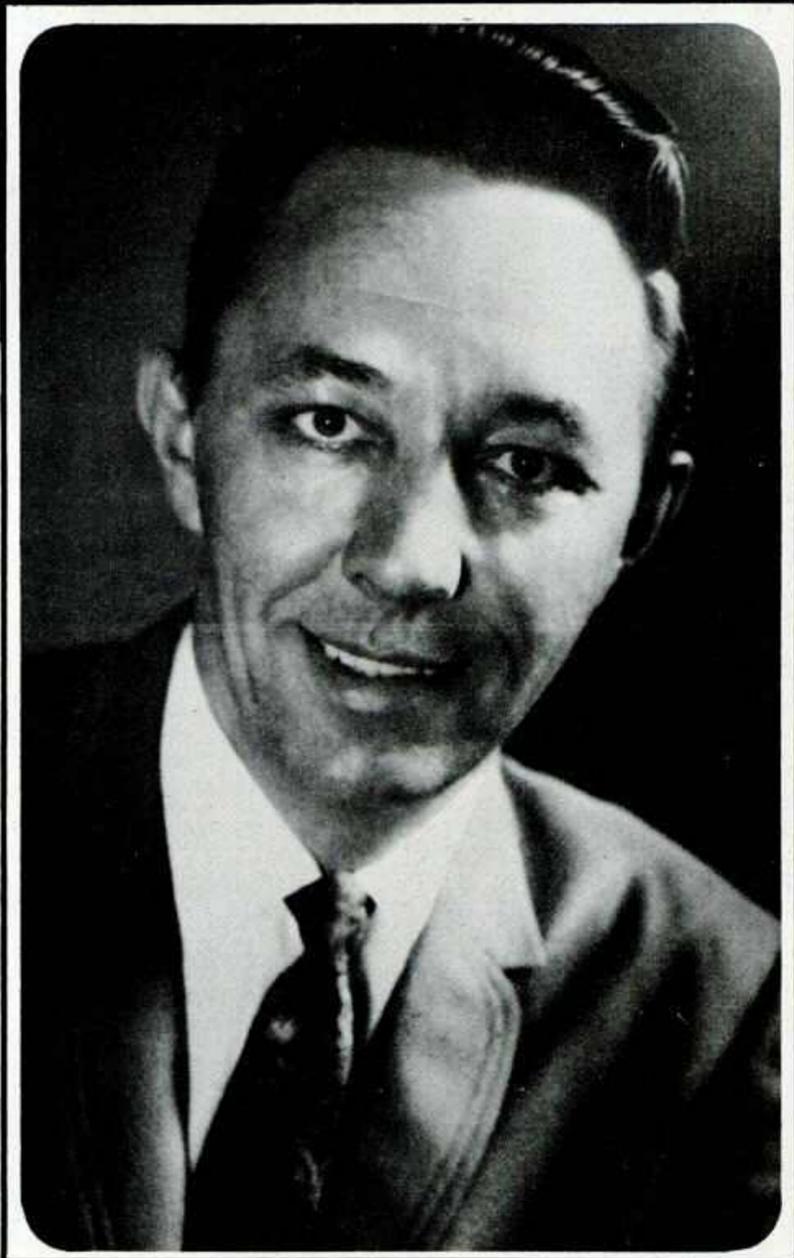
HOT COUNTRY SINGLES

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

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
Billboard Award	1	IT'S THE LITTLE THINGS Sonny James, Capitol 5987 (Marson, BMI)	12	37	43	I'D GIVE THE WORLD Warner Mack, Decca 32211 (Page Boy, SESAC)	5
	2	3 WHAT LOCKS THE DOOR Jack Greene, Decca 32190 (Acclaim, BMI)	11	38	41	TUPELO MISSISSIPPI FLASH Jerry Reed, RCA Victor 9334 (Vector, BMI)	6
	3	4 IT TAKES PEOPLE LIKE YOU (To Make People Like Me) Buck Owens, Capitol 2001 (Blue Book, BMI)	9	39	40	MAKE A LEFT AND THEN A RIGHT Johnny & Jonie Mosby, Capitol 5980 (Central Songs, BMI)	10
	4	2 YOU MEAN THE WORLD TO ME David Houston, Epic 10224 (Gallico, BMI)	12	40	44	HEAVEN HELP THE WORKING GIRL Norma Jean, RCA Victor 9362 (Wilderness, BMI)	4
	5	5 WHAT KIND OF A GIRL (Do You Think I Am?) Loretta Lynn, Decca 32184 (Sure-Fire, BMI)	12	41	28	GOODY GOODY GUMDROPS Wilburn Brothers, Decca 32169 (Sure-Fire, BMI)	14
6	13	BURNING A HOLE IN MY MIND Connie Smith, RCA Victor 9335 (Delmore, ASCAP)	7	42	49	EVERYBODY OUGHT TO SING A SONG Dallas Frazier, Capitol 2011 (Blue Crest, BMI)	5
7	17	BY THE TIME I GET TO PHOENIX Glen Campbell, Capitol 2015 (Rivers, BMI)	7	43	46	WEAKNESS IN A MAN Roy Drusky, Mercury 72742 (Gallico, BMI)	5
	8	7 DOES MY RING HURT YOUR FINGER Country Charlie Pride, RCA Victor 9281 (Jando, ASCAP)	15	44	45	THE ONLY WAY OUT (Is to Walk Over Me) Charlie Louvin, Capitol 2007 (Central Songs, BMI)	6
9	15	IF MY HEART HAD WINDOWS George Jones, Musicor 1267 (Glad/Blue Crest, BMI)	10	45	48	LOVE'S DEAD END Bill Phillips, Decca 32207 (Cedarwood, BMI)	4
	10	11 FOR LOVING YOU Bill Anderson & Jan Howard, Decca 32197 (Painted Desert, BMI)	7	46	37	HANGIN' ON Gosdin Brothers, Bakersfield Int'l 1002 (Garpax/Alanbo, BMI)	10
	11	6 I DON'T WANNA PLAY HOUSE Tammy Wynette, Epic 10211 (Gallico, BMI)	16	47	58	A GIRL DON'T HAVE TO DRINK TO HAVE FUN Wanda Jackson, Capitol 2021 (Blue Book, BMI)	3
	12	9 GARDENIAS IN HER HAIR Marty Robbins, Columbia 44271 (Milene, ASCAP)	13	48	51	STRANGER ON THE RUN Bill Anderson, Decca 32215 (Shamley, ASCAP)	5
13	16	BOTTLE, BOTTLE Jim Ed Brown, RCA Victor 9329 (Window, BMI)	9	49	68	PROMISES, PROMISES Lynn Anderson, Chart 1010 (Yonah, BMI)	2
	14	12 HOW FAST THEM TRUCKS CAN GO Claude Gray, Decca 32180 (Vanjo, BMI)	12	50	60	TENDER & TRUE Ernie Ashworth, Hickory 1484 (Acuff-Rose, BMI)	3
	15	14 A DIME AT A TIME Del Reeves, United Artists 50210 (Pass Key, BMI)	10	51	56	TRAVELING SHOES Guy Mitchell, Starday 819 (Cedarwood, BMI)	6
16	21	I'LL LOVE YOU MORE Jeannie Seely, Monument 1029 (Pamper, BMI)	7	52	70	LAST THING ON MY MIND Porter Wagoner & Dolly Parton, RCA Victor 9369 (Deep Fork, BMI)	2
	17	19 JUANITA JONES Stu Phillips, RCA Victor 9333 (Natson-Port, ASCAP)	8	53	54	I'M A SWINGER Jimmy Dean, RCA Victor 9350 (Barmour, BMI)	4
18	23	PINEY WOOD HILLS Bobby Bare, RCA Victor 9314 (T. M./Gypsy Boy, BMI)	10	54	52	SAN ANTONIO Willie Nelson, RCA Victor 9324 (Alamo, BMI)	8
19	22	THE COUNTRY HALL OF FAME Hank Locklin, RCA Victor 9323 (Yellow River, ASCAP)	8	55	42	COME SEE WHAT'S LEFT OF YOUR NAME Johnny Darrell, United Artists 50207 (Combine, BMI)	10
20	25	LOVE'S GONNA HAPPEN TO ME Wynn Stewart, Capitol 2012 (Freeway, BMI)	5	56	61	HANGIN' ON Leon Ashley & Margie Singleton, Ashley 2015 (Garpax/Alanbo, BMI)	5
	21	10 DEEP WATER Carl Smith, Columbia 44233 (Milene, ASCAP)	16	57	50	CHUBBY (Please Take Your Love to Town) Geezinslaw Brothers, Capitol 2002 (Cedarwood, BMI)	8
	22	8 TURN THE WORLD AROUND Eddy Arnold, RCA Victor 9265 (Fingerlake, BMI)	16	58	75	ANNA, I'M TAKING YOU HOME Leon Ashley, Ashley 2025 (Gallico, BMI)	2
	23	20 LEARNIN' A NEW WAY OF LIFE Hank Snow, RCA Victor 9300 (East Star, BMI)	12	59	—	YELLOW HAired WOMAN Claude King, Columbia 44340 (Hollis, BMI)	1
24	30	I HEARD A HEART BREAK LAST NIGHT Jim Reeves, RCA Victor 9343 (Hill & Range, BMI)	6	60	62	YOU'RE THE REASON Johnny Tillotson, MGM 13829 (Vogue, BMI)	5
25	47	SING ME BACK HOME Merle Haggard, Capitol 2017 (Blue Book, BMI)	4	61	—	YOU'RE EASY TO LOVE Arlene Harden, Columbia 44310 (Four Star, BMI)	1
	26	24 I TAUGHT HER EVERYTHING SHE KNOWS Billy Walker, Monument 1024 (Piedmont, ASCAP)	12	62	67	BEFORE THE NEXT TEAR DROP FALLS Duane Dee, Capitol 5986 (Raleigh, BMI)	5
	27	27 THIS WORLD HOLDS NOTHING (Since You're Gone) Stonewall Jackson, Columbia 44283 (Cedarwood, BMI)	10	63	—	SKIP A ROPE Henson Cargill, Monument 1041 (Tree, BMI)	1
28	31	WONDERFUL WORLD OF WOMEN Faron Young, Mercury 72728 (Cedarwood, BMI)	7	64	64	WOMAN NEEDS LOVE Marion Worth, Decca 32195 (Moss-Rose, BMI)	6
	29	29 BALLAD OF WATERHOLE #3 Roger Miller, Smash 2121 (Famous, ASCAP)	7	65	—	GONE WITH THE WINE Ray Pillow, Capitol 2030 (Barmour, BMI)	1
	30	18 CHOKIN' KIND Waylon Jennings, RCA Victor 9259 (Wilderness, BMI)	17	66	—	TELL MAUDE I SLIPPED Red Sovine, Starday 823 (Champion, BMI)	1
31	36	ANYTHING LEAVING TOWN TODAY Dave Dudley, Mercury 72741 (Newkeys, BMI)	6	67	72	THE KEEPER OF THE KEY Slim Whitman, Imperial 66262 (Vidor, BMI)	4
	32	33 I DOUBT IT Bobby Lewis, United Artists 50208 (Ly-Rann, BMI)	11	68	71	THAT SEE ME LATER LOOK Bobby Wright, Decca 32193 (Tree, BMI)	2
	33	26 YOU'VE BEEN SO GOOD TO ME Van Trevor, Date 1565 (Summerhouse/ Harmony House, ASCAP)	14	69	74	YOU OUGHT TO SEE ME CRY Johnny Bush, Stop 126 (Pamper, BMI)	3
34	39	BLUE LONELY WINTER Jimmy Newman, Decca 32202 (Newkeys, BMI)	7	70	—	RINGS Stan Hitchcock, Epic 10246 (Pamper, BMI)	1
	35	38 I WOULDN'T TAKE HER TO A DOGFIGHT Charlie Walker, Epic 10237 (Window, BMI)	6	71	69	CHICKEN PICKIN' Buckaroos, Capitol 2010 (Blue Book, BMI)	3
36	53	HERE COMES HEAVEN Eddy Arnold, RCA Victor 9368 (Hill & Range, BMI)	2	72	—	FUNNY Conway Twitty, Decca 32208 (Wilderness, BMI)	1
				73	73	THIS ONE'S ON THE HOUSE Jerry Wallace, Liberty 56001 (Forest Hills, BMI)	3
				74	—	WRONG SIDE OF THE WORLD Hugh X. Lewis, Kapp 868 (Freeway, BMI)	1
				75	—	REPEAT AFTER ME Jack Reno, Jab 9009 (Tree, BMI)	1



Carl's rendition of this great new song is sure to be just as much at home on the national charts as his "Crystal Chandelier."



Carl Belew

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RCA 47-9351

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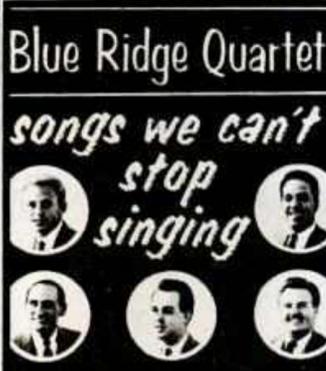
This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	TURN THE WORLD AROUND Eddy Arnold, RCA Victor LPM 3869 (M); LSP 3869 (S)	13
2	2	BRANDED MAN Merle Haggard & the Strangers, Capitol T 2789 (M); ST 2789 (S)	11
3	3	LOVE OF THE COMMON PEOPLE Waylon Jennings, RCA Victor LPM 3825 (M); LSP 3825 (S)	16
4	4	YOUR TENDER LOVING CARE Buck Owens & His Buckaroos, Capitol T 2760 (M); ST 2760 (S)	15
5	5	ODE TO BILLIE JOE Bobbie Gentry, Capitol T 2830 (M); ST 2830 (S)	13
6	7	BILL ANDERSON'S GREATEST HITS Decca DL 4859 (M); DL 74859 (S)	6
7	8	TONIGHT CARMEN Marty Robbins, Columbia CL 2725 (M); CS 9525 (S)	15
8	9	BEST OF EDDY ARNOLD RCA Victor LPM 3565 (M); LSP 3565 (S)	33
9	6	I'LL NEVER FIND ANOTHER YOU Sonny James, Capitol T 2788 (M); ST 2788 (S)	15
10	13	GEMS BY JIM Jim Edward Brown, RCA Victor LPM 3853 (M); LSP 3853 (S)	6
11	12	SINGIN' WITH FEELIN' Loretta Lynn, Decca DL 4930 (M); DL 74930 (S)	7
12	14	DANNY BOY Ray Price, Columbia CL 2677 (M); CS 9477 (S)	29
13	11	THE PARTY'S OVER AND OTHER GREAT WILLIE NELSON SONGS Willie Nelson, RCA Victor LPM 3858 (M); LSP 3858 (S)	7
14	17	QUEEN OF HONKY TONK STREET Kitty Wells, Decca DL 4929 (M); DL 74929 (S)	6
15	18	GENTLE ON MY MIND Glen Campbell, Capitol T 2809 (M); ST 2809 (S)	10
16	23	LAURA Leon Ashley, RCA Victor LPM 3900 (M); LSP 3900 (S)	6
17	15	CARRYIN' ON WITH JOHNNY CASH & JUNE CARTER Columbia CL 2728 (M); CS 9628 (S)	15
18	19	YOUR FOREVERS DON'T LAST VERY LONG Jean Shepard, Capitol T 2765 (M); ST 2765 (S)	11
19	21	JUST BEYOND THE MOON Tex Ritter, Capitol T 2786 (M); ST 2786 (S)	14
20	20	HITS BY GEORGE George Jones, Musicor MM 2128 (M); M5 3128 (S)	18
21	30	DON'T SQUEEZE MY SHARON Charlie Walker, Epic LN 24328 (M); BN 26328 (S)	4
22	25	COOKIN' UP HITS Liz Anderson, RCA Victor LPM 3852 (M); LSP 3852 (S)	10
23	26	ALL THE TIME Jack Greene, Decca DL 4904 (M); DL 74904 (S)	23
24	24	JACKSON AIN'T A VERY BIG TOWN Norma Jean, RCA Victor LPM 3836 (M); LSP 3836 (S)	14
25	16	THE BIG HITS Stallier Brothers, Columbia CL 2719 (M); CS 9519 (S)	10
26	27	HELLO, I'M DOLLY Dolly Parton, Monument MLP 8085 (M); SLP 18085 (S)	5
27	10	JOHNNY CASH'S GREATEST HITS, VOL. I Columbia CL 2678 (M); CS 9478 (S)	21
28	22	BEST OF CONNIE SMITH RCA Victor LPM 3848 (M); LSP 3848 (S)	6
29	29	DAVE DUDLEY COUNTRY Mercury MG 21133 (M); SR 61133 (S)	11
30	33	CLASS OF '67 Floyd Cramer, RCA Victor LPM 3827 (M); LSP 3827 (S)	3
31	31	COLD HARD FACTS OF LIFE Porter Wagoner, RCA Victor LPM 3797 (M); LSP 3797 (S)	26
32	32	CONWAY TWITTY COUNTRY Decca DL 4913 (M); DL 74913 (S)	4
33	35	PRIDE OF COUNTRY MUSIC Country Charlie Pride, RCA Victor LPM 3775 (M); LSP 3775 (S)	5
34	40	THE BUCKAROOS STRIKE AGAIN Capitol T 2828 (M); ST 2828 (S)	2
35	36	WHAT DOES IT TAKE (To Keep a Man Like You Satisfied) Skeeter Davis, RCA Victor LPM 3876 (M); LSP 3876 (S)	3
36	28	YOU'LL ALWAYS HAVE MY LOVE Wanda Jackson, Capitol T 2812 (M); ST 2812 (S)	8
37	34	MY ELUSIVE DREAMS David Houston & Tammy Wynette, Epic LN 24325 (M); BN 26325 (S)	15
38	38	A BIRD NAMED YESTERDAY Bobby Bare, RCA Victor LPM 3831 (M); LSP 3831 (S)	7
39	—	THIS IS JAN HOWARD COUNTRY Decca DL 4931 (M); DL 74931 (S)	1
40	41	SPANISH FIREBALL & OTHERS Hank Snow, RCA Victor LPM 3857 (M); LSP 3857 (S)	2
41	37	IT'S SUCH A PRETTY WORLD TODAY Wynn Stewart, Capitol T 2737 (M); ST 2737 (S)	24
42	—	WHAT LOCKS THE DOOR Jack Greene, Decca DL 4939 (M); DL 74939 (S)	1
43	45	CLASS GUITAR Chet Atkins, RCA Victor LPM 3885 (M); LSP 3885 (S)	3
44	—	OUR WAY OF LIFE Bobby Goldsboro/Del Reeves, United Artists UAL 3615 (M); UAS 6615 (S)	1
45	—	I'LL HELP YOU FORGET HER Dottie West, RCA Victor LPM 3830 (M); LSP 3830 (S)	1

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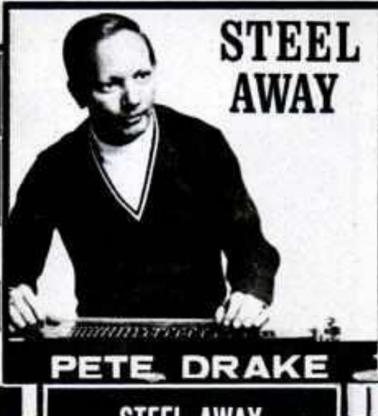
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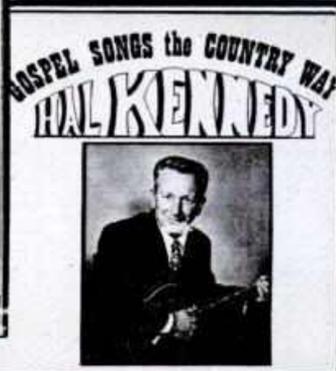
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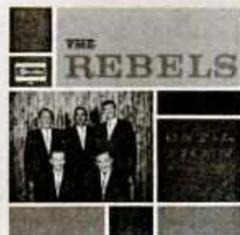
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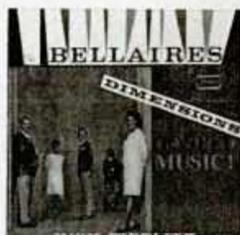
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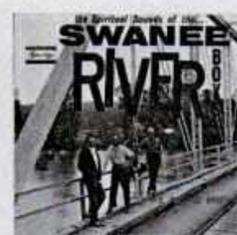
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Gospel Music

Gospel Sheet Music Sales Spurt—Overtakes the Sale of Records

NASHVILLE — The sale of gospel sheet music is growing bigger by the week, and already outstrips the sale of records.

Two Tennessee firms, Pathway Press and Benson Printing Co., now print an estimated 1 million sheets a week.

"If a song sells more than 25,000 sheets, we consider it a hit," said Connor B. Hall, head of publications for Pathway. His firm does the printing for all Journey, Sing, Beasley and Pathway music.

"Normally an order calls for 1,000," Hall said. "This is a sort of feeler. If it starts to move, there is an immediate re-order." There are exceptions, of course. The Goodman Family ordered, and sold out, 40,000 copies of "Who Am I." "Without Him," by the LeFevres, sold 30,000 copies in short order.

Six Salesmen

Pathway keeps six salesmen on the road working retail music stores for sheet music alone. It supplies the racks for the music, and places 120 titles on the rack. In addition, Pathway lists the 25 best selling sheets and sends copies to 3,000 clients in stores.

In addition to the stores, the artists themselves make a tidy profit with their sheets. Copies are sold to artists at 50 per cent off (37½ cents per sheet), and sold by the groups on their tours. Distributors buy sheets at 60 per cent off, while retailers get the advantage of a 75 per cent reduction.

"That leaves us dealing in pennies," Hall said, "but the record business is the same. And it adds up to a lot of pennies."

A week in which Pathway prints 10,000 copies of sheet music is not at all unusual. "We normally range between 5,000 and 10,000" Hall said, "but frequently go over that amount."

300,000 in Year

Benson Printing in Nashville said it will average, in a year's sales, about 300,000 sheets of music. In addition to printing its own copyrights, it distributes for other publishers. Bob Benson, who is head of Heartwarming Records in addition to the

printing firm, said that songs by Dottie Rambo always sell well in sheet music. He listed as among the best sellers, "On the Sunny Banks," "The Church Triumphant," and "Remind Me, Oh Lord."

Benson said many of the gospel artists publish and print their own sheet music. Mosie Lister, he said, was a good example of this, and he said Lister's "How Long Has it Been" has to rank among the best sellers. Perhaps the biggest selling sheet in the past year has been "He Touched Me," recorded by several artists. The latest to cut it was Jimmy Du-

rante. Benson said this probably would spur more sales of sheet music.

In addition to the sheets, publishers also do well with songbooks. Hall said Pathway published more than a million last year, and said that figure would be surpassed in 1967. Benson, too, said the songbook business was huge, but could not give an estimate of volume. Both publishers agreed that "How Great Thou Art," published by Manna Music of California, was the all-time best seller in sheet music.

Manna is the only publisher listed in the Methodist Hymnal.

SESAC's Myer Urges Tie of Gospel, Spiritual Sing-Ins

NASHVILLE — Jim Myer, executive administrator and director of International Relations for SESAC, called for a coming-together of commercial Gospel and "spiritual" groups for singing conventions.

Myer, president of the Gospel Music Association, was in Nashville to attend the 31st annual National Singing Convention at the Church of God of Prophecy at Madison, in suburban Nashville.

"A singing convention is an entirely different kind of thing," Myer said, "but it needs help from the commercial groups. There is a definite need for a close tie."

Galileans Quartet Set

WINTER PARK, Fla. — The Enchanting Galileans, a new gospel quartet, has been formed here, with sessions cut at Cinema City Studios.

Bill Long, manager of the group, said the quartet was organized to promote the true feeling of Gospel music, and to plan, discover, promote and develop local talent in the state.

The quartet and instrumentalists consist of Long, LeRoy Long, Marvin Boothe, Phil Manthe, Jim Widener and Larry Bacon. The initial sessions were cut in secret. The first album is scheduled for a release this month.

Myer, who has attended this convention for the past 13 years, said a "big name" would give such gatherings just the boost they need to draw huge crowds. Unfortunately, he said, this convention lacked the crowd.

"It was from these singing conventions that the commercial Gospel groups sprang," Myer said. "These are the roots of all of the big names of today. They developed Gospel music as we know it, and made it popular."

Myer said these singing conventions were his first contact with Gospel music, and he has developed the contacts over the years.

"This is real spiritual singing," Myer pointed out. It involves two days and two nights of "in church" music, with the congregation joining in and taking turns in leading old time spiritual songs. Church members attend from all over the United States.

LuWayne Satterfield, executive director of GMA, said her introduction to Gospel music came in such conventions in Georgia, where her father was a minister.

"Something ought to be worked out," Myer said, whereby at least one "name" quartet or soloist would appear as a drawing card. He suggested this might be a matter for the Association to work out, or for Gospel groups generally at next year's National Quartet Convention in Memphis.



DON LIGHT, gospel music booker, has branched into the country field with the signing of RCA Victor artist John Hartford, seated. Flanking Hartford, left to right, are Light; Chuck Glaser, his manager; producer Felton Jarvis, and Chet Atkins.

Shaped Notes

Harold Lane, member of the Speer Family group, suffered burns while cooking, and had to cancel scheduled road trips. The group, however, made its scheduled appearances. . . . The Bellaires Quartet has added a new member. He is Jim Richards, of Pensacola, Fla., who replaces Nick Boone. Young Boone (brother of Pat Boone of Dot) has returned to school to work on his Master's Degree. . . . Hal Kennedy has left the Dixie Echos to form his own trio. One member will be Bill Baise, who left the Smitty Gatlin Trio. Kennedy also runs the Sounds of America studio, and just concluded an appearance on the "Gospel Jubilee" syndicated TV show. Bill Gaither, board member of the Gospel Music Association, had his "He Touched Me" recorded in a Jimmy Durante album. He has penned many successful gospel songs. . . . The Stamps Quartet is in the process of cutting a new Skylite album. . . . The Imperials have a new album, just out on Impact titled, "New Dimensions." Bob McKenzie produces.

Bob Newkirk recorded Elmo Mercer's "Each Step I Take" for Heartwarming Records. Mercer is music editor of the Benson Publishing Co. . . . Heartwarming signed with Chuck Glaser to produce several gospel/inspirational albums with country music star Buddy Starcher. The first album will contain "Beyond the Sunset" with the moving narration "If You Go First and I Remain," which Stracher helped make famous several years ago. . . . Heartwarming

also has purchased the masters for the new Rosie Rozell album, and the album released by the Sego Brothers and Naomi. The Segos will cut another album as part of the deal. Rozell is high tenor for the Statesmen Quartet. . . . The Blackwood Brothers Quartet has a busy December schedule, with appearances set in (Continued on page 79)



Excitingly alive, exceptionally vivacious, these are the terms applied to the Thrasher Brothers. They are the first gospel group to appear on network television (The Ted Mack Show—1953) and have spread to their own exciting television show "AMERICA SINGS."

Their exceptional talent carries them beyond the field of gospel music into the realm of business. Each in his own right is an outstanding business man. The group contains the President of The Aknell Corp., President of Goff-Thrasher & Wade Advertising Agency, President of AmSings Productions, Inc., Vice President—Sales of Medical Specialties Corp. Four are members of the Governor's staff of Alabama and another is a member of the Governor's staff of the state of Georgia.

All are musicians, par excellence, playing several instruments each. From their colorful television show "AMERICA SINGS," 30 minutes of inspiration and patriotism, these Thrasher Brothers bring to the state in person all the entertainment seen on "AMERICA SINGS."

Millions enjoy them on television and thousands more thrill to their vivaciousness in auditoriums, churches and ball parks all over the country. From the heart of the South, Birmingham, Alabama, to the hearts of millions across America.

THRASHER BROTHERS
P. O. Box 2868
Birmingham, Alabama 35212

Yesteryear's Country Hits

COUNTRY SINGLES— 5 Years Ago December 8, 1962

1. Mama Sang a Song—Bill Anderson (Decca)
2. I've Been Everywhere—Hank Snow (RCA Victor)
3. I'm Gonna Change Everything—Jim Reeves (RCA Victor)
4. A Girl I Used to Know—George Jones & the Jones Boys (United Artists)
5. Cow Town—Webb Pierce (Decca)
6. Don't Go Near the Indians—Rex Allen (Mercury)
7. Wall to Wall Love—Bob Gallion (Hickory)
8. Then a Tear Fell—Earl Scott (Kapp)
9. We Missed You—Kitty Wells
10. The Violet and a Rose—"Little" Jimmy Dickens (Columbia)

COUNTRY SINGLES— 10 Years Ago December 9, 1957

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



JAKE HESS, who has just purchased the Imperial Publishing Co., is shown with his partner in Gospel Artists Service, Nashville TV personality Eddie Hill (right).

The Esquires

FOLLOW UP THEIR SMASH
BUNKY SINGLE, "GET ON UP"

WITH

"AND GET AWAY"

(G. MOORER — B. SHEPPARD)

b/w

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"GET ON UP AND
GET AWAY"

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International News Reports

MIDEM Participation for '68 Now a Large-Scale Invasion

By MIKE HENNESSEY

PARIS—The number of participants for MIDEM '68 are now more than three times the 1967 total, according to Bernard Chevry, general manager of the International Record and Music Publishing Market. MIDEM took over the fifth floor of the Martinez Hotel, Cannes, this week to provide an additional floor of office space.

Chevry said, "With the move from the Palais des Festivals (Venue of the '67 MIDEM) to the Hotel Martinez, I have had to reorganize everything from scratch and to conceive things on a much bigger scale."

Chevry revealed that the cost of staging the 1968 MIDEM would be \$200,000. His organization has taken on 10 additional staff men and during the run of MIDEM '68—from Jan. 21 to Jan. 27—he would be employing 150 staff to cope with the anticipated 3,000 participants from 40 countries. (This compares with last year's 1,016 participants from 22 countries.)

"Last time," said Chevry, "the MIDEM was principally Euro-

pean and American. But next year it will be really worldwide with all five continents represented."

The strongest delegations will be from the USA, (45 companies so far), Great Britain (50) and France (48).

It is estimated that a total of 4,000 songs will be presented at the 1968 MIDEM. There will be more than 400 artists taking part and the event will be covered by a corps of 500 radio, TV and press journalists.

Three hundred rooms in the Hotel Martinez have been converted into offices and audition rooms and, in addition, there will be 10 presentation auditoria equipped with high fidelity monaural and stereophonic equipment.

Two Projection Rooms

There will be two film projection rooms for the showing of filmed songs in 16 and 35mm. and a promotional sound channel enabling participants to present their product. This channel will be complemented by a closed circuit TV channel fed to 300 TV receivers. Cards on the

TV channel will indicate the title of the song being broadcast, the composer, performer, publisher and, where applicable, his office number at MIDEM. Filmed songs will also be presented on this channel.

An innovation at the second MIDEM will be a "Non-Stop Show" in which publishers, record companies and independent producers can stage promotion appearances by their up-coming artists. The show will run from 3 p.m. to 7 p.m. each day in a specially equipped hall seating 150 people.

Each evening of the MIDEM, in the 1,600-seater grand hall of the Palais des Festivals, promotional galas will be held, starting at 9 p.m. These galas, aimed at giving world-wide promotion to established artists, it will not be staged by the record companies—as was the case at the first MIDEM. Three will be presented on a national basis—there will be a British gala, an Italian gala and a Czech gala. Participation of some of the leading artists in Italy and Britain is already certain, though names cannot yet be released.

Special Gala

The final day of MIDEM will end, as before, in a special gala at which the MIDEM Trophies will be presented. (See separate story.)

Classical and contemporary music will be strongly represented at the 1968 MIDEM and concerts, featuring artists of international status who have not quite attained world ranking, will be held in the 600-seater theater of the Cannes Municipal Casino — scene of the promotional galas at the last MIDEM.

Italian Firms Who'll Be At The MIDEM

MILAN — The Italian record and music industry will be on hand in force at MIDEM. With the only exception of CGD, CBS-Italiana and Saar, the main Italian companies have already confirmed their booth reservations: Ricordi, Rifi, Durium, Curci-Carosello, Ariston, Fonit-Cetra, Cam-Det-El & Chris Belldisc Italiana-Telstar Music, Cinevox-Bixio, Alfiere-Eseda, Car, Carisch, EMI-Italiana and RCA-Italiana.

On Jan. 25, an Italian show will be held at the Palace of Festivals. The cast will include Jimmy Fontana (RCA-Italiana); Sergio Endrigo, Claudio Villa and Marisa Sannia (Fonit-Cetra); Nini Rosso and Rocky Roberts (Durium); Memo Remigi, Domenico Modugno and Elio Gandolfi (Curci - Carosello); Fausto Leali, Iva Zanicchi and Giorgio Gaber (Rifi); Ornella Vanoni, Bruno Lauzi, Umberto Bindi and Anna Identici (Ariston).

25 million, one trophy will be presented to the best-selling singer or group.

Sales figures will be obtained from the mechanical copyright societies of the various countries. For those countries where no such societies exists, the figures will be obtained from various record companies and verified by a firm of chartered accountants. For the U. S. and Canada, for example, MIDEM will employ the services of Prager and Fenton of New York.

MIDEM's general management has asked the RIAA to supply a list of those artists who have received one or more Gold Record Award during the reference period. Calculations of sales are based on attributing one point for each 45 r.p.m. record and three points for each 33 1/3 r.p.m. record.

The trophy gala will be televised on Eurovision.

There are instrumental versions by Franck Pourcel (Voix de Son Maître), Raymond Lefevre (Riviera), Yvette Horner (Pathe), Eddie Barclay (Barclay), Andre Verchuren (Festival), Marc Laferriere (Vega), James Last (Polydor), Paul Mauriat (Philips), Andre Thivet (Pathe), Bruno Lorenzoni (Vega) Raymond Boisserie (Trianon), Frankie Donato (Riviera) and Dominique Chanson (Polydor).

The Mireille Mathieu version has topped the 200,000 sales mark and the version by Pet Clark has sold 176,000 copies. Sheet music sales have totaled 15,000 in four weeks.

MIDEM to Award Trophies on Sales

PARIS — The MIDEM trophies to be presented on the final night—Jan. 27—of the 1968 MIDEM in Cannes will be awarded on the basis of record sales between July 1, 1966, and June 30, 1967.

For countries whose total annual record sales are more than 100 million, three trophies will be presented—one to the best-selling male singer, one to the best-selling female singer and one to the best-selling group. If an instrumental group has out-sold the male singer, female singer and group, then a fourth trophy will be specially awarded to the instrumental combo.

For countries whose total annual record sales are between 25 million and 100 million, two trophies will be presented—one to the best-selling male singer and one to the best-selling female singer.

For countries whose total annual record sales are less than

'The Last Waltz' Chalks Up Its 16th Recorded Version

PARIS — While French versions of the Les Reed-Barry Mason song "The Last Waltz," by Petula Clark (Vogue) and Mireille Mathieu (Barclay) battle it out for the title of the best-selling French treatment, the song, published here by Francis Day, chalked up its 16th recorded version.

In addition to the original Decca recording by Engelbert Humperdinck, other versions of the Hubert Ithier adaptation have been recorded by Tino Rossi (Columbia), Lucky Blondo (Philips) and John William (Polydor).



LEON CABAT, president of Disques Vogue, presents Jacques Dutronc with a gold disk to mark the sale of his millionth record achieved within one year.

Festival to Step Up Its Exports to Asia

By JOCK VEITCH

SYDNEY—Thailand and Indonesia are seen as important new markets for Western records by Fred Marks, managing-director of Festival Records. He and his assistant, Ross Barlow, have just returned from an extensive Asian tour to inspect markets.

Marks said he hoped to greatly increase Festival's exports to those countries. His firm has A&M, ABC, Command, Project 3, Scepter and Coral labels rights to those areas as well as the firm's local labels.

He said he was surprised at the number of Western records on sale in Thailand. On his last visit there about two years ago, Western records had made little impact. They were now selling well despite a standard \$5.25 price for LP's.

Indonesia, too, could be expected to import more records now that the country was becoming more stable and friendly toward the Western world.

He said he was confident that Festival's Singapore agents, Cosdel Singapore Ltd., would increase sales in those areas.

Marks and Barlow visited Singapore, Thailand, Hong Kong, Japan and the Philippines on their seven-and-a-half-week tour. They reported record sales were generally increasing in all the countries they visited except Hong Kong, where business was being affected by Red Guard riots.

In Japan they renewed Festival's reciprocal contract with King Records. The contract gives Festival Australasian rights to the King label and allows King to release Festival's local records in Japan. But, Marks said, King does not take up much Australian music.

He said sales of Tijuana Brass records in Japan was enormous. Festival plans immediate release in Australia of Japan's No. 1 hit by Miki Nakasoni "One Tear Drop."

In the Philippines they were impressed by the slick, punchy radio stations and by the local taste for sweet music.

Back in Sydney, Marks is preparing for the company's move *(Continued on page 82)*

Barclay of Canada Will Add Jupiter to Distrib Set-Up

MONTREAL—First French-Canadian label to announce affiliation with the new Barclay Records Ltd. operation in Canada is Yvan Dufresne's Jupiter Records, a leading independent with two labels, Jupiter and Prestige, and such top artists as Donald Lautrec (on Barclay in France), Marc Gelinas, Les Sinners, Pierre Lalonde, Claude Sorel, Dominique Michel and Gene Williams. Barclay assumes distribution of Jupiter effective Jan. 1. The labels were previously distributed by London Records.

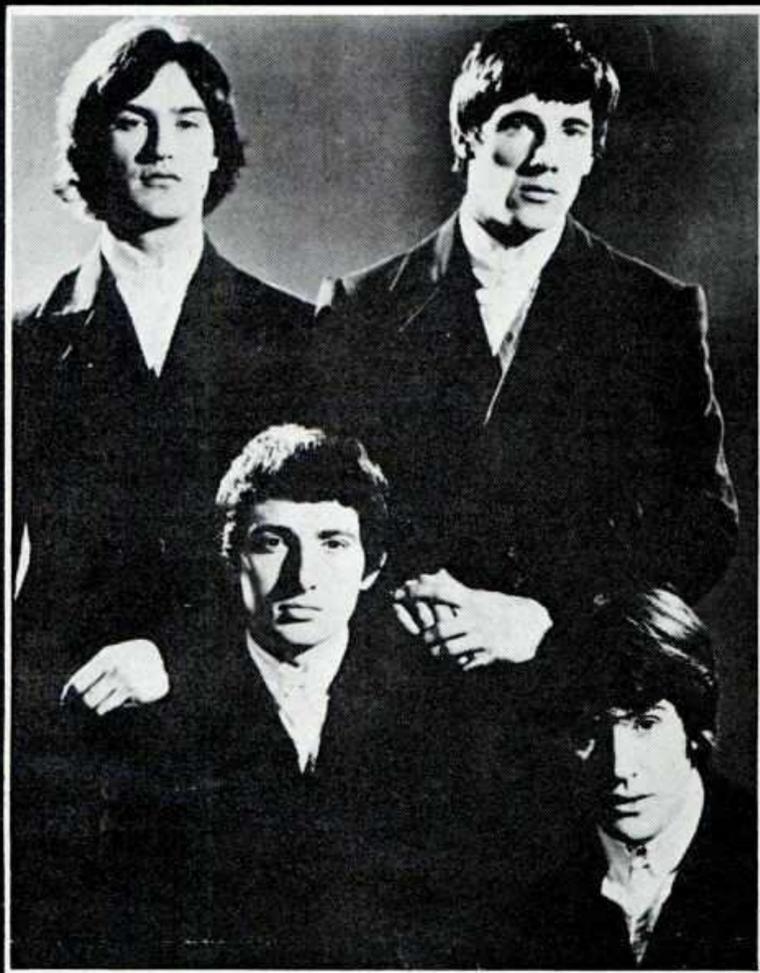
Announcement of Barclay Records' distribution set-up is expected in the near future. At present it is distributing the Riviera label through Trans-Canada Record Inc. Trans-Canada president Jean-Paul Rick-

ner said there have been negotiations by Barclay to purchase stock in Trans-Canada. Columbia Records of Canada's distribution contract with the Barclay label of France expires the end of this year. The Canadian company is a partnership between Eddie Barclay, president of the French record company, and Montreal millionaire Aubert Brilliant, and its general manager is Johnny Williams, formerly of Columbia Records of Canada.

Wergo, CBS Tie

PARIS — Wergo, the German modern music record label, formerly distributed in France by Harmonia Mundi, has now been assigned to CBS for distribution in France.

NEW SINGLE FROM THE KINKS



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A FOREGONE CHART*
CONCLUSION FROM
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Essex Music Scoring High on Aussie Chart

SYDNEY — Essex Music of Australia has simultaneously had eight internationally originated records on the charts here. The affiliate of The Richmond Organization also has added 10 locally written songs to its catalog.

The chart items were "Homburg," by Procul Harum; "I Can See for Miles," by the Who; "Flowers in the Rain," by the Move; "Hole in My Shoe" by Traffic; "Pentecost Group," by Nirvana; "Love of the Common People," by the Everly Brothers and Wayne Newton; "Back on the Street Again," by the Sunshine Company; and "Prologue to a Magic World," by Rupert's People.

Essex songs waxed by Australian artists include "And Things Unsaid" by the Questions, "Baby Jane" by the James Taylor Move, Theme from "This Day Tonight" by the Wild Cherries, "Want You" by Peter Best, Theme from "This Day Tonight" by the Laurie Lewis Sextet, "You Don't Know Where Your Interest Lies" by Fia Karin, "I'll Remember You My Friend" by Jimmy Little, "Let Me Down Lightly" by Little Pattie, and "He's Not There" by the Cliffmores.

Writers with Essex include Gary Shearston and Best. Barry Kimberly is managing director of the Australian firm.

Festival to Step Up Its Exports to Aisa

• Continued from page 80

just before Christmas into new premises about two blocks from the present headquarters in the inner Sydney suburb of Pyrmont.

The new building, formerly an oil company warehouse, is seven times bigger than the present building. The move is made necessary by Festival's expansion. Production has increased approximately 1,000 per cent in the seven years since the present owners bought the company.

The new building is three stories high and will greatly increase and improve the company's production line set-up. It will have much larger studio facilities and rehearsal rooms and will ease the pressure on the warehouse and distributions side of the operation.

From The Music Capitals of the World

• Continued from page 79

Vagabonds leader Jimmie James has formed an agency with his manager Peter Meaden beginning operations Jan. 1. Apart from Vagabonds, the Enterprise will handle the Peep Show and the Healthiest Group in the World.

American-born folk singer Hedy West is going to Germany for two months to learn the language for recording and performance fluence. Keith Prowse is marketing breathalyzer through its own disk shops and through any other dealers having accounts with the company. The line is expected to sell strongly for Christmas following recent legislation against drinking and driving. Billy Eckstine completed his month's work here by taping an "International Cabaret" appearance for the BBC's second TV channel. Saga is launching a full-price label called Psyche aimed at the serious record market. Initial releases this month include "The Children of Lir," by Robert Lamb, "Allen Ginsberg at the Institute of Contemporary Arts" and "Jack Emery Reads a Remnant Selected From the Works of Samuel Beckett."

NIGEL HUNTER

MADRID

Dyango (Novola) has recorded the first Spanish version of "Aranjuez, Mon Amour." Columbia Espanola has recorded four of the most popular Spanish operas: "Katuska," "La del Man-ojo de Rosas," "Pepita Jimenez" and "Marina." Teresa Berganza, and Ines Rivadeneira are the featured artists. Conchita Bautista (Belter) after a success in Puerto Rico is touring Venezuela. La Paquera de Jerez one of the most popular flamenco artists has signed with EKPO.

Monica (Columbia Espanola) a 12-year-old singer has made a movie, "Monica Stop." The premiere was given in Sevilla last week. At the same time, the original soundtrack of the movie was released. Dolores Pradera (Zafiro) gave a recital Nov. 27 at the Zarzuela Theatre of Madrid with a repertoire of about 30 Spanish and South American songs. Elio Roca (Fonogram) is recording an LP which will be released in Argentina, but not in Spain initially.

Columbia Espanola is releasing two records of Bing Crosby: one EP and one LP with his traditionals and famous "Christmas Songs." Los Arrivenos (Belter) have cut an LP before going to England for a tour that will end next February. Sonoplay is releasing its first record from Major-Minor label. It's an EP sung by the group: Odin's People. The title is "I Need You." Massiel (Novola) is going to Cuba at the end of this month. Los Bravos (Columbia Espanola) have recorded a German version of "Sympathy" and "This Way That Way." Juan & Junior (Novola) will start their first movie coming this month. In February they will go on a tour through Venezuela, Argentina and Mexico. Canciones del Mundo has acquired the editorial rights for "The World We Knew," owned before by Fontana, S.A. Kuldip (Hispanovox) has renewed his contract with Hispanovox Records and will record a new single with "Live for Life" and "El" (Him). Los Angeles (Hispanovox) are releasing for promotion of their recent LP a new single with Spanish versions of "Silence Is Golden" and "New York Mining Disaster 1941."

The promotion for Maria Ostiz (Hispanovox) will start with a recital in Madrid and a single with two

of her own songs: "Romance Anonimo" (Anonymous Romance) and "No Sabes Cuanto Sufri." The first single of Raphael (Hispanovox) ever published in Spain, has just been released. It contains "Noche de Ronda" and "Perbname, mi vida." The original musical soundtrack of the movie, "Thoroughly Modern Millie," starring Julie Andrews and Carol Channing, has been released on an EP by Columbia Espanola timed with the premiere of the movie in Spain.

Gracia Montes (Columbia Espanola) was in Paris for a concert appearance. Hito Records, formerly distributed in Spain by Columbia Espanola, will in future be distributed by CEM. Manolo Pelayo (Columbia Espanola) has recorded Spanish versions of "Massachusetts" and the Bert Bacharach song "Day After Day."

Jaime Morey (Fonogram) was in Paris Nov. 26 to promote his new recording "Ya Perdi tu Amor" ("I've Lost Your Love"). The End, former Sonoplay artists managed by Alain Milhaud, will have their records independently produced by Bill Wyman of the Rolling Stones. Sonoplay will continue to distribute the group's records.

Engelbert Humperdinck (Columbia Espanola) has signed with Spanish TV for an appearance in the "Tele-Ritmo" show in February. Bambino (Columbia Espanola), the "Raphael" of Flamenco music, has recorded an EP of Christmas songs with a flamenco rhythm. Columbia has also released an album of his greatest hits.

Vikki Carr (Hispanovox) has signed to do a TV show in Spain in March. Vergara is doing strong promotion on new artist Soledad, who has recorded a Spanish version of "Aranjuez Mon Amour."

The Spanish folk group Picnic (Hispanovox) videotaped a number of programs for the "Tele-Ritmo" TV show and will shortly record a number of songs in English. Spanish RCA's publishing division has acquired Spanish rights to the Clanor catalog of Argentina's Palito Ortega. Sonoplay is releasing Major-Minor artist David McWilliams' "Days of Pearly Spencer."

RAFAEL REVERT

MILAN

RECD TTS 11-29 1229p

Rifi Records confirmed that Wilson Pickett (Atlantic) will debut at the San Remo Festival, Feb. 1-3, with his 10-piece orchestra. It will be his first performance in Italy. The national radio-TV audience will be about 18 million. Dot Records general



PATHE-MARCONI PRESIDENT FRANCOIS MINCHIN, right, welcomes singer Richard Anthony to the anniversary party to celebrate Anthony's 10 years of recording. Anthony admires the cake with 10 candles inscribed with his major hits while singer Franck Alamo, extreme left, and Olympia Theater chief Bruno Coquatrix looks on.

manager and a&r director Ezio Leoni has resigned. Michele has renewed her RCA-Italiana contract. Ombretta Colli, formerly with Saar, and movie actress Mita Medici have signed with Tiffany Records. Little Pupa switched from Clan Records to Durium. Six I.P.'s form the

TIFFANY RECORDS
presents
"UN GIORNO E' ANDATO"
by NIKI
published by
RIMI EDIZIONI MUSICALI

first issue of the "Deramic Sound System," by Decca Italiana. Dischi Ricordi issued the first album by I Dik Dik. CGD director Giuseppe Giannini is in the U. S. to discuss American singer's participation in the San Remo Festival.

Sandy Shaw (Pye/RCA-Italiana) is in Italy for TV filming and club dates. RCA-Italiana has rush-released a new single and an album in Italian by the British artist. Domenico Modugno (Curci) will take part in the "Dean Martin Show," in January. The Beatles' "Magical Mystery Tour" record-book package, as issued in the U.K. recently, will be marketed in Italy by Carisch the week before Christmas. The EMI-Italiana international manager flew to Paris to supervise the recordings in Italian of the most recent Gil-



ORINETTA BERTI is presented a golden record by Phonogram general manager Mario Corsi for her 1 million sales during the three-year association with the company. Mrs. Berti recently renewed her contract with Phonogram.

bert Beaud and Richard Anthony's French hits, including "L'important C'Est La Rose" and "Aranjuez, Mon Amour," respectively. The usually restrictive Italian TV company will feature Clan Celantano Records artists on two TV shows. The first show will be aired this month, the other in January.

GERMANO RUSCITTO

NEW YORK

The Royal Guardsmen, Laurie group, take off on a 10-city tour Dec. 11 in conjunction with their LP, "Snoopy's Christmas" and to raise money for various children's organizations. Lulu, Epic artist, in the U. S. for TV guest appearances including "The Red Skelton Show" which will be aired Dec. 26. Albert Hague signed to write the music for the upcoming off-Broadway musical, "Oh, Say Can You See, L. A." John Allen is writing the lyrics. The Publicity Club of New York has scheduled meetings at Cheetah Tuesday (5) and Tuesday (12). Epic's Enzo Stuarti into the Princess Hotel, Bermuda, Dec. 21 for 11 days. Don Costa has moved his publishing and recording organization from New York to Los Angeles.

Vikki Carr, Liberty artist, makes her New York nightclub debut at the Persian Room Wednesday (6). RCA Victor's Eddy Arnold tapes Jackie Gleason's CBS-TV this week for Jan. 13 airing. The Grass Roots, Dunhill group, set for dates in Tulsa, Wichita Falls and Fort Worth. Hugh Dallas, national sales and promotion manager for Tower Records, is on a swing through the East and Midwest to promote albums by the Standells, Pink Floyd, and the comedy LP, "Have a Jewish Christmas." Melaine, new Columbia Records singer, signed to Ashley Famous Agency. Frank Scinaro has taken over the management of a new Atlantic group called the Donuts.

The Rose Garden, Atco group, signed to Sam Koplitz Theatrical Enterprises of Dallas. Irving Spice arranged "White Christmas" for Society's Children on Atco. The Coronados currently at the New Tokyo Hotel in Tokyo. The Kai Winding Quartet held over at Shepherd's. The Blossom Dearie Trio at Paul's Mall in Boston. Yolande Bevan, formerly of Lambert, Hendricks & Bevan, being set for personal appearances in the U. S. by O.L.S. Management. White Whale Records will distribute L. G. Productions' single entitled "Vegetables" by the Laughing Gravy. The Soul Stirrers, the Swan Silvertones, Shirley Caesar and the Mighty Frank Parker Singers will appear in the 1967 Annual Christmas Music Festival at Town Hall Friday (15) for the benefit of underprivileged children. The Mothers of Invention, MGM group, set for Dec. 22-23 concerts at Town Hall. Lee Shaw and her jazz trio signed for an additional four weeks at The Apart-

ment. . . Society bandleader Al Madison got a hole-in-one at the Plandome Golf Club.

MIKE GROSS

OSLO

The Whispers, a Swedish group, has been signed by Norsk Phonogram. Their first record on the Fontana label is "Det kanns sa konstigt." . . . Carl M. Iversen has taken over the representation of the U. S. label Pickwick, in Norway. The EMI outlet in Copenhagen will handle the label for Denmark. In Norway, Pickwick was previously represented by Norsk Grammophonkompani. . . . Rolf Just Nilsen is featured in the Walt Disney little LP "Cinderella." Later, "Three Little Pigs" and "Lady and the Tramp" will be issued. The book is printed in Finland, and the soundtrack has been recorded in The Netherlands.

ESPEN ERIKSEN

PARIS

"Le Ton Ton Christobal" by Pierre Perret is currently heading Vogue's best-seller lists. . . . Les Gros Minets recently signed by CBS will make their Olympia debut on Friday (15) in the Mireille Mathieu show. . . . Barclay is doing strong promotion on three U. S. singles just released—"Stag-o-lee" by Wilson Pickett; "Kentucky Woman" by Neil Diamond and "Soul People" by Shan Miles. . . . Nicoletta has recorded "Je ne Pense qu'a t'Aimer," a French version of "How Can I Be Sure" for Riviera. . . . CBS is launching a series of astrological albums. Each month an LP dealing with the appropriate zodiacal sign will be released and specifically aimed at the birthday present market. . . . Riviera has released a special double-fold album "The Otis Redding Story" on the Stax label for the Christmas market. The album features 26 songs including the hits "I've Been Loving You Too Long," "Satisfaction," "Day Tripper" and "Try a Little Tenderness."

CBS has released a new album by guitarist Manitas de Plata as a homage to his friends Salvador Deli, Picasso and Clergue. . . . Romuald (Disc'AZ) has composed the music for the Sergio Gobbi film "L'Etrangere" which has been arranged by Jacques Denjean. Romuald has recorded the title tune, "La Chanson Pour l'Etrangere" with words by Jacques Chaulme. The music is published by Tutti. . . . Les Charlots (Vogue) are recording an album of tunes written in 1900. . . . Following the success of "Ma Reine de Saba," Laurent (Disc'AZ) has recorded a new EP of four of his own compositions, "Comme Un Clown," "La Colline des Vents," "Le Faiseur de Pluie" and "Maman Nouchka," all published by Tutti.

Riviera is releasing a new rhythm and blues album featuring Chess artists Chuch Berry, Bo Diddley, Irma Thomas, Laura Lee, Cash McCall and others. . . . Francoise Hardy (Vogue) was in London to record eight new songs including "Des ronds dans l'eau" from the film "Live for Life" and the Brassens-Aragon song "Il n'y a pas d'Amour Heureux." From Nov. 19 to 24 Mlle. Hardy was in Iran to inaugurate the cabaret "Tous les Garçons et Les Filles"

Barclay in Distrib Deal With Buddah

PARIS — Barclay has signed a three-year contract to distribute the Buddah U. S. label in France and the Benelux countries.

The agreement was concluded in New York by Barclay International label manager Bernard de Bosson and Frank Mell of Buddah.

First release on the Buddah label will be the soundtrack LP from the motion picture "Stranded." This will be followed by a single by former Lovin' Spoonful member, Zal Yanowsky.

(named after her hit song) in Teheran. . . . Barclay will release the new Mireille Mathieu album in two versions, one normal and the other de luxe which will include a number of unpublished pictures of the star. The deluxe album will retail at 31 francs (\$6.20). Both albums will be released to coincide with Mlle. Mathieu's opening for a season at the Olympia Theater. . . . Herve Vilard (Philips) was in London to record four new titles, including Andre Salvets French adaptation of "Pentecost Hotel" and the Vline Buggy French version of the Italian copyright "Dammia una mano." The songs, respectively titled "Comme Si C'Etait Noel" and "Allons Jusqu'au Bout," are both sub-published by Tutti. . . . Les Parisiennes (Philips) and the Duo Ouro Negro (Pathe) have recorded "A Banda."

Riviera is releasing a special double fold album by Nicoletta for Christmas. . . . Georgette Plana has recorded an album of songs written between 1898 and 1914 for Vogue. . . . Riviera is scoring success with its policy of direct importations of Chess, Checker and Cadet albums from the U. S. Leading sellers are albums by Ramsey Lewis, Milt Buckner, Ahmad Jamal, Howlin' Wolf, Muddy Waters and Memphis Slim. . . . Gerard Gray's new single for Decca features "Le Coeur des Deux Cotes" and "La Grande Aventure," both published by Tutti. . . . Barclay has released an EP by Robert Mitchum on the Monument label with "You Deserve Each Other" as the main title.

Riviera reports big demand for the new Joan Baez album released following the agreement recently signed between Riviera and Vanguard. . . . Pathe-Marconi is doing special promotion on a batch of nine EP's and one LP by Tino Rossi. . . . "Hello, Good-bye," the new Beatles' single, was released here on Parlophone on Nov. 24 simultaneously with its appearance in Britain. . . . The "Loisirs Jeunes" prize for the best disk of 1967 was awarded to the Erato Fiori Musicali album "Our Friends the Animals" featuring Prokofiev's "Peter and the Wolf" and Saint-Saens' "Carnival of the Animals." . . . Pathe-Marconi has signed TV celebrity Anne Marie Peysson who makes her disk debut with an EP featuring "Le Theater Ferme." . . . Pathe-Marconi has released a special two-LP set of 26 of Richard Anthony's biggest hits to commemorate his 10 years of recording and is offering the set at a special price of 39 francs 90 (\$7.98) until Dec. 31. . . . The Shadows are set to appear at the Olympia in the Mireille Mathieu show Dec. 15-Jan. 16. . . . Pathe-Marconi released the Udo Jurgens hit "Was ich dir sagen will" on the Voix de son Maitre label.

MIKE HENNESSEY

(Continued on page 84)



ERIC STEINMETZ, center, MGM international department manager, was in Tokyo to talk with MGM's Japanese licensee, Nippon Gram-maphon, about promoting Sandy Posey on her two-week Japanese promotion and concert tour in May. Participating in the promotion are Young Music Magazine and Nippon Gram-maphon. Left is Tsuneko Yoshitomi, chief editor of Young Music. Tadashi Hino, chief of Nippon Gram-maphon's foreign section, is at the right. Miss Posey's two Japanese songs will be promoted. This will be the first in a series of promotional trips to Japan by foreign name artists by the six Japanese record companies which distribute foreign labels.

London Ltd. ESP Distrib

MONTREAL—London Records of Canada Ltd. is now Canadian distributor for the ESP label, through arrangement with Gamma Records, Canadian representative of ESP. Effective Jan. 1, London also adds the Blue Note label, and will then have the full line of Liberty labels. Both ESP and Blue Note were previously handled in Canada by Musimart Ltd.

London's recent success with distribution of an initial four-album release from Gamma Records' catalog of French-Canadian material outside Quebec (Gamma is distributed in Quebec by Trans-Canada) has led to distribution of the full Gamma catalog in the rest of Canada. Gamma has just released five new LP's, by Pauline Julien, Georges Dor, and three artists new to the label, Tex, formerly on London, Robert Charlebois and Christine Charboneau, both previously on Select.



ELIO GANDOLFI, winner of the Castrocaro New Voices National Contest and automatically admitted to participate in the San Remo Festival (Feb. 1-3), signs a long-term contract with Cemed-Carosello, record division of the Curci Music Group. At left is Curci managing director Giuseppe Gramitto Ricci.

Ricordi Deal With 2 Firms

MILAN — Dischi Ricordi will distribute the Dot and Dynavoce record catalogs in Italy, according to Ricordi executive Lucio Salvini. He confirmed a similar agreement with Bell Records (Billboard, Nov. 25).

The pact with Dot strengthens a long-time arrangement between the Paramount and the Ricordi groups. Ricordi music publishing division has been representing Famous Paramount Music in Italy since 1948.

The deal was closed in New York with Dischi Ricordi managing director Guido Rignano, Salvini and Ricordi Music general manager Mariano Rapetti attending.

RSI-Italiano Selects Ten December Disks

MILAN — RSI-Italiano has selected the 10 new records creating action in Italy for shipment in December. The selection is made by Germano Rus-citto, Billboard's director of Italian operations.

The subscribers to RSI-Italiano include record companies and music publishers who review the records and songs for their value in the particular market. RSI-Italiano also sup-

Raphael Violated A Hispavox Pact

MADRID—A Spanish court found Raphael in breach of contract with Hispavox, Nov. 13. The court stated that Raphael had violated his contract, valid until February, 1969, by signing contracts with other companies and recording on labels outside his exclusive contract with Hispavox.

The court voided all recording contracts other than Raphael's pact with Hispavox until his current obligations were legally fulfilled.

Pye's Benjamin Renews Contract With Hispavox

MADRID — Pye managing director Louis Benjamin was here Nov. 16-18 to renew the contract between Pye and Hispavox on a long-term basis.

Benjamin and Hispavox managing director Jose Manuel Vidal Zapater announced that the previous three-year contract had yielded satisfactory results for both companies and that there would be a step-up of production and promotion of Pye artists in Spain and of Hispavox artists in Britain.

An immediate consequence of the new agreement will be a strong promotion drive by Pye on the latest Los Pasos recording "Ojo por Ojo" (An Eye for an Eye) sung in English. The song is by Manolo Diaz, one of Spain's most popular songwriters.

DGG Pitch on Giant Yule Pkg.

HAMBURG — Deutsche Grammophon has begun promotion for one of the largest series of Christmas LP titles ever offered by a German record company.

There are nearly 100 titles in the series, ranging from Bach to Peter Alexander, Germany's top operetta singer. The material includes a wide selection of religious music, of standard Christmas titles, and recorded fairy tales for children.

Musical organizations and artists featured in the list include: Ernst Haefliger, Dietrich Fischer-Dieskau, Maria Stader, the Munich Bach Choir and Orchestra under Karl Richter, Gundula Janowitz, the Berlin Philharmonic under Fritz Lehmann, the Monks' Choir of the Benedictine Archbishop's Abbey, Eduard Mueller and the Schola Cantorum Basiliensis under August Wenzinger, the Leipzig Thomanechor, the Berlin Haendel Choir under Guenther Arndt, Peter Alexander and the James Last Band.

plies the English translation to the Italian lyrics and information as to where licensing arrangements are to be made available. These selections include Italian copyrights only.

Following is a list of the 10 records selected: "L'Amore E' Come Il Sole," by Pier Giorgio Farina (BDM), published by Ariston; "Che Strada Fai," by John Foster (Cellograf), published by Mina (Rifi), Curci Music; "La Lotta Dell'Amore," by Gino Santercole (Clan), published by Leonardi; "Che Vuole Questa Musica Sta Sera," by Peppino Gagliardi (Det), published by Tank Music; "Sole Spento," by Caterina Caselli (CGD) published by Sugarmusic; "Mezzanotte Fra Poco," by Gianni Morandi (RCA-Italiana), RCA-Italiana Music; and "Fatalita," by I Bertas (RCA-Italiana), published by RCA-Italiana Music. lished by Sugarmusic; "Mullini A Vento," by Little Tony (Durium), published by Durium Music; "Nel Cuore E Nell 'Anima," by Equipe 84 (Ricordi), co-published by Ricordi and El & Chris; "Tu Non Mi Lascera,"

From The Music Capitals of the World

• Continued from page 83

PRAGUE

Czech cover versions of songs by **Buck Owens** and **Bob Dylan** are among Supraphon's best sellers for the past fiscal year. **Chris Andrew's** original recording, "Yesterday Man," was the only foreign single to break into the Czech charts. Last year's winner of the MIDEM award, **Karel Gott**, was the top selling artist again this year. **Vaclav Neckar** and **Waldemar Matuska**, who scored second and third after Gott, have signed with Polydor Records for the coming year.

The establishment of Panton as Czechoslovakia's second recording company, spurred Supraphon signings of top Czech artists to long-term contracts, an uncommon practice here. Panton has signed **Eva Pilarova** and is preparing a new LP. . . . Czech singer **Hana Hegerova** has signed with Philips.

LUBOMIR DORUZKA

SAN JUAN

Latin acts and entertainers predominate at most tourist hotels in Puerto Rico. At the Caribe Hilton is **Marco Antonio Muniz**, Mexican

vocalist (RCA Victor) and top grosser single act at that hotel for years. Muniz's recording of "Celoso" (Jealous Heart) has been on the Puerto Rico, Mexico and Venezuela charts for months. **Xavier Cugat** (Decca) and his show are at the Sheraton; conga virtuoso **Candido** (ABC-Tico) and **El Greco** (Decca) and his Gypsies are both at the El San Juan. At the San Jeronimo Hilton is **Nelson Sardelli**, Brazilian vocalist. At the Condado Beach Hotel is **Blanca Rosa Gil** (Velvet Records), Cuban female vocalist. . . . The new **Raphael** album in the Allied-Parnaso went on sale at local stores this week. "Digan lo gue Digan" (Let Them Say) is the title of the album and the top tune in it. Musical arrangements and orchestra direction in this album are by Spanish composer **Manuel Alejandro**. He is also the composer of five of the 12 tunes in the album. "La Llorona" (The Girl That Cries) seems to be the tune from the album to have caught with most DJ's and the youngsters. **Raphael** is expected in Puerto Rico early in 1968 for his first visit. . . . **Felipe Rodriguez**, veteran Puerto Rican vocalist with his **Antares Trio**, recently signed with RCA Victor through the local representatives, Kelvinator Sales of P. R. **Carlos Rom**, President of Kelvinator Sales, greeted **Rodriguez** to the RCA Victor fold with a big party at the Banco Popular Sky Room atop this big building in Hato Rey. The first Christmas album by **Rodriguez** and the **Antares** has been rushed and is now on sale both here and in the New York stores catering to Puerto Rican record buyers. **Rodriguez** has held for years the box-office record of any artist playing the Teatro Puer to Rico in New York, the top house among Latin acts playing for the New York Spanish-speaking audiences. **Hector Cabrera**, Venezuelan vocalist (Velvet Records), has been contracted by local bookers Paquito Cordero Enterprises for radio, TV and nightclub bookings. **Cabrera** was recently awarded a prize in Spain for his recording of "No Pienses en Mi" (Don't Think About Me). **Cabrera** is married to Puerto Rican recording and TV artist **Sonia Noemi Gonzalez**.

ANTONIO CONTRERAS



TRINI LOPEZ, Reprise artist, holds bouquets at start of his tour of Japan promoted by Tats Nagashima.

STOCKHOLM

Paul Jones, the **Young Idea**, **Chris Farlowe** and **Simond Dupree** and the **Big Sound** were in Sweden for concert appearances. . . . **Robban Broberg** (HMV) flew to the U. S. to study the show business scene. . . . **Beatles'** recording manager **George Martin** was in Stockholm for talks with EMI Sweden chiefs. . . . Danish singer **Bjorn Timand** (Odeon) has recorded two songs in Swedish. . . . EMI has released 11 soundtrack albums from Walt Disney films on the Disneyland label. . . . Sweden Music has published a Screen Gems album of 16 of the **Monkees'** songs. . . . EMI Sweden is staging a big sales drive for French recordings. . . . **Suzie** (Sonet) has left the **Sunnygirls** group to go solo. . . . **Rupert Davies** was in Sweden to record "Oh What a Beautiful Morning" for Sonet. . . . The Swedish **Butchers' Union** bought 30,000 copies of the **Lee Kings** latest RCA Victor record "Hot Dogs." . . . The **Jackpots'** debut album for Sonet, "Tic-Tac-Toe," has just been released. . . . **Slam Creepers** latest record for Bill is "Joe's Got the Right" written by **Claes Dieden**.

KJELL E. GENBERG

SYDNEY

EMI (Australia) Ltd. has staged a successful promotion to launch 18-year-old **John Farnham's** first record, "Sadie the Cleaning Lady." Promotion men took a cleaning lady around to record studios to clean up announcers booths. Radio men are giving the record lots of talk and airplay.

The Gas Lash discotheque in Sydney is open again after being abandoned for about 18 months. It opened first about three years ago and was then the nation's first discotheque. . . . American **Robin Ward's** 1963 hit "Wonderful Summer" is being revived here. Sydney 2UW disk man **John Melouney** found the record among a pile of oldies a few weeks ago. He played it and got a big audience response. He invited listeners to write in if they wanted the record re-released. Festival pressed it again in response to 10,500 signatures. . . . Festival has done a massive promotion to launch "Snoppy's Christmas" by the **Royal Guardsmen**. It's issued a special beep version to radio stations to cut out the word "bloody," which is a swear word locally.

EMI is printing a special four-color cover for the **Twilights'** new single "Cathy Come Home," inspired by the B. B. C. documentary. This is the first time the company has done this for a local single, usually reserving it for people like the **Beatles**. . . . **Trini Lopez** will give Australian concerts at the end of November. Supporting him will be local girl **Lynne Randell**, who recently toured the United States with the **Monkees**. . . . Festival Records head **Fred Marks**, just back from an Asian tour, reports two Australian records big hits in the Philippines. They are **Tony Worsley's** "Reaching Out" and **Jeff St. John and the Id's** "Big Time Operator," a hit last year in Australia.

Surprise hits: "Stone Free" a **Jimi Hendrix Experience** B-side, has taken off in Melbourne; and

(Continued on page 86)



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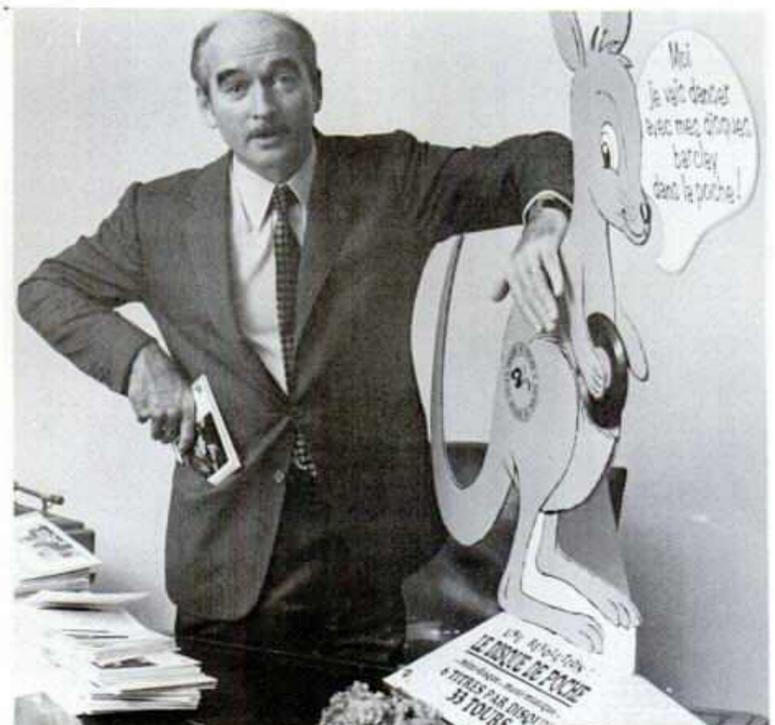
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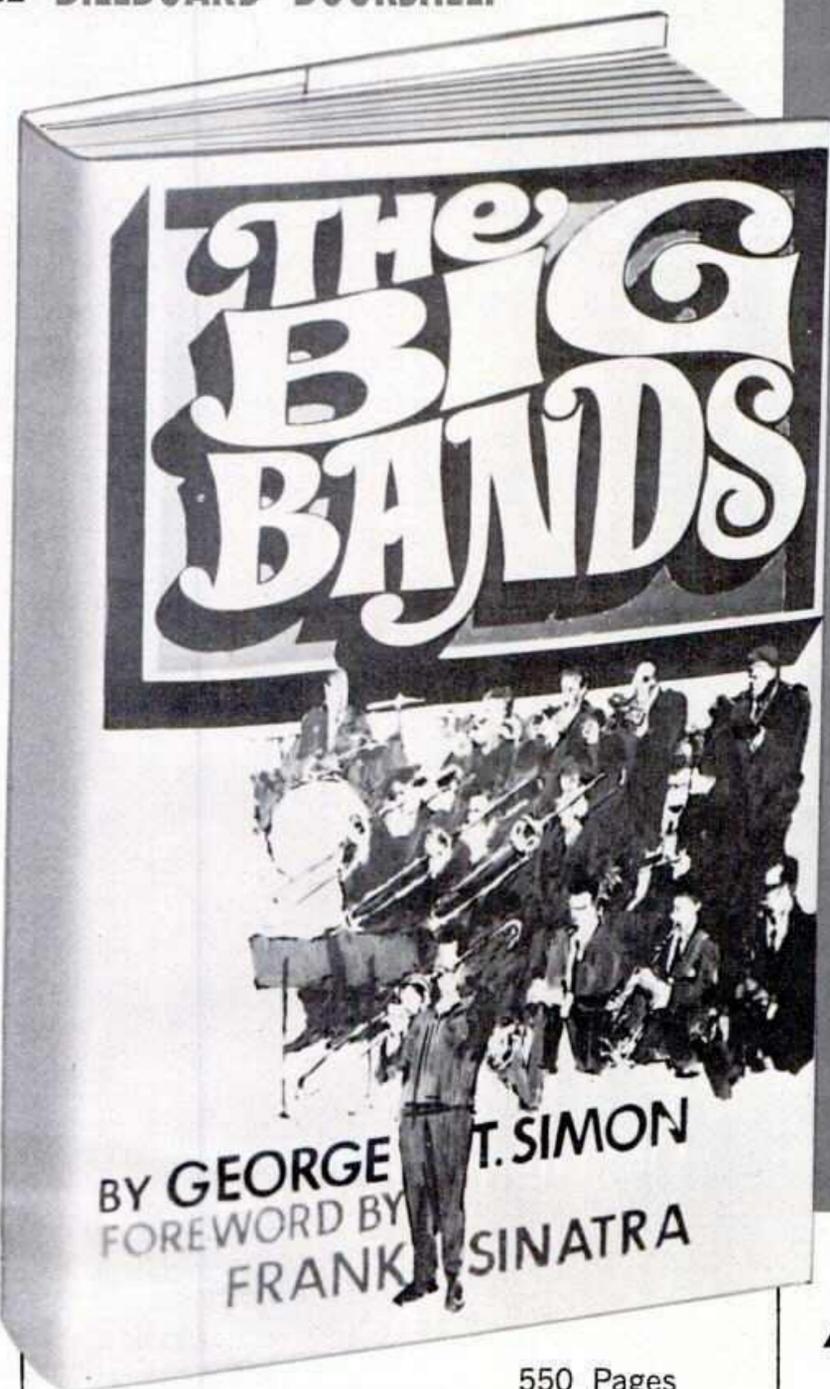
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EDDIE BARCLAY, president of Barclay Records, France, demonstrates the pocket-size dimensions of the new 6-track mini-LP's at a conference to launch the new format.

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ARGENTINA

(Courtesy Escalera a la Fama)
*Denotes local origin

This Week	Last Week	Week	Week	Song	Label
1	6	6	6	TODO ES MENTIRA—Palito Ortega (RCA)—Fermata	RCA
2	2	2	2	HAY UNA MONTANA—Donovan (CBS); *Barbara & Dick (Vik); *Fedra & Maximilian (DiscJockey); *Boogaloo (CBS); *Paul Jordan (RCA); *Nueva Generacion (Quinto)	CBS, RCA, etc.
3	1	1	1	THE WORLD WE KNEW—Frank Sinatra (Music Hall); Caravelli (CBS); *Paul Jordan (RCA); *Nueva Generacion (Quinto)	Music Hall, CBS, RCA, etc.
4	4	4	4	LA BALSA—*Los Gatos (Vik); *Sonny Boy (Erato)—Fermata	Vik, Erato
5	3	3	3	EVEN THE BAD TIMES ARE GOOD—Tremeloes (CBS)	CBS
6	7	7	7	NO—Armando Manzanero (RCA); Ola Guillot (Music Hall); Carmita Jimenez (CBS); Daniel Riolobos (Belter); Carlos Lico (Odeon); *Polo Marquez (Microfon)—Relay	RCA, Music Hall, CBS, etc.
7	5	5	5	LA CARCEL DE SING SING—Jose Feliciano (RCA); *Pepito Perez (Disc Jockey)	RCA
8	8	8	8	ARANJUEZ, MON AMOUR—Richard Anthony (Odeon); Caravelli (CBS); *Vincent Morocco (Polydor); *Nuevos Mac Ke Mac's (Microfon); *Jacko Zeller (CBS)	Odeon, CBS, Polydor, etc.
9	9	9	9	AL PONERSE EL SOL—Raphael (Music Hall)	Music Hall
10	10	10	10	QUIERO LLENARME DE TI—*Sandro (CBS)—Melograf	CBS

AUSTRALIA

(Courtesy Modern Melbourne)
*Denotes local origin

This Week	Last Week	Week	Week	Song	Label
1	1	1	1	THE LAST WALTZ—Engelbert Humperdinck (Decca)—Albert	Decca
2	2	2	2	MASSACHUSETTS—Bee Gees (Spin)—Abigail	Spin
3	3	3	3	THE LETTER—Box Tops (State Side)—Copywrite	State Side
4	7	7	7	HOMBURG—Procol Harum (Essex)—Festival	Essex
5	6	6	6	LIVING IN A CHILD'S DREAM—*Masters Apprentices (Appollo)—Astor	Appollo
6	10	10	10	FLOWERS IN THE RAIN—Move (Essex)—Festival	Essex
7	—	—	—	ALTERNATE TITLE—Monkees (RCA)—Screen Gems	RCA
8	8	8	8	HOLE IN MY SHOE—Traffic (Essex)—Festival	Essex
9	5	5	5	LIGHTNING'S GIRL—Nancy Sinatra (Reprise)—B&H	Reprise
10	—	—	—	GIMME LITTLE SIGN—Brenton Wood (Festival)—Copyright Control	Festival

BELGIUM

(Courtesy Humo Magazine)
*Denotes local origin

This Week	Last Week	Week	Week	Song	Label
1	2	2	2	MASSACHUSETTS—Bee Gees (Polydor)	Polydor
2	3	3	3	THE LETTER—Box Tops (HMV)	HMV
3	1	1	1	THE LAST WALTZ—Engelbert Humperdinck (Decca)—Francis Day	Decca
4	6	6	6	UNE LARME AUX NUAGES—Adamo (HMV)—Ardmore & Beechwood	HMV
5	8	8	8	LA DERNIERE VALSE—Mireille Mathieu (Barclay)	Barclay
6	7	7	7	ZWARTE LOLA—*Annie Heuts (Telstar)	Telstar
7	5	5	5	IK WIL ALLEEN MAAR VAN JE HOUDEN—Heikrekels (Telstar)	Telstar
8	—	—	—	HOMBURG—Procol Harum (HMV)	HMV
9	—	—	—	ARME JOE—*Will Tura (Palette)	Palette
10	9	9	9	SAN FRANCISCO—Scott McKenzie (CBS)—Bens	CBS

BRAZIL

(Courtesy Los Consagrados En El)
*Denotes local origin

This Week	Last Week	Week	Week	Song	Label
1	1	1	1	TODO ES MENTIRA—Palito Ortega (RCA)	RCA
2	—	—	—	QUIERO LLENARME DE TI—Sandro (CBS)	CBS
3	—	—	—	EL MUNDO QUE CONOCIMOS—Frank Sinatra (MH)	MH
4	2	2	2	LA BALSA—Los Gatos (RCA)	RCA
5	—	—	—	LA CARCEL DE SING SING—Jose Feliciano (RCA)	RCA
6	6	6	6	AUN LOS TIEMPOS BUENAS SON—Tremeloes (CBS)	CBS
7	4	4	4	SOCK IT TO ME—Willie Bobo (PH)	PH
8	3	3	3	CUANDO TU NO ESTAS—Raphael (MH)	MH
9	—	—	—	ARANJUEZ MON AMOUR—Richard Anthony (Odeon)	Odeon
10	9	9	9	YO TE AMO, TU ME AMAS—Anthony Quinn (Cap)	Cap

BRITAIN

(Courtesy Record Retailer)
*Denotes local origin

This Week	Last Week	Week	Week	Song	Label
1	1	1	1	LET THE HEARTACHES BEGIN (L)—Long John Baldry (Pye)—Schroeder (Tom Macaulay/John Macleod)	Pye
2	3	3	3	EVERYBODY KNOWS—*Dave Clark Five (Columbia)—Donna (Dave Clark)	Columbia
3	9	9	9	IF THE WHOLE WORLD STOPPED LOVING—*Val Doonican (Pye)—Immediate (Ken Woodman)	Pye

4	2	2	2	BABY NOW THAT I'VE FOUND YOU—*Foundations (Pye)—Weibel-Schroeder (T. Macaulay)	Pye
5	8	8	8	LAST WALTZ—*Engelbert Humperdinck (Decca)—Donna (Peter Sullivan)	Decca
6	5	5	5	LOVE IS ALL AROUND—*Troggs (Page One)—Dick James (Page One)	Page One
7	6	6	6	AUTUMN ALMANAC—*Kinks (Pye)—Davray/Carlin (Ray Davies)	Pye
8	16	16	16	ALL MY LOVE—*Chiff Richard (Columbia)—Shapiro-Bernstein (Norrie Paramor)	Columbia
9	—	—	—	HELLO GOODBYE—*Beatles (Parlophone)—Northern (George Martin)	Parlophone
10	15	15	15	CARELESS HANDS—Des O'Connor (Morris)—Norman Newell	Morris
11	7	7	7	ZABADAK—*Dave Dee, Dozy, Beaky, Mick and Tich (Fontana)—Lynn (Jack Baverstock)	Fontana
12	11	11	11	I FEEL LOVE COMING ON—Felice Taylor (President)—Ed Kassner Music (Mustang Record, Hollywood, Calif.)	President
13	36	36	36	I'M COMING HOME—*Tom Jones (Decca)—Donna (Peter Sullivan)	Decca
14	10	10	10	THERE IS A MOUNTAIN—*Donovan (Pye)—Donovan Music (Mickie Most)	Pye
15	30	30	30	WORLD—*Bee Gees (Polydor)—Abigail (Bill Shepherd)	Polydor
16	4	4	4	MASSACHUSETTS—Bee Gees (Polydor); Abigail (Ossie Byrne/Robert Stigwood)	Polydor
17	18	18	18	SOMETHING'S GOTTEN HOLD OF MY HEART—Gene Pitney (Stateside)—Maribus (Stanley Kaham)	Stateside
18	12	12	12	I CAN SEE FOR MILES—*Who (Track)—Fabulous (Kit Lambert)	Track
19	25	25	25	DAYDREAM BELIEVERS—Monkees (RCA Victor)—Screen Gems ((Chip Douglas)	RCA
20	13	13	13	SAN FRANCISCO NIGHTS—*Eric Burdon and the Animals (MGM)—Schroeder/Slamina (Tom Wilson)	MGM
21	37	37	37	KITES—*Simon Dupree (Parlophone)—Robbins (David Paramor)	Parlophone
22	14	14	14	THERE MUST BE A WAY—Frankie Vaughan (Columbia)—Chappell	Columbia
23	22	22	22	BIG SPENDER—*Shirley Bassey (United Artists)—Campbell-Connelly (Norman Newell)	United Artists
24	32	32	32	THANK U VERY MUCH—*Scaffold (Parlophone)—Noel Gay (Tony Palmer)	Parlophone
25	27	27	27	SO TIRED—*Frankie Vaughan (Columbia)—Campbell-Connelly (Norman Newell)	Columbia
26	24	24	24	SOUL MAN—Sam and Dave (Tee Pee)—Issac Haves/David Poster	Tee Pee
27	23	23	23	YOU'VE NOT CHANGED—*Sandie Shaw (Pye)—Carnaby (Chris Andrews)	Pye
28	19	19	19	HOMBURG—*Procol Harum (Regal Zonophone)—Essex (Denny Cordell)	Regal Zonophone
29	35	35	35	WILD HONEY—Beach Boys (Capitol)—Immediate (Brian Wilson)	Capitol
30	17	17	17	FROM THE UNDERWORLD—*Herd (Fontana)—Warlord (Steve Rowland)	Fontana
31	26	26	26	I'M WONDERING—Stevie Wonder (Tamla-Motown)—Jobete/Carlin (Holland, Dozier)	Tamla-Motown
32	39	39	39	LOVE LOVE'S TO LOVE LOVE—*Lulu (Columbia)—April (Mickie Most)	Columbia
33	31	31	31	JUST LOVING YOU—*Anita Harris (CBS)—Chappell (Mike Margolis)	CBS
34	20	20	20	HOLE IN MY SHOE—Traffic (Island)—Island (Wilson)	Island
35	38	38	38	TRAIN TOUR TO RAINBOW CITY—*Pyramids (President)—Kassner (Eddie Grant)	President
36	33	33	33	RELEASE ME—*Engelbert Humperdinck (Decca)—Burlington (Charles Blackwell)	Decca
37	—	—	—	IN AND OUT OF LOVE—Diana Ross and the Supremes (Tamla-Motown)—Jobete/Carlin (Holland, Dozier)	Tamla-Motown
38	49	49	49	SAM—*Keith West (Parlophone)—Robbins (Mark Wirtz)	Parlophone
39	21	21	21	WHEN WILL THE GOOD APPLE FALL—Seekers (Columbia)—United Artists (Tom Springfield)	Columbia
40	28	28	28	THE LETTER—Box Tops (Stateside)—Barton (Dan Penn)	Stateside
41	29	29	29	FLOWERS IN THE RAIN—*Move (Regal-Zonophone)—Essex (Denny Cordell)	Regal-Zonophone
42	—	—	—	HERE WE GO AROUND THE MULBERRY BUSH—*Traffic (Island)—United Artists (Jimmy Miller)	Island
43	43	43	43	BLACK VELVET BAND—Dubliners (Major Minor)—Scott Solomon (Tommy Scott)	Major Minor
44	48	48	48	I'LL NEVER FALL IN LOVE AGAIN—*Tom Jones (Decca)—Tylet (Peter Jones)	Decca
45	42	42	42	YOU'RE MY EVERYTHING—Temptations (Tamla-Motown)—Jobete/Carlin (Norman Whitfield)	Tamla-Motown
46	44	44	44	I HEARD A HEART BREAK LAST NIGHT—Jim Reeves (RCA Victor)—Carlin (Chet Atkins)	RCA Victor
47	46	46	46	FOGGY MOUNTAIN BREAKDOWN—Flatt & Scruggs (CBS & Mercury)—Southern (Frank Jones & Don Law)	CBS, Mercury

48	34	34	34	REFLECTIONS—Diana Ross and the Supremes (Tamla-Motown)—Jobete/Carlin (Holland, Dozier)	Tamla-Motown
49	47	47	47	THERE GOES MY EVERYTHING—Engelbert Humperdinck (Decca)—Burlington (Peter Sullivan)	Decca
50	—	—	—	I ONLY LIVE TO LOVE YOU—*Cilla Black (Parlophone)—Shapiro Bernstein (Geo. Martin)	Parlophone

CZECHOSLOVAKIA

(Courtesy Melodie)
*Denotes local origin

This Week	Last Week	Week	Week	Song	Label
1	8	8	8	L'IMPORTANT, C'EST LA ROSE—*H. Vondrackova (Supraphon)—Rideau Rouge-Supraphon	Supraphon
2	2	2	2	DON DIRI DON—*W Matuska (Supraphon)—Supraphon	Supraphon
3	1	1	1	PERDONNO—*Y Prenosilova (Supraphon)—Supersonic-Supraphon	Supraphon
4	—	—	—	POJD SE MNOU LASKO MA—*W. Matuska (Supraphon)—Supraphon	Supraphon
5	—	—	—	BRATI MI SRCE—*S. Matol (Supraphon)	Supraphon
6	7	7	7	MY PRAYER—*K. Gott (Supraphon)—Peter Maurice-Supraphon	Supraphon
7	10	10	10	NECH TU LASKU SPAT—*M. Kubisova, W. Matuska (Supraphon)—Panton	Supraphon
8	—	—	—	NAHROBNI KAMEN—*Petr Novak & Flamengo (Supraphon)—Panton	Supraphon
9	6	6	6	DISTANT DRUMS—*J. Grossman & Country Beat (Supraphon)—Combine Music	Supraphon
10	3	3	3	ZELVA—*Olympic (Supraphon)—Supraphon	Supraphon

HOLLAND

(Courtesy Radio Veronica and Platennleuws)
*Denotes local origin

This Week	Last Week	Week	Week	Song	Label
1	1	1	1	HOMBURG—Procol Harum (Stateside)—Essex Holland/Basart	Essex
2	4	4	4	DE BOSTELLA—*Johnny Kraaykamp & Rijk de Gooijer (Artone)—Portengen	Artone
3	2	2	2	MASSACHUSETTS—Bee Gees (Polydor)—Basart	Polydor
4	3	3	3	FROM THE UNDERWORLD—Herd (Fontana)	Fontana
5	5	5	5	MELODIA—*John Woodhouse (Philips)—Altona	Philips
6	10	10	10	AUTUMN ALMANAC—Kinks (Pye)—Belinda (Stateside)	Pye
7	6	6	6	THE LETTERS—Box Tops (Stateside)	Stateside
8	8	8	8	TOMORROW IS ANOTHER DAY—*Buffoons (Imperial)—Holland	Imperial
9	—	—	—	ZAI ZAI ZAI—*Ben Cramer (Omega)—Int. Muziek Comp.	Omega
10	9	9	9	MAMA—Heintje (CNR)—Basart	CNR

ITALY

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

This Week	Last Week	Week	Week	Song	Label
1	2	2	2	MAMA—Dalida (Barclay)—R. R. Ricordi	Barclay
2	3	3	3	PAROLE—*Nico e i Gabbiani (City)—Ariston	City
3	1	1	1	SENZA LUCE—*Dik Dik (Ricordi)—Aromando	Ricordi
4	4	4	4	SAN FRANCISCO—Scott McKenzie (CBS)—R. R. Ricordi	CBS
5	5	5	5	POESIA—*Don Backy (Clan)—El & Chris	Clan
6	6	6	6	SAN FRANCISCO—*Bobby Solo (Ricordi)—R. R. Ricordi	Ricordi
7	7	7	7	A WHITER SHADE OF PALE—Procol Harum (Deram)—Aromando	Deram
8	8	8	8	ESTATE SENZA TE—Cristophe (Vogue)—MAS	Vogue
9	15	15	15	MEZZANOTTE FRA POCO—*Gianni Morandi (RCA)—RCA	RCA
10	9	9	9	IO TI AMO—*Alberto Lupo (Cetra)—Chappell	Cetra
11	—	—	—	TENEREZZA—*Gianni Morandi (RCA)	RCA
12	12	12	12	YEEEEEEH!—Primitives (Arc)—Svini	Arc
13	13	13	13	NEL SOLE—*Al Bano (VdP)—VdP	VdP
14	11	11	11	WE LOVE YOU—Rolling Stones (Decca)—Aromando	Decca
15	14	14	14	LET'S GO TO CAN FRANCISCO—Flower Pot Men (Deram)	Deram

JAPAN

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

This Week	Last Week	Week	Week	Song	Label
1	1	1	1	LOVE YOU TOKYO—*Kurosawa Akira & Los Primos (Crown)—Crown	Crown
2	2	2	2	KITAGUNI NO FUTARI (IN A LONESOME CITY)—*J. Yoshikawa & Blue Comets (CBS)—Watanabe	CBS
3	3	3	3	SEKAI WA FUTARI NO TAMENI—*Sagara Naomi (Victor)—All-Staff	Victor
4	4	4	4	MONA LIZA NO HOHOEMI—*Tigers (Polydor)—Wantanabe	Polydor
5	5	5	5	KITAGUNI NO AOI SORA (HOKKAIDO SKIES)—*Okumura Chiyo (Toshiba)—Toshiba	Toshiba
6	20	20	20	OKAY!—Dave Dee Group (Philips)	Philips
7	12	12	12	SAKU NO KOITARO—*Hashi Yukio (Victor)—Oriental	Victor
8	14	14	14	LET'S GO UMMEI (SYMPHONY NO. 5)—*Bunnys (Seven-Seas)—Terauchi	Seven-Seas

9	11	11	11	WAKARETA ANO HITO—*Kayama Yuzo (Toshiba)—Watanabe	Toshiba
10	7	7	7	AI NO KOKORO—*Fuse Akira (King)—Watanabe	King
11	17	17	17	KOI O SHIYOYO JENNY—*Carnabeats (Philips)—Shinko	Philips
12	10	10	10	ANO HITO NO ASHIOTO—*Ito Yukari (King)—Watanabe	King
13	6	6	6	SAN FRANCISCO—FLOWERS IN YOUR HAIR—Scott McKenzie (CBS)—Victor	CBS
14	16	16	16	YUKO NO NAMIDA—*Mita Akira (Victor)—Oriental	Victor
15	13	13	13	AOZORA NO ARUKAGIRI—*Wild Ones (Capitol)—Watanabe	Capitol
16	—	—	—	SHIOKAZE GA FUKINUKERU MACHI—*Sagio Teruhiko (Crown)—Crown	Crown
17	18	18	18	SUMMER WINE—Crickert Five (CBS); Nancy Sinatra (Reprise)—Tone	CBS
18	18	18	18	BARAIRO NO KUMO—*Village Singers (CBS)—TOP	CBS
19	9	9	9	KIRI NO KANATANI—*Mayuzumi Jun (Capitol)—Ishihara	Capitol
20	—	—	—	KOI NO FUGA—*Peanuts (King)—Watanabe	King

MEXICO

(Courtesy Audiomusica)
*Denotes local origin

This Week	Last Week	Week	Week	Song	Label
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**TAPE
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by **Larry Finley**

One of the greatest thrills this writer has ever experienced was when he phoned Grady Brown, Jr., of Brown Sales Company in Columbia, South Carolina, last Monday, to tell him that he was the winner of the ITCC/20th Century-Fox Sweepstakes to select a "MR. & MRS. AMBASSADOR OF THE TAPE CARTRIDGE INDUSTRY." The call was made from the office of Mr. Arthur P. Jacobs, producer of DOCTOR DOLITTLE, at the 20th Century-Fox Motion Picture Studios.

All of the cards received from ITCC distributors were placed in a box and Mr. Jacobs, after thoroughly mixing them up, drew the name of MR. GRADY BROWN, JR. Participating in the drawing with Mr. Jacobs was Lionel Newman, musical director of 20th Century-Fox Film Corporation; Eliot Tiegel of BILLBOARD; Sol Zamek, president of West Coast Tape Cartridge Company, and the writer.

After the drawing, we immediately got on the phone and called Grady and our first words to him were: "You and your wife better get your passports and vaccinations because you are going to London for the World Premiere of DOCTOR DOLITTLE." Grady answered: "Oh, my gosh, no! My wife will never believe this!" At this point both Mr. Jacobs and Mr. Newman got on the phone and added their congratulations and told him that they were looking forward to meeting both he and Mrs. Brown in London.

As the winners of the ITCC/20th Century-Fox DOCTOR DOLITTLE Sweepstakes, Mr. and Mrs. Brown will be flown from Columbia to New York on December 8th where they will be met at the airport by a chauffeured limousine and taken to one of the finest hotels in the city. That same evening, they will be guests of honor at a special cocktail party to be held at the Friars Club.

On December 9th, the Browns will be hosted by Toots Shor at his famous restaurant for luncheon and, that evening, they will be entertained at New York's famous "21" Club. At 10:10 p.m. the Brady's will board Olympic Airways Flight #410 for Paris where they will be met by Mr. Harris Kapetanakis of Olympic on their arrival. From Paris they will be flown to London with luxurious accommodations awaiting them at the Grosvenor House.

On December 12th, "MR. & MRS. AMBASSADOR" will attend the Royal Command Performance of DOCTOR DOLITTLE, along with Her Majesty, Queen Elizabeth II, as well as Members of Parliament, world-renowned society figures and distinguished film and theatre personalities. They have also been invited to a premiere party as well as other social events being planned by the 20th Century-Fox Film Corporation, ITCC and the British Empire Cancer Campaign committee. They will have an opportunity to meet and be photographed with many of the stars of DOCTOR DOLITTLE—Rex Harrison, Samantha Eggar, Anthony Newley and Richard Attenborough, as well as Richard Zanuck, Executive Vice-President in Charge of Production at 20th Century-Fox; the producer of DOCTOR DOLITTLE, Arthur P. Jacobs; the director, Richard Fleischer; the writer and composer, Leslie Bricusse, and the musical director of 20th Century-Fox, Mr. Lionel Newman.

On December 13th, Mr. and Mrs. Brown will be returning to Paris, where they will be met by representatives of 20th Century-Fox Film Corporation and Olympic Airways. In Paris they will see the sights, visit the famous Lido Club, dine at Maxim's and stay at the luxurious Ritz Hotel.

On December 14th, we board the plane—once again, first-class accommodations on Olympic Airways—for our return home. The Browns will then write of their experiences on this exciting trip and the story will appear in BILLBOARD.

This fabulous prize is the first of many "treats" that will be given to ITCC distributors as a forerunner of the most gigantic promotion ever held in the music industry.

Tape CARtridge

DGG Nears 250 in Cassette Titles —Output Aim 1.5 Mil. Units in '68

By **OMER ANDERSON**

HAMBURG — By the end of the year, Deutsche Grammophon will have 250 cassette titles on the market, about 50 of them with classical repertoire from DGG.

For the first time, Deutsche Grammophon this year has pursued a policy of presenting its most important classical and pop (the Polydor label) on cassettes, as well as LP.

Grammophon estimates 1967 production at 1 million units.

It was necessary, however, to expand the cassette production facilities at Grammophon's Hannover pressing plant. Grammophon announced that it has target 1968 production at 1.5 million units, including the demonstration cassettes which are given free to purchasers of Philips machines.

Own Labels

Grammophon is now producing cassettes with material from its own labels (Deutsche Grammophon, Polydor and Polydor International); and material distributed by Grammophon on the Verve, MGM, United Artists, A&M Records and Storyville labels.

Deutsche Grammophon has developed special sales promotion aids for cassette dealers, including revolving and hanging racks, and has supplied retailers with special sales promotion material.

Grammophon pointed out that it is distributing all of its own cassettes—both pop and classical. This distribution is independent of Philips.

Grammophon has just re-

leased a further series of 10 classical cassette titles, including highlights from Herbert von Karajan's La Scala production of "Cavalleria Rusticana" and "Pagliacci," his recordings of "Mussorgsky's" Pictures at an Exhibition and Ravel's "Bolero"; Siegfried Behrend's recording of the "Guitar Concertos," by Rodrigo and Castelnuovo-Tedesco; and—all with the Berlin Philharmonic—highlights of Karl Boehm's recording of Mozart's

Magic Flute.

Grammophon said the following artists are represented on its pop releases: Peter Alexander, Herb Alpert, the Bee Gees, Roy Black, James Brown, the Cream, Ella Fitzgerald, Connie Francis, Freddy, Erroll Garner, Max Greger, Jimi Hendrix, Bert Kaempfert, James Last, the Lovin' Spoonful, Wencke Myrhe, Oscar Peterson, Fritz Schulz-Reichel, Jimmy Smith and the Who.

MGM's Tape Parley Slated for London

LONDON — Two hundred executives, distributors and their wives from the American tape and tape CARtridge industry will be flown to London by MGM in January for a major tape conference and a week of special activities.

The conference will be the highlight of the all expense-paid week which will be the prize for the Ampex and ITCC distributors achieving the greatest increase over their sales quotas during the current three-month sales incentive program for MGM tape product in the U. S.

MGM's tape products and special projects chief Mel Price arrived in London Nov. 19 for talks with MGM's U. K. chief Rex Oldfield on the setting up of the conference to be held at London's newly opened Royal Lancaster Hotel.

The 80 or so winning distributors and their wives will

get to London Jan. 21 and will be welcomed to a cocktail reception the following evening. On Nov. 23 the conference will open with major keynote speakers including MGM Records' president Mort Nasatir, Ampex general manager Don Hall, ITCC chief Larry Finley and Oldfield.

The conference which may run on to the next day will include new product presentation and the unveiling of the latest developments for MGM repertoire in the various configurations.

Other executives at the conference will include MGM's Eric Steinmetz and ITCC's Jim Gall. Many of the brass, including Nasatir, will go on afterward to MIDEM in France.

Meanwhile the distributors, whose air flights and accommodations will all be paid for by MGM, will be treated to a full range of special activities by their British MGM hosts, including performances by local MGM artists, a discotheque visit and trips to other places of special interest.

Pepsi Gets License

NEW YORK — Pepsi-Cola Bottling Co. has received a two-year license for Mountain Dew soft drink commercials from Tannen Music. The "Mountain Song" tune was written by Scott Wiseman and Bascomb Lunsford.

Phonodisc Enters Market As Distributor of 8-Track

TORONTO—Phonodisc, Ltd., is the latest Canadian record distribution firm to enter the tape cartridge field, with distribution of 8-track Motown product set and negotiations under way for the 8-track product of other record labels they represent.

Phonodisc delayed entering the cartridge field until its surveys in the field indicated sufficient demand, and these surveys of retail outlets, plus discussions with companies already in the market here and with their affiliates in the U. S., have

led the company to believe 8-track is the configuration to go with. Four-track will be added only if and when demand warrants it.

Phonodisc's initial release, announced with a special mailing to record dealers, includes virtually all 8-track product available from the Motown catalog, to be imported to retail at \$7.98. "We are not only going to sell through normal record outlets; we are looking into distribution to automotive and electronics outlets as well," said national sales manager Hal Ross.

Australian Record Co. Enters Cassette Derby

SYDNEY — The Australian Record Co. has entered the cassette business with the release of 24 tapes from the CBS catalog. Artists include Bob Dylan, Frank Sinatra, Barbra Streisand, Julie Andres, Simon and Garfunkel, Andy Williams, the New Christy Minstrels, Charlie Byrd and the Byrds.

The Australian Record Co. has had earlier small releases of imported Lear Jet and Muntz systems, but sales have not been great. The company is entering territory pioneered in Australia

by Philips 18 months ago and later developed by EMI.

An ARC spokesman said his company was promoting the tapes by leaflets and displays and were selling them in car showrooms and radio accessory stores as well as in record stores.

The tapes would sell for the regular market price of \$7.75 retail and would be followed up by releases of cassettes of material from other labels locally owned by ARC. These would include Kapp and Chess material.



RECEIVING A PLAQUE from MGM Records for outstanding sales of PlayTape machines and CARtridges is Sidney Koenig, left, of Chancellor Electronics, Newark, N. J. Irv Stimler, head of special projects for MGM, made the award.

Borg-Warner Adds Player

CHICAGO — Borg-Warner's Spring division is adding a portable 8-track tape CARtridge player to its 1968 line. The self-contained unit, called Car-table-8, can be played at the touch of a switch through existing stereo componentry. Its speakers can be use in their attached positions or separated as much as 18 feet. Price of the lightweight player is about \$100.

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Peterbilt Equips Trucks With Units Tailored to Long Haul

By BRUCE WEBER

LOS ANGELES — Instead of warm cabs and dashboards equipped with radios, truck drivers now want luxuries and stereo tape music.

Peterbilt Motors Co., Newark, Calif., a custom truck-building division of publicly owned Pacific Car & Foundry Co., is prospering because it tailors Motorola 8-track tape players.

Drivers now insist on tape players—"4 or 8-track, if you please"—to while away the lonely driving hours between cities. While Peterbilt limits its unit installation to 8-track, it will install any 8-unit player, including RCA, Lear, Borg-Warner, Universal Tapedeck.

Companies and drivers also can purchase tapes at Peterbilt—in the parts department. "A driver can buy an exhaust pipe and stereo tape in our parts department," smiles John M. Bodden, Peterbilt's general manager. "We have a complete tape catalog, and we manage to keep up with the latest product, too."

"We're always happy to customize equipment and cabs for a reasonable price." While declining to stipulate the tariff on tape player installation—"It varies, Bodden says, "depending on which unit is used—to lure additional truck buyers into using stereo music.

Only one other "tailored truck" company in the country customizes trucks with tape units, asserts Bodden, who reveals that 20 per cent of the trucks coming out of their plant are equipped with 8-track units.

Kenworth Co. of Seattle, Wash., also tailors trucks with tape players.

Bodden smiles as he says it, because tape units have been a pleasant "growth area" for Peterbilt, along with air cushion seats, air conditioning, radios, chrome decorations and specific color combinations.

While he doubts whether tape players will become standard equipment, Bodden visualizes a great response among independent truckers to install units. "The national trucking lines are involved with union contracts that limit "convenience gadgets," he says.

Units have become popular, Bodden believes, because of selectivity of music and because truck radios often fade out along trucking routes. "Players guarantee a continuous flow of music, and tapes may be purchased to suit the tastes of each truck driver."

On one occasion, Peterbilt installed a stereo unit with four speakers in an "over-the-road" truck because the driver was a high-fidelity buff.

Even the fact that wives get into the act—picking truck

colors, interior decoration, 8-track units and tape—doesn't disturb Bodden. Often, it's the wife who urges her truck-driving husband to purchase a unit," he says. "They want them to be comfortable along the lonely roads, I guess."

Peterbilt operates with approximately 1,000 employees in a 300,000-square-foot facility, with expansion plants being considered in Indiana, Ohio, Tennessee or Kentucky.

Wellington Into 5 New Locations

PHILADELPHIA — Wellington Car Stereo Centers, a new tape and stereo operation for this area, has apparently hit paydirt with its operations based on outdoor sales from trucks and gasoline station outlets. The firm has leased five new locations in the area and other locations are planned.

The new sites include two former service stations—one in the city and the other in nearby Chester, Pa. A third stop is a corner property in the Northeast section of the city. The other two are a building in Upper Darby, Pa., and a store in Pennsauken, N. J.

Atlas-Rand Will Distribute Berlitz Language Cassette

CLIFTON, N. J. — Atlas-Rand Corp. has acquired exclusive national distribution rights to Berlitz language lesson cassettes, said Harold Rosen, Atlas-Rand vice-president and chief of the firm's Sentry tape CARtridge line.

Berlitz will continue to accept cassette orders only from educational accounts; Atlas-Rand will handle all other accounts, according to Sentry sales director Dick Price. Atlas-Rand is offering 10 Berlitz cassettes—two each in Spanish, French, Italian, German, and Russian. The language lesson cassettes were designed primarily for the growing number of Americans who travel to Europe on vacation or business. Each cassette

teaches basic phrases necessary in every-day situations.

The cassettes list for \$6.95. Price said that as an introductory offer pre-packs of 50 assorted Berlitz language cassettes will be available through Jan. 15 to dealers at a discount of 1/3, plus an extra 5 per cent. All Berlitz cassettes carry the Atlas-Rand 100 per cent exchange guarantee.

In connection with the cassettes, Berlitz phrase books will be available for a suggested retail price of \$1.25.

Harrison Catalog Business Booms

NEW YORK—To illustrate how fast the tape CARtridge business is growing, the Harrison Catalog of Stereo 8 Cartridge Tapes—Nov./Dec. 1967 sold 115,000 copies, said Mrs. Molly Harrison, president and publisher of the firm. A year ago the catalog's first issue sold 70,000 copies.

The catalog, devoted only to 8-track, contains 2,852 titles. Another catalog—the Harrison Catalog of Stereo 4-Track Tapes—covers 4-track cartridges, cassettes and reel-to-reel tapes. The firm launched a tape catalog in 1955 when only monaural tapes were available and has followed the development of the business into 4-track and 8-track.

Lear Division Adds 4 Distributors

DETROIT — The stereo division of Lear Jet Industries has named four new distributors to carry the complete line of Lear Jet Stereo 8 home and auto cartridge playing systems.

New distributors added during the past two months were Cooper-Louisville, Louisville, Ky.; Continental of Hawaii, Honolulu; Bill Fisher Auto Air Conditioning, Little Rock, Ark.; Carswell Distributing Co., Winston-Salem, N. C., and Godwin Distributing Co., Atlanta, Ga.

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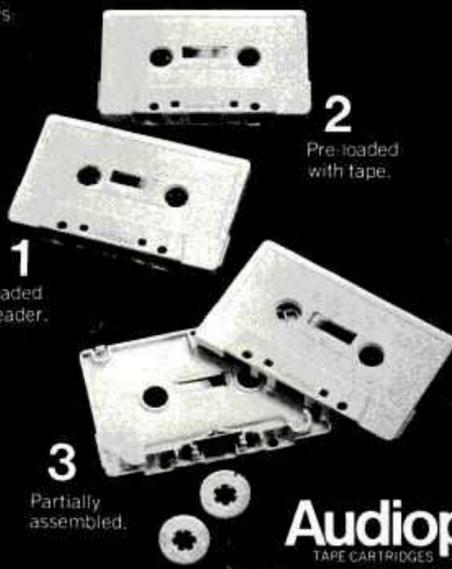
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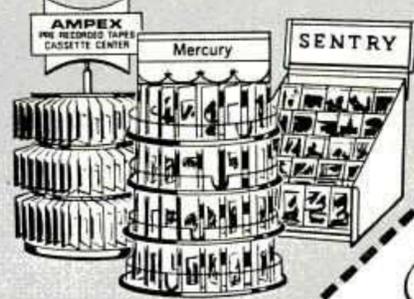
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Tape CARtridge

Stereodyne Is Giving 'No Return' CARtridge 50G Promotional Lift

DETROIT—Waving a \$50,000 advertising and promotion budget, Stereodyne, an independent tape cartridge duplicator and manufacturer, is launching an all-out campaign to promote its new "No Return" tape cartridge.

In its theme, "One Way Cartridges—No Returns," Stereodyne takes the defective cartridge rate to task. Key features of its new 4 and 8-track cartridges are its spacious spill chamber and eliminator of pressure pads. Stereodyne officials claim that its 8-track unit contains "the industry's largest spill chamber," while its 4-track cartridge features that configuration's only spill compartment. The chamber provides the room for tape take-up within the cartridge. The larger chamber, Stereodyne officials say, prevents the tape from jamming in the player and thus ends pile-up and tape pleating by the pinch roller.

Marketed under the "Dynapak" trademark, the new cartridge design also features a platform which holds the tape in the cartridge. The tape path is completely enclosed. Total record capacity

of the cartridge is 100 minutes.

Dynapak's spill chamber also allows simple return of a pulled-out tape loop. By quickly tugging and releasing the tape on the side opposite the pinch roller, the tape loop returns into the cartridge.

Another feature of the Dynapak "No Return" cartridge is the elimination of the pressure pads. According to Stereodyne officials, the pressure pad is the cause of crosstalk on 8-track cartridges. Also, they claim the pad reduces head wear in players. Wow and flutter is eliminated through a one-piece silicone pinch roller.

Fewer parts and the interchangeability of parts between 4-and 8-track cartridges is still another of the cartridge's features.

Stereodyne's cartridge, while being tamper-proof, is also easily opened by the duplicator or manufacturer. The cartridge is closed by a single screw under the wrap-around label. The only way a consumer can open the cartridge is by breaking the label.

From The Music Capitals of the World

• Continued from page 86

pearances, and finalize a tour of France with Nana Mouskouri in March. . . . Les Sinners, one of the top French-Canadian groups, have recorded English versions of their current Jupiter release, "I Don't Know" and "Late, It's Getting

nedy, My Kind of Guy" by Pat Burns, controversial, abrasive host of CKGM Montreal's open-line radio shows. The LP was released only two days before the anniversary of Kennedy's assassination and some stores sold out within hours, with airing of the album on Burns' Nov. 22 shows adding impact. Burns also has a multitude of fans in Vancouver who rioted when he was taken off the air there a few years ago. Other side of the LP is "Easter Message," Burns' monolog on why Christ died, which guarantees renewed interest at Easter. . . . Impressionist Rich Little's first single since signing with Colgems has been rushed by RCA Victor. It's "That's Life" (the Senator) and "Did I Ever Really Live" (Bogie). . . . Arc's hit singing satirists, the Brothers-in-Law, hit the Christmas record market with a single, "Christmas Snow" and "Merry Christmas Mad-rigal," after which carols will never be

the same. . . . RCA Victor has a new single by Calgary's 49th Parallel from Canadian-owned Gaiety Records in the U. S., pre-release in Canada of "Citizen Freak" and "She Says," following up the success of their "Labourer" here. **KIT MORGAN**

Mahler 6th Out On CBS for Yule

LONDON — CBS is releasing for Christmas sales Mahler's "Symphony No. 6," with Leonard Bernstein conducting the New York Philharmonic. The two-record set will retail at the special price of \$6.

This issue is a further step in the CBS-projected complete cycle of Mahler's symphonies of which "No. 8" has been a best seller during the past few months.

The set also contains reminiscences by the composer's daughter Anna Mahler, associates and musicians who played under him.

YOU DON'T HAVE TO BE A
KERNEL TO ENJOY

GREG FITZPATRICK'S
'THE POPCORN MAN'

BY
THE LORDS OF
LONDON

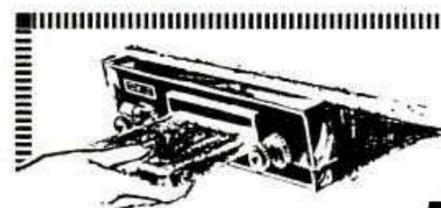
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Late," plus two other sides in English, and have attracted interest from several U. S. companies, while France has shown interest in the French versions.

New Canadian company, Barclay Records Ltd., and general manager Johnny Williams played host last month to Marcel Aupart, director-general of Riviera, and his wife, Riviera a&r director Leo Missir, and their new recording star, Nicoletta, whose "La Musique" is high on the charts in France. During their 10-day stay, Nicoletta appeared on several CBC-TV French network shows, then did a promotional tour of the province visiting key radio and TV stations.

Almada Record Corp., distributor of the Living Language series in Canada, reports a continuing upswing in sales of French courses to English-speaking Canadians and English courses to French-Canadians as national unity remains an issue, and a surprise surge in sales of Japanese courses, now selling more per month than sold per year in the past. This reflects interest in Expo 70 in Tokyo, explains partner Marvin Drimer. . . . Quality reports excellent response from radio stations to its promotion to pick the A side of the debut single by the Fringe via deejay votes. Winning cut from five selections by the Toronto group is "Flower Generation" for rush release to follow up interest gained by the promotion. Dave Tierney, GFUN, Vancouver, deejay, won \$100 payable to his favorite charity in a draw from entries naming the winning title.

RCA Victor had an instant hit in Montreal with its album "Ken-



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Audio Retailing

Audio Retailers Back Biggest Weekend With Ad Barrage

CHICAGO — The weekend after Thanksgiving—the biggest Friday-Saturday for audio sales during the year—was supported throughout the country with record advertising expenditures.

In an attempt to stimulate sagging sales, retailers bought particularly large quantities of space in the Thursday (23) and Friday morning dailies.

The Chicago Sun-Times and Chicago Tribune on Thursday were heftier than Sunday editions. Both papers carried record, tape, playback and receiver advertising from scores of retailers. The first full-page ad to be run in the Midwest on tape cartridges was run by E. J. Korvette in the Sun-Times. Other notable advertisements appearing in Chicago—and representative of other major markets—included:

\$2.49

- A full page by Lyon-Healy offering Everest stereo at \$1.88, the Magnavox 8-transistor FM/AM pocket portable at \$19.95, the Magnavox solid-state portable phonograph at \$99.90 and

the Harmony classic guitar at \$48.95.

- A two-page spread by Polk Bros. on records, offering the A&M catalog at \$2.49, Columbia (Williams, Conniff, Faith, Goulet, Byrds) at \$2.75, Columbia's soundtrack "Camelot" at \$3.35, RCA Victor (Field, Presley, Mancini, Monkees) at \$2.49, RCA Camden at \$1.39, London's Mantovani at \$2.49, Columbia 8-track tapes at \$5 each, Columbia's "Camelot" on 8-track cartridge at \$6, RCA Victor 8-track cartridge tapes at \$5 and twin-packs at \$6.75.

- Olson Electronics' quarter-page offering the Muntz compatible home cartridge player at \$119, the Ampex Micro 585 cassette tape player/recorder at \$199.95, the Concord F-90 Radiocorder at \$69.50 and blank Mylar tape at 69 cents for 1200 feet, 99 cents for 1800 feet and \$1.39 for 2400 feet.

- Wurlitzer's quarter-page offering the Columbia Musical Treasury stereo library of 10 LP's free with the purchase of any stereo unit.

- A two-page spread by Allied Radio Corp. offering the Nor-elco Continental 101 tape recorder at \$49, the Concord 700 tape recorder at \$149, the Wollensak 5300 tape recorder at \$199, Columbia Masterwork M2014 phonograph with stand for \$119, and the Magnavox solid-state stereo FM radio (FM33) at \$129.95. Allied, strangely enough, advertised no tape cartridge playback equipment.

- Shoppers' World's half-page offering LP's (Cowbills, Mantovani, Lulu, H. P. Lovecraft, Box Top) at \$2.88. The store also offered G.E. portable phonographs, radios and table radios.

- Goldblatt's full page listing G.E. four-speaker stereo consoles (8-inch woofers, 3-inch tweeters) at \$198.88, the Nor-elco cassette tape recorder (with mike, remote switch, tape and case) at \$69.50.

- Karnes Music Co. one-third page offering the following array of music brand names: Zenith, Sylvania, Sony, Wurlitzer, Knabe, Westbrook, Fender, Gibson, Martini, Ampex.

Behind the Radio Sales Revival Is Teen Craving for 'Instant Music'

LOS ANGELES—All "things" considered, today's turned-on teens have one common interest—instant music. And that, as any dealer will tell you, adds up to a lot of transistors.

To make sure they had music on the move, U. S. kids were responsible in the main for the sale of 23.5 million portable radios in 1966.

The 1956 figure was 3.1 million. Unit volume for table and clock radios during the same decade didn't even double.

Just how big the radio revival is here can be seen in this: White Front this year has about doubled its sales in radios, primarily portable AM/FM merchandise. And the future of home electronic sales in radios can be seen in this: White Front next year expects to carry a larger inventory in small pocket-sized portables, table models and multi-band portables.

The radio revival is not restricted to teen-agers, although they purchase a large percentage of the product.

Businessmen

White Front, for instance, has discovered businessmen appreciate portables for office use. Senior citizens, as numerous in Southern California as there are hippies in San Francisco and along famed Sunset Boulevard, purchase radios to pass away hours while gardening and pruning.

The giant discount outlet points to still another untapped radio market—the sports fan. A trip to any of Southern California's numerous sports stadiums and arenas reveal businessmen with ear plugs listening to transistors.

White Front, which actively promotes radio product in community, suburban and metropolitan newspapers and advertising flyers, prices its merchandise within reach of the teen

wallet and certainly within the financial grasp of senior citizens and businessmen.

But because of teen appeal (teen-agers purchase 68 per cent of the radios according to Chamber of Commerce figures), a vintage home electronic industry—radio—has revived and is making its sound heard in cash registers at large discount outlets and at small independents.

Big

A buyer for White Front put it frankly: "The portable radio market is big, and we want a big piece of the action. We're going after it, too—in a big way."

To woo the purchaser, White Front sells merchandise from \$2.96 (transistor pocket radio) to \$79.96 (a GE AM/FM stereo table model which plays stereo FM, plus FM/AM. Prices in some lines are very competitive, especially the 10-transistor AM/FM portable for \$8.96 and the GE AM/FM portable at \$29.96. A best-seller at White Front in the table model line is the AM/FM table radio for \$16.96.

White Front promotions hit hard at the RCA and General Electric lines, both in portables and in table models. Novelty radios at White Front also do well, and sell even without promotion.

"Whether the teen-ager or young adult wears far-out clothes or he is a 'square,' today's mod mob want radios," says a White Front salesman. "It's avant-garde."

With the current marketing penchant for turning almost any sort of idea into a teen business, it was inevitable that someone would get around to merchandising radios for every occasion, whether it be for rest and relaxation or beach parties.

All Sells

A salesman at White Front

said: "Southern California is a portable radio market. It doesn't matter if its a vest-pocket transistor or an AM/FM model. It all sells."

Portables are aimed at every consumer age group. "We pitch 'em all," the buyer revealed. "And we push portables for the entire family, not just sister or brother. We want every kid in the family to have their own portable or desk radio, or both."

Teens show little self-restraint when purchasing merchandise. It has been several years since the consumer rediscovered the radio, and as many months since the discount house uncovered a solid financial "fountain of youth."

And the teens show no indication of "losing their exuberance," the buyer said.

FM Portables Up in September

WASHINGTON—The Electronic Industries Association's marketing services department reports that for September, FM-capacity portable radios showed an increase of 36.3 per cent in units sold to dealers over the same month last year. The total units sold during the month: 215,813. Total to date for the year: 1,397,226, a 28.5 per cent increase.

Sale of FM auto radios increased 37.7 per cent over September, 1966 and are running 29.8 per cent of 1966 for the first nine months.

B&W Into Video

NEW YORK — Babcock & Wilcox Co., through its Diamond Power subsidiary, is entering the videotape recorder field. Plans call for introduction of three models ranging in price from \$1,000 to \$8,500.

EIA Approves, Funds A Technician Program

WASHINGTON — A five-year program designed to increase the number of qualified servicemen available to the consumer electronics industry was approved and budgeted at over \$500,000 during the recent Los Angeles meeting of the executive committee of the consumer products division of the Electronic Industries Association.

The multi-phase program will encompass career guidance, teacher and student training, curriculum upgrading, job placement and public relations. There is an estimated shortage of about 30,000 service technicians in the industry.

A 15-minute, color film on electronic servicing as a career will kick off the career guidance program. It is anticipated that the film will be seen by over a quarter of a million high school students every year. A brochure for both the student and guidance counsellor will be widely distributed.

Newsletter

A series of weekend and summer seminars and institutes will be devoted to training teachers in the consumer electronics field. This will be supplemented by a teacher's newsletter. The CPD will provide a consultation service to schools or school districts for curriculum upgrading.

The positive side of electronics servicing will be stressed by a public relations campaign utilizing radio and TV, feature articles and other means.

CPD staff members, accompanied by service managers from several major consumer electronics firms, will attend the American Vocational Association convention in Cleveland this month to conduct a three-hour seminar on all aspects of electronics servicing as a career. The convention is attended by over 1,500 guidance counsellors, teachers and students from all over the country.

Houston Store Opening Features Seeburg Unit

HOUSTON — Holcombe-Lindquist, Inc., opened its new Memorial-Spring branch in Town and Country Village here late last month with a "Swinging Fun-In" that featured the new Seeburg Home Music Center.

Holcombe-Lindquist, its main store downtown, handles such brands as Hammond organs, Story and Clark console pianos, Kawai pianos, Cable spinet pianos, Huntington pianos built for Gulf Coast climate and several lines of player pianos.

The store has a modern piano and organ service department

offering piano tuning and regulating, refinishing and rebuilding and repair and installation of all brands of electric and electronic organs. There are in-store facilities for teaching, and the company has set up a teacher-referral program throughout the southern part of the State to arrange lessons for students near home.

Holcombe-Lindquist maintains an extensive sheet music department with all top tunes, teaching methods and best-selling folios and arrangements.

The store is also well known in this region as sponsor of pop concerts at Jones Hall for the Performing Arts.

It is one of 100 outlets being appointed in major markets to handle the new Seeburg record player.

Dummy Rule Due

WASHINGTON — A trade regulation outlawing "dummy" transistors in promotion or advertising is to be handed down early in 1968, Federal Trade Commission sources report.

The industry generally supports the FTC's position barring obviously non-functioning transistors or diodes labeled as transistors in the advertised transistor "count."

The Electronic Industries Association cautioned in an Oct. 4 hearing, however, that transistors used in parallel, in cascades or performing auxiliary functions should not be included in the ban. The association also recommended that not less than a year should be allowed for compliance to the proposed trade rule.

Two New Stores

SACRAMENTO — Two retail outlets—Value Giant Department Store and Lenzi's TV & Appliances—will open new locations near here, and will feature records, televisions and phonographs.

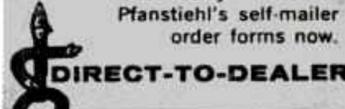
Value Giant will open a \$300,000 installation in Yreka, while Lenzi's will open its third location in Sacramento. The other two stores are in Roseville and Fair Oaks.



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Below is a list of the best selling LP's and singles to date. As the sales of Christmas product increase, so too will the number of best selling Christmas LP's and singles reported in these special charts—in accordance with sound research practices in terms of sufficient retailers reporting significant sales on specific records. These special charts will run for the next 4 issues as a special buying and stocking guide. NOTE: It is possible that many new Christmas releases have not yet had the full opportunity to be reflected here.

CHRISTMAS LP'S

Pos. TITLE—Artist, Label & Number

1. **A CHRISTMAS ALBUM** — Barbra Streisand, Columbia CL 2757 (M); CS 9557 (S)
2. **MERRY CHRISTMAS HO, HO, HO**—Lou Rawls, Capitol T 2790 (M); ST 2790 (S)
3. **THE DEAN MARTIN CHRISTMAS ALBUM** — Reprise R 6222 (M); RS 6222 (S)
4. **MERRY CHRISTMAS**—Johnny Mathis, Columbia CL 1195 (M); CS 8021 (S)
5. **CHRISTMAS SONG**—Nat King Cole, Capitol W 1967 (M); SW 1967 (S)
6. **ANDY WILLIAMS' CHRISTMAS ALBUM** — Columbia CL 2087 (M); CS 8887 (S)
7. **ELVIS' CHRISTMAS ALBUM** — Elvis Presley, RCA Victor LPM 1951 (M); LSP 1951 (S)
8. **SOUND OF CHRISTMAS** — Ramsey Lewis Trio, Cadet LP 687 (M); LPS 687 (S)
9. **JIM NABORS' CHRISTMAS ALBUM** — Columbia CL 2731 (M); CS 9531 (S)
10. **CHRISTMAS, PRESENT AND PAST** — Paul Revere & the Raiders, Columbia CL 2755 (M); CS 9555 (S)
11. **A CHRISTMAS TREASURE** — Julie Andrews with Orch.; Harpsichord of Andre Previn, RCA Victor LPM 3829 (M); LSP 3829 (S)
12. **MERRY CHRISTMAS**—Bing Crosby, Decca DL 8128 (M); DL 78128 (S)
13. **CHRISTMAS WITH ED AMES** — RCA Victor LPM 3838 (M); LSP 3838 (S)
14. **JAMES BROWN SINGS CHRISTMAS SONGS**—King 1010 (M); 1010 (S)
15. **LITTLE DRUMMER BOY** — Harry Simeone Chorale, 20th Century-Fox TFM 3100 (M); TFS 4100 (S)
16. **IN THE CHRISTMAS SPIRIT**—Booker T & the M.G.'s, Stax 713 (M); S 713 (S)
17. **WE WISH YOU A MERRY CHRISTMAS**—Ray Conniff Singers, Columbia CL 1892 (M); CS 8692 (S)
18. **SOUND OF CHRISTMAS** — Johnny Mathis, Mercury MG 20837 (M); SR 60837 (S)
19. **MERRY CHRISTMAS**—Supremes, Motown M 638 (M); S 638 (S)
20. **CHRISTMAS RHAPSODIES FOR YOUNG LOVERS**—Midnight String Quartet, Viva V 6010 (M); V 36010 (S)
21. **HAVE YOURSELF A SOULFUL LITTLE CHRISTMAS** — Kenny Burrell, Cadet LP 779 (M); LPS 779 (S)
22. **SILENT NIGHT**—Mahalia Jackson, Columbia CL 1903 (M); CS 8703 (S)
23. **CHRISTMAS GREETINGS FROM MANTOVANI AND HIS ORCHESTRA**—London LL 3338 (M); PS 338 (S)
24. **MERRY CHRISTMAS**—Andy Williams, Columbia CL 2420 (M); CS 9220 (S)
25. **SING SONGS OF CHRISTMAS**—Guy Lombardo, Capitol KAO 1443 (M); SKAO 1443 (S)
26. **JACK JONES' CHRISTMAS ALBUM**—Kapp KL 1399 (M); KS 3399 (S)
27. **PERRY COMO SINGS MERRY CHRISTMAS MUSIC**—RCA Camden CAL 660 (M); CAS 660 (S)
28. **MANY MOODS OF CHRISTMAS** — Robert Shaw Chorale, RCA Victor LM 2684 (M); LSC 2684 (S)
29. **A MUSIC BOX CHRISTMAS**—Rita Ford Music Boxes, Columbia CL 1698 (M); CS 8498 (S)
30. **SPIRIT OF CHRISTMAS**—Living Strings, RCA Camden 783 (M); S 783 (S)
31. **WINTER WONDERLAND**—Earl Grant, Decca DL 4677 (M); DL 74677 (S)
32. **MERRY CHRISTMAS**—Jackie Gleason, Capitol W 758 (M); DW 758 (S)
33. **CHRISTMAS WITH ELLA FITZGERALD**—Capitol T 2805 (M); ST 2805 (S)
34. **CHRISTMAS WITH THE CHIPMUNKS, VOL. 2**—David Seville & the Chipmunks, Liberty LRP 3334 (M); LST 7334 (S)
35. **LITTLE DRUMMER BOY**—Living Voices, RCA Camden 911 (M); S 911 (S)
36. **CHRISTMAS GREETINGS**—Jerry Vale, Columbia CL 2225 (M); CS 9025 (S)
37. **DO YOU HEAR WHAT I HEAR?**—Do Re Mi Children's Chorus, Kapp KL 1368 (M); KS 3368 (S)

38. **CHRISTMAS WITH EDDY ARNOLD** — RCA Victor LPM 2554 (M); LSP 2554 (S)
39. **MERRY CHRISTMAS CAROLS**—Robert Rheims Organ & Chimes, Rheims 6006 (M); ST 7706 (S)
40. **CHRISTMAS CAROLS FOR SOLO GUITAR**—Charlie Byrd, Columbia CL 2555 (M); CS 9355 (S)
41. **FOR CHRISTMAS THIS YEAR**—Lettermen, Capitol T 2587 (M); ST 2587 (S)
42. **MERRY CHRISTMAS**—Al Martino, Capitol T 2165 (M); ST 2165 (S)
43. **MERRY CHRISTMAS**—Henry Mancini, RCA Victor LPM 3612 (M); LSP 3612 (S)
44. **SANTA'S OWN CHRISTMAS** — Capitol T 2836 (M); ST 2836 (S)
45. **NOEL**—Joan Baez, Vanguard 9230 (M); 79230 (S)
46. **CHRISTMAS IS**—Percy Faith, Columbia CL 2577 (M); CS 9377 (S)
47. **TO WISH YOU A MERRY CHRISTMAS**—Harry Belafonte, RCA Victor LPM 2626 (M); LSP 2626 (S)
48. **SOUND OF CHRISTMAS**—Al Hirt, RCA Victor LPM 3417 (M); LSP 3417 (S)
49. **MORE SOUNDS OF CHRISTMAS**—Ramsey Lewis Trio, Cadet LP 745 (M); S 745 (S)
50. **CHRISTMAS HYMNS AND CAROLS**—Mario Lanza, RCA Camden CAL 777 (M); CAS 777 (S)
51. **CHRISTMAS TIME** — Roger Williams, Kapp 1164 (M); 3048 (S)
52. **STAR CAROL**—Tennessee Ernie Ford, Capitol T 1071 (M); ST 1071 (S)
53. **JOY TO THE WORLD**—Andre Kostelanetz, Harmony 7432 (M); 11232 (S)
54. **HOLIDAY SING ALONG WITH MITCH**—Mitch Miller & the Gang, Columbia CL 1701 (M); CS 8501 (S)
55. **HOLIDAY CHEER**—Dean Martin, Capitol T 2343 (M) ST 2343 (S)
56. **HAVE A JEWISH CHRISTMAS . . . ?**—Lennie Weinrib & Various Artists, Tower T 5091 (M); (No Stereo)
57. **THE GLORIOUS SOUND OF CHRISTMAS** — Philadelphia Orchestra (Ormandy) & the Temple University Choir, Columbia ML 5769 (M); MS 6369 (S)
58. **THE 4 SEASONS' CHRISTMAS ALBUM**—Philips PHM 200-223 (M); PHS 600-223 (S)
59. **CHRISTMAS WITH BUCK OWENS**—Capitol T 2396 (M); ST 2396 (S)
60. **CHRISTMAS WITH MARTY ROBBINS**—Columbia CL 2735 (M); CS 9535 (S)
61. **CHRISTMAS WITH THE LENNON SISTERS**—Dot DLP 3343 (M); DLP 25353 (S)
62. **CHRISTMAS WITH ANITA BRYANT**—Columbia CL 2720 (M); CS 2720 (S)
63. **SEASON'S GREETINGS FROM PERRY COMO**—RCA Victor LPM 2066 (M); LSP 2066 (S)
64. **SONGS FOR A MERRY CHRISTMAS** — Wayne Newton, Capitol T 2588 (M); ST 2588 (S)
65. **THE KATE SMITH CHRISTMAS ALBUM**—RCA Victor LPM 3607 (M); LSP 3607 (S)
66. **WE WISH YOU A MERRY CHRISTMAS**—Floyd Cramer, RCA Victor LPM 3828 (M); LSP 3828 (S)
67. **TWELVE SONGS OF CHRISTMAS**—Jim Reeves, RCA Victor LPM 2758 (M); LSP 2758 (S)
68. **CHRISTMAS ALBUM**—Bobby Vee with Johnny Mann Singers, Sunset 1186 (M); 5186 (S)

CHRISTMAS SINGLES

Pos. TITLE—Artist, Label & Number

1. **SNOOPY'S CHRISTMAS**—Royal Guardsmen, Laurie 3416
2. **LITTLE DRUMMER BOY**—Lou Rawls, Capitol 2026
3. **PLEASE COME HOME FOR CHRISTMAS**—Charles Brown, King 5405
4. **LITTLE DRUMMER BOY**—Harry Simeone Chorale, 20th Century-Fox 429
5. **SILENT NIGHT**—Mahalia Jackson, Kenwood 750
6. **MERRY CHRISTMAS, BABY**—Charles Brown, Hollywood 1021
7. **THE CHRISTMAS SONG**—Nat King Cole, Capitol 3561
8. **ROCKIN' AROUND THE CHRISTMAS TREE**—Brenda Lee, Decca 30776
9. **JINGLE BELL ROCK**—Bobby Helms, Decca 30513
10. **TWINKLE TWINKLE**—Supremes, Motown 1085
11. **SILVER BELLS**—Earl Grant, Decca 25703
12. **IF EVERY DAY WAS LIKE CHRISTMAS**—Elvis Presley, RCA Victor 8950
13. **LET'S MAKE THIS CHRISTMAS MEAN SOMETHING THIS YEAR**—James Brown & His Famous Flames, King 12255
14. **LONESOME CHRISTMAS**—Lowell Fulson, Hollywood 1022

Word's Out On The KENNY BURRELL Album HAVE YOURSELF A SOULFUL LITTLE CHRISTMAS.

"Everyone celebrates Christmas in his own way. After listening to the series of performances by Kenny Burrell on *Have Yourself a Soulful Little Christmas*, I'm convinced he's having more fun celebrating than anyone. Kenny has captured the holiday spirit in his own inimitable style."

Richard Carr, Program Director
WNEW — New York City

"Christmas programming is one of the most challenging considerations I'm faced with. It's refreshing and actually exciting to be able to play an album like Kenny Burrell's *Have Yourself a Soulful Little Christmas*. I feel it gives us a real lift. I think the whole modern approach gives us a chance to play genuine Christmas music without compromising our contemporary sound."

Allan Hotlen, Program Manager
WIP — Philadelphia

"From the day I received Kenny Burrell's *Have Yourself A Soulful Little Christmas*, I've had to play at least one track from it every day. It's just that tasty an album."

Charlie Boone
WCCO — Minneapolis

"'Merry Christmas' is a well-known saying, but it becomes a reality when you listen to Burrell's treatment of Christmas tunes."

Bill Mayhugh
WMAL — Washington, D.C.

"I've played the Kenny Burrell Christmas album in every market I've worked in. I'm playing it this year in St. Louis."

Bill Calder, Program Director
KWK — St. Louis

"When I heard Kenny Burrell's Christmas album last year, I felt it was something special. And why not — here was a master guitarist, showcased by Richard Evans' brilliant arrangements. When I was still getting requests for the album in late January, I knew the album was, indeed, something very, very special."

Yvonne Daniels
WSDM — Chicago

"Burrell's *Have Yourself A Soulful Little Christmas* is a marvelous album. It has a little to satisfy all musical tastes. It'll appeal to everyone from the jazz fan to Grandmother."

Mike James
WFBR — Baltimore

"Last year I predicted that Kenny Burrell's album would be one of the biggest Christmas albums of the year and it was. This year I'm predicting the same thing and it will be."

Les Carter
KBCA — Los Angeles

"Just like kids waiting for Santa Claus, we've been looking forward all year to the Christmas season so we can start playing the Kenny Burrell Christmas album."

Betty Gassen, Music Director
WDSU — New Orleans

"Kenny Burrell's Christmas album makes you believe in Santa Claus all over again. It's great!"

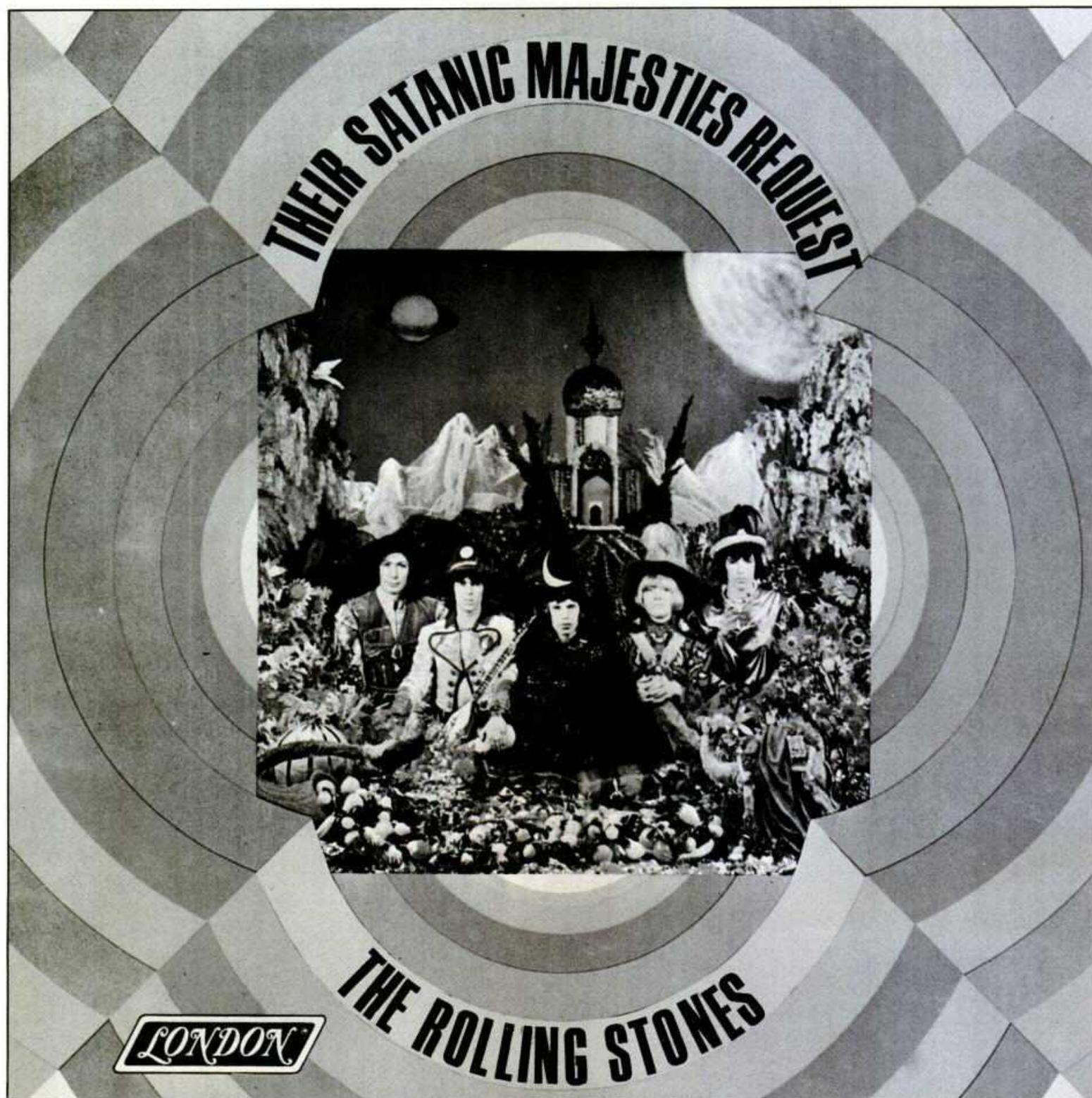
Loonis McGlohon, Music Director
WBT — Charlotte, N. C.



CADET LP/LPS 779



Christmas
There's A World of Excitement on CADET



Stereo NPS-2

Mono NP-2

**THE ROLLING STONES NEW LP...
A NEW DIMENSION IN SIGHT AND SOUND**

Billboard HOT 100

FOR WEEK ENDING DECEMBER 9, 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	Wk. Ago	Wk. Ago	TITLE	Artist (Producer, Label & Number)	Weeks On Chart
1	5	33		DAYDREAM BELIEVER	Monkees (Chip Douglas), Colgems 1012	4
2	3	4		THE RAIN, THE PARK & OTHER THINGS	Cowells (Artie Kornfeld), MGM 13810	11
3	3	1		INCENSE AND PEPPERMINTS	Strawberry Alarm Clock (Frank Slay & Bill Holmes), Uni 55018	11
4	5	7	8	I SAY A LITTLE PRAYER	Dionne Warwick (Baruch-David), Scepter 12203	8
5	8	16	21	I HEARD IT THROUGH THE GRAPEVINE	Gladys Knight & the Pips (N. Whitfield), Soul 25039	8
6	4	2	1	TO SIR, WITH LOVE	Lulu (Mickie Most), Epic 10187	14
7	11	28	43	I SECOND THAT EMOTION	Smokey Robinson & Miracles ("Smoky" A. Cleveland), Tamla 54159	6
8	45	—	—	HELLO GOODBYE	Beatles (George Martin), Capitol 2056	2
9	13	29	47	IN AND OUT OF LOVE	Diana Ross & the Supremes (Holland-Dozier), Motown 1116	5
10	10	18	54	AN OPEN LETTER TO MY TEENAGE SON	Victor Lundberg (Jack Tracy), Liberty 55996	5
11	20	37	52	(The Lights Went Out In) MASSACHUSETTS	Bee Gees (Robert Stigwood), Atco 6332	5
12	12	17	31	YOU BETTER SIT DOWN KIDS	Cher (Sonny Bond), Imperial 66261	7
13	15	20	25	BOOGALOO DOWN BROADWAY	Fantastic Johnny C. (Leslie James), Phil-L.A. of Soul 305	10
14	9	9	10	I CAN SEE FOR MILES	Who (Kit Lambert), Decca 32206	9
15	16	21	26	KEEP THE BALL ROLLIN'	Jay & the Techniques (Jerry Ross), Smash 2124	8
16	6	6	6	PLEASE LOVE ME FOREVER	Bobby Vinton (Billy Sherrill), Epic 10228	11
17	7	4	2	SOUL MAN	Sam & Dave (Isaac Hayes & David Porter), Stax 231	14
18	14	19	19	LAZY DAY	Spanky & Our Gang (Jerry Ross), Mercury 72732	9
19	19	12	18	PATA PATA	Miriam Makeba (Jerry Ragovoy), Reprise 0604	10
20	26	34	45	SKINNY LEGS AND ALL	Joe Tex (Buddy Killen), Dial 4063	7
21	24	44	55	SHE'S MY GIRL	Turtles (Joe Wissert), White Whale 260	5
22	32	59	82	WOMAN, WOMAN	Union Gap (Jerry Fuller), Columbia 44297	4
23	17	13	13	EVERLASTING LOVE	Robert Knight (Buzz Cason & Mac Gayden), Rising Sons 117	11
24	37	47	62	NEON RAINBOW	Box Tops (Dan Penn), Mala 580	5
25	25	41	51	YESTERDAY	Ray Charles (TRC), ABC 11009	5
26	40	58	81	SUMMER RAIN	Johnny Rivers (Work), Imperial 66267	4
27	28	39	49	BY THE TIME I GET TO PHOENIX	Glen Campbell (Al De Lory), Capitol 2015	7
28	18	10	9	EXPRESSWAY TO YOUR HEART	Soul Survivors (Gemble-Huff), Crimson 1010	15
29	29	35	36	BEG, BORROW AND STEAL	Ohio Express (Jeff Katz & Jerry Kasenetz), Cameo 483	10
30	35	55	65	HONEY CHILE	Martha Reeves & the Vandellas (R. Morris), Gordy 7067	4
31	31	32	35	WILD HONEY	Beach Boys (Beach Boys), Capitol 2028	6
32	30	30	39	WATCH THE FLOWERS GROW	4 Seasons (Bob Crave), Phillips 40490	7

33	43	54	87	DIFFERENT DRUM	Stone Poneys (Nick Venet), Capitol 2004	5
34	44	48	60	PAPER CUP	9th Dimension (Bones Howe), Soul City 760	6
35	27	14	14	(Loneliness Made Me Realize) IT'S YOU THAT I NEED	Temptations (N. Whitfield), Gordy 7065	9
36	46	74	—	WEAR YOUR LOVE LIKE HEAVEN	Donovan (Mickie Most), Epic 10233	3
37	47	57	64	NEXT PLANE TO LONDON	Rose Garden (Greene/Stone), Atco 4510	8
38	22	23	29	STAGGER-LEE	Wilson Pickett (Tom Dowd & Tommy Coghill), Atlantic 2448	6
39	23	15	12	LET IT OUT	Hombres (Huey P. Meaux), Verve Forecast 5058	13
40	21	8	5	IT MUST BE HIM	Vikki Carr (Dave Pell), Liberty 55986	15
41	73	—	—	BEND ME, SHAPE ME	American Breed (Bill Traut), Acta 811	2
42	53	63	85	PEACE OF MIND	Paul Revere & the Raiders (Jerry Heller), Columbia 44335	4
43	48	61	76	BEAUTIFUL PEOPLE	Bobby Vee (Dallas Smith), Liberty 56009	4
44	50	60	71	BEAUTIFUL PEOPLE	Kenny O'Dell (Porter & O'Dell), Vegas 718	4
45	55	71	—	AND GET AWAY	Esquires (Bill Sheppard), Dundy 7752	3
46	58	72	—	SINCE YOU SHOWED ME HOW TO BE HAPPY	Jackie Wilson (Carl Davis), Brunswick 55254	3
47	65	—	—	IF I COULD BUILD MY WHOLE WORLD AROUND YOU	Marvin Gaye & Tammi Terrell (Fogus, Bristol, Tamla 54161)	2
48	52	65	98	CHATTANOOGA CHOO CHOO	Harpers Bizarre (Lenny Waronker), Warner Bros. 7090	4
49	49	52	63	SOUL MAN	Ramsey Lewis (Richard Evans), Cadet 5583	5
50	57	79	89	WHAT'S IT GONNA BE	Dusty Springfield, Phillips 40498	4
51	61	81	—	BABY YOU GOT IT	Brenton Wood (Hoovert-Winn), Double Shot 121	3
52	62	87	—	TOO MUCH OF NOTHING	Pefer, Paul & Mary (Albert B. Grossman & Milt Okun), Warner Bros. 7092	3
53	63	86	—	COME SEE ABOUT ME	Jr. Walker & the All Stars (Holland-Dozier), Soul 3501	3
54	59	82	—	OKOLONA RIVER BOTTOM BAND	Bobbie Gentry (Kelly Gordon), Capitol 2044	3
55	74	99	—	JUDY IN DISGUISE (With Glasses)	John Fred & His Playboy Band (J. Fred & A. Bernard), Paula 282	3
56	66	85	—	WINDY	Wes Montgomery (Creed Taylor), A&M 883	3
57	69	75	95	TELL MAMA	Etta James (Rick Hall), Cadet 5578	5
58	60	69	75	WHEN YOU'RE GONE	Brenda & Tabulations (Bob Finis), Dionn 504	6
59	87	—	—	IN THE MISTY MOONLIGHT	Dean Martin (Jimmy Bowen), Reprise 0640	2
60	71	76	—	COVER ME	Percy Sledge (Quin Ivy & Marlin Greene), Atlantic 2453	3
61	64	66	74	O-O, I LOVE YOU	Della (B. Miller), Cadet 5574	6
62	77	—	—	THE OTHER MAN'S GRASS IS ALWAYS GREENER	Petola Clark (Tony Hatch), Warner Bros. 7097	2
63	34	26	28	GLAD TO BE UNHAPPY	Mamas & the Papas (Lou Adler), Dunhill 4107	7
64	—	—	—	I AM THE WALRUS	Beatles (George Martin), Capitol 2096	1
65	68	84	99	OOH BABY	Deen Jackson (Ollie McLaughlin), Carls 2337	4

66	—	—	—	CHAIN OF FOOLS	Aretha Franklin (Jerry Wexler), Atlantic 2464	1
67	67	73	—	LOVE POWER	Sandebbles (Teddy Vann), Colle 141	3
68	—	—	—	IT'S WONDERFUL	Young Rascals (Young Rascals), Atlantic 2463	1
69	72	78	88	ITCHYCOO PARK	Small Faces (Steve Marriott & Ronnie Lane), Immediate 501	5
70	75	90	97	PIECE OF MY HEART	Erma Franklin (Bert Berns), Shout 221	6
71	86	—	—	DEAR ELOISE	Hollies (Ron Richards), Epic 10251	2
72	81	—	—	STORYBOOK CHILDREN	Billy Vera & Judy Clay (Chip Taylor & Ted Deryll), Atlantic 2445	2
73	78	—	—	HOORAY FOR THE SALVATION ARMY BAND	Bill Cosby (Fred Smith), Warner Bros. 7096	2
74	—	—	—	SUSAN	Buckingham (James William Guercio), Columbia 44378	1
75	—	—	—	LOVE ME TWO TIMES	Doors (Paul A. Rothchild), Elektra 45624	1
76	76	77	80	SHAME ON ME	Chuck Jackson (Don Schroeder), Wand 1166	9
77	80	—	—	SOCKIN' 1-2-3-4	John Roberts (Bob Garner), Duke 425	2
78	88	88	—	CAN'T HELP BUT LOVE YOU	Standells (Ed Cobb), Tower 348	3
79	79	97	—	I'LL BE SWEETER TOMORROW	O'Jays (George Kerr), Bell 691	3
80	82	—	—	I'M IN LOVE	Wilson Pickett (Tom Dowd & Tommy Coghill), Atlantic 2448	2
81	83	83	86	GEORGIA PINES	Candymen (Buddy Cole), ABC 10993	4
82	94	—	—	A LOVE THAT'S REAL	Intruders (Joe Benzetti), Gamble 209	2
83	85	—	—	TONY ROME	Nancy Sinatra (Lee Hazlewood), Reprise 0636	2
84	84	—	—	WANTED: LOVER, NO EXPERIENCE NECESSARY	Laura Lee (Rick Hall), Chess 2030	2
85	—	—	—	I CAN'T STAND MYSELF (When You Touch Me)	James Brown & His Famous Flames (James Brown), King 6144	1
86	—	—	—	UP-UP AND AWAY	Hugh Masakela (Stewart Levine), Uni 55037	1
87	—	—	—	GOIN' OUT OF MY HEAD/ CAN'T TAKE MY EYES OFF YOU	Lettermen (Kelly Gordon), Capitol 2054	1
88	98	100	—	FOR WHAT IT'S WORTH	King Curtis & Kingpins (Tom Dowd & Tommy Coghill), Atco 6334	3
89	—	—	—	BACK UP TRAIN	Al Greene & Soul Mates (Rodgers & James), Hot Line 15000	1
90	90	92	92	WHERE IS THE PARTY	Helena Ferguson (Lincoln Kilpatrick), Compass 7009	5
91	91	—	—	HERE COMES HEAVEN	Eddy Arnold (Chet Atkins), RCA Victor 9368	2
92	96	—	—	SOMETHING'S MISSING	5 Steps & Cubie (Clarence Burke, Jr.), Buddah 20	2
93	97	98	—	LETTER TO DAD, A	Every Father's Teenage Son (Inherit Prod.), Buddah 25	3
94	95	95	100	FELICIDAD	Sally Field (Jack Keller), Colgems 1008	4
95	99	—	—	CROSS MY HEART	Billy Stewart (Davis & Coston), Chess 2002	2
96	—	—	—	DANCING BEAR	Mamas & Papas (Lou Adler), Dunhill 4113	1
97	—	—	—	SHOUT	Lulu (Dick Rowe), Parrot 40021	1
98	—	—	—	NOBODY BUT ME	Human Beinz (Alexis de Arzedo), Capitol 5990	1
99	100	—	—	LIVE FOR LIFE	Jack Jones (Ernie Altshuler), RCA Victor 9365	2
100	—	—	—	A VOICE IN THE CHOIR	Al Martino (Tom Morgan & Marvin Holtzman), Capitol 2053	1

HOT 100—A TO Z—(Publisher-Licensee)

A Voice in the Choir (Case, ASCAP)	100
An Open Letter to My Teenage Son (Asa, ASCAP)	10
And Get Away (Hi-Mi/Flomar, BMI)	45
Baby You Got It (Big Shot, ASCAP)	51
Back Up Train (Toasted, BMI)	89
Beautiful People (O'Dell) (Mirwood Antlers, BMI)	44
Beautiful People (Vee) (Mirwood Antlers, BMI)	43
Beg, Borrow and Steal (S&J, ASCAP)	29
Bend Me, Shape Me (Hollies, BMI)	41
Boogaloo Down Broadway (Dandelion/James Boys, BMI)	13
By the Time I Get to Phoenix (Rivers, BMI)	27
Can't Help But Love You (Equinox, BMI)	78
Chain of Fools (14th Hour/Pronto, BMI)	66
Chattanooga Choo Choo (Felix, ASCAP)	48
Come See About Me (Jobete, BMI)	53
Cover Me (Pronto/Quincy, BMI)	60
Cross My Heart (Chevis, BMI)	95
Dancing Bear (Wingate, ASCAP)	96
Daydream Believer (Screen Gems-Columbia, BMI)	1
Dear Eloise (Marbus, BMI)	71
Different Drum (Screen Gems-Columbia, BMI)	33
Everlasting Love (Rising Sons, BMI)	23
Expressway to Your Heart (Double Diamond/Downstairs, BMI)	28
Felicidad (Screen Gems-Columbia, BMI)	94
For What It's Worth (Cotillion/Ten East/Springale, BMI)	88
Georgia Pines (Unart, BMI)	81
Glad to Be Unhappy (Chappell, ASCAP)	63
Goin' Out of My Head/Can't Take My Eyes Off You (Vogue/Saturday/Seasons' Four, BMI)	87
Hello Goodbye (Maclean, BMI)	8
Here Comes Heaven (Hill & Range, BMI)	91
Honey Chile (Jobete, BMI)	30
Hooray for the Salvation Army Band (Moogler/Keyman, BMI)	73
I Am the Walrus (Hill, ASCAP)	64
I Can See for Miles (Estez, ASCAP)	14

I Can't Stand Myself (When You Touch Me) (Tacon/Soil, BMI)	85
I Heard It Through the Grapevine (Jobete, BMI)	5
I Say a Little Prayer (Blue Seas/Jac, ASCAP)	4
I Second That Emotion (Jobete, BMI)	7
If I Could Build My Whole World Around You (Jobete, BMI)	47
Ichycoo Park (Wice Songs, BMI)	79
I'm in Love (Pronto/Trucebob, BMI)	80
In and Out of Love (Jobete, BMI)	9
In the Misty Moonlight (4 Star, BMI)	59
Incense and Peppermints (Claridge, ASCAP)	3
It Must Be Him (Asa, ASCAP)	40
It's Wonderful (Slezacek, BMI)	68
Judy in Disguise (With Glasses) (Su-Ma, BMI)	55
Keep the Ball Rollin' (Screen Gems-Columbia, BMI)	15
Lazy Day (Screen Gems-Columbia, BMI)	18
Let It Out (Crazy Cajun, BMI)	39
Letter to Dad, A (Bob-Lem, BMI)	93
(Lights Went Out In) Massachusetts, The (Nemperor, BMI)	11
Live for Life (Unart, BMI)	99
(Loneliness Made Me Realize) It's You That I Need (Jobete, BMI)	35
Love Me Two Times (Nipper, ASCAP)	75
Love Power (Unbelievable, BMI)	67
Love That's Real, A (Razor Sharp, BMI)	82
Neon Rainbow (Earl Barton, BMI)	24
Next Plane to London (Mirwood Antlers, BMI)	37
Nobody But Me (Wemar, BMI)	98
Oholona River Bottom Band (Shayne, ASCAP)	54
O-O, I Love You (Chevis, BMI)	61
Ooh Baby (Gonchar/McLaughlin, BMI)	65
Other Man's Grass Is Always Greener, The (Northern, ASCAP)	62
Paper Cup (Rivers, BMI)	32
Pata Pata (Rina, ASCAP)	19
Peace of Mind (Daywin, BMI)	42

Piece of My Heart (Web IV/Ragmar, BMI)	70
Please Love Me Forever (Selma, BMI)	16
Rain, the Park & Other Things, The (Akbestal/Lovlin, BMI)	2
Shame on Me (Lois, BMI)	76
She's My Girl (Chardon, BMI)	21
Shout (Wemar/Nom, BMI)	97
Since You Showed Me How to Be Happy (Jalyone/BRC, BMI)	46
Skippy Legs and All (Tran, BMI)	20
Sockin' 1-2-3-4 (Don, BMI)	77
Something's Missing (Kama Sutra/Burke Family, BMI)	92
Soul Man (Sam & Dave) (East/Pronto, BMI)	17
Soul Man (Lewis) (East/Pronto, BMI)	49
Stagger-Lee (Travis, BMI)	38
Storybook Children (Blackwood, BMI)	72
Summer Rain (Rivers, BMI)	76
Susan (Diongenes/Bag O'Tonies, BMI)	74
Tell Mama (Fame, BMI)	57
Too Much of Nothing (Dwarf, ASCAP)	52
Tony Rome (Sergeant, ASCAP)	83
To Sir, With Love (Screen Gems-Columbia, BMI)	6
Up-Up and Away (Rivers, BMI)	86
Wanted: Lover, No Experience Necessary (Chevis, BMI)	84
Watch the Flowers Grow (Saturday/Seasons' Four, BMI)	32
Wear Your Love Like Heaven (Pear Int'l, BMI)	36
What's It Gonna Be (Rumbalero/Ragmar, BMI)	50
When You're Gone (Dandelion, BMI)	38
Where Is the Party (Frabob/Palo, Alto/Dakar, BMI)	90
Wild Honey (Sea of Tunes, BMI)	31
Windy (Alma, BMI)	34
Woman, Woman (Glasier, BMI)	22
Yesterday (Maclean, BMI)	25
You Better Sit Down Kids (Christmar/Cotillion, BMI)	12

BUBBLING UNDER THE HOT 100

101. LIVE FOR LIFE	Carmen McRae & Herbie Mann, Atlantic 2451
102. DANCIN' OUT OF MY HEART	Ronnie Dove, Diamond 233
103. I WONDER WHAT SHE'S DOING TONIGHT	Tommy Boyce & Bobby Hart, A&M 893
104. MR. BUS DRIVER	Bruce Channel, Mala 579
105. DETROIT CITY	Solomon Burke, Atlantic 2459

Spotlight Singles

NUMBER OF
SINGLES REVIEWED

THIS WEEK
185

LAST WEEK
102

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

TOP 20 POP SPOTLIGHT

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

PEACHES & HERB—TWO LITTLE KIDS

(Prod. David Kapralik & Ken Williams) (Writers: Record-Davis-Acklin) (Jalynne, BMI)—the consistent Top 20 winners can't miss holding on to that record with this easy beat mover, well written and performed. Flip: "We've Got to Love One Another" (Daedalus, BMI). Date 1586

ERIC BURDON & ANIMALS—MONTEREY

(Prod. Tom Wilson) (Writers: Burdon-Briggs-Weider-Jenkins-McCulloch) (Slamina/Sea-Lark, Ent., BMI)—From "San Franciscan Nights" the group moves on to "Monterey" with an intriguing rhythm entry that should quickly repeat the phenomenal success of their recent smash. MGM 13868

*VIKKI CARR—THE LESSON

(Prod. Tommy Oliver) (Writer: David) (Alfa, ASCAP)—Lightning will strike twice for Miss Carr with her emotional performance of a meaningful Mack David ballad, much in the commercial vein of her "It Must Be Him" smash. Flip: "One More Mountain" (Metric, BMI). Liberty 56012

MARVELETTES—MY BABY MUST BE A MUSICIAN

(Prod. "Smokey") (Writer: Robinson) (Jobete, BMI)—Written by Smokey Robinson and sung for all its worth, the group has a long overdue smash follow-up to "When You're Young and in Love." Smooth rhythm item has what it takes to go all the way up the charts. Flip: "I Need Someone" (Jobete, BMI). Tama 54158

TOP 60 POP SPOTLIGHT

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

JERRY BUTLER—LOST

(Prod. Gamble & Huff) (Writers: Gamble-Huff-Butler) (Double Diamond/Downstairs/Parabul, BMI)—Butler hit the comeback trail with his "Mr. Dream Merchant" and this easy rhythm follow-up will put him right up there again. Flip: "You Don't Know What You Got Until You Lose It" (Hill & Range, BMI). Mercury 72764

SONNY & CHER—GOOD COMBINATION

(Prod. Sonny Bono) (Writer: Barkan) (Triparte/Pambar/D-K, BMI)—The song's title perfectly defines this mating-top vocal performance and groovy rhythm material should carry the duo to a high spot on the Hot 100 in short order. Flip: "You and Me" (Chris Mac/Cotillion, BMI). Atco 6541

DAVE CLARK FIVE—EVERYBODY KNOWS

(Prod. Dave Clark) (Writers: Reed-Mason) (Francis, Day & Hunter, ASCAP)—A powerful rock ballad, right in the teen groove, is given a smooth vocal treatment by the Clark group, and should bring them back to the charts with impact. Epic 10265

FIVE AMERICANS—7:30 GUIDED TOUR

(Prod. Abnak Music) (Writer: Brians, Jr.) (Sunnybrook, BMI)—The "Western Union" and "Zip Code" group offers a change of pace item with this easy rocker with unusual lyric content and compelling melody. Could prove one of their biggest. Flip: "See-Saw-Man" (Jetstar, BMI). Abnak 126.

RUBY ANDREWS—HEY BOY (Take a Chance on Love)

(Prod. Terry Bridges & Eaton) (Writers: Bridges-Eaton) (Wilric, BMI)—With even more sales and programming potential than her "Casanova" hit, Miss Andrews has a sure-fire winner for both pop and r&b markets. Flip: "Come to Me" (Wilric, BMI). Zodiac 1006

*JIMMY RODGERS—WHAT A STRANGE TOWN (The People Had No Faces)

(Prod. Allen Stanton) (Writer: Shorter) (Marks, BMI)—Rodgers A&M debut "Child of Clay" made a big dent in the Hot 100, and this equally thought-provoking, folk-flavored ballad should top that initial hit. Flip: "If I Were the Man" (Honeycomb, ASCAP). A&M 898

LINDA JONES—GIVE MY LOVE A TRY

(Prod. George Kerr) (Writers: Poindexter-Poindexter-Harper) (Zira/Twilight, BMI)—Miss Jones "Hypnotized" both pop and r&b programmers and buyers with that initial hit and her "What've I Done." She'll do it again with her bluesy performance on this strong ballad material. Flip: "I Can't Stand It" (Saturn/Staccato, BMI). Loma 2085

BUNNY SIGLER—FOLLOW YOUR HEART

(Prod. John Madara & Leon Huff) (Writer: Huff) (Double Diamond, BMI)—Bunny Sigler is back in the "Let the Good Times Roll/Feel So Fine" excitement bag, and the sales and airplay to follow will prove it. Flip: "Can You Dig It" (Double Diamond, BMI). Parkway 6001

JIMI HENDRIX—FOXLEY LADY

(Prod. Yameta Prod.) (Writer: Hendrix) (Sea Lark/Yameta, BMI)—Hendrix broke into the charts with "Purple Haze" and this psychedelic-oriented follow-up should move him rapidly up the Hot 100. Flip: "Hey Joe" (Third Stroy, BMI). Reprise 0641

SPECIAL MERITS SPOTLIGHT

Spotlighting new singles deserving special attention of programmers and dealers.

JACK JONES—Don't Give Your Love Away (Pincus, ASCAP) (Writers: Vance-Pockriss-Modugno)—Moving ballad from the forthcoming TV spec "Cricket on the Hearth" is performed to perfection in the smooth Jones style. Kapp 880

CARLA THOMAS—Pick Up the Pieces (East/Groovesville, BMI) (Prod. Al Bell & Don Davis) (Writers: Davis-Barker-Briggs)—Her first solo item since "I'll Always Have Faith in You" is a solid blues ballad with a steady rhythm lending strong support. Stax 239

DON HO—Tu Tu Kane (Rachel, BMI) (Prod. Jimmy Bowen) (Writer: Kai)—Ho's most interesting effort since "Tiny Bubbles" is a poignant and compelling ballad about grandfather in Hawaii. Reprise 0643

EYDIE GORME—How Could I Be So Wrong (Damila, ASCAP) (Prod. Pat Williams) (Writer: Marks)—From the forthcoming Gorme-Lawrence Broadway musical "Golden Rainbow," comes a potent ballad which she delivers with all the drive and emotion of her successful "If He Walked Into My Life." Calendar 1002

KINKS—Autumn Almanac (Noma/Hi-Count, BMI) (Prod. Ray Davies) (Writer: Davies)—A happy beat entry with intriguing lyric content and good teen dance appeal. Reprise 0647

PERREY/KINGSLEY—The Savers (Valentine, ASCAP) (Writers: Perrey-Kingsley)—The soft drink commercial is a powerful piece of dance material and one of the catchiest arrangements of the week. Vanguard 35054

NANCY WILSON—Ode to Billie Joe (Shayne, ASCAP) (Prod. David Cavanaugh) (Writer: Gentry)—Blues reading of the Bobbie Gentry smash adds another dimension to that phenomenal success and should attract much programming and sales attention. Capitol 2061

CLAUDINE LONGET—Snow (Metric, BMI) (Prod. Tommy LiPums) (Writer: Newman)—In her refreshing, warm style, this beautiful ballad material is a winner for all seasons. A&M 895

JAMES DARREN—Cherie (Northern, ASCAP) (Prod. Dick Glasser) (Writers: Leander-Mills)—Strong rock ballad with a top vocal workout right in today's teen groove. Warner Bros. 7152

BING CROSBY—Step to the Rear (Morris, ASCAP) (Prod. Sonny Burke) (Writers: Leigh-Bernstein)—Infectious rhythm sing-a-long from the forthcoming Broadway musical "How Now Dow Jones" fits Crosby like hand in glove. Reprise 0645

JOHNNY MATHIS—Among the First to Know (Tobi-Ann, BMI) (Prod. Robert Mersey) (Writer: Haber)—By far the most commercial Mathis entry for today's buying market is this top rhythm ballad with strong lyric line. Columbia 44357

ROY HAMILTON—Let This World Be Free (Otter Bay/Beechwood, BMI) (Prod. Marvin Holtzman) (Writers: Juried-Taylor)—Hamilton's Capitol debut is a powerful piece of ballad message material—half sung, half narrated. Much attention expected. Capitol 2057

DECLARATION OF INDEPENDENCE—Morning Glory Man (Andros, BMI) (Prod. George Tobin & Johnny Cymbal) (Writer: Durr)—Backed by a big promotional campaign, this smooth sounding rock group has much potential with good easy beat rhythm material. Mr. G 804

OLLIE JACKSON—Barbara (Hill & Range, BMI) (Prod. Marty Lacker & Charles Chalmers) (Writer: Owens)—Pop treatment of a poignant ballad coincides with George Morgan's country entry, and comes off as a powerful reading. Pepper 433

MARILYNN LOVELL—I Can Do a Trick (Winton House, ASCAP) (Prod. Ronden) (Writer: Hamilton)—The Broadway musical comedy star and TV actress debuts as a disk performer with a compelling ballad and performance to match. One to watch closely. Dot 17053

IMAGINATIONS—Strange Neighborhood (Gil, BMI) (Prod. Ray Allen) (Writer: Perper)—Driving and pulsating rocker with the potential of a giant teen seller. Strong dance beat. Fraternity 1001

DANA VALERY—Zabadak (Gallico, BMI) (Prod. Charlie Calello) (Writer: Blaikley)—The influence of the successful "Pata Pata" is apparent with this strong rhythm number with an African flavor, currently showing on the British charts. Columbia 44389

CHRISTMAS SPOTLIGHTS

CARY GRANT—CHRISTMAS LULLABY

(Prod. Irving J. Townsend) (Writers: Lee-Coleman) (Denslow/Notable, ASCAP)—One of the most touching Christmas ballads of the year, composed by Peggy Lee and Cy Coleman, and performed brilliantly by the film star. Should hit with solid programming and sales impact. Flip: "Here's to You" (Denslow, ASCAP). Columbia 44377

CHRISTMAS CHART SPOTLIGHTS

MIDNIGHT STRING QUARTET—The Little Drummer Boy (Mills/Int'l Korwin, ASCAP). VIVA 622
BABY WASHINGTON—White Christmas (Berlin, ASCAP). VEEP 1274
BOBBY HELMS—Jingle Bell Rock (Cornell, BMI). LITTLE DARLIN' 0038

TOP 20 COUNTRY

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

JOHNNY CASH—ROSANNA'S GOING WILD

(Prod. Bob Johnston) (Writers: Carter-Carter-Carter) (Melody Lane/Copper Creek, BMI)—Written by three members of the Carter family, and arranged with the compelling Tex-Mex flavor, this Cash entry has all the potential for a No. 1 chart item. Flip: "Roll Call" (Southwind, BMI). Columbia 44373

RAY PRICE—TAKE ME AS I AM (Or Let Me Go)

(Prod. Don Law) (Writer: Bryant) (Acuff-Rose, BMI)—With equal potential for the pop and country charts, this potent Bryant ballad is delivered in the best Price style. Flip: "In the Summer of My Life" (Emanuel, ASCAP). Columbia 44374

KENNY PRICE—MY GOAL FOR TODAY

(Prod. Bobo & Pennington) (Writer: Howard) (Pamper, BMI)—Smooth, happy, meaningful rhythm item from the pen of Chuck Howard, which Price will spiral right to the top of the charts. Flip: "Say Something Nice to Me" (Pamper, BMI). Boone 1067

DON GIBSON—WHERE NO ONE STANDS ALONE

(Prod. Chet Atkins) (Writer: Lister) (Lister, ASCAP)—Culled from his "Best of Gibson" LP, this moving Mose Lister ballad should fast prove another chart giant for Gibson. Exceptionally well done. Flip: "Satisfied" (Acuff-Rose, BMI). RCA Victor 9395

JOHNNY DARRELL—

THE SON OF HICKORY HOLLERS TRAMP

(Prod. Bob Montgomery) (Writer: Frazier) (Blue Crest, BMI)—It's top Dallas Frazier rhythm ballad material with touching lyric line which Darrell delivers beautifully. Should prove one of his biggest. Flip: "But That's Alright" (Brenner, BMI). United Artists 50235

NAT STUCKEY—

MY CAN DO CAN'T KEEP UP WITH MY WANT TO

(Prod. Stuckey-Page) (Writer: Stuckey) (Stuckey, BMI)—More clever and catchy Stuckey material set in a happy rhythm that spells nothing more than smash. Flip: "If There's No Other Way" (Su-Ma, BMI). Paula 287

FLATT & SCRUGGS—DOWN IN THE FLOOD

(Prod. Bob Johnston) (Writer: Dylan) (Dwarf, ASCAP)—Folkser Bob Dylan's blues, rhythm material which serves as a potent entry for Flatt & Scruggs should fast carry them up the country chart and spill over into the pop markets. Columbia 44380

JOHNNY PAYCHECK—DON'T MONKEY WITH ANOTHER MONKEY'S MONKEY

(Prod. Aubrey Mayhew) (Writer: Morris) (Mayhew, BMI)—He's got a sure-fire winner here with this infectious rhythm number. Loaded with jukebox appeal, this one is a definite chart topper. Flip: "You'll Recover in Time" (Mayhew, BMI). Little Darlin' 0035

JOHNNY (\$) DOLLAR—

EVERYBODY'S GOT TO BE SOMEWHERE

(Prod. Stan Shulman & Dick Heard) (Writer: Yates) (Mayhew, BMI)—Hot on the heels of "The Wheels Fell Off the Wagon," Dollar has a blockbuster programming and sales follow-up in this rhythm novelty headed right for the top. Flip: "Did You Talk to Him Today" (S-P-R/Clay, BMI). Date 1585

CHART Spotlights Predicted to reach the HOT COUNTRY SINGLES Chart

GEORGE MORGAN—Barbara (Home Folk, BMI). STARDAY 825
TOMMY HUNTER—Charlie's Side (Delmore, ASCAP). COLUMBIA 44367
PRISCILLA MITCHELL—Your Old Handy Man (Combine, BMI). MERCURY 72757

MOLLY BEE—Sinner's Wine (Central Songs, BMI). MGM 13864
ROSE MADDOX—The Bottom of the Glass (Freeaway, BMI). UNI 55040
MAC CURTIS—Too Close to Home (Gallico, BMI). EPIC 10257
SAMMI SMITH—So Long, Charlie Brown, Don't Look for Me Around (Heart of the Hills, BMI). COLUMBIA 44370
JIMMY GATELY—It Tears My Heart Out (Champion, BMI). DECCA 32234

COUNTRY CHRISTMAS CHART SPOTLIGHTS

ROY ROGERS & DALE EVANS—Merry Christmas, My Darling (Paramount/Rogers, ASCAP). CAPITOL 2022

TOP 20 R&B

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

HESITATIONS—BORN FREE

(Prod. GWP) (Writers: Black-Barry) (Screen Gems-Columbia, BMI)—The pop smash takes on a new and powerful dimension in this solid blues treatment which has all the ingredients going for it to put it right back up at the top of the charts. Flip: "Love Is Everywhere" (Zira, BMI). Kapp 878

CHART Spotlights Predicted to reach the R&B SINGLES Chart

MICKEY MURRAY—Hit Record (Prize/Luristan, ASCAP). 555 INTERNATIONAL 727
VAN DYKES—Save My Love for a Rainy Day (Jobete, BMI). MALA 584
ARTISTICS—Nothing But Heartaches (Jalynne/BRC, BMI)—You Make Me Happy (Jalynne/BRC/McCoy, BMI). BRUNSWICK 55353
SENOR SOUL—Pata Pata (Raj Kumar, BMI). DOUBLE SHOT 122
Z. Z. HILL—What Am I Living For (Progressive/Tideland, BMI). KENT 478
SIR LATTIMORE BROWN—Please, Please, Please (Armo, BMI). SOUND STAGE 7 2598

CLASSIFIED MART

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THIS 44-PIECE ARCADE was opened by Springfield, Mo., operator Charlie Page when land clearance cost him five old locations. This new spot, called the Cage, does more volume than all the old stops combined, Page reports. This is one way operators are countering location dislocation. (See stories in this issue.)

Major Record Labels Will Participate in S. C. Show

COLUMBIA, S. C. — For the first time in 20 years record manufacturers are sending top management brass to participate in a State convention of jukebox operators.

Lined up so far, as exhibitors here Jan. 27-28, 1968, during the fifth annual South Carolina Coin Operators Association (SCCOA) convention, are MGM, Decca, London and Epic. Regional distributors, such as Mangold Distributing, Charlotte, N. C., and one-stops are also participating.

MGM's Sol Handwerker is flying in from New York with a guest artist. Other top record company personnel will include Nick Alvarano, Epic, Decca's Claude Brennan and Cy House, London.

MOA Role

The interest by record companies in jukebox operators points up a renewed effort on the part of Music Operators of America (MOA) to gain more communication between all segments of the music industry. All firms exhibiting at the recent MOA convention in Chicago were solicited to participate here, said SCCOA secretary-treasurer Mrs. Walter T. (Erby) Campbell, Universal Vending Distributing Co., local firm.

The event, to be held for the first time in the 15,000-square-foot Shrine Club, will be attended by (MOA) president-elect William Cannon, Haddenfield, N. J.; MOA executive secretary Fred Granger, Chicago, and other MOA officials.

SCCOA's current president is Hal J. Shinn, Gaffney, S. C.,

operator, who is also MOA's newly elected sergeant at arms.

South Carolina State Sen. Fritz Hollings will be among local figures here. SCCOA attorney Peter Hyman will also attend. Registration begins Saturday, Jan. 27. Exhibits are open from 10 a.m. to 5:30 p.m. opening day. A cocktail hour, banquet and dance will be on Saturday's program.

Sunday exhibit hours are 10 a.m.-12 p.m. A luncheon and business meeting follow. Events for the ladies are being planned for Sunday, Jan. 28.

Howard Johnson Motel is holding a large block of rooms until Jan. 20. The phone number for reservations is (803) 765-2101. The motel is a short walk from the Shrine Club, four miles from the city on Interstate 26.

Rovendco—A New Rowe Branch—Opens in S. F.

SAN FRANCISCO — Rowe Manufacturing Co. has established Rovendco International here, a new distributorship under general manager Hans Von Reydt.

The new firm was opened in exuberant style with a party on Nov. 12 and 13 attended by 300 operators.

Leading the contingent from the Rowe plant in Whippany, N. J., was Joe Barton, general sales manager for the major jukebox and vending machine manufacturer.

Said Barton: "The opening of Rovendco establishes a new trend for the industry."

Other well-known industry figures on hand to wish the new distributorship well were Alton Paap, manager of the Rovendco International branch in Seattle, D. Gottlieb & Co. West Coast representative Elky

Ray and Jim Wheeler of Litton Industries.

Cadette

The event also served to introduce Rowe's new 100-selection Cadette phonograph and Riviera 25 cigaret vender.

Most of the operators were quick to discover that Rovendco's parts department is headed by Miss Katy Walsh, the only lady parts manager in the industry. Heading up Rovendco's sales force are Ed Heinle and Jack DeVore, both well known in the Bay area.

Operator Ed Gaspar, Gaspar Music, Fort Bragg, Calif., won a new Cadette phonograph in a drawing during the open house. Al Cohen, Alco Amusement, Vallejo, Calif., won a new Riviera 25 cigaret vender. A Fischer Fiesta pool table was won by Jim Anderson, Jim Anderson Music, Berkeley. Other prize winners were Sid Samon, (Continued on page 103)

MOV Meet

RICHMOND, Va. — The ninth annual convention of the Music Operators of Virginia was expected to draw most of the State's operators over the past weekend, Nov. 30-Dec. 2.

Featured speakers were Music Operators of America president Bill Cannon, past president John Wallace and counsel Nicholas Allen.

The association was to elect new officers and several new directors. Ashland operator Dick Lumpkin has served as president for the past two years.

Location Loss: Another Look

We recently published results of a national survey taken by an independent New York firm that showed a steady increase in the number of taverns in the U. S. This refuted the oft-repeated statement that urban renewal is taking away locations. Reporter Earl Paige has taken another look at location attrition and reports—in three articles below and a fourth on page 98 slanted toward bulk vending—that what has been viewed as location loss is really metamorphosis.

Arcades Reversing Attrition Patterns

By EARL PAIGE

SPRINGFIELD, Mo. — Charlie Page, Modern Music Co. here, is opening fun center arcades to replace locations lost to what might be called "rural evaporation." Small Ozark region towns on the periphery of Springfield are dying, and in each case several locations are displaced.

Page is using jukebox music to draw young people to his arcades.

"All the little towns around here used to have two or three honky tonks, at least three small cafes or restaurants and usually a drug store," said Page. "Now with people leaving for the city these spots just disappear."

"The inter-state freeways have cut off a lot of towns, too. It used to be we would have two or three truck stops on the

intersections of these old highways. Now these are gone."

Page said that although Springfield has enjoyed excellent growth during the past 10 years as thousands of families have moved here from all over the Ozarks, operators have not necessarily picked up the displaced rural locations.

Lost 10 Spots

"I've lost 10 locations in the past six months. Three cocktail lounges went to background music and now use an orchestra two or three nights a week. One restaurant spent \$50,000 for remodeling and took out the jukebox for background music and two Dairy Queens decided to take out all coin machines."

"I lost five more locations when Southeast Missouri State (Continued on page 105)

How Discount Dept. Stores Fill a Void

SCHILLER PARK, Ill.—Arcades located in discount department stores can fill a void for operators whose standby stops have been swept away by urban renewal. Some of these fun spots swell to 100-machine size.

One advocate of this new kind of location is Ross B. Scheer, vice-president and director of marketing, Midway Manufacturing Co. He recently told delegates at the Music Operators of America convention about a national chain that nets \$2 million a year from guns and games in its stores across the country.

Scheer, whose company has been a part of a tremendous industrial expansion in this suburban area west of Chicago, was

once an operator involved in developing arcades in discount chain stores.

He has some definite hints for opening up what is a totally new concept of coin machine operating:

- Take that ring of keys off your belt.

- Put on your best business suit.

- Arrange an interview with the top management (this could mean a trip to New York City).

- Have ready a visual brochure depicting the many types of amusement pieces you operate.

- Prepare a resume of earning comparisons of equipment (this can be gleaned from route

(Continued on page 105)

Truck Stop is the Modern Honkytonk

SPARTANBURG, S. C.—Urban renewal is not restricted to the large city. This city of 60,000 is under-going an extensive face-lifting. But according to Hal Shinn, Star Amusement Co., in nearby Gaffney, the uprooted location usually reappears in a new costume.

Shinn has found, for example, that the modern truck stop is inheriting the role and profitability of the traditional jukebox honky-tonk.

"Over in Spartanburg two things are happening," Shinn said. "They're clearing some areas to build throughways and

in other areas they're clearing out slums. Most of the locations we've lost were jukebox stops and it's pretty hard to pick them up again."

"Bible Belt"

"In the case of slum clearance we lose the rhythm and blues taverns, hamburger places and even spots like a shoeshine stand, where the jukebox has always done pretty well. These locations are used to paying low rent and find it very hard to relocate in other neighborhoods."

Shinn said that because this (Continued on page 104)

Board Meet March 10-12

WASHINGTON — The Music Operators of America (MOA) board of directors will meet here March 10-12 at the new Hilton Hotel.

Because the general revision of the national copyright law is still pending in the U. S. Senate, first order of business for the 50-plus board members will be personal contact with their senators.

"We expect a heavily attended meeting," Granger said.

The topic of secondary importance at the meeting here—an annual event—will be the 1968 convention and trade show

to be held at the Sherman House Hotel in Chicago, Oct. 11-13. "The board meeting will serve as a planning conference for the convention," Granger said. "Convention committees will be appointed."

During the recent national convention the board decided that it would continue to meet here in Washington until the copyright issue is decided. After that the body may move its mid-year meetings to San Francisco, Houston and other cities.

The meeting commences here with a luncheon on Sunday, March 10.

10 Per Cent of Jukebox Revenue Buys Records at Rapids Coin

By BENN OLLMAN

WISCONSIN RAPIDS, Wis.—Thirteen years of steady growth has boosted Russ Dougherty's Rapids Coin Machine Service from 23 jukebox locations to its current roster of "over 100 music and games spots." And the firm continues to grow at the rate of two new locations per month.

It all began in 1954 when Russ Dougherty left his post as route foreman for Cigarette Service in Appleton, Wis., and struck out on his own. He bought a route here consisting of 23 pieces of equipment—half

of it on location in nearby summer resorts.

Russ Dougherty recalls, "It turned out to be not exactly what I originally had in mind. But I hung on, learning as I went along and saw it through. In four years I had the route paid off."

Altered

Essentially a conservative businessman, Russ Dougherty admits that many of his early concepts and operating practices have altered radically in recent years. No longer, he finds, need operators feel obliged to spend time and money

in each location to retain its patronage. The operator can make more productive use of his time following up other managerial aspects of his enterprise.

Neither does Dougherty deem it advisable today to "major" in one make of music or games equipment. "I'd advise any operator not to limit himself to a single line of jukeboxes or games. All of the machines on the market have their good and bad points, and many similarities. I prefer to be flexible and uncommitted to any particular line. Each year one manufacturer generally breaks out with several unique features. The operator who plays the field is free to take advantage of these innovations as they emerge. It is also to my advantage to buy from all manufacturers so I can keep open to any good deals on closeouts or used pieces of equipment. Today's operators should be versatile and familiar with the service requirements of all lines of equipment."

Highways

Dougherty is also convinced that operators today need not confine themselves within small, local areas. His own routes blanket a radius of approximately 50 miles encircling Wisconsin Rapids.

"In most areas it is now economically feasible for operators to travel 50 miles to service locations. I don't advocate all that mileage for unproductive, isolated locations. Volume, of course, should be the deciding factor on the distance you operate from your home base. Today's improved highways and expressways have cut down the cost and time of route coverage."

Glancing backward, Russ Dougherty no longer advocates mixing music and games with vending.

"It didn't work out well for me," he explains. "I started out with vending when I came here in 1954 and was forced to give it up after seven years. By then I discovered that the cost of servicing my vending locations precluded any profits. It just wasn't worth the effort and investment; my music and games stops were carrying the financial load. With smaller equipment inventory, fewer employees and lower transportation expenses, my music stops made money. But vending was cramping me and keeping me so busy I couldn't find time to build my music business. The decision to discontinue vending and focus on music and games proved to be a healthy move. It may be counter to the present industry-wide trend, but in this territory it isn't necessary at all to provide a location with cigaret venders in order to sew up the music and games."

Future

In 1961 Russ Dougherty sold his cigaret vending route to a candy jobber and the drink equipment to a food vender. "All three of us are still in the coin machine business and non-competitive," he notes.

The future is promising for the progressive music operators, according to Russ Dougherty.

"But the music business is no better than the drawing power of the records you put in your jukeboxes. It calls for steady effort to stay alert to the new record releases. We subscribe to all the industry's trade papers and study the popularity charts constantly to stay on top



RUSS DOUGHERTY, owner of Rapids Coin Machine Service, Wisconsin Rapids, Wis. If he were to do it again, he'd grow faster.



THE RECORD LIBRARY at Rapids Coin Machine Service is one of the largest in the State. It helps greatly in new-account acquisition. Morgan Metcalf is pulling some LP's.

of the record situation. We get very few record requests from our locations. This, we feel, is a tribute and a valid indication that we know the musical wants of our locations."

To illustrate the importance he places on proper disk programming, Russ Dougherty notes that last year's budget for records averaged 10 per cent of each location's net receipts.

New Records

"This may seem high. But it is part of the cost of doing business. I examine the overall income from each location and if it is slipping the solution generally lies in more new records, better programming or often, a combination of both. I treat records like a good in-

vestment, not a necessary evil in the jukebox business."

Until recently, all of Rapids Coin Machine Service's record programming was performed on location by the routeman. A start was made several months back that eventually may lead to programming all records in the shop prior to the service calls. Routeman Chick Metcalf has been assigned to handle all programming and collecting duties.

LP's

"Inventorying our records is another change under way here, in order to stay with the times," says Russ Dougherty. "It is due largely to the impact of Little LP's on the jukebox business."

(Continued on page 106)



IF REVENUE DROPS in a spot, Rapids Coin programs more new records and usually the trend reverses. Routeman Chick Metcalf handles most of Rapids' programming.



MUSIC IS THE BACKBONE of the Rapids Coin operation, and owner Dougherty plays the field on new equipment acquisition. Serviceman Jim Miner is a thoroughgoing expert on all the major makes.

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INCLUDES FEDERAL EXCISE TAX

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<p>OVERHEAD MODEL (Natural finish hardwood cabinet)</p> <ul style="list-style-type: none"> • Two-faced. Scores 15-21 and/or 50 pts. <p style="text-align: right;">\$169.50 F.O.B. Chicago.</p>	<p>NEW SIDE-MOUNT MODEL (Walnut Formica finish—easy to clean)</p> <ul style="list-style-type: none"> • Scores 15-21 and/or 50 pts. Also 15-21 pts. only. <p style="text-align: right;">\$249.50 F.O.B. Chicago.</p>
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WURLITZER AMERICANA II

Vending News

Don't Forget, The Directly Sold Stop Is Also 'Dislocated'

CHICAGO—The "dis-located location" may not be the store leveled by the urban renewal bulldozer or the boarded-up tavern in a small town cut off from the new freeway and abandoned by people moving to the city. It can be the location that becomes its own "operator."

The trend to locations operating their own equipment is currently more prevalent in the bulk vending industry. Directors at the recent National Vendors Association (NVA) board meeting here wrestled with the question.

One member, engaged in a special direct-to-location merchandising plan, resigned from NVA. One director stood up and said, "Before we criticize someone for selling direct to a location, let any one of us who is without sin cast the first stone."

While all segments of the

coin machine industry feel the effects of locations owning and operating their own equipment, the trend seems more prevalent in the bulk vending field.

The association, while not attempting to arbitrate between competitors, is issuing a fact sheet detailing the various aspects of the bulk vending industry and dramatizing the importance of the bulk operator's role to stores.

New Trend?

Chicago operator Bill Krugman, who reports several of his locations have been solicited by firms offering to sell them machines and merchandise, said, "I'm not sure NVA should have accepted the man's resignation."

"I don't like what he's doing, but I would also defend his right to do it. Now he is out of NVA. Now we can't communicate with him. If NVA does adopt a code of ethics it would only affect the members—not someone outside the group."

But Krugman goes further. "Will operators have to come to the realization that they might have to start selling machines to locations? Is this an approaching trend? Will we become jobbers instead of operators?"

"The services we perform as independent bulk operators cost us a lot of money. Maybe we'd be better off letting the location worry with the machines. The only thing is, when stores do buy their own machines they learn that the business isn't all peaches and cream."

"There's the initial expense.

Machines have to be repaired. They have to be cleaned up regularly. There are sales taxes, licenses and insurance involved. You have to keep abreast of new merchandise, you have to know how to professionally merchandise new products. There's a lot of work involved.

"And if a store buys an item and it doesn't sell, they're stuck with it. But the operator can take the same item that's dead at one location and move it somewhere else."

Direct Selling

Krugman said many of his locations have said they just don't want to bother with operating their own equipment. "Many have turned over letters and literature they've received from direct-selling companies."

"Some of these direct sellers sort of give operators a black eye," Krugman said. "They will quote a phrase something to the effect, 'Why take less?' or 'Why settle for a 30 per cent commission from an operator?'"

Krugman said one brochure from a company in the East listed bulk vending units, a popcorn machine, candy machines, a cigaret vender and a coffee machine. "The brochure stated the store could make 70 per cent

profit," Krugman said.

"Of course, the store has to take less when an operator is involved because the operator is performing a service and this is the secret of the independent operator. He must perform a service and let your location know what you're giving it."

Inform Store

"I always let the stores know when I've got a new and exciting item we're merchandising. I take the item in and let the manager see it so he knows what we're doing. I do the same thing when we have a new machine; I let the store know we're performing a function."

"Unless the store knows what the bulk vendor is doing they are only concerned with the check each month. But when they see the vendor is interested and knowledgeable they know he is performing a function for the store, too. Then it's hard for the direct selling technique to knock you out."

Krugman said he had been toying with the idea of approaching some restaurants on 25-cent capsule machines, but had held back. "Why educate these locations" he asked. "This merchandise and the machines are available. I might show them some-

thing and find out that I've just been entirely cut out."

Contracts

Contracts are not the answer, either, he said. "I have leaned more to contracts lately but these are instruments that basically protect you from another operator coming in. They are not designed to keep the store from becoming its own operator."

"You could word the contracts in such a fashion as to keep the store from operating equipment, but then you're getting a contract that's too complicated—so complicated no store would ever sign it. I keep my contracts short and simple."

Krugman does not think occupational licenses or per-machine licenses are the answer, either. "Sure. I could probably afford a pretty stiff license and maybe a high city license would discourage stores from operating. But this would severely penalize small bulk operators. We might just choke ourselves to death."

"This problem is not new. It started when the first machine was sold to a location. We all know that certain distributors sell direct to locations and that even some manufacturers do this. It's a vicious circle."

Vending Profits at 4.52% of Sales

CHICAGO — According to a national survey by Price Waterhouse & Co., before-tax vending profits amounted to 4.52 per cent of sales in 1966-1967. The figure for 1965-1966 was 4.47 per cent.

The fact that margins held their own last year is a bit

surprising in view of tightening cost-price ratios throughout the coin machine industry.

As a percentage of sales, total payroll expenses increased from 19.85 per cent to 21.10 per cent of sales during the latest survey period.

On the average, sales of each

vending firm surveyed broke down as follows: cigarets, 25.45 per cent; hot cup beverages, 16.01 per cent; candy, nuts, gum and biscuits, 9.72 per cent; sandwiches, salads, pastry, 7.94 per cent; cold cup beverages, 7.61 per cent; milk, 2.88 per cent; ice cream, 2 per cent; miscellaneous vended products, .88 per cent; hot food, .87 per cent and bottled and canned soft drinks, .15 per cent.

The survey, taken for the National Automatic Merchandising Association, received data from 183 vending service companies with a combined total of \$951,936,072 in sales. Cost of sales hit 51.38 per cent and total operating expenses was 44.95 per cent.

Companies with sales under \$250,000 had a profit before income taxes of 6.66 per cent.

Roy Clason Dies

DETROIT — The death of Roy W. Clason of Utica, Mich., owner of the Jump Music Co., was reported last week. Clason, who also owned Gabriel's Lounge in Utica, was a principal leader of the industry in introducing the discotheque concept in the Michigan area. He was well known for years as a trade association executive, serving as manager of the Michigan Automatic Phonograph Owners Association and in other capacities. Seven children and eight grandchildren survive.

Jim Silman of Jamar Vending at Grand Rapids were on the big Las Vegas holiday trip sponsored by AMI. . . . Verne Huntoon and his wife of Acme Vending are back from a well-enjoyed vacation in the Bahamas, which was a bonus for his AMI purchases. . . . Dick Hollis, formerly of Grand Rapids, has moved up to Traverse City, joining Northern Vending there as general manager. HAL REVES

Coinmen In The News

MINNEAPOLIS

A service school staged here by Sandler Vending Co. on Automatic Products equipment drew these operating company personnel:

Clare Gantzer, Vendall Distributing Co., Minneapolis; Nels Nelson, Nelson Music & Vending, Alexandria, Minn.; Wallace E. Schultz, U of M Vending Service, Minneapolis; Eugene Madson, Ray's Jobbing, Elk River, Minn.; Don Kotrba, A&H Vending Co., E. Grand Forks, Minn.; Bob Calvin, Martin Music, Worthington, Minn.; Tony Boyenga, Star Music & Vending, Austin, Minn.; Hans Wiederman, Northern Vending Co., Mason City, Ia.; Patrick Clennon, Star Music & Vending, Austin, Minn.; Wally Johnson, Midwest Vending Co., Minneapolis; Bob Pautsch and Jim Bolstad, A. H. Hermel Co., St. Peter, Minn.; Duane D. Judd and Ed Sheimo, Star Music and Vending, Austin, Minn.; Tom Ihrke, Schroeder & Co., Rochester, Minn.; Dennis Mahoney and Herbert Petersen, Mill Amusement Co., Milbank, S. D.; Herman J. Huser, Herman's Distributing Co., Wisconsin Rapids, Wis.; George Evan and Dennis Weber, Weber Music & Vending, Blue Earth, Minn.

DETROIT

Gerry Snyder and Frank Martin, distributors for Seeburg in this territory, were pleasantly surprised by a whole feature column by human-interest writer Al Stark in The Detroit News on "The Real Detroit: IQ Fun." The article described operation of Nutting Industries' I.Q.

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N.W. 10-Col, 1¢ Tab Gum Mach. . . 18.00
Atlas 1¢ & 5¢ 100 Ct. Ball Gum. . . 12.00
Acorn 8 lb. Globe 10.50

MERCHANDISE & SUPPLIES

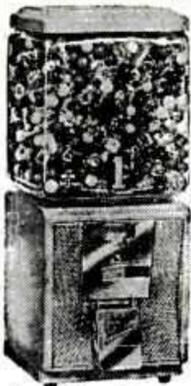
Pistachio Nuts, Jumbo Queen, Red \$.95
Pistachio Nuts, Jumbo Queen, White92
Afgan Crown Red Lip Pistachio Nuts68
Afgan Prince Red Lip Pistachio Nuts62
Cashew, Whole86
Cashew, Butts75
Peanuts, Jumbo45
Spanish32
Mixed Nuts60
Baby Chicks36
Rainbow Peanuts32
Bridle Mix32
Boston Baked Beans32
Jolly Beans32
Licorice Gems32
M & M, 500 ct. 50
Munchies, 16-lb. carton, per lb. .39
Hershey-ets47

Wrapped Gum—Fleets & Pal, 4M pcs. \$14.00
Rain-Blo Ball Gum, 1800 per ctn. 6.50
Rain-Blo Ball Gum, 1800 printed per carton 6.65
Rain-Blo Ball Gum, 5250 per ctn. 8.60
Rain-Blo Ball Gum, 4250 per ctn. 8.60
Rain-Blo Ball Gum, 3500 per ctn. 8.60
Maltettes, 2400 per carton 8.40
15 Cartons minimum prepaid on all Leaf Brand Rain-Blo Ball Gum.
Adams Gum, all flavors, 100 ct. .45
Wrigley's Gum, all flavors, 100 ct. .45
Beech-Nut, 100 ct.45
Hershey's Chocolate, 200 ct. 1.30
Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator. One-Third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY on the New **Northwestern GOLDEN 60**



This "all product" vendor is truly the most versatile on the market. Handles ball gum, charms, capsules, all nuts and any small bulk products without breaking or crushing. Gold decorative front panel. Mammoth capacity.

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Big Party Opens San Francisco Distributorship



JOE BARTON, right, Rowe general sales manager, and Miss Cadette welcome Rovendco International general manager Hans Von Reydt into the Rowe distributor family.



JERRY WILSON, Wilson Music, Oakland, Calif., registers at Rovendco International's big San Francisco Party.



AT LEFT, Mr. and Mrs. Al Giannotti, Vendomatic, Redwood City, Calif., with Mr. and Mrs. Fred Slater.



DEL OSBORN, left, Osborn & Co., Oakland, Calif., and Jim Nichols, Stockton Music, Stockton, Calif.



ELMER SWAGER, left, United Servomation, Berkeley, Calif., and Rovendco general manager Hans Von Reydt.



FROM LEFT, J. Cooke, Pacco Vending, San Francisco; Anita Roby, Rovendco; Ed Heinle, Rovendco, and J. Nichols, Skyline Novelty, San Francisco.



SAM FALZON, S. F. Enterprises, admired the Cadette at Rovendco's grand opening.



RALPH PHIPPS, left, Rowe Manufacturing, and Mark Morris, Mark Morris Vending, San Francisco.



GEORGE JOHNSON, D&J Music, Daly City, Calif., buys some cigarettes.

Shrink-Wrap Proves Worth On Nationwide Routes

DENVER—No bulk vending organization anywhere gets its newly adopted items into the public view more quickly or attractively than Capco Vending, Inc., 24-State bulk vending organization with headquarters in suburban Arvada here.

As often as a new item is approved for the many Capco Vending routes in Eastern and far Western States, a unique piece of equipment goes into operation at the Arvada headquarters. This is a polyethylene-film packaging machine of the type which has found favor with many department stores for "visible packaging" of such delicate breakables as goblets, fine china, ceramic giftwares, toys, etc. Merely by lowering a frame which contains a tightly stretched piece of polyethylene, and applying carefully controlled heat, the unit shrinks the polyethylene film neatly over everything beneath it to form an absolutely waterproof, dustproof seal for a display front. A number of large bulk vending firms have adopted this shrink-wrap system.

Old-timer Robert Graff and his partner Al Gibbons of Capco Vending have worked out a combination of plastics and the headquarter's shop regularly turns out styrofoam blocks, neatly cut to size, which fit each variety of 5-cent, 10-cent and penny venders on the far-flung nationwide routes. To give every vending machine at every location "the finished look" clean attractive styrofoam panels are inserted at regular intervals (controlled by the flow of worthwhile new items) which may show as many as two dozen items, or half a dozen larger ones, arranged neatly on the face of the foam blocks.

It might be argued that such blocks need scarcely to be covered with the waterproofing film, inasmuch as each is already protected from dust, handling or any damage by the glass globe or front glass panel of the vending machine. Graff and Gibbons do not look at the matter from that standpoint, how-

ever. Their attitude has been that nothing is better inclined to promote salability of bulk items than immaculate cleanliness and an attractive line-up of interest-whetting elements.

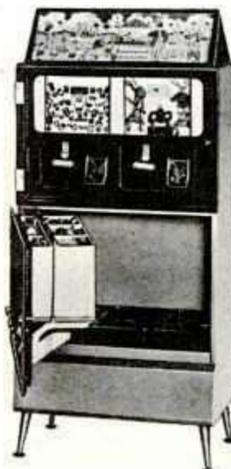
The styrofoam panels are produced at an average cost of one dollar each, the amount fluctuating according to strictly local changes in cost, the number of items being shown, etc., and are rushed out by fast freight to route operators through the 24 States as soon as completed. Representing a heavy work load, but increasing the sales potential of every machine by many percentage points, these "tiny billboards" have proven their ability to get a new item into popular turnover, in a short space of time.

Munves at the Outdoor Show

CHICAGO — Mike Munves Corp. exhibited 10 new machines at the International Association of Amusement Parks Convention at the Sherman House Hotel here Nov. 26-29. Makers were AMF, Bally and several imports.

The All New VICTOR SELECTORAMA® 77-88 CONSOLE

A Brand New Idea in Bulk Vending. Fast Service—Low Cost—BIG PROFITS



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New Rowe Branch

Continued from page 99

Oakland Automatic Sales, Oakland; Ellen West, Cody's Music, Winter, Calif.; John Pira, Rapco, San Francisco; Ron Kain, P&M Sales, San Francisco and John Casazza, Santa Rosa Cigarette, Santa Rosa, Calif.

The Rovendco headquarters are at 1400 Minnesota Street here.

Garland Report

LOS ANGELES—Gordon H. Garland, public relations counselor and lobbyist for the California Music Merchants Association and seven other organizations, reported he spent \$23,944 representing the eight interests.

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Vending News Digest

Reversal in Food Price Case

BALTIMORE—A ruling that required Westinghouse Electric Corp. to bargain with an employee's union in regard to company cafeteria prices has been reversed by the U. S. Court of Appeals in the fourth Circuit at Richmond, Va. The National Automatic Merchandising Association had filed a brief supporting Westinghouse and views the reversal as an important step in preventing serious problems in contract relationships between operators and locations.

New Manual for Union Problems

LOS ANGELES—Operating companies face continued union problems and an attitude by union leadership that the vending industry is a "ripe plum" unless vending firms put their "management house in order." This is the warning of Dr. Benjamin Werne, National Automatic Merchandising Association (NAMA) labor relations counsel.

Dr. Werne has written an employee policy manual for NAMA to be used as a guide for vending companies. The policy manual is to prepare both vending executives and operators for any union eventuality and to encourage vending management to communicate with employees, according to Dr. Werne.

"Company employe manuals must be individually tailored to the specific set of conditions existing within a given organization. The new NAMA policy manual is strictly a set of rules and regulations to guide the industry," Werne said.

Coinco Units For Canada

ST. LOUIS—Coin Acceptors, Inc., at the recent vending show in Chicago exhibited two acceptors capable of coping with the new Canadian coinage problem.

Coinco has announced that its Toronto factory has reached full production with a mechanical and an electronic unit. The electronic unit operates on an RF frequency oscillator that rejects slugs and accepts good coins. The mechanical acceptor separates the coins, using a series of magnets and offers extra protection for new coinage and full protection on American and old Canadian coins.

Both acceptors will fit any existing Coinco changer.

Betson's 35th Anniversary



BETSON ENTERPRISES' guests enjoying festivities during the North Bergen, N. J., firm's 35th anniversary open house.



ROCK-OLA's Bill Findlay (right) chats with Joe Bossolino (center) and host Bert Betti.



MORT SECORE, Chicago Coin sales manager (left), chats with Harold Kaufman, Musical Dist.



OPERATORS Walter Cywinski, (left front) Jack McKenna, (rear) and Joe Russomanno.

Truck Stop is the Modern Honkytonk

Continued from page 99

area is part of the co-called "Bible Belt," and "practically dry," locations often experience another difficulty in transitions to another neighborhood. "They can keep their beer license, of course, but where can they go? "Most often there has to be a hearing and there are always objections. The attitude of the law enforcement people is very negative. They feel there shouldn't be any taverns. They always object. If the location is too near a church or school you have more problems," Shinn said.

New Truck Stop

Shinn, president of the South Carolina Coin Operators Association and also Music Operators of America sergeant-at-arms, is developing one entirely new kind of location as a direct result of urban renewal expansion.

"This is the elaborate truck

stop," said Shinn. "A lot of these really swanky kind of truck stops are springing up along the new throughway. They usually have a trucker's lounge and this means we can sit pool tables, shuffle bowlers and a lot of different games. Of course, we always have a jukebox in this kind of location."

United in Kan. Adds Territory

WICHITA — United Distributor here, long-time outlet for Wurlitzer, has enlarged its territory to include areas formerly serviced out of Kansas City.

Atlantic Show

NEW YORK—Atlantic New York Corp. hosted area operators at a showing of the new Seeburg Spectra phonograph on Nov. 7.

NORTH BERGEN, N. J.—Betson Enterprises celebrated its 35th anniversary as a distributorship with an industry open house here Nov. 19.

President Bert Betti hosted scores of operators and representatives of the manufacturers of the lines he handles: Rock-Ola, Fischer, United Billiards, Chicago Coin and Automatic Products.

Among the guests were Dan and Charlie Bivona, Three B Vending, Plainfield, N. J.; Vinge Serverino, Linmar Amusement Co., New Milford, N. J.; Lenny Schlesinger, Emerson Music Co., Newark, N. J.; Thomas Greco, Greco Brothers, Glasco, N. J.; Barry Schlesinger, Beverly Vending Co., Bayonne, N. J.; Ed Hanco, County Billiards, Bridgeport, Conn.; Emil Russo, R&Y Amusement Co., Newark, N. J.; Jack Jacobs, Salem Music Co., Teaneck, N. J.; Ed Golmore and Bert Harland, Flip's Amusement Co., Haledon, N. J.; John Gambino, Gamby's Music Co., Manville, N. J.; J. McKenna and Walter Cywinski, Crystal Vending, Elizabeth, N. J.

Also present were Max Schwartz, Ajax Amusement Co., Elizabeth, N. J.; Lou Northrup, Bridgeport Cigarette Service, Bridgeport, Conn.; Sam Matty, Master Vending, Wallington, N. J.; Duke and Joe Bossolino, McGee Amusement Co., Leonia, N. J.; John Stan-czyk, Central Music Co., John Dorbrinski, Bercoe Amusement Co., Lodi, N. J.; Paul Weisberg, Havari Vending, Hackensack, N. J.; Frank Santise, Sany Vending, New Brunswick, N. J.; Fred O'Brian, Fairlane Amusement Co., Middletown, N. J.; Joe Russomanno, Crown Vending, Rahway, N. J.; Cleo Rzaaza, Twinbrook Vending, Franklin Lakes, N. J.; John



BETSON sales manager, John Rafer flanked by Clio Rosazza (left) and Ed Hanco.

More LP's From Garwin

CHICAGO — Garwin Sales, which is handling production and national distribution of Little LP's, has released:

Ferrante and Teicher, "In the Heat of the Night," by United Artists (Title tune, The World We Knew, You Only Live Twice, Cabaret, All You Need Is Love, Alfie).

Best of the Mummies, "Lets Have a Party," by Sure Records (Golden Slippers, Four Leaf Clover, Stumbling, Half a Sixpence, Alabama Jubilee, Baby Face, If My Friends Could See Me Now).

"A Man and a Woman," soundtrack by United Artists (Title tune, Today It's You, Stronger Than Us, 124 Miles an Hour).

Engelbert Humperdinck, "The Last Waltz" on Parrot (Title tune, Two Different Worlds, Misty Blue, Am I That Easy to Forget, A Place in the Sun, If I Were You).

Ort, Ort Amusement Co., Cliffside, N. J.; Joe Caucino, Pleasant Music Co., Union City, N. J.; Ralph Mellilo, Kold Snack Vending, Irvington, N. J.; Harry Seans, Harry's Vending, Lyndhurst, N. J.; Charles Krikorian, Blue Chip Vending, North Bergen, N. J.; Fred Friendlander, Friendlander Amusement Co., West Orange, N. J.; Ben Greenwood, J&M Amusement Co., Jersey City, N. J. and Ralph Trotta, City Amusement Co., Patterson, N. J.

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- CC Champion Rifle\$175.
- CC World's Fair Rifle Gallery 250.
- Gott. Bowling Queen 135.
- Gott. Central Park 295.
- Gott. Cross Town 295.
- Gott. Gigi 125.
- Gott. Masquerade 465.
- Gott. Mayfair 395.
- Wms. Pinch Hitter 95.
- Bally Bucking Bronco 345.
- AMI 100 & 200 Sel. wallboxes25. ea.
- AMI Continental 100 195.
- Smokeshop Model V 27 85.

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EAGER BEAVERS	145.00
FLYING CHARIOTS	95.00
FLYING CIRCUS	445.00
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HEAT WAVES	275.00
HI DOLLY	550.00
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JUMPING JACK	375.00
KING OF DIAMONDS	250.00
KING AND QUEEN	295.00
LUCKY STRIKE	375.00
MAGIC CITY	145.00
MAD WORLDS	375.00
MAYFAIR	125.00
MUSTANGS	175.00
MYSTERY SCORES	225.00
NORTH STAR	145.00
OH BOYS	195.00
PAR GOLF	275.00
PRETTY BABYS	95.00
PRELUDES	295.00
POT O GOLD	115.00
RACE-WAY	115.00
RACK A BALL	175.00
RIVERBOATS	375.00
ROCKETS-3	175.00
SAN FRANCISCO	85.00
SEVEN SEAS	95.00
SHOW BOATS	125.00
SOCCERS	195.00
SPEEDWAY	215.00
STOP & GO	525.00
SUPER SCORES	95.00
SWEETHEART	125.00
STAR JET	225.00
SHIPMATE	195.00
TIME TRIALS	110.00
TEN SPOTS	95.00
COINS	95.00
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POLAR HUNT	\$145.00
TITAN	145.00
VANGUARD	125.00
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WORLD FAIR RIFLE	245.00
TEXAS RANGER	345.00
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UNITED	
CARNIVAL	\$125.00
PIRATE GUNS	145.00

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Arcades Reversing Attrition Patterns

• Continued from page 99

(SMS) expanded and built dormitories. This took out two pool halls and three restaurants."

But Page's new arcade in this same section allowed him to "relocate" these later five locations. "I had one chance," he said, "The SMS expansion left one building standing, and I leased it."

Former Drug Store

The building had housed Varsity Drug for a number of years and is one block from SMS. The lease costs Page \$250 a month. Utilities run another \$85 per month. He hired one girl to work days and one young man to take care of the night shift. Page also works in the place at odd hours.

Page put in 44 pieces of equipment in the 60-ft. by 80-ft. facility. It is open 16 hours a day: 8:30 a.m. to 1:30 a.m. Outside of the equipment, the only other fixtures are tables and chairs.

"We use a 200-name bowler card on Saturdays when we give away prizes," Page said. "We always fill the card so our traffic just about averages between 150 and 200 people a day. We have college kids until

3:30 in the afternoon, then we get high school kids up until 8:30 p.m. and then the college crowd comes in until we close."

Page said a group of real estate men come in every afternoon to play pool.

Promotions include free pool for girls, a jukebox programmed for the young audience and set on free play, prizes and drawings. "The free pool for girls has been a good promotion—the girls bring the boys in. The free-play jukebox is important, too," said Page.

44 Pieces

Since Modern Music is a typical fully diversified operation, Page was able to sit all the equipment in the arcade. The line-up of units includes: a full bank of 8 vending machines (coffee, cold drink, ice cream, milk, cigaret, sandwich, candy and snack); jukebox (1); pingames (15); baseball games (3); pool tables (3); photo unit (1); ball bowlers (3); arcade pieces, Grand Prix, AMF's Race-Ways and assorted gun games (10).

"The way an operator can make up for losing locations is to create his own with family fun centers or recreation centers in supermarkets and discount stores," Page said.

Spectra at Green Bay



MR. AND MRS. MEL EVRARD, Evrard Vending & Music Co., Green Bay, Wis., get the Seeburg Spectra sales pitch from Walt Koelbl, right, of S. L. London Music Co., at recent showing in Green Bay.



A CLOSE LOOK at Spectra is taken by Evrard Vending & Music Co. routemen Jerry Rentmeester, standing, and Bob Ramage.



RUSS DOUGHERTY, right, owner of Rapids Coin Machine Service, Wisconsin Rapids, Wis., hears about the Spectra's fine points from S. L. London Music Co. representative Walt Koelbl.

Make Money with the music makers by Rock-Ola

How Discount Dept. Stores Fill a Void

• Continued from page 99

reports from your present typical locations).

- Show management that your merchandising techniques include fixed rotation of equipment and continued placement of new pieces.

- Furnish photographs of your headquarters facility, its shop area and include pictures of your route vehicles.

- Stress your proximity to the discount store you are aiming at and how your firm will provide 24-hour service seven days a week.

Scheer thinks that a brochure presenting many of the above mentioned points should be part of every operator's promotion tools, whether or not he goes after discount stores.

"The discount store is not a tavern," Scheer pointed out. "In many cases it is part of a national company listed on the stock exchange. You can anticipate certain business procedures quite different from your normal route operation.

"In most cases, the store manager will have a duplicate set of keys to the coin boxes and will do the collecting. The machines, are, of course, metered, and regular reports will be made in triplicate form. Your firm gets a copy, another copy goes to the national office and the store keeps a copy. These can be weekly, bi-monthly or monthly reports. Your income will be in the form of a check."

Scheer stresses the importance of the operator cultivating a relationship with not only the store manager, but the assistant manager. "The assistant manager will be next year's manager," Scheer said.

In addition to constant main-

tenance of the equipment, the operator's normal routine will include visiting the manager and discussing business over a cup of coffee. "At this point you can wear your ring of keys again," Scheer laughed.

Vending

"In fact, the cup of coffee can lead into still another beautiful area in this kind of operating. Many stores have a lunch room where you can install a coffee machine, cold drink units and other vending equipment. Even in the arcade itself you can include vending equipment. You can certainly aim for handling cigaret machines throughout the store.

"Once you're in with an arcade all kinds of possibilities are open," he said. "For one thing, bulk vending machines are a natural. Even the restrooms in these stores will accommodate valet vending units, shoeshine machines and several other types of equipment."

In reference to the arcade itself, Scheer has found that most large discount stores already have sufficient area for the installation. "The operator should, however, provide signs, giant lollipops, balloons and other items to fit in with the decor and various merchandising motifs the store employs.

"The operator should key his promotions to the discount store concepts of merchandising," Scheer said. "For example, signs should be prominently placed to tell the story that mothers can leave their children in the arcade while they shop.

"This is a point you should particularly stress to store management. Millions of dollars are lost every year by stores because children run loose and tear down displays or in other ways

create havoc. The arcade solves this headache for the store."

Promotions

Scheer also encourages operators to run promotions keyed to activities in the store. "You can tie in on various holidays and offer free kiddie rides or put all the games on free play during certain periods.

"The operator can also advertise in local papers in co-operation with store's regular promotion procedures. Stress that your games are a bargain, too, that kiddie rides and games are set at three for a quarter.

"One operator I once knew regularly dressed up in a cowboy outfit and performed tricks and gave away candy and balloons in the store's arcade. This is just an example of the imagination you can employ in this kind of operating," Scheer said.

In terms of commissions, Scheer suggests that operators offer 40 per cent. "If you're providing the newest in equipment, performing the merchandising techniques you should and furnishing service, the store will go along with your getting that extra 10 per cent. You should have no trouble obtaining a 60/40 commission arrangement.

"A discount store is geared to obtaining the maximum dollars from minimum square foot areas. Your arcade occupies a minimum area and it is often located in what might otherwise be excess space. The store's revenue from the arcade is all off the top—they have no investment and no over-head.

"The arcade makes sense to the discount store. This chain that is netting \$2 million a year from its arcades would have to sell \$50 million in merchandise to come out with as much net as its arcades provide."

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Munves Shows a Long, Fun Line at IAAP

CHICAGO — Mike Munves Corp. showed up at the International Association of Amusements Parks convention here last week with the finest line

of space-age fun spot equipment he's had in years.

All smiles, Joe Munves told Billboard: "People are waking up to the fact that arcades are profitable. They're attracting women. They're operating clean games in sparkling facilities. They're putting out challenging new machines."

Munves said that the hottest among the 24 units he exhibited were the soccer games by Bally and AMF, Sega's Periscope gun game, the Dale Auto-Driver, All-Tech's grip test and Gang Buster gun game, Bally's Boot-A-Ball (which goes into distribution this week), Chicago Coin's Ace Machine Gun and Northwestern Corp.'s Booz Barometer.

"I'm delighted to see the athletic machines coming back," Munves said.

Another long-time exhibitor at the show, Standard Harvard Metal Typer, Inc., displayed its typer and offered 4,440 discs free with each order.

Shaffer Hosts Las Vegas Trip

COLUMBUS, Ohio—Shaffer Distributing Co. here hosted 50 operators at the Frontier Hotel in Las Vegas recently as part of their promotion on the new Rowe Cadette phonograph.

Shaffer offices in Cincinnati, Detroit and Cleveland also participated in the promotion. Highlight of the trip was the giveaway of a 1968 Cadillac automobile, won by James Drivakis, Atlas Amusement Co., Cincinnati. A Cadette phonograph was won in a drawing by Joe Parisi, Supreme Novelty Co., Springfield, Ohio.

Shaffer has been a leading coin machine distributor for over 30 years.

Cleveland to 15-Cent Play?

By JANE SCOTT

CLEVELAND—Brother, can you spare 15 cents?

The song of the jukebox today is "Higher and Higher." This may force merchants to raise the cost of a single play from 10 to 15 cent, reports Charles Comella Jr., third-term president of the Phonograph Merchants Association.

"We're in a squeeze. We're hemmed in," he said.

"Cars cost more. Equipment costs more. And each year our contract with Teamsters & Union Local 410 is higher."

The possibility of raising the record plays from three songs for a quarter to two songs was to be discussed at the Association's luncheon meeting Nov. 28.

"Let's face it, we get the leisure money, the extra money. The guy who goes into a bar with a dollar in his pocket buys the drink first, then he thinks about the jukebox," added Comella. "The long Ford Motor Co. strike, the possibility of a Chrysler or General Motors' strike are making many music-lovers 'hold-backers.'"

Comella, who heads Cadillac Music Co., trades cars in every two years instead of one now.

"But the big thing we have to do is better programming. We've got to be more efficient. We've got to check closer to see that the song that the customer wants is on the jukebox," he said.

Illinois Association Hiring An Executive, Opening Office

CHICAGO — The Illinois Coin Machine Operators Association (ICMOA) picked an executive secretary last week and announced plans to open a permanent office in Springfield, Ill., the State capital.

A special committee interviewed 20 applicants before selecting a young Springfield attorney, Frederick C. Gain.

The association decided to retain an executive secretary following a prolonged legislative campaign last spring in opposition to proposed anti-pinball measures.

Speaking for the committee,

Silverman 50th

PHILADELPHIA—The coming holiday season will be of special significance for Joseph Silverman, executive secretary of the Philadelphia Amusement Machines Association and a leader in the industry since its early days. While the nation prepares for Christmas on Sunday, December 24, that date has special meaning for Silverman and his wife, Ann. Because on that day Joe and Ann Silverman will be celebrating their 50th wedding anniversary.

While a gala family party is planned for that evening, at which time Joe and Ann will repeat their marital vows, it will be with the blessings and congratulations of the entire coin machine industry.

Les Montooth, Peoria operator and IOMOA director, said, "Our thinking leans to opening an office in Springfield because it's the capital and is centrally located. The executive secretary can also work more closely with James Winning, our attorney, if the office is there."

Winning, a prominent Springfield attorney, was recently rehired by ICMOA as the association continues to implement plans for strengthening and enlarging the scope of its activities. A new dues structure of 50 per member-company employee, \$500 per distributor and \$100 for suppliers is now in effect.

GRANGER, WIFE OFF TO EUROPE

CHICAGO — Music Operators of America Executive Vice-President Fred Granger and his wife have departed for a month's vacation in Europe. The Grangers will spend most of their time in Portugal. Mrs. Granger's home is in Lisbon. Granger, who served in the U. S. Foreign Service and was a Naval officer, lived in Europe 10 years before accepting the MOA post on Jan. 20, 1964. Granger said that while in Lisbon he will spend several hours weekly in Portuguese language classes.

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The Rapids Coin Success Story

• Continued from page 100

As long as we were concerned only with 45's we shied away from making inventory cards for each record purchased. It is cheaper to contact our one-stop record supplier for a specific single than to spend time and money developing an inventory and card file system. But we are doing it now for our LP's. It helps in soliciting locations when we assure them we can provide a specified number of LP oldies and standards for background music and program the rest of the jukebox with late singles. Our library of Little LP's is a strong selling point nowadays."

Although music is Rapids Coin's long suit, pool tables, bowlers and shuffle games are not ignored. More pinballs are used since the Add-a-Ball game came on the scene.

Pool Leagues
Pool tables have sparked game volume for the past several years. Russ Dougherty sponsors a half dozen highly active pool table leagues, supplying locations with promotional signs and attractive trophies for the winners. Recently the firm installed several pool tables in the men's residence halls of the nearby University of Wisconsin-Stevens Point campus.

"Colleges now are beginning to present opportunities for the music and games operator. In addition to jukeboxes there are some new games on the market that are suitable for use in college unions and recreation centers. Quizmaster games are an example of the type of machines that would be acceptable. For spots like these games must show value and be a rec-

reational asset to the location. As yet, however, the coin machine industry has not developed a large enough variety of these non-gambling novelty game units."

Direct lease agreements with locations are assuming increasing importance in his operation, according to Russ Dougherty.

Leasing
"Leases and specific contractual agreements with locations will definitely become the normal pattern of doing business for the jukebox operator," he maintains.

Most of Rapids Coin Machine Service's top volume supper club and entertainment spots are on lease arrangements which calls for new records on a regular, predetermined schedule and a set payment from the location each month.

These lease agreements, says Russ Dougherty, cut down the number of service trips to locations and guarantee income stability for the operator.

It pays to be community-spirited, Dougherty's experience proves. Since moving to Wisconsin Rapids he has taken an active role in numerous civic organizations as well as his own trade groups. In the coming year he is in line to be elevated to Exalted Ruler of the local Elks Club. He has served on the Chamber of Commerce Ambassador committee which welcomes new business firms to Wisconsin Rapids. He is a member of the central Wisconsin committee working for re-election of U. S. Sen. Gaylord Nelson. A director of the Wisconsin Music Merchants Association, he is also a staunch MOA member.

Advertising
Advertising helps, too. And

it can take numerous forms. Russ Dougherty allots a specific sum yearly for advertising at the local stock car racing track. These sporting events cater strongly to the tavern trade and most of the drivers are sponsored by local taverns. He buys spot announcements during the races to inform the fans that the town's leading dining and drinking spots are users of Rapids Coin Machine Service equipment.

"At least half of the machines I started with," he recalls, were in a resort spot. In those days, although I wasn't fully aware of it, the resorts were good for only about 10 good weeks of business. I had to rebuild the entire route and put the emphasis on year around locations. In recent years, however, the situation has improved. Today, resorts here offer at least seven strong months of activity due to improved roads and the boom in skiing. The resort business is good right through the month of February."

In his rare spare moments, admits Russ Dougherty, he often ponders what he might do differently now if he were to begin all over again in the business. He generally comes up with this conclusion: "I would have tried to grow faster. Now I realize that I should have been more expansion-minded from the start. It took me too long to learn how to make effective use of investment capital. Banks and lending agencies are eager today to make loans to coin machine operators. Thirteen years ago, however, when I took over this company, that wasn't so."

FLIP REVOLUTION! (Continued)

WEST CLUB

A NEW FLIP-TRONIC
FROM rally
2 PLAYERS

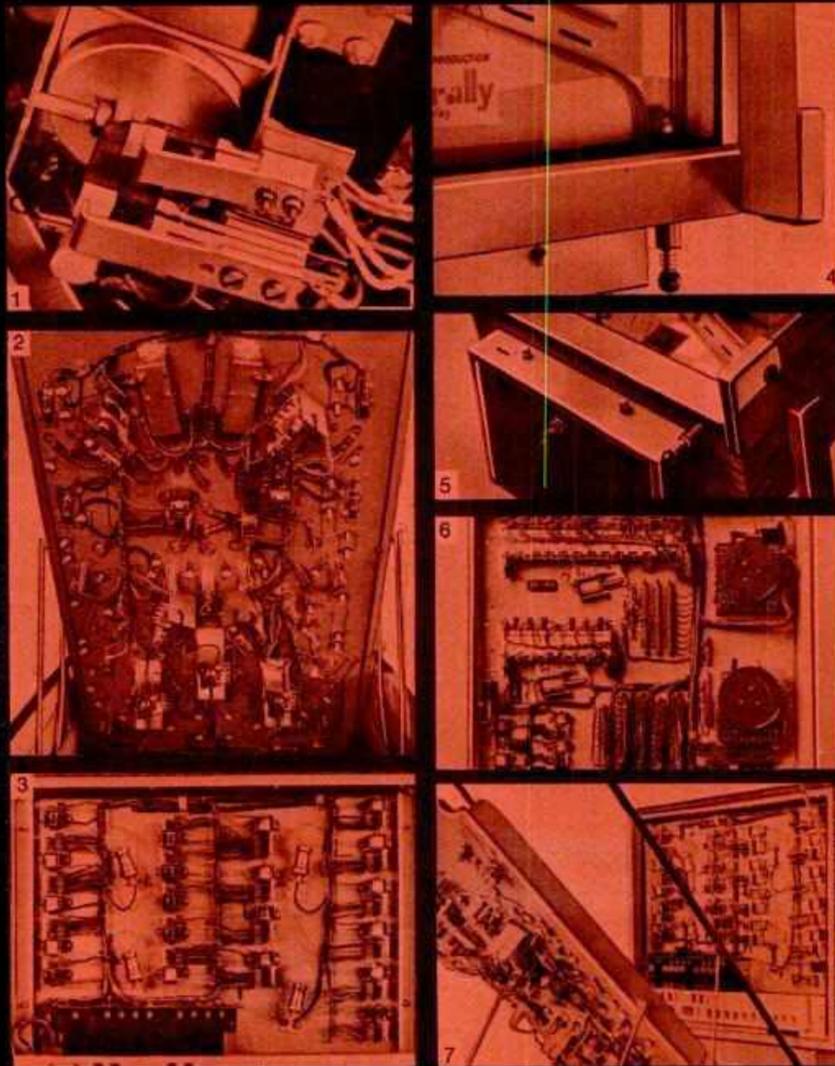


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What is "Flip-tronic" ? Compare a Flip-tronic game with an ordinary pin game. It's like comparing an automobile with a bicycle. Flip-tronic is a new creation, it's lively and sensitive with lightning responses, it's brilliantly designed, it's easy to maintain and so attractive. Look at these outstanding features :-

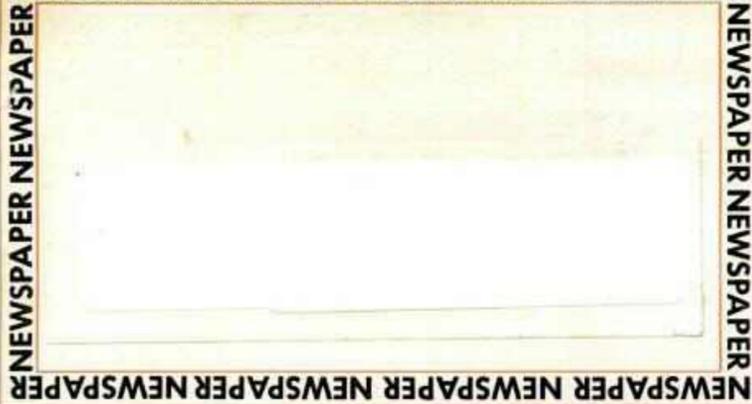
Sensitive with immediate punch response : redesigned Jet Bumpers and flippers attractively lit with lively action (photo above). Compact "mono-bloc" assembly with hi-speed contacts (1-2). Backflash brightly lit by four 25 watt lamps (3). No more ball-lift delays, ball is always on playfield and fed immediately to ball plunger (4).

Easy maintenance, coin slot and cashbox in separate locked compartment. Backflash opens front and rear. Playfield and playfield glass lift up separately on props, enabling instant access to underside of playfield (6-7). New Hi-speed contacts make fast and exciting play with ultra-rapid scoring.



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Album Reviews

More Album Reviews Inside



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



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



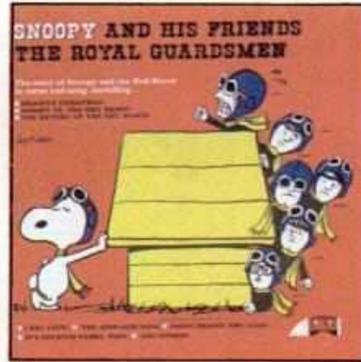
4-STARS—Moderate sales potential albums which may not reach Billboard's LP chart but which should have enough sales activity to warrant their being stocked by most dealers, rock jobbers and one-stops handling that category.

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



POP
THEIR SATANIC MAJESTIES REQUEST—The Rolling Stones. London NP 2 (M); NPS 2 (S)

If the three dimensional cover seems far-out, listen to the record. The most experimental album the group has yet recorded, with an affluence of effects throughout. Several songs can receive airplay although most are in the 3:30-5-minute range. Bill Wyman's single "In Another Land" is included as is the flip side by the entire group, "The Lantern." Must inventory for all pop dealers.



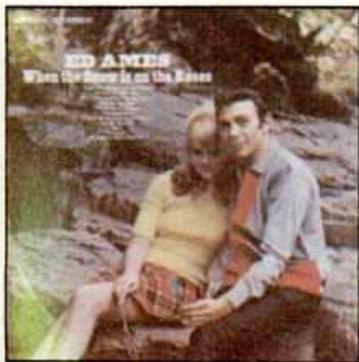
POP
SNOOPY AND HIS FRIENDS THE ROYAL GUARDSMEN—Laurie LLP 2042 (M); SLLP 2042 (S)

Packaged specially for the Christmas season, this "Greatest hits plus" album should remain on the charts long after the season is past. One side of the disk contains the three "Red Baron" hits weaved into one story. The group's "The Airplane Song" is on the flip side, together with other World War I songs, pop and Christmas tunes. An excellently balanced album sure to hit both the Christmas and pop-rock with impact.



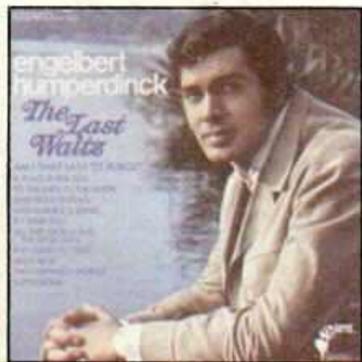
POP
FOR ALL THE SEASONS OF YOUR MIND—Janis Ian Verve/Forecast FT 3024 (M); FT5 3024 (S)

Janis Ian repeats with another highly controversial album. "Insanity Comes Quietly to the Structured Mind" on this album, and like the previous hit, is very musically advanced. The rest of the tunes, too, pack a message as the singer strikes out at parents in "And I Did Ma," society in "Honey D'ya Think," and war in "Bahimsa."



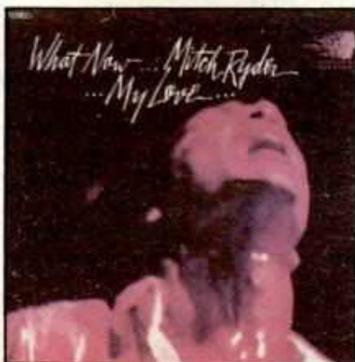
POP
WHEN THE SNOW IS ON THE ROSE—Ed Ames. RCA Victor LPM 3913 (M); LSP 3913 (S)

Ed Ames' rich baritone provides pleasant, relaxed listening with such ballads as "Mary in the Morning," "The Seasons of Love" and the title song. He sings "I'll Get By" with more feeling and sense of lyric that the standard has received in some time.



POP
THE LAST WALTZ—Engelbert Humperdinck. Parrot PA 61015 (M); PAS 71015 (S)

Humperdinck's many fans know what to expect in a new package by the young British artist and in this he delivers—an excellent group of easy to listen to songs from both pop and country sources. In addition to his recent hit, the album's title, his fine material includes "A Place in the Sun" and "Am I That Easy to Forget."



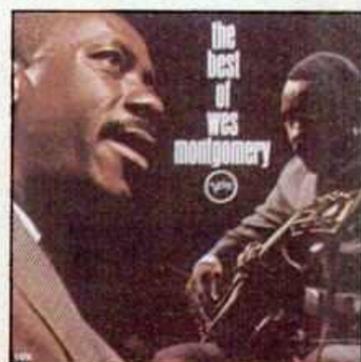
POP
WHAT NOW... MITCH RYDER... MY LOVE—DynaVoice Dy 31901 (M)

Combine a dramatic voice like Mitch Ryder's with the inventive, dynamic production work of Bob Crewe, a genius in his field, and you have an album loaded with dynamite like the hit single, "What Now My Love," "If You Go Away," which features a thumping heart sound, and bluesy, pounding tune like "Whole Lotta Shakin' Goin' On," are both powerful.



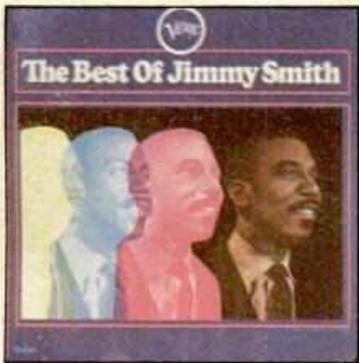
POP
MR. DREAM MERCHANT—Jerry Butler. Mercury MG 21146 (M); SR 61146 (S)

With his hit single as its title, Jerry Butler has come up with a first-rate soul-filled package. "Alfie," "When a Woman Loves a Man" and "Yesterday" are but three of the familiar tunes given a new dimension here. Among the seven other fine cuts are "Lost" and "100 Lbs. of Clay."



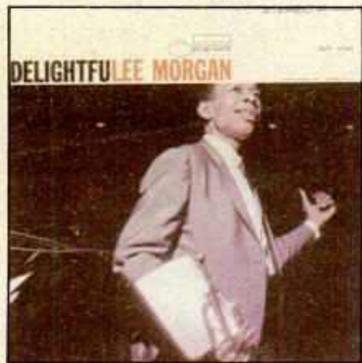
JAZZ
THE BEST OF WES MONTGOMERY—Verve V 814 (M); VO 8714 (S)

Montgomery has made his mark at Verve, and now as he continues to ascend in popularity, Verve is releasing a set of his best known works. Included are the guitarist's renditions of "Goin' Out of My Head," "Tequila" and "Caravan" as well as his original "Movin' Wes." An excellent album.



JAZZ
THE BEST OF JIMMY SMITH—Verve V 8721 (M); V 6-8721 (S)

Verve has repackaged eight of the most popular Smith organ swingers culled from six of his top selling albums into one "best of" package. The album spans such renowned Smith pieces as "The Cat," "The Organ Grinder's Swing" and "Walk on the Wild Side."



JAZZ
DELIGHTFUL—Lee Morgan. Blue Note BLP 4243 (M); BST 84243 (S)

Not since his "Sidewinder" hit album has Lee Morgan displayed such diversity in an album. He leads off with a moving "Ca-Lee-So," a calypso-spiced dish, then changes the beat to Latin in "Zambia." Morgan's trumpet shines in both "Yesterday," a Lennon-McCartney tune, and "Sunrise Sunset" from "Fiddler on the Roof."



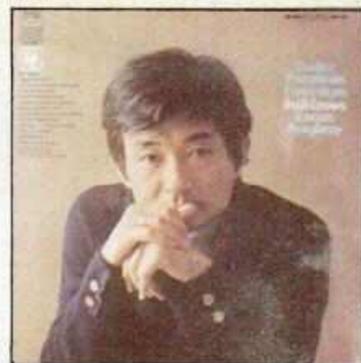
JAZZ
THE BEST OF CAL TJADER—Verve V 8725 (M); V 6-8725 (S)

Tjader's harmonic approach to scoring percussion instruments yields a tasteful sound, understated with depth and emotion. "Soul Sauce" is a melodious smattering of proof, with "China Nights," "The Whiffenpoof Song" and others on hand as additional evidence.



JAZZ
SOUL CALL—Duke Ellington. Verve V 8701 (M); V 6-8701 (S)

This album, recorded a year ago at the Juans-les-Pins Jazz Festival, is not traditional Ellington. The longest selection, "La Plus Belle Africane," runs 13 minutes and 45 seconds, and it features some remarkable clarinet work by Jimmy Hamilton. It's a cool, moody work that comes across.



CLASSICAL
BERLIOZ: SYMPHONIE FANTASTIQUE—Toronto Symphony (Ozono). CBS 32 11 0035 (M); 32 11 0036 (S)

The brilliant young conductor of the Toronto Symphony demonstrates why he is one of the rising stars in the classical firmament. "Symphony Fantastique" is performed with zest and clarity as well as high technical competence.



CLASSICAL
COPLAND: PIANO QUARTET SEXTET/VITEBSK TRIO—Copland/Wright/Julliard Quartet. CBS 32 11 0041 (M); 32 11 0042 (S)

Copland's previous recordings of his works hit the chart at No. 21. And now, playing in his own three compositions, Copland is assured of at least an equal spot. His works here are technically complex, but always interesting. The "Vitebsk" is a solemn, moving piece.



ORIGINAL CAST
HENRY, SWEET HENRY—Original Cast. ABC ABC OC-4 (M); ABCS OC-4 (S)

A long Broadway run for this musical is not yet assured but it's putting up a fight so there could be some sales action for this package. Bob Merrill's score has a lift every now and then but most of the excitement comes from the leading young ladies, Robin Wilson, Neva Small and Alice Playton.



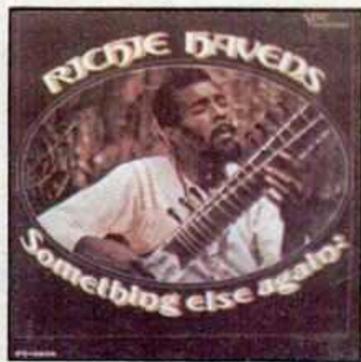
POP
THE ESSENTIAL FRANK SINATRA—Columbia S3L 42 (M); S3S 842 (S)

This handsomely packaged anthology of Sinatra Circa 1939-1952, with a literate 12-page booklet, is a must for Sinatra buffs. It has all the old Sinatra hits from the Harry James days through the Columbia years. The sound on the oldies is surprisingly good.



POP
TRY IT—Standells. Tower ST 5098 (S)

"Try It" was banned from the air waves, though it contains no more ill-suggestion than a parakeet's twitter—and not much more music sense, which is better reason to ban the song. Other candidates for obscurity are the group's renditions of "St. James Infirmary," "Riot on Sunset Strip" and forgettable others. But with the help of the "banned" boast, it will sell.



POP
SOMETHING ELSE AGAIN—Richie Havens. Verve/Forecast FT 3034 (M); FTS 3034 (S)

Richie Havens combines blues, folk and jazz elements for a wide-ranging package containing several choice items. "Suburplums" and "New City" are almost ballads in nature, while "No Opportunity Necessary, No Experience Needed" and "Don't Listen to Me" display a faster beat. Havens' instrumental as well as vocal and composing talents are considerable here.