NEW YORK—Capitol Records and Columbia Records have been voted by the nation's radio stations as the record companies that provide them with the best service and information on records. In a special Billboard survey of top stations in key markets by Billboard as well as small stations in secondary markets, Capitol and Columbia were rated by 59.3 percent of the radio stations as providing excellent service. RCA Victor Records was close behind with 58.2 percent, followed by A&M Records with 47.2 percent, and Atlantic Records with 40.7 percent. (See chart in radio section.)

Actually, Capitol Records squeaked past Columbia in the total tabulation of excellent, good, and fair votes—an indication that Capitol provides (Continued on page 19)

Cap., Columbia Rated Top Radio Suppliers
By CLAUDE HALL and BOB GERBER

NEW YORK—With the holiday figures yet to be calculated, the home entertainment industry, through its phonograph record, tape CARridge and musical instrument divisions, has already spent more than $5 million this year through October to reach the consumer market via conventional and an indeterminable amount slotted for local newspaper advertising. According to statistics compiled by the Publishers Information Bureau (PIB), 31 record companies representing 44 labels placed some $13,675,000 with nationally circulated magazines. The musical instrument industry added another $5,541,000 to that figure, while tape cartridge manufacturers spent nearly $78,000 to unveil their new products to the buying public.

While the record industry's advertising dollar received a hearty welcome from the magazine publishers, the outlay for the 10 months ended Oct. 30, 1967, indicates that the total year's advertising budget will lag behind the banner 1966 year, in which the industry alone bought about $19 million in national magazine pages. More than $5,3 million of that figure was allocated to holiday season page space. By the end of October 1966, PIB shows that some $13.7 million of advertising was placed in the nation's magazines.

The musical instrument industry, on the other hand, significantly bolstered its allocated budget.

(Continued on page 10)

Industry Pours Out $19 Mil. in Consumer Magazine Spending
By HANK FOX

Paramore and Bridge to Exit EMI; A&R Mgr. Plans Firm
By NIGEL HUNTER

London—Geoffrey Bridge, joint general manager of the overseas division, and Norrie Paramor, international publishing and A&R, will shortly exit EMI. Paramor will set up his own publishing and production company.

Bridge, who leaves Dec. 31, has been manager since the beginning of this year after a surprise transfer from the company's management directorship. His successor to the directorship is Ken East. Bridge has been managing director since July 1966. Bridge denied rumors that he had been approached by leading American record companies planning independent British operations next year.

Paramor joined EMI in 1950, and began A&R activities two years later in partnership with Ray Martin, who left for the U.S. in 1954. Paramor has produced records for stars of the caliber of Cliff Richard, the Shadows, Frankie Hndley, Judy Garland, Kay Starr, Helen Shapiro, Al Martino, Michael Holliday, Richard Anthony, Ruby Murray, Geri Vincent and Eddie Calvert.

He leaves in February, and will set up an independent company for record producing, music publishing and seeking new talent. During the past year he has been responsible for EMI's international A&R and publishing interests.

At EMI's request, Paramor will continue to record Cliff Richard, the Shadows, Frankie Hndley, Gordon Waller, and Ray Justin and will produce instrumental disks with his Big Ben Banjo Band, Big Ben Hawaiian Band and his orchestra.

(Continued on page 10)

Transcontinental Acquires Tip Top Record for $5 Mil.
By ELIOT TIEGEL

Los Angeles—Transcontinental Investing Corp. has purchased its first major record company, Tip Top Record Service, for $5 million. Tip Top operates 24 branches in the West, and two months ago made its first stab into the Midwest by opening a Chicago operation.

The purchase, as explained by Monroe Goodman, the San Francisco-based chairman of the board of Tip Top, involves a $3 million stock-cash transaction. The company will remain as a separate firm under the Trans- (Continued on page 10)

Christmas Greetings
By MIKE GROSS

Christmas has come, the calendar shows, To dress these columns with mistletoe. To set a feast of turkey and partridge For the men of the ilk and stereo tape cartridge. To sing to ASCAP, SESAC and BMI For a bigger slice of the performance pie. To dance a jig or roundelay For NARAS, NARM, the R.I.-double-A. To bang the drums and beat the cymbal For data tickering by Kimball. * * *

So let us all exult this Yule With gifts designed to blow your cool, To Victor's Grammaphone, Jenkins, Skippy Turr, "The Sound of Music" on electric star. For Columbia's Davis and Fair, the Lord be willing, Another artist like Frank and Derri. For Decca's Schneider, Salkin and Sydney G., Another "Modern Millie" LP. And for Capitol's Livingston and Glenn Wallacis, Continuous joy with Beatles' frolics. And that should keep the sales flow Meeting quotas by Gortikov.

Underneath the tree, of course, Presents for A&M's Alpert and Moss. Pies and fluffs to keep ABC tootin' At other labels for Larry Newman. Packages greased with "schlitzs" and "paws" By Mainland and Lee of Warner/Reprise. And Santa Claus—to make him placier, Created one specially for Margo's Nautilus. Then one for Jubilee's Binnie and an Asco Turr, For Bennett of Liberty and Greens of Merr. For London's Toller-Bond, Goldfarb, Maguire, For Adler of Ode and Moonlight's B. Cooper, esquire. And one for a lady, of whom we're all fond, Florence Greenberg of Scepter-Wand. * * *

So light up the sky and send out the flacks To salute the men of Dial, Volt and Slex. Sound the trumpets and polish the brass For the Donhill boys and Mama Cass. * * *

CBS Int'll Eyes Plant For ECM Countries
NEW YORK—CBS International may expand its Dutch pressing plant and service member countries of the European Common Market (ECM) from one central source. Currently, CBS presses in several European plants. However, with the elimination of tariff barriers among Common Market countries, the economics of a central pressing plant makes sense.

Some tariff barriers among Common Market countries are still in effect, but the last of these will be eliminated by Jan. 1. The man who will make the decision as to when and where the plant expansion will take place is Ed Benou, this week named director of (Continued on page 10)

(Advertisement)
Only Belafonte could take the pain and anguish of love's goodbye and turn it into such a beautiful and tender song.

"Annie-Love"
c/w "I'm Just a Country Boy" #9406

RCA VICTOR
The most trusted name in sound
SG, Col. Films Hit by BB&D $6 Mil. Suit

NEW YORK—Attorneys for BB&D have filed a suit against the independent production company headed by Daniel Sen Core, that is responsible for the examination of Screen Gems, Inc., and the independent production company Raybert Productions, Inc. Tommy Boyle, Bobby Ha, Larry Salloom, and David McGee and William R. Lewis, the owners of a majority of Screen Gems, were served at a hearing held at the New York Supreme Court on Monday. BB&D claims that in the fall of 1965 it organized a vocal group known as The New Order, with Alan Grob, a social worker, and Lewis among the members, and with Sen Core as producer and manager. The suit further charges that after BB&D signed the group to a contract promoting the group, and had made loans to its members, Taylor, McGee and Lewis refused to perform in accordance with the contract. According to the complaint, BB&D entered into a contract with the group in March 1966, and at that time Taylor, McGee and Lewis agreed in writing that they would engage in a 1-year contract to BB&D. Later, the complaint continued, Taylor, McGee, and Lewis refused to appear as members of the New Order, and BB&D submitted the contract to the board of directors. On this count, BB&D seeks damages in unspecified amounts.

BB&D further charges that Boyce and Hart, together with Sen Core and McGee and Lewis to breach their contracts and subsequently were employed in the production of television shows and the television series and records featuring the Monkeys.

According to the complaint, BB&D organized a group with Taylor, McGee and Lewis, called it the Candy Store Prophets, booked the group in clubs, cut records with the group, and worked them in a TV advertisement with an association with Screen Gems.

On this count, BB&D is suing Screen Gems, Inc., as well as McGee and Lewis, Boyce and Hart for $5 million.

Ricordi to Focus on U. K. Market

LONDON—The Italian disk company Ricordi will aim for the independent British market during 1968. Ricordi promises that within 6 months it will have a dozen singles and albums on the British market, and that those artists to score in Britain have been determined.

BB&D, Merc. Deal

NEW YORK—BB&D Productions, an independent producing entity recently opened by Daniel Sen Core, has signed a deal with Mercury Records. Mercury will sign both with BB&D, and with the talent. However, BB&D will retain all rights to the songs.

Cartridge Film Building Up Library for Videotape Mart

NEW YORK—Cartridge Film Productions, formed 3 months ago by Paul Jonelli, is building up a videotape library in anticipation of what he feels will be the eventual growth of a home videotape market.

CFP's main source of income is the preparation of color film used in record promotion. However, Jonelli has been following closely the development of Cartridge Film as a television and film promotion company, which allow the home viewer to program his own entertainment through the use of color tape.

And Jonelli believes this tape will be used in cartridge form. First CFP project is a film on the Hasselblad, prepared for United Artists Records. The second is a Pledge Film for Vector Records.

CFP will either sell the master track to the record company, with the company handling distribution, or perform the distribution function in the United States on an independent basis.

The film runs the length of the single being promoted. Instead of three minutes of a group playing, the film uses eight visual effects to simulate an audience standing in front of a TV screen.

Clubs of a film runs anywhere from $2,000 up, with an average price between $2,200 and $2,500. Prints go for about $13 a copy, based on 60 copies. The per-copy price goes down as the number of copies increases.

Jonelli feels that the best market for the film is in the smaller cities, where the local TV record hop emcee would have difficulty bringing in name talent.

CFP also does films for advertising agencies and industrial accounts. Jonelli is vice-president of Chapman & Jonelli, a New York advertising agency.

DECEMBER 23, 1967, BILLBOARD

Stereo 8 Club Is For Buyers

NEW YORK—Ford's Stereo 8 Club will open its membership to anyone who have bought their tape CARtridge product through the radio station. The club's vice- president said, RCA adm- inisters the cartridge product through its record club division. The member took exception to a story which appeared in last week's Billboard that said the club is open to the public.

E. Asher Gets Loose, Cadkin Distrb Rights

BY ED OCIS

NEW YORK—Emil Asher has signed rights to the music library of Columbia, Loew and Emil Cadkin. Rights to this Allegro catalog, formerly contracted to Cadkin Public Music Service, were sold to Asher a 100 per cent increase in new product, volume over last year. The transaction was handled by the erstwhile William E.

The deal gives Asher the right to distribute three libraries, including those of Loew and Cadkin: Public Music Service (PMS); OK and PM; Program Masters, program masters; and studio and audio and radio with a special- ization of more for more and convenient programming. PMS supplies a multi- ple new product.

Major Minor To Bow Meet

LONDON—The first international sales conference for the new label Major Minor will be held May 15th at the Savoy Hotel on Jan. 19 and 20. Executives and sales staff of all Major Minors will attend. Major Minor chief Philip Solomon is paying all expenses excluding local fares to and from Heathrow. Solomon has been reserved for the duration of the conference.

At the conference, Solomon will unveil general master albums for the company's spring sales drive. All master albums are scheduled for release.

Solomon will also reveal details of the label and the territory, which he, says, will feature several new colored artists on singles.

In addition, extensive sales activities have been arranged with sales staffs of all Major Minors. A return trip to the Savoy and production records for Major Minor and forty per cent of the Altona label on his own LHI label, Hazelwood- Records, have been scheduled for the first half of this year.

Hazelwood's career is booking open on several fronts. Although he expresses a strong desire to continue his work in film and producing records for Nancy Sinatra and for 70 per cent of the Altona label on his own LHI label, Hazelwood Records, he is growing in stronger position as a vocalist himself. His appearance as a performer and musical assistant on last year's Nancy TV special, has resulted in offers to appear on his own and for acting roles in two films.

He is also planning to record for Reprise both as a single performer and as a duet partner with Nancy Sinatra. The first all Hustle-Hustle Nancy Sinatra LP is half completed.

m The next two records, both with ABC Records for his LHI line, is for one year with year-end renewal options and has been slowly building up to work with his label. Don Owens, in the country field and Suzie Jane Hookem, in the New York office, are mid-

MGM to Bow in Japan

NEW YORK—MGM Records will be a new label, Bizarre Records, within the next 2 months under a deal with Frank Zappa, lead singer for the Mothers of Invention, and manager Herb Cohen. Zappa and Cohen have formed Positive Vibrations, a company.

The Mothers of Invention will be in the U.S. for the 1st time next week in Los Angeles searching for new producers, as well as record artists.

Musicor, CBS Intl Re-Sign

NEW YORK—Musicor Records has signed a new foreign distribution agreement with CBS Intl at the convention. The agreement was negotiated by Harvey Schein, president of CBS International, for distribution of Musicor around the world and in the U.S.

Hazurewood in Global Move—Opens Publishing Offices

LOS ANGELES—Lee Hazue- wood Music Corp. is opening new offices around the world, with "co-op" companies in England, France, Italy, Japan, South America and more than a few outside the United States. The new offices will be in Paris, London and Tokyo.

Up until last summer, all of Hazue- wood's 100 copyrights were published by Criteron Music Corp., and all its publishing offices are in its own repository with "Lightning Rod" and "Lady Bird" as its major print. The first hits in Britain.

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MGMT & Bow Bizarro Label

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Beattles' Firm, Melcher Deal

LONDON — Apple, the Beatles' music company, has signed a deal with Terry Melcher Music to publish the latest material from the new Apple songwriters. Melcher concluded the pact with Apple's Terry Doran.

Melcher will launch his Equinox label in America in 1970, naming the nearby publishing company with the probable name of Egg in the near future.

Apple has signed its first group, the Grapefruit. Its first recording, a 45 of 'Let Me Be There,' will be released by RCA in January.

Doran said the Beatles were discussing the formation of their own publishing company. Apple is the company of Apple in 1968. The foursome has some name for a company, Apple Holdings, which controls the music company, a newly opened boutique and a production company.

Hurt, Hirt Claims in Suit Vs. 2

LOS ANGELES — Al Hirt has filed a suit here in Superior Court against $5,000,000 damages from two record companies he said circulated his recordings without his permission.

The suit against Cadet Records and Crown Records involves an album released more than 10 years ago. The album, "Al Hirt, the Horn Busters," included "Cookin' with the Hirt." The Superior Court judge Ralph H. Nutter, who issued a temporary restraining order in the case, said he would act on a hearing Monday (26) in Department 65.

ASCAP SHOW HAILS 'DIMES'

NEW YORK — The American Society of Composers, Authors and Publishers has planned a half-hour musical tribute to the March of Dimes. The color program, which will feature ABC network TV stations for use during January, is entitled "The Song Is You." The March of Dimes has authorized the ASCAP to use the story of the March of Dimes with some ASCAP standard tunes performed by artists including the Oakwood Papercuts, Michele Lee and Trinity Lopez. Representing ASCAP will be President Stanley Adams and composers Harold Adamson, Jimmy McHugh, Johnny Mercer, David Rose and Ned Washington.

Mills Bros. Dad Dies at Age 85

BELLEFONTAINE, Ohio — John H. Mills, 85, father of the famous Mills Brothers, and once a member of the famed entertainers at the Rutan Hospital here, Dec. 8.

In addition to three singing sons, Anne and Paul, and two daughters, Miss Pauline, a nurse in Denver, Colo., and Miss Doris, a nurse's aide in Bellevaune, the family said she died in Bellevaune in 1935. John Mills Jr., another son, died in 1955.

Executive Turntable

Richard Q. Kress has been appointed vice-president of North American Philips Co. Kress will be responsible for all marketing in a wide variety of Norelco consumer products and administering the company's $11 million advertising budget. His appointment is effective Jan. 1. Also on that date, Philip C. Weinsheimer Jr., a vice-president, who has been with the company for 25 years, will retire. Weinsheimer introduced the Norelco shaver in the U.S. some 20 years ago and is credited with building the company to its present position.

James Frey has been named manager of MGM Records' classical division, which included Deutsche Grammophon Archive and Decca. He succeeds Jerry Schoenbaum, who has been made manager of MGM's VER division. Frey, who is president of 15 individual record labels, which are a part of special services, was MGM's first national salesman for the VER/Forecast label, which he started by Schoenbaum 10 years ago. Before that, he had 10 years of retail and distributor sales experience as merchandise for E. J. Korvet in the mid-1960s. Frey will report directly to Mort L. Nazarian, MGM Records president.

Paul C. Smith Jr has been elected president of Dubbins Electronics Inc., Copiague, N.Y., succeeding Julian A. Kanam, the founder and only stockholder of Dubbins until its acquisition by Consolidated Electronics Indus Corp. in October. Before his election, Smith was president of Dynetics Corp.

John Ross has left Equinox Music on the Coast to become music supervisor of the WGN TV show. Ross headed Equinox for more than two years.

Floyd Ray has joined Elda Records Corp., where he will have charge of record sales promotion and the sales department. Ray previously was with Victor Records.

John Pate, Chicago arranger and artists and repertoire man, resigned as Midwest A&R manager for ABC Records. Although he has not yet set, Pate said he will be involved in freestanding production and arranging.

Marty Klein, director of the personal appearances department of the Gerard Forcelli Agency, moves over to GAC, where he will work in the concert department, reporting to Larry Bennett, president, and Charles Onder, GAC's vice-president. Peter Turhane, who had been road manager for Sheila and Gordon MacRae and for Peter Lind Hayes and Mary Healy.

ABC to Step Up Buying Pace; Re-Signs Newton

NEW YORK — ABC Records' acquisition program, which has been quiet for the past year, has been renewed, with the appointment of Larry Newton as president, who will continue. Newton's function is to make a new long-term contract by the label.

Since Newton took over the label, ABC has bought the Dutch label, the Troubadour publishing subsidiary, and entered the merchandising end of the business with distributor rock-jubilee-one-stop operations on the East Coast, Rocky Mountain and West Coast areas.

Newton said that the acquisition program will be continued, and that several purchases are under consideration.

In other ABC moves, Bob Kazell, Alan S. Bergman, Mike DeLeon and phone company. Kazell, who joined ABC in 1966, has been house counsel for the American Record Co.

Larry Newton, who has been in private practice. Joining the legal de
Stock up on Johnny's smash best seller...

"Rosanna's Going Wild"

and his great moneymaker of an album!
Jazz Their Thing So Butts Form L.A. Club

Invincible Forms Firebird Records

UNICEF SHOW FOR DEC. 24

Oak Books Out

New York

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It was a very good year!

Sincerely,
SNUFF GARRETT & ED SILVERS

SNUFF GARRETT PRODUCTIONS

1800 NORTH ARGYLE, HOLLYWOOD, CALIFORNIA 90028 • PHONE: (213) 466-7183
Harvey Radio Buys Liberty Music Shops

NEW YORK — Liberty Music Shops, a three-store chain of record and CARtr (record) outlets in New York, has been purchased by Harvey Radio Co., a manufacturer and retailer of radio and phonograph equipment. The sale was completed by President and Treasurer of Harvey, Harry P. Vigeant, Jr., at a meeting held this week. Details of the transaction were not disclosed.

The store chain, which consists of a main store on 33rd Street and a smaller store in Brooklyn and another in the Bronx, will remain under the same management.

Col. Gets Rights to 'Love' Score Card

NEW YORK — The original cast album rights to "Love and Let Love," off-Broadway musical with Jan. 1, has been acquired by Columbia Records. Ann Fox Publishing Co. will publish the score by music composer Jay Gelber (music) and John Lomax (song and lyrics) with Chris Smith (lyricist).

Col. Gelber's latest product is the most popular in the United States, according to the New York Times, and has sold more than 50,000 copies in the past year.

Consolidated Elec. Buys Bankrupt Carlton Records

NEW YORK — Carlton Records, the subsidiary of its flagship, Carlton Records Distributing Co., has been acquired by Consolidated Electronics. The sale was conducted by the Federal Court House, pending a meeting to consider the bankruptcy of the company. The sale price was $2,500.

Included in the sale were tapes by such artists as "Paper Rose," "Rollin' On," "My Little Corner of the World," and others by the late Tony Hendra and Nic Ullit with Michael S. Sullivan, Robert Aronson, John C. C. and Joseph S. Johnston.

Platters At Tent

NEW YORK — The Platters will begin an eight-day run at the Music Hall in Westbury, N.Y., Dec. 26. The group is currently rolling off the Madison label with "Sweet, Sweet Lovin'" and "Sensat-
CONNIE FRANCIS is the greatest singer of our time, singing the first great hit of 1968

MY WORLD IS SLIPPING AWAY

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
Industry Pours Out $19 Mil. in Consumer Magazine Spending

*Continued from page 1*

Continental baner, with Larry Nunes, Tip Top's president, functioning out of Los Angeles.

Goodman, whose firm is one of the nation's powerhouse rack-and operations (it services the Montgomery Ward chain throughout its stores), explained the significance of his ties to Transcontinental, a publicly owned company listed on the American Exchange.

"Based on the acquisitions Transcontinental will make in the record business, we will end up with a national distributorship, Privilege, run by Norm Goodwin locally. Tip Top had launched this venture two years ago.

Among the firms Transcontinental is eyeing are a score of distributors, which will give the operation footholds on both levels of distribution.

1st Step

Goodwin said the opening of a Chicago branch was the first step in expanding Tip Top's influence in the Midwest.

In other developments, Jim Schwartz, owner of Schwartz Bros., Inc., Washington, D.C., revealed he had a high profile relationship with a representative from Transcontinental but again said "Schwartz Bros. is not for sale.

Schwartz turned down a request by a Transcontinental representative to visit his company and discuss business.

Transcontinental's interest in the Hartstone operation (Billboard, Dec. 16), includes the Nor-Cal Record Service in San Francisco, plus Hartstone companies in Los Angeles and Boston.

Transcontinental Acquires Tip Top Record for $5 Mil.

*Continued from page 1*

Executive Turbulence

*Continued from page 4*

Hermine Dressel has been promoted to head of the New York office of Scandone & Shayne Management. She has been with the firm for four years. Dressel previously was public relations director for Arthur Godfrey.

Frankie Mayo has joined the Jimmy Lamare Agency to work with national accounts.

Richard B. Carter has been named director, Western operations, Columbia Special products in Hollywood.

John H. Rees appointed to the position of procedures administrator at Capitol on the Coast. He will act as liaison in the fields of policy and procedures and will be responsible for all internal operations.

Derek Church named advertising and merchandising manager at Liberty Records on the Coast, replacing Jack Levy who has resigned to join Dot as advertising-directing manager.

Biff Collie, country disc jockey, has been named sales and promotion coordinator for Imperial Country. He will be responsible for all country artists.

La Verne Gatling has been appointed assistant manager and director of Invisible Records in New York. She will report to Leon Brulzeln, Inc., vice president.

Earl D. Horwitz has been appointed to the new post of Western sales manager of PlayTape. He'll report to Hal Dennis, national sales manager of the 2-track CaRidge tape firm. Horwitz was a national account manager for RCA.

Before that, he'd been with Capitol Records Distributing Corp. 15 years, serving as West Coast sales manager and special marketing manager.

DGG Releases 10 Albums

HAMBURG — Deutsche Grammophon has released 10 new LPs including Herbert von Karajan's edition of Beethoven's symphonies and Telefunken's Constant Music Master.

DGG is also releasing Mahler's Symphony No. 9 with Rafael Kubelik and the Bavarian Radio Symphony Orchestra. This is the first of a Kubelik project for the recording of all nine Mahler symphonies.

Harpsichordist Nicanor Zabaleta has recorded an LP with Paul Kuentz and his Chambre Orchestra with music of Handel and Deubly-Abichter and Ravel.

Pianist Martha Argerich is on the list with an LP of Prokofiev's New Roman/Hungarian Rhapsodies and Ravel's "Jeux d'eau," together with Brahms and Lalo. These are his first LPs in five years.

Also added to the list of new Grammophon releases are recordings of Prokofiev's "Third Piano Concerto" and Ravel's "Concerto G Major" with the Berlin Philharmonic under Claudio Abbado.

CBS Int'l Eyes Plant For ECM Countries

*Continued from page 1*

manufacturing and technical operations for CBS International in Europe. The odds point to the Dutch plant as the one to be expanded, according to a CBS spokesman here.

One of the factors leading to Benoiz's appointment is the growth of the CBS plant in Antwerp, in 1966, the year the plant increased its volume by 30 per cent over 1965. Increased output is expected in 1967.

When the market of King's of course, will not be affected by the tariff eliminations among Common Market countries, at least until such time as the U.K. could be added to the EEC.

The U.K. is part of the Outer Seven, a common market group which includes the Scandinavia countries. All other European countries, including the U.K., are in a separate tariff area, which could result in further elimination of product tariffs.

Benoiz, who has been with RCA International, joined CBS International in 1966. He reports to Peter de Roome, CBS International Europe operations vice-president.
OTIS REDDING
Will Live On In Our Hearts

ATLANTIC RECORDS • 1967
FRAUNKE VALLI—TO GIVE (The Reason I Live)

BOBBY VINTON—JUST AS MUCH AS EVER

1910 FRUITMOON CO.—SIMON SAYS

ANDERS 'N' PONCI—SO IT GOES

SPOTLIGHT SINGLES

CANDYMAN—DEEP IN THE NIGHT

KING CURTIS & KINGPIN— I WAS MADE TO LOVE HER

RAW TEXT START

FRANKIE VALLI—TO GIVE (The Reason I Live)

(Prod. Bob Crew) (Writers: Corea-Castilla) (Saturday/Sunday's Four, BMI)—

PRODUCTION—Production ballad penned by Bob Crew and Bob Corea has all the emotional and commercial ingredients to go right to the top. Fits all programming with an exceptional vocal performance and Charlie Calebi lush string arrangement. Filp: "Watch Where You Walk" (Saturday/Sunday's Four, BMI). Philips 40510

BOBBY VINTON—JUST AS MUCH AS EVER

(Prod. Billy Smith) (Writers: Singleton-Colonero) (Roosevelt, BMI)—in a wild sales bag of urgent ballads thanks to "These Love Are Always Forgiven. Forever." Vinton follows up that top 10 success with another sure-fire single-long ballad. A Stockola must as well. Filp: "Another Memory" (Keasha, ASCAP). Epic 10864

1910 FRUITMOON CO.—SIMON SAYS

(Prod. J. Katz) (Koemmerle-Chi) (Keasha, BMI)—infectious rocker serves as a strong debut for the new group on Budgie. A discography winner, group turns in a good all-around workout as well. Filp: "Reflections From the Looking Glass" (Keasha, BMI). Buddah 26

ANDERS 'N' PONCI—SO IT GOES

(Prod. Andrews-Ferica) (Writers: Andrews-Ferica, Jr.) (Kama Sutra, BMI)—Marking their debut is Kama Sutra, the company comes on strong with a happy beat novelty that has all the earmarks of a fast hit. Should prove a hot chart entry. Filp: "Virgin to the King" (Kama Sutra, BMI). Kama Sutra 2041

SPOTLIGHT SINGLES

KING CURTIS & KINGPIN— I WAS MADE TO LOVE HER

(Prod. Tom Dow) & Tommy Cogill (Writers: Coty-Dow-Hardywood-Wonder) (Jubilee, BMI)—The Steve Brown sound could hit all over once this solid rocking instrumental treatment by Curtis & Kingpin hits its best and the disk swings from slow to flip. Fillp: "I Never Loved a Man" (11/0418/2000, BMI). ABC 6467

CANDYMAN—DEEP IN THE NIGHT

(Prod. Bobby Davis) (Writers: Devin-Adams-Adams) (Camellia, BMI)—Their "Georgia Pines" Fitzgerald hit the No. 100 peak on an initial chart entry and this follow-up ballad rocks without an interfering line from the late singer's hit. Sure to top the rest. Good sound throughout. Fillp: "Shane Blues Man" (Ever). ABC 19053

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SPECIAL MENTION

SPOTLIGHT SINGLES

Spotlighting new singles deserving special attention of programmers and dealers.

RAY CHARLES—Come Back to My Heart (Atlantic, BMI) (Prod. Bob Bennett) & Lou Comeau (Producing Blvd. writer, linked to a past commercial and emotional potential—one of the group's finest. Atlantic 4274

PAUL BARTLETT/JOHN BELLION & HIS ORCHESTRA—Long Darlin' (MCA, BMI) (Prod. Andre Watters) (Writers: Watters-Darling)-A competing piece of lyrical material that should be heard. Fills performance to match or surrender to the style of the show. A must for all libraries. RCA Victor 47-4980

FAITH DOMINO—Mark My Way Up Shady (Dartmouth/Kendall, BMI) (Prod. Jack Baskin) & Jack Baskin (Writer) (Wide stage appeal of Domino's uncles and production-oriented production material is ruined in the debut of the new Orleans-based label. Broadview, distributed by Baskin. RCA Victor 4270-9680

LOU MONTY—All for the Kids (Reagan, BMI) (Prod. Andre Watters) (Writers: Watters-Darling)-A competing piece of lyrical material that should be heard. Fills performance to match or surrender to the style of the show. A must for all libraries. RCA Victor 47-4980

DICK CLARK-Hi (AIA, ASCAP) (Writers: Clark-McKinnon-Smith) A very lovely piece on the Soul-Funk label. Atlantic featuring an interesting piano solo plus "Lovely". Lauren 4827

CHARLES BARTLEY—The Four (Blackwood, BMI) (Prod. Van McElroy) (Writers: B.C. "The Four") (MCA) This is an important writer's waltz with an electrifying rhythm dance beat in strong support. Warner 3006

WALTER JACKSON—Everybody Has the Jive (Smland, BMI) (Prod. Bob Hogan) (Writers: Hogan-Rosevelt)—The title is one of Mr. Jackson's most successful songs. A sure early season hit. Warner 3006

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PEGGY LEE—Falling into Line (Parrot, BMI) (Prod. Jack Belote) (Writers: Belote-Richardson)—A compelling piece of lyrical material that should be heard. Fills performance to match or surrender to the style of the show. A must for all libraries. RCA Victor 47-4980

JIMMY McCAIN—Tell Me So (Excello, BMI) (Prod. John Dummer) (Writers: Dummer-Mccain)—Sure to top the rest. Good sound throughout. Fillp: ...
In Memoriam

JIMMY KING       PHALON JONES
RONNIE CALDWELL  CARL CUNNIGHAM

The Bar-Kays

ATLANTIC RECORDS • 1967
Bandmasters Are Beginning To Listen to New Sounds

By RAY BRACK

CHICAGO—High school and college bandmasters are about to conduct the pop musical instrument business in a new phase, according to reports from exhibitors at the 21st annual Midwest National Band Clinic here last week.

"Bandmasters used to walk right on by the guitar," said Herb Alman, sales promotion director for the Daniele Electro. "Now the students they have with them are pulling them over to the booth. Some smart high school band directors are going to say, 'Why not guitars?'"

They'll add guitars to their school programs and the other bandmasters are going to follow. Why? Because the kids are demanding that the guitar be accepted as the new instrument.

Historically, the guitar has had such difficulty getting into the schools, guitar makers report, mainly because of the serious "music areas" of their schools. Reason? The school music directors couldn't stand the sight of them.

"Bandmasters who are listening to the new pop sounds," Alman said, "are changing their minds about the music and the instruments."

"They read," said Ross Hastings of Music Publishers Holding Corp. (now owned by Seven Arts & Co.). "They read and they're buying some of the older standards to broaden their repertory."

The kids are using sheet music charts and learning to read.

"At the Clinic with its Ampliphonic sound system and a spokesman declared: 'This thing is just about to break. The Bill Page record on Tower is now a hit in the East.' Three Los Angeles studios are strongly considering adopting the system for increased flexibility in recording sound."

He said that Herb Alpert has visited the Vox laboratories in Hollywood last Friday to investigate the possibility of adopting the Ampliphonic sound system for his Filmmus Brass on tour. The Brits utilize many special effects on recordings that can be duplicated live only with a system such as the Ampliphonic. Henry Mancini is also reportedly investigating the turn-band possibilities of the system.

"And we're racing to see if we can conduct a pop concert with these voices, and the speaking voice will be in the banjo's hands."

Exhibit items of interest at the Clinic:

Daniele Electro showed its Coral New Amplifier Has 289 Cu. In.

LOS ANGELES—The newest Vox guitar amplifier costs $30,000, weighs two and is powered by 289 cubic inch Ford Cobra engine. But it's not available to retailers.

We refer, of course, to the Voxmoval, a case-roadcase roadster with side panels made of Vox guitars and enough self-contained circuits to amplify 35 guitars. There's a Vox dual manual Continental organ which comes in a separate cabinet.

We plan to make maximum use of this promotional vehicle," said Joe Benaro, president of the new Vox woodwind amplifier Organ Co. "It's already been seen on the TV show, 'Groovy' and the Woodbury Shop show and will appear in several TV shop and movies next year.

Peer-Southern to Exhibit New Stand

CHICAGO—Peer-Southern's educational department has introduced a new display stand for their 13 guitar shows. Overture and Singer foil and display fashion by the Midwest Band Clinic and the Chicago Convention Hotel here Dec. 12-16.

The new stand will be made available to music dealers throughout the country, according to First Department head Ted Black.

Peer-Southern will also introduce a new all-lead guitar chorus and a new portable choral arrangement during the clinic.

Vox Endorsement

LOS ANGELES—The Lewis & Clark music store here has since signed an endorsement of product contract with the Vox Guitar & Amplifier division of Thomas Organ Corp.

The COMBO CRAZE HAS WMI CORP., introducing this new line of amplifiers has achieved such a success that they have sold over $385 to $595. They are lightweight and compact and have less-off portability. Models B and C-1 are 49 key units. Models D and G have 61 keys.

Electric Instruments

The COMBO CRAZE HAS WMI CORP., introducing this new line of amplifiers has achieved such a success that they have sold over $385 to $595. They are lightweight and compact and have less-off portability. Models B and C-1 are 49 key units. Models D and G have 61 keys.

Elect Officers, Trustees And Directors for AMC


Record Budget

For the current fiscal year the budget approved a record budget for its public relations and advertising program, including stepped-up direct services to newspaper, radio-television media in the nation's 50 major markets.

The board also approved plans for AMC exhibits at the Midwest Band Clinic, National Association of Secondary School Principals convention, American Association of School Administrators convention, Association for Supervision and Curriculum Development, National Association of School Boards convention, Department of Elementary School Principals meeting, National Catholic Educators Association convention, and the convention and trade show of the National Association of the Recording Industry.

The staff will attend the Music Educators National Conference convention.
groups may come and fads may end;
and, oh, the confusion with the change and trend;
something to last—that's the need!
and last they will... The American Breed.

sandy duore

current single release: "bend me, shape me" (45-811)
current album release: "the american breed" (mono: a8002; stereo: a38002)
currently on nation-wide tour
**Talent**

**'Dow Jones' Ticker Moves Slowly**

NEW YORK — "How Now, Dow Jones?" is just another overlong and prosperous run...a pleasant musical comedy entertain-

in these days of sparse and generally of offal fare, an average musical show can get by, so this new David Merrick production has a chance to check out a run. RCA Victor held its opening night this Sunday (17), so it's apparent that the label is bullish about "Dow Jones." And why not?

One of the most unusual facts about this otherwise usual musical is that it comes to Broadway as an original and not an adaptation from a film. never seen one of today's musicals are the idea, conceived by Carolyn Leigh and elaborated into a libretto by Max Shulman, centers on Wall Street schemings with a story of local boy who makes good and comes out just a bit together, and it's not a very exciting but it does have some Shulman laugh lines to keep it from lagging.

The score, on which the fate of Victor's original cast album really rests, is a hit-and-miss affair. The lyrics by Carolyn Leigh and music by Elmer Bernstein misses. Miss Leigh's rhymes are sharp and inventive, but they are making his first Broadway try here after a string of film music clichés, gives little support. Except for the opening "Keep to the Reader," in which a stodgy slic of life gets the tunes a showcasting outside of the plot. Some of the special material numbers, like "They Don't Make Em Like That Anymore," "Shakespeare Lied" and "He's Here! Take part out primarily because of the work of Philip Lang's orchestrations, however, give Bernstein's music a flavorful jazz.

There is a pleasant and ambi-

able aura surrounding the pro-
duction supplied mainl by the four principals, Anthony Roberts, Miss Leigh, Robert Vaclova and Hiram Sherman. Roberts is the local boy who makes good and becomes the girl with whom he makes out. They are a likable couple and make their song and dolefully believable. Roberts, especially, is a bright new face for the musical theater. Ross has, in Shul-
man has his say in the script, "a future ahead of him." Miss Vaclova's strong support is a lady and gets the most out of a laugh line as a putter singer. Sherman, too, does the laugh but his way is so effortless, it's magical.

George Abbott, who has rolled up 109 Broadway as-

signments with this production, was brought in during the out-
town tryout to save the show. The patient is kicking.

**Sherman Spins Time-Saving Tips**

Following is the fourth in a series of articles by arrangement-

producer Gene Sherman on studio techniques.

NEW YORK — Time means money. The more time we save, the more money we save. In a given time period, the more revenue our company can make. Consequently the more we've earned.

At a recording session, saving time could be dangerous because it is unwise to push musicians. Pushing at a date creates tension and tension opposes rather than enhances creativity. There is a number of things that will save time on a date and a number of ways to move the session along during a session without giving the impres-

sion that we are rushing.

To start with, call the studio with the setup as soon as pos-

sible before the date. Many unusual situations, special electronic equipment, extra limiters, compressors, etc., need special attention. Before the date, inform the engineer of the engineer. In fact, it is often wise to discuss these situ-
ations with your engineer because he may have a simpler solution to your problem, or he may feel your request is im-

possible so you have time to make other plans. When造型er is in the setup, arrange to have the studio phone and use a clock as the time of the session as possible. An out-of-town plane is always a trouble spot.

Next, there is the matter of production sheets. Most engi-

ners do not use production sheets depending on how well they know the session and how many times it is wise to use a production sheet for the engineer.

**Janis Ian's Messages: How To Succeed by Being Grim**

NEW YORK — Sixteen-year-

old Janis Ian has a message. But hers is the content of reality or fantasy, one theme is predomin-

ant—disillusionment of the indi-

vidual in society.

Before a packed house at Philharmonic Hall Dec. 8, the Verve recording artist methodically and emotion-

lessly spelled out her message in song. With her crisp voice, she soared to the heights while denouncing her audience with her machete-in-

struments she had gained. With a calmness and apathy, Vietnam, poverty and loneliness—she sang them all—each with the same pas-

simistic view towards destruc-

tion. She sang of love, the art, the music, the things that are laugh-

ing, but there was a mor-

bidity to the performance.

Janis Ian, whose reputation was catapulted when Leonard Bern-

stein, the composer of the lyrics of her "Society's Child" on his CBS-TV special, "Inside Rock: The Pop Revolution," drew a wide age spectrum of audience. The range varied from the teenage hopper spot, through the hippie adolescents to the mid-decade adults. The song comprised a high percent-

age of female listeners.

Miss Ian displayed a cool, unpretentious style as she un-

fazed—each with the same pos-

sessions. With the backing of the New York Rock Rev-

semble, Atlantic Records group, and accompanying her-

self, she projected an invigorating delivery imbued with passion. The NRYRE, in its short solo performance, depicted it-

self well. Miss Ian and group created the music to make it in its own right.

The group is reminiscent of mid-sixties soul with ballads and chamber-like music. At one point Miss Ian stopped and said that she doesn't take all her lyrics to heart. She has the makings of one of this genera-

tion's greatest poets.

**BLOOD, SWEAT & TEARS, Columbia Records new group, performs at a record-just in its honor at Studio 54 in New York. The group's director, Al Kooper, is not shown in picture.**
It's So Great

JAMES BROWN'S
SENSATIONAL NEW SINGLE RELEASE

I CAN'T STAND MYSELF

KING 6144

KING RECORDS
Merc’s Ross Makes Hits Like Clockwork

By ED OCHS

NEW YORK — Now that Jerry Ross is Mercury’s aor de-
• rector he doesn’t have to cut records in a put-together studio
• beneath an automobile dealer’s showroom in Philadelphia.
• These days, Ross oversights pro-
duction on rock notables Spanky & Our Gang, Jay & the Tech-
iques, Jerry Butler, Keith and
• mo. With arrangers Jimmy
• Winner and Joe Renzetti, Ross
has bolstered the Smash label with a flurry of chart contend-
• ers — and a few champions.

Ross zeroed in on his career
in Philadelphia. “I got to know the busi-
ness through and through,” he says, “by playing the records as a disk jockey for
10 years, plugging them in prom-
• motion, and getting up every-
• morning to the radio until I
thought I knew enough about
how to make it. Then I tried it on my own.” Since he
joined Mercury 19 months ago, Ross has never been off the charts. Ninety-two weeks later, Ross can read any rock chart,
turn on any radio and find “Keepin’ With the Ki	• lian,” “Law
• Day,” and “Mr. Dream
• Merchant,” as proof of his success.

Ross was Dick Clark’s an-
• nouncer on the original “Amer-
• ican Bandstand.” His career began with “When We Get Married” (which he wrote), now a rock ‘n’ roll standard, and hit the top
• 100 in 1966 with Bobby Hebb’s ver-
• sion of “Sunny.”

Ross feels that the sugges-
• tions among his rock records ac-
•counts for a good part of their com-
• mercial success. “I can’t remember the riff,” says Ross. “They remember the chorus
even if they forget the words.”

For Ross, a song must sell it-
• self as potentially successful no matter who sings it, and, in
• turn, the tune must fit the per-
• sonality of the singer. He will
• not produce a song just because
• the artist is well known. Ross
• says he is “in the marriage”
• between artist and material.

With a good grasp on the
rock bug at Mercury, he would still like a Duane Carroll and a
• Jerry Vale to add depth of field. After 15 successes since he
joined Mercury, Ross plans to spend the year’s end in Cali-
• fornia, relaxing and "letting go.” He is one of the few who can
rest. After all, Ross’ average
• is good enough to leave the rest
• of the business quizzed up be-
• hind him at least until the first
• of the year, when the shuffle starts all over again.

Shaman Spins Time-Saving Tips

The musicians are entitled to
three five-minute breaks in a three-hour session, but at the pro-
cessor’s discretion.

Once you are on the date, there are several things that
hold the date down. The most
• critical is “getting into a tune.”
• This means you must try to
• get into a tune faster. If you have
• been rehearsing during which
• you hit some great grooves, they should have been recorded as
• starting date by playing the rehearsal tape of the tune.

Many a songwriter who
• performs his song well can play
• for the musicians and get them
• into the groove quickly. A trick
• of playing a groove that was
captured on commercial record
• also works well. You might also
• have the singer sing the song live
• for the band, or the arranger
could out the whole thing
• getting the tempo and explaining
• the feeling to the musicians.

Another device often used is

It is wise to have the en-
• gineer listen to the rundown of
• an arrangement in the studio. It
• helps give him a better per-
• spective on the whole. After
• that, you should let the en-
• gineer get the basic sound through
• the board by himself, then
• if you don’t like something, you
• already have a point of
• departure. As soon as you
• have some sort of sound going
• in the booth, go for a take, then
• a playback (giving the
• band a five-minute break).

Most musicians will listen to
the playback. It gives them an
• idea of where they are in re-
• lation to the whole and the
• sooner they know where they
• are, the sooner they can find the
• groove.

After the five-minute break, have the arranger handle the
• internal sounds of the section
• (strings, voices, horns), then
• should for another take.

In general, it is better and
• faster to listen monaurally,
• checking the four (or more)
• track tape mainly during the
• five-minute breaks. During a
• take it is only a minor mistake,
• and the band is grooving.

If a singer blows a line and the band is grooving again, it
• doesn’t stop. In general, if the
• orchestra is developing a mo-
• mentum, keep go-

Campus Dates

The Lettermen made their first
Denver appearance Dec. 7 at Lorato Heights University.

Slaterst Nikhil Banerjee
• performed at Minnesota University
• Nov. 18 under the auspices of the University’s South Asia Center. He was
• accompanied on tabla by
• Kim Dutt.

The 1968 Bloch Young Artist
• and Wilson Voice Awards com-
• position, "Amer-" performed at
• Oklahoma City University.

The Association performed to a
• capacity house Nov. 30 at the
• University of Texas, Austin.

The Ramsey Lawn Trio played
• a house at the University of
• Wisconsin, Milwaukee branch.
• Nov. 27.

The Three Sounds appeared in
concert Nov. 29 at the Union Ban- 
• reum at the University of Utah.

Hightlight of Sigma Chi Darby
• Day at Arizona State University
• last month was an appearance by the Turtles.

Harry James and his orchestra
• appeared in McFarlin Auditorium
• at Texas Christian University Dec. 11.

Bryan Summitt and Marilyn
• Lipsied will beal a Sennett-Wein- 
• trash Coffee House co-ordinate
• meeting with seven regional col-
• lege representatives at New York University’s Low Center starting Dec. 31.

Signings

Florence Ballard, formerly of
• the Supremes, signed with ABC
• Records. George Kerr has pro-
• duced her first ABC single, “Jerry Lanning joined by MGM Records. His first album, "Jerry Lanning Sings," will be issued next month.

The Cussions joined Hi Records. "Keep Chillin’ and Peter Allen to Mercury Records. Jean Polu-
• qain signed with Decca Records and
• RCA Music. The singer- com-
• poser’s first disc will be "Mister Fain" and "It’s a Mow-
• th of a Month," month. St. Peter’s Gospel Singers to

Ivy Enterprises, Inc.

665 Fifth Avenue

New York, N. Y. 10036

Picture returned, Delivery after Christmas

December 23, 1967, BILLBOARD
Radio-TV programming

Poll Rates Col. & Cap. as Providing Best Service & Information to Radio Stations

By CLAUDE HALL

the best over-all service in the nation.

But the one record man in the nation most popular with radio stations is Don Graham of A&M Records. He received by far the most votes—more than 10,000—of the "national promotion man who has helped most." He scored not only with giant Hot 100 and Easy Listening format stations, but with smaller stations like 1,000-watt KCBD in Lubbock, Tex.

Rates All Excellent

KCBS program director Bud Andrews, admitting that the power and frequency of KCBD may be the reason for service from most record companies, rated A&M, United Artists, and RCA Victor all excellent in service. Besides Graham on a national level, he pointed to St. Louis—"as—the most excellent local promotion man.

Graham also scored in States as far-reaching as Arkansas, Maryland, Colorado, and Georgia as well as California and Florida. Few promotions were more appreciated than A&M. Most stations could not name one national promotion director.

The comments from radio stations ranged from complaints about record service usually at smaller stations (most record companies find it financially impossible to provide free records to every station...especially to those that do not influence record sales to any great extent) to praise. Johnny Holliday, program director of KYA in San Francisco, a powerhouse Hot 100 format station, pointed out working in Cleveland and New York prior to San Francisco, in my opinion the guys in San Francisco certainly are the best in the country.

On the other hand, music director Don Gilbert of KGKE in Sterling, Colo., said: "We need record service bad. Capitol will send us stuff that never goes, while we still can't get a hit for The Beatles or the Beach Boys."

The Best Hot 100 station exposes 10-15 singles a week and Gilbert said that he listens to every new record (most stations don't).

WOWO (Neglected)

One 50,000-watt Hot 100 power that most companies seem to have neglected is WOWO in Fort Wayne, Ind. Program manager Tom Graham pointed out that the station serves Indiana, Ohio, and Michigan and "we could very definitely use more and better service." The only promotion man he mentioned was Sid Gold of Columbia. Brown listens to every record and exposes 10-15 new records each week.

Billboard's survey shows that 4,907 (about one-third) of the nation's radio stations expose less than 10 new singles a week. Those stations exposing between 10-20 new singles each week are exposed from 1-3 per cent. About 10 per cent more stations expose 20 new singles each week and a few more said that they played two more than 20 each second week.

Sixty-eight per cent of the radio stations responding to the questionnaire said they listened to every record sent (most stations don't).

General Complaint

One of the general complaints expressed by more than one radio station was that distributors have a tendency to pre-program for them. Bob Walters, operations and program manager of Easy Listening WFLA in Tampa, Fla., said he would prefer to get all records from manufacturers because "distributors have a tendency to pre-program for you...they figure you won't play a record, so they don't send it to you." While, in truth, WFLA has undergone updating of its middle-of-the-road format, Walters said he felt there's been enough of a change in more stations over-all "to warrant a wholesale examination of various categories of music played by all manufacturers and distributors. An example: Although we are the second market...

Radio Programming

Radio programming of the future appears to be changing from the present patterns of repetitive playing. Weak stations may be eliminated; strong ones will be given more power. Format, emphasis and programming will be changed to meet the wide variety of interests of the public.

By CLAUDE HALL

LAS VEGAS—"Formatitis" is hurting both top 40 radio and rock stations as the Bill Gavin Radio Program Conference here Dec. 8-10. Playing records without attending them properly and the playing of oldies has been hurting the industry, said Wayne Gilmore, vice-president of ad for Capital Records. He pointed to an easy listening record as receiving enough airplay to hit high in the charts, but only reaching 9,000 in sales. He could only be certain that it was displayed wrong...either not announced or packaged among several in a row. "This can't continue. If record companies can't do their part, we can't continue to program records for stations to play." If the people knew that a certain record was for sale and who the artist was, people would buy it.

Dean Tyler, music director of WBGG in Miami, said:

Asher to Distribute Loose, Cadkin Songs

By CLAUDE HALL

LAS VEGAS—Emil Asher Inc., once the home of hit songs and the most silent movies, is now among the largest music library in the world. It distributes the catalogs of Berry Music, Keith-Proven, J. Weinberger, Francons, Day and Hughes, Charles Brallt, Ltd., and Harro Music.
'Formatitis' Plaguing the Trade

By CLAUDE HALL
Radio-TV Editor

VOX
Every record for the deejay and music fan is "minimal" because only one man then watch.

[Continued from page 19]

of marketing for MCA, referred to format as being bad and asked the some 3,000 record and radio men in the audience: "What would happen if all record companies produced "Odes to Billie Joe"? That's what you're doing to us," he said, pointing out that many stations had cut play lists and were doing everything the same way. He asked that radio station give new exciting products a chance to be heard.

Small Radio

Charlie Fach, director of record product at Mercury, pointed out that big bangs can happen in small-town radio. "Grovvy Kind of Love" by the Mindbenders was small wattage station that operates like a big-time d.j. He advised small stations to publish a playlist, to solicit record promotion men in the area and establish a rep. "Bill Vermillion of WLOF in Orlando, Fla., does a good job of this." These last couple of years, something has happened up in small markets, he said — a "false bottom" and growth out to the mass merchandiser. Atlantic Ocean had 12 stores, but now has only one. However, the number of outlets has grown by tens and hundreds, racks and department stores. So it is more difficult for radio stations in smaller markets to get products. Mercury does everything possible to serve all radio stations. Nine people at the factory do nothing but mail records to dealers—10 of a million singles a year and 300,000 albums. Fach said.

Mercury's "jinx"

"There's a misconception that the record business is killing radio," said Pat O'Day, in pointing out that radio stations are failing to develop people, to fill management positions that are open and that are resulting in a "people gap" in radio. "But where is the record industry going? What are the management executive?" he asked, and pointed out the importance of promotion man as young and not much else.

The new general manager of Warner Bros. Records, who followed O'Day on the stage, was George George, who stated that while records and radio work in tandem, both must "environmentally" "sell" to the public, and cross-promote, be sure they are being heard on the radio by the public. "It is a fact that good promotion—" he said.

L.A. CITY

"We've changed," said the manager of WYRL in New York, said that the word "format" in the middle, a style, is "changing up," and added that it has a chance to be heard. "There is no "format" in the music business, and the only "format" in the record business, is the "format" of sales," he said.

The program director of WNYE in New York, spoke of the top 40 music going into easy listening in style, said he added more music on the record labels. "But why?" he asked.

Walt McGregor, director of A&M's, spoke against the record labels who have a pick and roll policy. Dick Carr, program director of WNEW in New York, spoke of top 40 music going back to easy listening in style, said he was making more music on the record labels. McGregor, executive director of WNYE in New York, said that he was going to easy listening in style.

Country music is radio near the saturation point in the public's mind, it seems, and the KSON, general manager Dan McKinnon and the WYRL, director of the RCA Victor Records. He felt that the objective of a record should be for the public and that it has a chance to be heard. "There is no "format" in the music business, and the only "format" in the record business, is the "format" of sales," he said.

The public is much more willing to accept a record of music than the record industry, and the record industry is "selling," he said.

B.F. young

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Poll Rates Col. & Cap. as Providing Best Service & Information to Radio Stations

Continued from page 19

The easy listening station can take advantage of a considerable amount of material available only in album form. Programmers attending this meeting indicated that their broadcast material ranged from 50 to 70 percent LP tracks which, they said, serves to broaden the scope of their programs.

The Top 40 format stations, they feel, are free of listener identification as to the type of material they carry, and often are wearing out their welcome among listeners. Another advantage here, which they feel during this meeting was this type of station's appeal to the young adult audience. One problem experienced by some of these stations is the young market is that of retaining the higher audience if the station is heard during the nighttime hours. Some said their felt their audience was less due to this reason.

R&B Panel

More people like to hear R&B music than R&B roosters want to tune in to pop. This was one of the general

Almo Backs Radio Show

PHILADELPHIA — Almo Radio Co., one of the largest distributors of radio, TV and sound equipment, announced here that it has been presented to the young adult audience. One problem experienced by some of these stations is the young market is that of retaining the higher audience if the station is heard during the nighttime hours. Some said their felt their audience was less due to this reason.

Continued from page 19


come on or to two copies of the hits and 30 to 40 of the all-time hits. Chris is the manager of 50,000 watt WJJD in Chicago, which features over 250 programs and is listed only as Monument for providing excellent service. The company is definitely not what it should be. His station is located in every corner of the country, from 25- to 30 new records each week.

Easy Listening Panel

Easy Listening programming provides a far wider audience appeal, it was agreed by those attending the meeting. The audience was devoted to this type of music, whether in a metropolitan area or in some cases, even classical and jazz.

Also, the easy listening station can take advantage of a considerable amount of material available only in album form. Programmers attending this meeting indicated that their broadcast material ranged from 50 to 70 percent LP tracks which, they said, serves to broaden the scope of their programs.

One of the key speakers in this meeting was Chairman John Hardy, KDIA, Oakland, Calif. Chairman of the New Orleans independent producer, Ken Hawkins, program director of WDAM, Mobile, Ala., and the president of W. B. Hill, executive vice-president, Six Associates, New York, was present.

KICA Puts Kick Into Top 40

CLOVIS, N. M. — Don't think that top 40 radio won't be a small market, KICA, a 1,000-watt station that serves not only this city but the entire state of New Mexico and the Texas Panhandle, set out eight months ago with what started out to be a low-budget operation under the direction of engineer Jerry R. Welch. Gradually, the 33-year-old station has taken on a new image.

The station has been in operation for a week. It has a format that would be hard to fit into any other category. "We have been able to set our format to be the purest form of rock and roll," Welch said. "This is the only station in the area that we are able to offer the listener a wide variety of music, from the latest hits to the classic rock of the 60s and 70s."

The station's unique format, which includes a mix of current hits and classic rock, has helped it stand out from other stations in the area and attract a loyal audience.

KICA's programming has been a mix of local and national music. The station features a variety of shows, including live concerts and interviews with local musicians, as well as music from well-known artists such as The Rolling Stones and The Beatles.

The station's success has been due in large part to the dedication of the station's staff and the support of the local community. The station's owners, John and Mary Smith, have put in a lot of time and effort to make KICA a success.

The station's strong signal and commitment to promoting local music has helped it to remain a staple in the Clovis area.

On top of all this, the station's formats have been updated with the latest in technology, allowing it to continue to thrive in the competitive radio landscape. KICA has become a true force in the radio world, providing listeners with the best in music, entertainment, and local news. 

Almo, one of the biggest distributors of radio, TV and sound equipment in the country, has been presented to the station's management and the audience.

For more information or to schedule an appointment, please contact Almo at 900-555-1212.
Topping the Billboard's charts at the end of 1961, Erma Roberts hosted, "Meet the Lees." Tammi Sayers, featured in "I'm Not Satisfied," also had a hit that year. Billboards and Top R&B LP's also had hits from R&B groups like the Rascals and the Isley Brothers. The Top Singles included songs like "I'm a Man" and "I'm in Love With You." The Top LP's chart included albums from artists like Bobbie Gentry and the Byrds. The YesterYear's Hits section highlighted hit records from the mid-1960s, including "Isle of Capri" and "The Happening."
Students Put Best Foot Forward
As Campus Country Craze Soars

ALICE, Tex. — The surfers of Los Angeles, Calif., have "broken their boards" and made the switch to country and western music, according to observers in the area.

A surge of country music nightclubs, theaters has taken place, with young people flocking by the thousands to venues like Alice, Kingville, Skidmore, Corpus Christi, Robstown and Freer, among others.

Not since the heyday of Bob Wills have there been such a dance interest among the colleges set w/c music.

Charles Moore, general manager of KOPY, Alice, said the area is populated by "kicker" schools, a name given to colleges which have country music. "The main stems from the fact that young peoples in the corridors heard this type of music and immediately start kicking up their heels."

As a result of this move,clubs catered to other music are now playing nothing but music of country and western variety. "They passed right through the surfer and the psychedelic stage," Moore said, "and now they've settled on country."

Students from Texas A & M, Southwest Texas College, Beeville County Junior College and others pack the dance halls in the region, and some of the dances draw crowds from as far away as Houston, Dallas, Fort Worth and Oklahoma City.

KOPY, the "big kicker station" now is programming country music around the clock.

RITTER, Frank, San Antonio, also are handling a country music station. Moore said that RCA Victor's Charley Pride was the big-
**Country Music**

**Nashville Scene**

By BILL WILLIAMS

Dot Records' George Ritchie here to produce a session with a new young Texas discovery, Peggy Little.

Peggy Little and Jack Reno report from Pearsall that the Showers of Stars show they played to turn-aways. The show featured Hank Snow, Willie Nelson, Jan Howard, Jim Ed Brown, Johnny Bush, Dal Perkins, Johnny Wayne and Waylon Jennings. It was the first since for the WCXL-sponsored event at the Eddy Arnold park two years ago.

Johnny Carver, Imperial Records, headline the show at Nashville's Black Pool Poodle this week. His "Lily White Hands" is one of his best to date. . . . Tex Ritter tapped the trough.

Boston and attempt to drive it back to Nashville. . . . Bill Anderson and Jim Howard are in the middle of a new duet album, this one titled "For Loving You." It is scheduled for a first-of-the-year release. Bill has a big tour heading Jan. 11 and not continuing until mid-February. Among other things, it will take him back through Canada. . . . Emile Ashworth will now be booked by Smiley Wilson at the Will-I-Wail agency. Emile is getting ready to record a new session. . . . Bill Carlisle, back from Minnesota and Washington, starts the new year off in North Carolina.

Roy Acuff performed a farewell salute to the Screamin' Eagles of the 101st Airborne Division just before the unit was transferred to Vietnam. Mrs. O.M. Barratt, wife of the commandant of the division, took a few tears on the Acuff fiddle. Others are Maj. Gen., O.M. Barratt, Carlisle, Tenn., Mayor Charles Crow and Hopkinsville.

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NEW YORK — Leontyne Price, Birgit Nilsson, Renata Tebaldi and Joan Sutherland are slated for major opera releases early next year. Two versions of Gluck’s “Orfeo ed Euridice” and the first recordings of Henze’s “Der Junge Lord” and Britten’s “Billy Budd” also are scheduled.

The Henze opera, part of Deutsche Grammophon’s series of pressings by that composer, features the cast of the 1965 world premiere of the work by the Deutsche Opera directed by Christoph von Dohnanyi. The cast includes Loren Driscoll, Lisa Otto, Edith Mathis, Helmut Krebs, Gunther Treptow and Vera Little. Britten will conduct his opera on London.

Angels’ first major opera of the year will be Verdi’s “Aida” with Placido Domingo and Grace Bumbry. Seraphim will begin with “The Beggar’s Opera” with Ettie Monson, Monica Sinclair and Owen Brannigan and Malcolm Sargent conducting.

London Release

London also will release Ponchielli’s “La Gioconda” starring Telsa and Josephine Teyssier with Paul Paray conducting. This is the Parisian limited-edition set has received extensive consumer advertising and also has gained favorable reviews.

The demand for London’s 19-LP package of Wagner’s “Ring” cycle has resulted in the doubling of the original pressing. Extra quantities of 20-24-inch platters for in-store and window merchandising, and more local newspaper advertising have also been supplied.

American, Utah Cited By Orchestra League

NEW YORK — The American Symphony and the Utah Symphony have been designated major orchestras by the American Symphony Orchestra League raising to 30 the number of such orchestras in the United States and Canada. America’s designation made American the only Western Hemisphere orchestra with two major orchestras.

The Buffalo Philharmonic and the Rochester Philharmonic also are major orchestras giving New York State the majors lead. Texas follows with three majors: the Dallas, Houston and San Antonio symphonies. States with two major orchestras each are Ohio, Cincinnati Symphony and Cleveland Orchestra, Missouri, Kansas City Philharmonic, St. Louis Symphony; California, Los Angeles Philharmonic and San Francisco Symphony; and Pennsylvania, Philadelphia Orchestra and Pittsburgh Symphony.

Other major U.S. orchestras are Atlanta Symphony, Baltimore Symphony, Boston Symphony, Chicago Symphony, Denver Symphony, Detroit Symphony, Indianapolis Symphony, Milwaukee Symphony, Minneapolis Symphony, New Orleans Philharmonic, Seattle Symphony and Washington National Symphony. The Montreal symphonies conducted by Herbert von Karajan, pianist and conductor, are presented.

DGG Steps Up Mod, Special Sets Policy

NEW YORK — Continuing interest in modern music and more specially priced recordings is being noted by Deutsche Grammophon, according to James Fere, new director of MGG Records’ classical division. In addition, a new historical series includes mono-only pressings will be inaugurated on Heliodor, MGG’s low-price label.

DGG, which pioneered the specially priced product with complete Beethoven and Brahms recordings, has announced plans to record more Haydn works after the company’s success with that composer’s five symphonies with Henze conducting.

Frey said DGG also is planning to record more Stockhausen and Messiaen with J Khách and Webern. He noted that DGG was the first major company besides Columbia to go into contemporary repertoire extensively.

Karajan, whom Frey ranked behind only Bernstein and Gergiev in popularity as a conductor in the United States, currently is recording his second set of Verdi’s “La Scala” opera. His first collaboration with the orchestra and soprano with whom he taped the work, is scheduled for release in March. This concert, according to MGG, “is a triumph of the orchestra’s skills which will redound to the glory of the composer and to his music.”

RECORD REVIEW

For Everest, 13 Is Bright Number

NEW YORK—Thirteen may be an unlucky number for some, but for Everest Records it represents a major milestone and inventive total releases and thus new Product, Series II, from the Archive of Piano Music.

The package is indeed a piano music collector’s delight, consisting of works played and composed by George Gershwin to shorter selections of and by Chopin, as well as a host of other recordings by other masters such as Edwin Fisher, Vladimir Ashkenazy, Sviatoslav Richter, and Paderewski.

To achieve such a grouping from such a distinguished group of pianists is not only a major feat, but also very, very well, a number of piano rolls made for Dutoit between 1916 and 1925. Of course, one must ever remember that the quality of these records is not necessarily a reflection ofhow good they actually are, but what is really important is that these virtuosos can be heard and listened to, and are available for one’s own enjoyment.

As to the performances themselves, it is difficult to single out one above the other. The "Edwin Fischer Plays Brahms" rates high. His simplicity of style makes both the encores and on the LP flow easily and directly, "Myra Hess Concert," Miss Hess gives 10 selections much sensitivity and displays what a dedicated and gifted she is. The same is true for the "Wanda Landowska Concert," where Mrs. Landowska also shows such an exceptional and languid, "Camille Saint-Saëns Plays Saint-Saëns" is teamed with "Josef Hoffman Plays Chopin." Both are interesting in their poignancy and spirituality. Hoffman is also represented on two other records, "Josef Hoffman Plays Chopin (Concerto No. 1)" a Litz set and with Paderewski. The "Tartini" is Hoffman at his enthusiastic best, while "Soirees De Vienna-Valle Caprotti" is a personal triumph for Paderewski. Gershwin shows his superior pianistic skill in playing his own "Rhapsody in Blue." The other side contains "Make Believe," and others. On another LP, Paderewski displays himself in "Tartini," "Kurtagh" by Chopin, Mendelssohn, Schubert and Beethoven. His playing is witty and a tour de force.

The remaining set of records, "Osip GabrilovichConcert," "Vladimir De Pachmann Plays Chopin," Leo Ziloti-Goldowsky Concert" and "Arthur Friedheim Plays Litz." These four albums are also enthusiastically endorsed.

PIERRE BOULEZ, left, French composer-conductor, enjoys himself at a CBS Records luncheon in his honor at the 37-St Club in New York. Also in good spirits are, from left, John McClure, Columbia Masterworks ad director; Thomas Shepard, Masterworks ad producer, and "wee" Gladys, managing director of CBS Records Ltd. of England.

DECEMBER 22, 1967, BILLBOARD
NEW YORK — Janacek's "The Cunning Little Vixen," received a gripping performance by the Little Orchestra Society at Philharmonic Hall (No. 1) this past day (12) with a cast headed by Czech soprano Nadzea Kniplova. The ever-bustling, ever-talented, ever–raving voice as Enisli Marty. The crowd, which was given a taste of the New York premiere, was sung in the original Czech.

Misa Kniplova, a true dramatic soprano, reinforced the fine impression left here last summer in Janacek's "Jenufa" with the Hamburg Opera. Thomas Schippers was a capable conductor.

FRED KIRBY

San Antonio, Romeros LP's

SAN ANTONIO — Two albums were recorded here recently by Mercury Records, both with the Romeros and the San Antonio Symphony under Victor Alexander. In one, the guitarist play four Vivaldi concertos, including the "Concerto for Two Guitars," "Concerto in D Minor for Four Guitars," "Guitar Concerto in C Major" and "Concerto in A Major." All pieces are first recordings.

The other album has two Rodrigo concertos, featuring the "Concerto for Four Guitars," which and the Romeros recorded with the orchestra here. Harold Lawrence, director of Mercury's classical division, praised the recordings at the Municipal Auditorium. The Rodrigo pressing is slated for release early next year.

Tchaikovsky

Angel

NEW YORK — "Makropulos': Stirring Work

'Four Stars to Glitter on Operatic Issues Next Year

* Continued from page 21

Tchaikovsky songs by Iris Ar- khianian and excerpts from Musorgsky's "Boris Godu- nov" featuring Ivan Petrov.

San Antonio, Romeros LP's

The Romeros, who appeared earlier in "Makropulos" at the Houston Chronicle's three-concert series at the San Antonio Coliseum on Saturday (16). Tickets for the three- Fein concert-sponsored concernt tickets are $1 each. Pianist Eugene Green and narrator A. Clyde Kessler will perform on Jan. 20. Percy Faith will conduct the March 16 concert.

DECEMBER 23, 1967, BILLBOARD
BOOKS TO SATISFY EVERY MUSICAL TASTE

... FROM THE BILLBOARD BOOKSHELF...

All Deluxe Hard Cover Editions

TASTE
THE
MUSICAL
BOOKS

BY ATTORNEYS
N. Y.

SUCCESSFUL COLLEGE CONCERTS

By Kenneth Krug & Kenneth Fritz

THE COUNTRY MUSIC STORY
A Picture History of Country & Western Music
By Robert Shelton & Burt Gould

BILLYBOLO'S INTERNATIONAL BUYERS GUIDE $7.50

The annual directory of over 9,000 listings of products, services and facilities available to the music-record-lace cartridge industry is now offered in hard cover form for the first time. Limited supply. Next printing, August 1968.

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By Attorneys Sidney Shinnel & M. William Kraslowsky

The legal and practical ins and outs of the vast and complex music-recording industry

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Companion volume to the above, covering four more specialized areas of the music-recording complex: Serious Music, Backgrooved Music & Transcriptions, Printed Music, and Tape Cartridge.

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By Kenneth Krug & Kenneth Fritz

A step-by-step guide to the planning, development, production and supervision of the College Concert

THE COUNTRY MUSIC STORY $7.50

By Kenneth Krug & Kenneth Fritz

A Picture History of Country & Western Music
By Robert Shelton & Burt Gould

A well-researched, carefully presented chronicle of country music's phenomenal "corn to cadet's" history. Over 400 rare photographs.

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LITTLE DRUMMER BOY
Lou Rawls (Capitol)
Harry Simeone Chorale (Capitol)
Bert Kaempfert (Decca)
Midnight String Quartet (Decca)
Stevie Wonder (Tamla)
John Bant (Vanguard)
Gary S. Paxton (Decca)
Floyd Cramer (RCA Victor)
More Grifflin (RCA Victor)
De Re Mi Children's Choir (RCA)
Ferrante & Teicher (C. A.)
Lennon Sisters (Decca)

SILENCE RIDE
Stereo Anderson
Jim Rogers (Capitol)
Roy Rogers (Capitol)
Andre Kostelanetz (Capitol)
Henry Mancini (RCA Victor)
Andy Williams (RCA Victor)
Al Geida (L.A.)
Al Hirt (RCA Victor)
New Christy Minstrels (Capitol)
Herman's Hermits (ABKCO)
Jack Jones (RCA Victor)
Benton Pops Orchestra (RCA Victor)

GARDINER
Bert Kaempfert (Decca)
KEEP ON BANGIN'
Harpo (White Whale)
WHY'S SOB WOBBIN'
Robert Verdon (Epic)
I CAN'T BELIEVE THAT WE'RE LIVING IN THE FUTURE
Virginia Wolffe (ABC)

THE SHERIFF OF THUNDER
Jim Kelsoni (Sight & Sound)

RED ROSES FOR A BLUE LADY
Enie Freeman (Dahlent)

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BILLBOARD SHOWCASES ITS SPECIALISTS OF THE WEEK

1014 SUGAR"...it's a thing of beauty...are the one we're looking for...THE LOST MAN...it's a thing of beauty...are the one we're looking for...

1021 "NIGHT"...it's a thing of beauty...are the one we're looking for...

1028 "INFANT"...it's a thing of beauty...are the one we're looking for...

1035 "GIRL"...it's a thing of beauty...are the one we're looking for...

1042 "OH, WILLIAM"...it's a thing of beauty...are the one we're looking for...

1049 "SUGAR"...it's a thing of beauty...are the one we're looking for...

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BILLBOARD Top 40

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EASY LISTENING

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THE LOST MAN
Jim Reeves (RCA Victor)
"Lone Star"...it's a thing of beauty...are the one we're looking for...

1021 "SEE YOU AGAIN"...it's a thing of beauty...are the one we're looking for...

1028 "HELLO FARMER"...it's a thing of beauty...are the one we're looking for...

1035 "COUNTRY"...it's a thing of beauty...are the one we're looking for...

1042 "LONE STAR"...it's a thing of beauty...are the one we're looking for...

1049 "HELLO FARMER"...it's a thing of beauty...are the one we're looking for...

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TOP 40

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COOL
Donna Summer (Vanguard)
"Runnin'"...it's a thing of beauty...are the one we're looking for...

1082 "WHAT'LL I DO"...it's a thing of beauty...are the one we're looking for...

1096 "AH"...it's a thing of beauty...are the one we're looking for...

1184 "ALWAYS"...it's a thing of beauty...are the one we're looking for...

1222 "FOREVER"...it's a thing of beauty...are the one we're looking for...

1222 "A LONELY DAY"...it's a thing of beauty...are the one we're looking for...

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You are about to become involved with Van Dyke Parks!

Van Dyke Parks is generic... the first in a decade since Dylan and the Beatles! Already there is speculation among record critics, commentators and cognoscenti as to how and to what extent his emergence will influence tomorrow's tastes and trends. No matter your age, musical preferences or sociological point-of-view, it is uncommonly predictable, inevitable, inescapable: you are about to become involved with Van Dyke Parks!
Robert Myers, left, executive producer of Capitol Records' International Division, accepts an Esther Award from Henry L. Roth, managing editor of the California Jewish Voice for the excellence of Capitol's classical label, Angel. Melodious Angel, Capitol Classics and Saraphim, Esther Roth, for whom the award is named, looks on. "Esther Awards" will be presented annually to labels which issue the best recordings in their fields.

**New Album Releases**

- **A&M**
  - **When Alfred's Zoomed**
  - **Rebice Mann**
  - **The Enthusiast**
  - **Tanita & Me and the Spy**
  - **Julius MeJeffer & the Mens Harmonia Band**
  - **My Father**
  - **The Euphorics**
  - **Atlantic**
  - **Grazzella D'Agostino - The Grass is Greener**
  - **Bach Gallery**
  - **Various Artists - The Art of Ornamentation**
  - **Bunk**
  - **Capitol**
  - **The Teach Boys - Wild Honey**
  - **The Scarlet - Maxon Works**
  - **Burt Bacharach**
  - **The Zanky Crusade**
  - **Columbia**
  - **Tomy Bennett - Her Once In My Life**
  - **Disneyland**
  - **Camara & The Mike Sammers Singers**
  - **Dore**
  - **The Zanes**
  - **EP**
  - **Jijo Acker**
  - **Buddy DeFranco**
  - **Various Artists - The Incredible Liverpool Session**
  - **ESP**
  - **Slavonic Cappella Ensemble**
  - **Hob**
  - **Various Artists**
  - **Gene Dailey**
  - **Oke**
  - **Robin Zuckerman & The Gospel Har-Harmonites**
  - **RCA Victor**
  - **Robbie Mar's Hillbillys**
  - **Charlito Price**
  - **Various Artists - Native American Ballads**
  - **RCA Victor***

**DGG Steps Up, Mod; Special Sets Policy**

- **Continued from page 26**
  - "Le Nozze di Figaro" conducted by Karl Bohm. DGG also plans concentration on several young artists including pianist Christoph Eschenbach, whose career the company has helped financially since his talent was discovered by Joachim. A concert featuring the artist with conductor Claudio Abbado, that conductor's first DGG release, is scheduled for early next year. More Abbado pressings are due during 1968. Another young artist being promoted by DGG is pianist Martha Argerich. The company also plans more recordings by Kashiba, including operas. A major Kubelik project will be a complete Mahler symphonic cycle. DGG also is investigating the possibilities of further "live" operatic recordings, a project championed by the company with Strauss' "Daphne," "Ariadne auf Naxos," and "Die Frau ohne Schatten," and Wagner's "Tristan und Isolde." Heliodor's historic recordings will begin next month. The label will draw from DGG material on such artists as Heini Scholiuma, Peter Anders, Wilhelm Furtwängler, Victor De Sabata and AlfredProcessor. Heliodor also will be revitalized with recent material featuring artists which is being made available by DGG in Europe.

**American, Utah**

- **Continued from page 26**
  - Symphony and the Toronto Symphony also are majors. The American and Utah Symphony previously were listed as metropolitan orchestras, a designation for orchestras with budgets of $1,000,000 to $5,000,000. Major orchestras are those with budgets topping $5,000,000. This year's budget of the American Symphony, the sixth year of its existence, will total $850,000. A budget of more than $1 million is expected for the 1968-1969 season. The Utah State Symphony has expanded its scope from its former title as the Salt Lake City Symphony so it can encompass its entire State. Tokyo with six major orchestras heads the world list. London has five.
A Direct Hit!

Troy Keyes
"Love Explosion"
ABC 11027

Produced by George Kerr for MIA Productions.
Italian Covers Stealing Play From ‘Foreigners’

MILAN—The arrival of “L’Ora Dell’Amore,” by J Camarloto, (CBS-Italiana) in the No. 1 spot in the Italian chart this week underlined the general dominance here of Italian covers over the original versions of foreign hits.

“L’Ora Dell’Amore” is the Italian adaptation of the Procol Harum hit “A Whiter Shade of Pale.” Increasingly, hot international copyrights, sung by leading Italian vocal groups, are now available for TV exposure and given good Italian lyrics, are gaining on British originals.

Recently Cher’s “Mama” (Liberty), Anthony Quain’s “I Love You, You Love Me” (Capitol) and the Procol Harum’s “A Whiter Shade of Pale” (Decca), have taken second place to versions by Dalida (Barclay’s “As the Day Told You” reportedly) and Scott McKenzie’s “San Francisco” (CBS) has had strong competition from Bobby Solo’s Ricardi version.

Significantly, French singer Dalida’s latest Italian single couple version of “The Last Waltz” and the Richard Anthony French hit “Aranjuez Mon Amour” and both sides will be promoted on the important Italian TV show “Partisiana.”

‘Jerusalem of Gold’ Takes 2 ‘Oscars’ in Newspaper Poll

TEL AVIV — “Jerusalem of Gold” earned two Kinner David (David’s Violin) Awards—the equivalent of an Oscar—among the top ten Oscar—in the annual show business poll conducted by the Israeli national daily Yediot Aharonot.

Singer Shuly Nathan, who recorded the song, won the Best Female Singer award and Naomi Shenker, who wrote the note won the Best Composer award.

STEREO ALBUM OUTPUT IS GAINING IN ISRAEL

TEL AVIV—Israeli record companies are producing more and more stereo albums as interest in two-channel listening grows rapidly.

The ground has been prepared by introductory records such as “How to Give Yourself a Stereo Check-Out” (Pax), “Stereo Action” (RCA) and “Audio Filo” (Litography).

Pax has been releasing Phase-4 Stereo System records for some years and now Ihatink has added six “Phase Four” stereo albums. In addition, Hela-Arti is promoting the special stereo album in the Command label and EMI is mounting a strong sales push on the “Stereo” label.

For the moment the stereo market is dominated by foreign product. But CBS Israel has begun releasing a number of stereo Hebrew discs.

Little Tony Keeps Tie With Durium

MILAN — Confusion over the future label affiliation of singer Little Tony was cleared up this week when Durium stated that the contract with this artist was continuing until 1970, in refutation of reports that Little Tony was about to switch to another label. Tony therefore participate in the 18th San Remo contest (Feb. 3-13) under the Durium banner.

POLISH FEST FOR WROCLAW

WARSAW — The sixth Festival of Polish Contemporary Music will be held in Wroclaw, Jan. 17-19. The main events in the Festival set for 1968 include the National Choir of Romania, the Swedisc Festival, Opole, June 20 to 23; the International Song Festival, Sopot, Aug. 26-30; the International Jazz Festival and Jamaret, Warsaw, Oct. 17-20.

Swedish Is Hot In Mexico Via Moonlighters

MEXICO CITY — Sweden, Records label has not given up on Mexico. Although the Spotniks, Sweden’s hottest rock group several years back, got a cold reception here last year, new Sweden group, the Moonlighters, has packed the Camechi nightclub.

The Moonlighters have not had a hit in Latin America, but their native group as they’ve had here. In Sweden, they pressed a number of records on LP. Only three times they were in Mexico City.

Sweden is distributed here by Villarreal Records, a new label which records appear in at the Camechi and other clubs operated by Western Music in Mexico City.

Last year, the Spotniks pressied “Spotniks in Acapulco” here and later said they would return. The Moonlighters will not make a record here but they will tour.

Moonlighters were requested to do a Sunday morning concert in-the-park and drew 8,000.

‘Flambeau’ Official Song At French Olympic Games

PARIS — “Sous un Seul Flambeau” (“Under a Single Flame”)—an anthem with a strong modern beat, written by Fugain (music) and Jean Schmitt and Michel Jourdain (lyrics)—has been selected as the official song of the 1968 Winter Olympic Games at Grenoble, France, from Feb. 3-18.

TAKING A BREAK at a French Decca recording session starring French comedian Fernando are, left to right, Billboard European editor Mike Hennaney, Billboard European director Andre ae Veliz, Decca president Andre Jeanneret, and Guy Lafarge, producer of the session.

Barclay Opens a Set-Up in Madrid Headed by Milhaud

MADRID—Barclay has opened a management, promotion, and public relations office in Madrid under the direction of Alain Milhaud, manager and producer of Los Bravos and former act man with a Spanish recording company.

The public relations department, headed by Francisco Delafuentes, a journalist who has specialized in the entertainment field.

The office will undertake the production of records which have hitherto been recorded in recording studios in London or Paris. Milhaud has already signed three important Spanish groups—Los Bravos, Los Cancioneros and Los Pop Tops, and singer-composer Manolo Diaz.

The new organization will also take care of the management of certain foreign artists in Spain, through agreements with their personal managers. These artists include The End, managed by Rolling Stone manager Bill Syman, and French singer Richard Anthony.

The Barclay office is an innovation in Spain where promotion, management and promotion and management have hitherto been the responsibility of record companies.

Barclay will not be tied to any one record company for distribution but will be offered on a record-by-record basis to whichever record company is currently accommodating the artist.

One of Milhaud’s main aims will be to co-ordinate Spanish artists and to make them better known internationally.

‘Flambeau’ Official Song At French Olympic Games

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The song, published by Les Nouvelles Editions Barclay, has been recorded for CBS by a 21-year-old Spanish singer, Ruy Bar, who will sing it at the Games. Her performance will be televised on nationwide television on Mondovision.

Meanwhile most French record companies have announced their versions of the song, and Editions Barclay is dealing with requests for the song from Italy, Spain, Germany and Britain.

The CBS single record has the Christine Bare version on the “A” side and an instrumental version by the Michel Colombier orchestra on the “B” side. Another Olympic Games song, “Chant Olympique,” by Pierre Barreau, was published by Saravah, has been recorded by Marcille Mathieu on her latest Barclay album. Miss Mathieu will sing the song when the French party appears in a gala at Grenoble during the Games.

U. S. Booker for Milva, Equipe 84

HAMBURG — Polydor has launched a new LP pop series called “Ein Mann ganz produzieren,” Mr. L. (A Man Can’t Go Wrong With Mr. L.)" The series seeks to build suspension—and sales—from the mystery as to the identity of "Mr. L." The three initial titles in the series are: "Nightclub International," with Fritz Schur-Keil and the Bristol Bar Sextet; "Flaunt," with Karl Werner Singers and Orchestra, and "Discotheque in a Lab," with the orchestras of James Last, Bert Kaempfert, Kai Winding, Roberto Delgado, Paulo Gazzoldi. Polydor is promoting the series around thetheme. "Who really are Mr. L."

HAMBURG — Deutsche Grammophon is selling a special classical LP, “Concerto for Millionaires.” This is the world premiere of the Deutsche Hilfswerk, a leading German charity organization.

The record is limited to the well-to-do who have made a substantial fund-raising drive conducted on the West German television networks, “Ein Platz an der Sonne aber und all.”

Grammophon has compiled a “dream concert” with international artists performing their best-known works. Artists (and their numbers) are:

Ernst Richter (Hagens) (5)...

Herbert von Karajan (Bach’s Suite In D major); Wilhelms Mannheim Orchestra; Moonlight Sonata; David Oistrakh (Beethoven’s Violin Romance for Piano and Violin). Mozart’s Magic Flute overture.

The record is believed to be popular with millionaires and the record will be sold at the concert.

MINA SETS UP RECORD FIRM

MILAN — Mina, who has recorded six albums for the Italian ABC (both Ricardi) has started a record company, PDU. First releases are an album with international guest artists and a single by new artist Roberto Ferri. PDU discs are distributed internationally by Durium.
Green

by the

The fastest breaking record in the country

PRODUCED BY PAUL LEKA

BDA-23
“ON BUDDAH RECORDS OF COURSE”

BUDDAH RECORDS

1650 BROADWAY, N.Y.C. 10019
BARCELONA
Metronome has acquired Swedish distribution rights of the American Passenger label. Polish pop group Tarnawa arrived in Sweden on December 23 to record for HEP House. The HEP House group consist of the singer Natascha Kopp Upp, Wilson Pikett (Afghanistan) has been booked to appear on Pablo Casals recording December 12. Ana-Lena Logrinen (Metronome) was brought over to Stockholm for radio appearances. Polydor presented their disc to topping 100,000 sales with "Blu et Den Code." Main Olhia recorded his first album for Polaris.

Bill Records first album "Bubbly" has been released. The album is making a big impact. Larry Gossett and the Spanish Group featured a Spanish version of the theme from the TV series "Maverick." The record has been in the Top 10 in North American markets. The Mexican label Fonograma has brought out a single by Irae. Bysim is released British music on the Folio label.

KIELE E. GRENBERG

CARACAS
Mexican singer Sonia de la Union, who recorded for RCA, is appearing at Barman's and doing a stint on "Spanish Nights," a regular appearance on the Mexican television program "Camino a la Gloria." The artist will appear on the show's current set "Pasillo Japon." The album was produced by Paul Dyck and studio musicians. Sonia is currently appearing on the set of the television program "Canciones Internacional." She will start recording in January.

The Debut of Dick R. Lamplugh
The executive producer of the new series "Santiago," the new television series for CBS, is Dick R. Lamplugh. Lamplugh is vice-president of CBS International. Lamplugh has also been involved in the production of "The Man from U.N.C.L.E." and "The Iceman Cometh." The new series "Santiago," which is set in Chile, will be produced in that country and will be broadcast on the NBC network in the United States.

Another Hit for Depliant
Depliant has released the album "Asi nose," which features the singles "No me hables de ti" and "Ay, mi amor." The album was produced by Juan Carlos Correa and was recorded at the Fonoteca de la Universidad de Chile. Depliant is a popular Chilean band known for their energetic stage presence and catchy melodies.

The Debut of Alexito
Alexito is a new Argentine rock group that has just released their debut album, "Alexito." The album features a mix of rock and roll, reggae, and punk influences. The group is composed of lead singer Alexito, guitarist Raul, bassist Diego, and drummer Pablo. "Alexito" is the Spanish word for "㬚," and the group's name is a nod to their Argentine roots.

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From The Music Capitals of the World

Continued from page 34

Friedrich Gedda (Electra) began a tour of Germany. His program includes a rare selection of songs by Esther and Abi Ofarim, "Morning of My Life," art; Artibobab. Gedda's tour includes appearances in Berlin, Hamburg, and other major cities. He will also perform at the Berlin Philharmonic. Gedda is known for his interpretations of the music of Thomas Mansfield and Jacques Offenbach.

The Record Collector's Guide to Classical Music (ALFRED), a comprehensive reference work, has recently been updated. The guide includes information on over 10,000 recordings, covering a wide range of classical music. The latest edition includes updates on recent releases and upcoming performances.

LAS VEGAS

Peggy Lee, who closed at the Flamingo, Dec. 6, will compose and star in the one-woman show "The Age of Aquarius," opening at the Riviera on Jan. 15. The show will feature music from the 1960s and 1970s, including hits from the Beatles, the Rolling Stones, and the Doors. The show will run for a limited time only at the Riviera.

LAS VEGAS

Philips is releasing the cast album of the musical "The Four Musketeers" starring Henry Mancini. The album features the music of Mancini, who composed the score for the original 1960s television series. The cast album features the voices of such stars as Robert Goulet, Julie Andrews, and Richard Chamberlain.

LONDON

Chappell chief Louis Dreyfus left British estate of £2,699,040

From the soundtrack of the French movie "Life for Life" which will be premiered in Madrid on Jan. 15, Philips will release an LP and CD of the soundtrack. The soundtrack, released by Philips in France, has been praised for its captivating music and storyline. The release will coincide with the premiere of the movie, which is scheduled for Jan. 15 in Madrid.
EVANSTON — The Jazz Club will host its annual Spring Ball, a benefit for the Evanston Township High School Jazz Band, on Saturday, March 20, at 7 p.m. at the club. The event will feature a live performance by the band and a cash bar. Tickets are $25 per person and can be purchased at the club or online at www.evansontownshiphighschooljazzband.com. All proceeds will go towards the band's expenses for the upcoming season.

TENNESSEE — The University of Tennessee Alumni Association is hosting its annual Alumni Reunion Weekend, which will take place from October 21st to 23rd. The event will feature various activities and events, including a reunion dinner, a concert by the university's marching band, and a football game. Alumni are encouraged to register in advance at www.utalumni.com. The event is open to all alumni and friends of the university.

MADISON — The Madison Symphony Orchestra will present its annual spring concert on Saturday, May 1st, at 7:30 p.m. at the Wisconsin Union Theater. The performance will feature a full orchestra, along with guest soloists andearing. Tickets are $25 per person and can be purchased at the box office or online at www.madisonsymphony.org. The event is open to all music lovers and is a great way to enjoy a night out.

BOSTON — The Boston Symphony Orchestra will present its annual summer concert series, which will take place from June 28th to August 3rd. The series will feature various performances, including a concert featuring the orchestra's principal guest conductor. Tickets are $25 per person and can be purchased at the box office or online at www.bostonsymphony.org. The event is open to all music lovers and is a great way to enjoy a night out.

CONCERT IN THE CITY — The city is hosting its annual summer concert series, which will take place from July 1st to August 31st. The series will feature various performances, including a concert featuring the city's own symphony orchestra. Tickets are $25 per person and can be purchased at the box office or online at www.cityconcertseries.org. The event is open to all music lovers and is a great way to enjoy a night out.

KANSAS CITY — The Kansas City Symphony will present its annual fall concert series, which will take place from September 28th to November 30th. The series will feature various performances, including a concert featuring the orchestra's principal guest conductor. Tickets are $25 per person and can be purchased at the box office or online at www.kansascitysymphony.org. The event is open to all music lovers and is a great way to enjoy a night out.

ANNAPOLIS — The U.S. Naval Academy will host its annual summer concert series, which will take place from June 28th to August 3rd. The series will feature various performances, including a concert featuring the midshipmen's own symphony orchestra. Tickets are $25 per person and can be purchased at the box office or online at www.annapolisconcertseries.org. The event is open to all music lovers and is a great way to enjoy a night out.

LOS ANGELES — The Los Angeles Philharmonic will present its annual summer concert series, which will take place from June 28th to August 3rd. The series will feature various performances, including a concert featuring the orchestra's principal guest conductor. Tickets are $25 per person and can be purchased at the box office or online at www.laphil.org. The event is open to all music lovers and is a great way to enjoy a night out.
AUSTRALIA

(Courtesy Radio Melbourne) - "Denotes local orig.

Week Ending

1 THE LAST WALTZ-. Discs (Columbia)
2 MOUTH & NOSE-Byron (ABC)
3 THE PITHOUS Coca-Cola Top 40 Tour & Tony Hatch (Atco)
4 LIVING A CHILD'S LIFE-Donny (Epic)
5 WHERE THE FUNERAL'S AT-. Discs (Columbia)
6 IT IT (Bekins) 21 Kisses (Telstar)
7 IT'S THE TIMES (Karnalot) 21 Kisses (Telstar)
8 WEEK WEEK (Appli)
9 THERE'S BIG BROTHER NOOW (Dinner)-Donna (Parlophone)
10 DOO-DOO-SHIKAA-Donna (Parlophone)-Northern Songs (MGM)
11 BILLBOARD (Music Survey)-Cribb (Capitol)
12 JOHN (Taryn)-Dave (El-Dorado)

BRITAIN

(Courtesy Record Retailer) - "Denotes local orig.

This Week Ending

1 HELLO GOODBYE-Beatles (Parlophone)-Northern Songs (MGM)
2 EYES WITHOUT A FACE-. Discs (Columbia)
3 I LET THE HEARTACHES-Elvis (Bluebird)
4 IF THE WHOLE WORLD STOPPED LOVING-Val Doonican (Mercury)
5 I'M COMING HOME-. Discs (Mercury)
6 SOME THINGS ARE GOTTEN-Elvis (Bluebird)
7 THE TROUBLE WITH TONY-Val Doonican (Mercury)
8 CARELESS HANDS-Elvis (Bluebird)
9 HERE WE GO AROUND THE MERRY BIRDY-Tony Bury (Columbia)
10 THE ROYAL YACHT-Val Doonican (Mercury)
11 JOHN-Val Doonican (Mercury)

DENMARK

(Courtesy Danish Radio) - "Denotes local orig.

Week Ending

1 TRYLESSENDE-Peter Hansen (Polydor)
2 GYNGERNE OG ELVEN-Kristen (Polydor)-Aarhus (Polydor)
3 LOVER'S HOLIDAY-. Discs (Mercury)
4 LEFE VÆR RENT-Val Doonican (Mercury)
5 WANNABE-LA (Columbia)
6 KOKOBABY-Val Doonican (Mercury)
7 SOUVENIR-. Discs (Mercury)
8 AMOR SECRETO-Billy diffuse (Epic)

ITALY

(Courtesy Music Press, Milan) - "Denotes local orig.

This Week Ending

1 MAMA—Dalia (Bariss)-El East (Pye)
2 2 G.I. TWINS—Alberto Lupo (CBS)-CBS (R. R. West)
3 HOMBRE-Paolo Herran (EMI)-EMI (R. R. West)
4 POESIA—Daniele Chiosi (CBS)-CBS (R. R. West)
5 DON'T GO BACK—Vittorio Castelli (CBS)-CBS (R. R. West)
6 L'ORA BELLAMORE—Ennio Morricone (CBS)-CBS (R. R. West)
7 LA MONTAGNA-Ennio Morricone (CBS)-CBS (R. R. West)
8 IL CONCERTISTA-Ennio Morricone (CBS)-CBS (R. R. West)
9 TEMPESTAD-Ennio Morricone (CBS)-CBS (R. R. West)
10 TONDO GIOVANNI-Ennio Morricone (CBS)-CBS (R. R. West)

PHILIPPINES

"Denotes local orig.

This Week Ending

1 1 WILL BE BACK-Beckhams (CBC)-Filipine (R. R. West)
2 1 COME ON DOWN TO MY WINDOW-LA-El East (Pye)
3 NICE-Ennio Castelli (EMI)-EMI (R. R. West)
4 JUST YOU-Sandy & Chet (CBS)-CBS (R. R. West)
5 DON'T YOU CARE-. Discs (Pye)
6 THIS IS MY SONG—Ennio Castelli (EMI)-EMI (R. R. West)
7 WHY SCREAM—Daniele Chiosi (EMI)-EMI (R. R. West)
8 YOU SAY YOU LOVE ME—Daniele Chiosi (EMI)-EMI (R. R. West)
9 I'LL BE YOUR SWEETHEART—Daniele Chiosi (EMI)-EMI (R. R. West)
10 I MISS MY POPPY—Ennio Castelli (EMI)-EMI (R. R. West)

JAPAN

(Courtesy Record Retailer) - "Denotes local orig.

This Week Ending

1 I LOVE YOU TOKYO-Kusakabe Atsuko & Los Angels (Pye)
2 SEIWA WATU TAKURU NO KADA-Kurimoto (CBS)
3 KITAGUNI NO KOBUT (ENJOY NEW YEAR) (ENJOY NEW YEAR) (EMI)
4 ORAL-Dorret Group (CBS)
5 YOU'RE THE ONLY GIRL—Whitney (CBS)
6 I'M IN THE MOOD-. Discs (CBS)
7 TANGLES OF LOVE-Val Doonican (Mercury)
8 KANADA-Val Doonican (Mercury)
9 SAN FRANCISCO—Jimmy Page & The Silver Sun (EMI)
10 SAN FRANCISCO—Jimmy Page & The Silver Sun (EMI)

SINGAPORE

(Courtesy Radio Singapore) - "Denotes local orig.

This Week Ending

1 MUSICA-Donato (CBS)-CBS (R. R. West)
2 SINALOA-Ennio Castelli (EMI)-EMI (R. R. West)
3 NEW YORK-Ennio Castelli (EMI)-EMI (R. R. West)
4 DON'T GIVE UP-Val Doonican (Mercury)

From The, Music Capitals of the World

SANTIAGO

The popular annual awards in popular music were presented to Chilean artists and groups. The 1967 winners were:

Jorge Alfredo Fuentes, best male singer; Luis Elman, best female singer; Clam 91, best vocal group; Juan Carlos Delgado, best male singer; Carlos Gonzalez, best instrumentalist; Los Harmonicos, best instrumental group; and Maria Lavin, best contemporary Grupo.

The most popular recording artist was César Aguirre and the group San Agustin with their album "El Capitán." Other artists included Los Amigos, Adalio, Yaco Mancin, Herve Luttrell, and Bardo y Sus Amigos. The album "The Sound of Latin America" was released on an album by the Rafael Hernandez Music Scholarship.

Trafalgar Square, London, was the music capital of the world. The album "The Trafalgar Square" was released on an album by the Royal Philharmonic Society. The album "The Sound of Latin America" was released on an album by the NBC affiliate station in Los Angeles, KNX.
Frankford on How to Make Mil. Tell & Sell CARtridge Concept

by RAY BRACK

Frankford's advertising budget is $6,000 a month. This buys 43 hours of radio time, all during evening hours. "We'll try to buy large blocks of time, so we can saturate the listener," he said.

Frankford is now switching to a commercial pitch that is half sale of concept and half retail image.

"I got into this business in 1956, using used-car radios right on the lots," Frankford said. "I opened my first retail operation in 1961, entered tape cartridges with Monty in 1964 and became the third best retailer East had in the country. I'm opening a second store April 1 and may open a third store by next July or August. We're pulling a lot of customers from Canada and as far west as Toledo. Something's going on in Toledo. Is the Toledo distributor in the house?"

Frankford moves $800 worth of tapes in his own store, distributes all labels and trucks under a separate company. "I'm fixing to go back to my roots and sell records again," he said. Frankford added: "This business is as profitable as ever—one night in to the home in a significant way for a long time."

THE MAMAS and THE PAPAS ARE DECEMBER'S "ARTISTS OF THE MONTH" Sign up now for GRT's "Artist of the Month" promotion. Get your free displays from your GRT Distributor each month.

Craig Adds Centers in East Areas

LOS ANGELES—Craig Panorama will move East with additional car stereo warranty service centers for its 4 and 8-track tape players. The company already has 150 such centers, half of them in California. No centers will be added in California.

Most of the new dealerships will be in the East and Midwest.

Marshall R. Brown, recently appointed to the newly created post of national sales manager, has introduced a three-day-five-day customer service/exchange program.

on any tape cartridge title. But the coupons are dated by the month, and the customer must come in once a month to redeem his coupons. "They come back for their own cartridge and buy four or five," Frankford said. "And even at $2 off the list price I'm making a dollar profit on the discounted cartridges."

Frankford is adamant: "This business is as profitable as ever—one night in to the home in a significant way for a long time."

Unit Market Unlimited, Motorola Dists Told

CHICAGO—Motorola distributors can expect to do a 50-million-unit automobile tape player market during a special sales conference and seminar here last week.

The potential for tape players in the automotive sound products market, said Motorola consumer products president J. H. Haley, is larger than that for all other automotive products combined.

Haley announced that the major 1967 problem, product availability, will be handled by a new Motorola assembly line. The line will feature a new model of the VH-32, which will be sold under the title "ISO." 1968 will be an excellent year, according to Haley, because of major new vehicles will be sold in the U. S., during 1968, Haley said. 1965 million of these will be autos of domestic manufacturers; 1.5 million will be trucks and 1.25 million will be import autos. He even included new trucks in the potential market.

Most of these new vehicles will not be equipped with tape players at the factory, Haley told the distributors. To this potential market must be added the well over 40 million older vehicles on the road without tape. This is 10.7 million of them, in fact, without radios. Haley asked how many distributors have tape players in their personal automobiles. About a dozen hands went up.

"Because we sold them," one distributor said.

"Tape players are the most dynamic area of our business, and I don't exclude color TV," Haley said.

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"Tape players are the most dynamic area of our business, and I don't exclude color TV," Haley said.
The trouble with most tape cartridges is that you have to take them apart before you can put them together.

We save you the trouble.

Every Audiopak is packed and shipped in pieces.

Very few pieces, at that.

In fact, Audiopaks have fewer pieces than any other cartridges (you might say it sets us apart).

Fewer pieces means less handling.

Less handling means less mishandling.

Less mishandling means less time spent on each cartridge. And more money saved.

Prove it for yourself. Send for a sample 4- or 8-track Audiopak. We could make such beautiful music together.

43 Releases Are Issued by Merc.

CHICAGO — The Mercury Record Corp. has released 27 cassettes, 8 four-track and 8 eight-track cartridges. The firm now has 556 titles in the three configurations: 234 cassettes, 152 four-track and 170 eight-track.

The new releases cover recent LP releases from Mercury, Philips, Smash and Fontana. The new cassettes include two from Crescendo, two from Cuddle, one from 20th Century, eight from United Artists, one from Verve, four from Mercury, three from Philips, two from Smash, three from Fontana and one from Lignell.

Cassettes, Record

FINE STUDIOS TO LAUNCH CASSETTE OUTPUT PLANT

NEW YORK—Fine Studios, an independent studio mastering and duplication operation here, will launch a 10-track, automated plant for producing and duplicating cassette masters. Production is scheduled to begin this week with the new equipment.

Bob Fine, the company's president, would not give an estimate on the capacity of the 10-track complex, but he said that the cassette tape would be duplicated off large reels at 16 times the normal 17 inches per second.

Fine Studios, which is now in its 11th year, also masters and duplicates ITCC and Command product on the 8-track continuous loop configuration. Its 10 8-track reels have a capacity of 3,000 cartridges per eight-hour shift.

In the tape field, Fine also handles reel-to-reel tapes and radio transcription production.

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Please Note:

Please include a BILLBOARD label to ensure prompt service whenever you write us about your subscription. The numbers and letters on the label are essential in helping our Subscription Department quickly identify your record.

Use this form for CHANGE OF ADDRESS: Please let us know at least 6 weeks before you plan to move. For faster, more accurate service, attach magazine address label in space provided, fill in your name and new address, and mail to:

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Subscription Service Department
2160 Patterson Street
Cincinnati, Ohio 45214

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Like All Day? Every Day.

For a bedridden man in a veterans' hospital whose "free time" is all the time, the hours can hang pretty heavy. That's why the work of the Bedside Network is so important.

Since 1948, the Bedside Network of the Veterans Hospital Radio and Television Guild has been producing patient-starring radio and television programs in veterans' hospitals across the country.

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VETERANS HOSPITAL RADIO AND TELEVISION GUILD

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We ship COD in the U.S. Check must accompany order from all international accounts.

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ONE-STOP 4 AND 8 TRACK
STEREO CARTRIDGE TAPES

One day service. Complete inventory all lines. All orders shipped same day.

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Say You Saw It in Billboard

Fight them all
Heart Attack
Stroke
High Blood Pressure
Rheumatic Fever

Give Heart Fund

DECEMBER 23, 1967, BILLBOARD
on her last Philips album in France... Hid-Ari has released the soundtrack album of the first to Israeli feature film in the six-
day war, "Iz Tal-Aviy Burning."
-40 Hours To Stu," Music was
composed by Yo观众 Zalaz and the album includes "Mandel-
baum," singles and... Will
Dover's, and... Lamies, and
his group, forcing c-

Continued

TORONTO

Columbia Records will intro-
duce a new Hi-Fi series in its Har-
mony budget line in January, to
include Canadian talent and se-
tected product from the U.S. and
U.K., both re-releases and new
productions. Initial releases will
include "Travelin' On With The
Travelers," a reissue of an al-
bum by the popular Toronto folk
group previously at regular price;
a honky-tonk piano LP for Eddie
Bird's "Blind Dog," with...写的
album by Scottish accordionist
Willie Baram, which will come out
every year. An album by a Win-

nipeg folk and country group,
The Hackamores, is also slated for
early release in the new series,
which is priced at $2.95... Stone
Records will introduce a new label,
NOW, in January, for Canadian
talent pop product only, following
the success of the "On The Caledon Label." Now will bow with
songs by Molly Kay and the Janies,
a Toronto 60's group, the

Loves Bach" from Bob Petruzzi

of Petruzzi-Atwell in Boston, which is an on-Petrusz's Audio label in the
U.S. and Polydor in Europe. First
LP issued here on the Island
label, through Stone, is The Traf-
fice, the new title "Reeling." The
Amaduzzi Quartet has recorded
a complete album of works by the
name of Canadian classical com-
posers, Ernest MacMillan, to be
released internationally by DGG.
Sir Ernest's "C Minor Quartet" and
"Two Sketches for String Quartet"
were recorded at the IRC in London under the
name of the Kensington Broad-
casting Corp.'s International Service as part of their extensive Continental
recording project, and will be
taken from there by DGG... Capital
here has rth-released "Never Say Die," by the Fout-

prints, Montreal group picked up
by Capitol in the U.S., with
Montreal dealers selling it off
from sale copies of the disk.

Danny Gerrard, bass guitarist
with Verne Foore's The Pan-
thers, has left the group, forcing c-

Finnish Arminian and Poland.
France. Other Poles who have
won the award in recent years include
Violetta Villas, currently in Las
Vegas, Michal Baranow (now Steve
Lucas) who was signed by RCA
Victor, and Poland's leading ban-
cholder Cezar Nienam. The

When looking at ads... Say You Saw It in Billboard

OPEN BINS on rollers contain new releases. Hore a pretty em-
ployee is shown filling orders. Phil's also has a San Antonio, Tex., outlet.
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<th>ARTIST</th>
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**Star Performers—LP's on Chart This Week**

**This Week**

**Last Week**

*Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.*
IT'S A WOMAN'S WORLD...

...if you're DUSTY SPRINGFIELD
Britain’s first lady of pop, twice voted the world’s no. 1 girl pop singer.
Latest album: "WHERE AM I GOING"
Philips SBL 7820 (844205 BY)

...if you’re NANA MOUSKOURI
world-renowned singer of the songs of many lands.
Latest album: "LE JOUR OU LA COLOMBE..."
Fontana 885 526 MY

...if you’re JULIETTE GRECO
the woman who has made “chanson” a world-wide word and one particulary her own.
Latest album: "LA FEMME"
Philips 844 702 BY

...especially because their talent has the international Philips group ahead of it, clearing the way to the world fame they deserve.

This is a publication of Philips’ Phonographic Industries, Central Office: Baarn, the Netherlands.
What a way to "cover" JAZZ completely...

(and save money too.)

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Featuring 3,100 biographies of all the great artists, past and present, 496 photographs, numerous articles and special features. Polls, blindfold tests, discussions of the blues and folk scene, recommendations of record collections and books—and much, much more fascinating Jazziana.

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- Bill Coss in METRONOME—"The most titanic thing of its kind ever attempted in jazz . . ."
- DOWN BEAT Editor, Don DeMichael—"I can't remember a day that I haven't reached for (them) to check facts about jazz musicians. It is the most valuable work published on jazz."
- Larry Robinson in SOUL—"A work every jazz fan is obligated to have in his possession."
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- LIBRARY JOURNAL—"Cited as one of the Outstanding Reference Books of 1966. There is no other place to get this material."
- Robert Cromie in the CHICAGO TRIBUNE—"Feather has done a formidable task admirably."
- ATLANTA JOURNAL—"\ldots Will prove indispensable to anyone interested in the world of jazz."
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DECEMBER 23, 1967, BILLBOARD
Tom Jones

I'M COMING HOME

Producer: Peter Sullivan
Written by Les Reed and Barry Mason

Don't miss Tom's latest LP featuring his greatest hits

www.americanradiohistory.com
Audio Retailing

Forecast 10% Increase in Phonograph Sales for '68

CHICAGO - Portable and console phonograph sales of 5.8 million units—a 10 per cent increase—are expected during 1968.

Distributor sales of 13.5 million U. S. brand radios are anticipated in 1968, compared with an estimated 12.8 million this year. Import unit sales should boost the 1968 radio total to 20 million.

Color TV sales will surpass black-and-white business for the first time, boosting the sales total to over 11 million units.

Duotone Issues Perpetual Needle, Accessory Catalog

MIAMI — The Duotone Co. has introduced its first loose-leaf needle catalog and sales booster with first copies going out to distributors last week.

Duotone President Stephen Nester said the new collection of Duotone needle and accessory facts, called the Perpetual Catalog, will be updated periodically as new needle models and accessories are introduced or prices are changed. He presented a symbolic copy of the new catalog last week to Gil Mathies, special products merchandising manager for Capitol Records Distributing Corp.

In three-ring binder format, the new reference guide contains:

- Suggestions on how to find the proper phonograph needle for the customer's model.
- Introduction to Duotone's new "compatible" needle, which enables monaural phonograph owners to play stereo records.
- Tips on how to multiply needle sales and illustrated proof of how needle wear damages records.
- A numerical guide to cartridge manufacturers with corresponding Duotone needle numbers.

Best Sellers:

- A pull-out section listing the 50 best-selling needles in Duotone line as determined by special market surveys.
- Detailed instruction on how to remove and replace needles of the screw-mounted, crank, snap-on, slide-in, plug-in and push-up types.
- A needle replacement guide listing cartridge numbers, maker's needle number, top size and corresponding Duotone needle replacement method.
- A cross-reference guide of manufacturer's needle number with corresponding Duotone number.
- A phonograph model needle guide and latest listing of new Duotone needles.

These were among the predictions in the traditional year-end statement issued last week by Ross D. Siragusa, Admiral, Corp., chairman.

"Despite such uncertainties as higher taxes and inflation, the structure of the Vietnam War, and the restlessness of labor, I am conservatively optimistic for the future," Siragusa said.

While color television distributor sales will be up 12 per cent this year over 1966, he said, he expects the rate of increase in 1968 movement will be about 15 per cent to 6 million sets.

The reasons for the continued high level of the radio business, Siragusa said, are the expansion of FM and increasing acceptance of multiband models.

The National Association of Music Merchants (NAMA) reported that by the end of the year 60 million phonographs and nearly 275 million radios will be operating in the U. S.

A total of 85 per cent of teenagers listen to the radio every day, NAMM said, compared with 70 per cent of the overall population. And there are now 64.5 million radios in cars.

Empire State Is Distributor of Year

MIAMI BEACH, Fla. — Sylvania Electric Products, Inc., entertainment products division has named Empire State Wholesalers, Inc., Troy, N. Y., its "1967 distributor of the year."

The firm was selected for its "outstanding" marketing programs for audio products.

Recognition was also tendered to Red-Keller Supply Co., Fargos, N. D., and Marco Sales, Inc., St. Louis, during the annual distributors meeting at the Eden Roc Hotel here.

Sylvania has broadened its modular stereo line with this $99.95 system. It features 35 watts of peak power, is all solid-state, has a Garrard record changer and master section (center) which houses the amplifier, bass, treble, loudness and balance controls. A tinted plastic dust cover is optional, as are the speakers shown here.

ZENITH GRANADA. The high fidelity stereo console has AM-FM stereo radio and tape control options, with optional stereo tape change option. Other features include 140 watt amplifier, 4-speed record changer with 2 gram "free-floating" cartridges, 2 12-inch woofers, two exponential horns and top quality built-in sound control center and tape input and output jacks. The styling is Mediterranean, Two models are available, one with oak veneers and the other with pecan veneers.

All Billboard Articles Are Available as Reprints

DECEMBER 23, 1967, BILLBOARD

Write: Shure Brothers, Inc., 222 Hartrey Avenue, Evanston, Illinois 60204

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67 Grosses Up Slightly; Static Profits Are Reported

By EARL PAIGE

CHICAGO — Jukebox and game grosses for 1967 are up only 5 per cent over last year while vending revenue is up 8 per cent from the average. Profits for the year from the operation of all types of equipment are holding steady.

This was revealed last week in Billboard's annual year-end business survey. The poll included only off-street, diversified operators of jukeboxes, games and vending machines.

Here's how operators describe the year's business trends:

Les Monitto, Pearaa, Ill., operator, is typical of businessmen who are charging two-for-a-quarter pricing. Monitto reports his overall revenue is up 5 per cent and credits this to his switch in pricing.

By GRIELO LKROY

SEDALIA, Mo.—The operation of jukeboxes is being threatened in this state by direct-to-location, equipment sales and tightened regulations by city law enforcement authorities. Discussion of this problem dominated the meeting here last week of the Missouri Coin Machine Council. The council's four members are the region's distributors represented and one manufacturer. Mel Hammer, United Dist., Wichita, Kan., represented this distributor which has recently added the territory originally covered out of Kansas City.

Two of the region's distributors sent representatives. Also here was Frank Schroeder, national sales manager, Fischer Manufacturing Co., Tipton, Mo.

The distributor representatives were Mel Hammer, United Dist., Wichita, Kan., a Wurlitzer outlet who recently took over territory formerly handled out of Kansas City and Floyd Tawney, the local Music House of Kansas, Kansas City, Kan., a Rock-Ola distributor.

Both distributor representatives said it was a policy of their firms to support operators and distribute equipment solely through operators. Schroeder also limited the sales of its equipment to operators.

St的故事 Upkeep
John Masters, Missouri Valley
(Continued on page 35)

Vendors-to-Music Is a 'Healthy Trend: Barton

CHICAGO — The entry into jukebox operating by large nationally oriented vendors like Servomation and The Macke Co., is viewed "health development" by Joe Barton, national sales manager, Rowe Manufacturing Co. Barton said this entry, was a manufacturing arm of the company which has been purchased by Triangle Conduit & Cable Co., Inc., in a deal awaiting stockholder approval.

"Large vending companies have brought about a great stabilization in our industry," Barton said here last week. "The vending industry is no longer a penny candy business conducted in supply stations as it was in 1930. It's climbed from a $25 million industry to what I think will be a $5 billion industry this year. It hit $4.5 billion last year."

"This is an astronomical growth. In fact, vending's growth has been at between a 10 and 15 per cent rate, while the growth of our national economy has been at about a 5 per cent rate."

HARLAN WINGRAVE, newly elected president of the Kansas Amusement and Music Association (KAMA), with Gus Prell, vice-president (cen-

Copyright, Illinois Pin Battle Highlight Legislative Year

By RAY BRACK

CHICAGO—The patchwork quilt legislative activity pertinent to this business spanned the land during 1967, but copyright developments in Washington and the pitched pinball battle in Illinois stood out like bright green sausages among grasses' dull hanks.

During the holidays, the nation's operators are celebrating significant victories in both of these crucial 1967 legislative contests. An example of this is the United States House of Representatives in April approved a simple jukebox copyright plan—backed by the Music Industry's Music License Association—calling for an 8-per-

rowe Price is $28 Million

CHICAGO — Canteen Corp. and Triangle Conduit & Cable Co. signed a formal agreement here last week for Triangle's purchase of Rowe Mfg. Canteen will receive $24 million in cash and $4 million in convertible subordinated notes from the Newark, N. J., manufacturer of copper, steel, brass, aluminum and plastic tube, pipe and wire products. Triangle's stockholders must still approve the transaction.

February COIN Meet in Omaha

OMAHA, Neb. — The Coin Operated Industries (COIN) will meet here at the Indian Hills Motel on either Feb. 20 or 21.

Association secretary-treasurer Howard Ellis said the meeting will be much taken up with discussion of direct-to-location sales. Some salesmen feel money, two-for-a-quarter play and other topics of current business interest.

Operators interested in attending are asked to make reservations with Ellis at 1208 Farnam Street, Omaha, Neb. 68102.
The Legislative Year

- Continued from page 52

able and burdensome." At the same time, an MOA-organized letter writing campaign brought SENATORS from all 50 States up to date on the problem.

Perhaps the single most telling point in the testimony was a three-page report submitted by BILLY GRONN (now MOA president) before the legislators. The pole represented the amount of paper work required to report performance of one song for one jukebox for one month. (The report period was required by section 116 of the copyright revision bill as then drawn up. There were 4,900 sheets of paper in the stack. Cost of the paperwork was $6,008. Royalties that would have been paid in the current system would have amounted to $1,360.)

APRIL 4—Rep. Byron Rogers (D., Colo.) launches a strong attack from the floor of the House against Section 116 of the proposed Revision Bill. Declaring the section unfair to the jukebox operator, he promised to introduce an amendment to strike the clause that he felt carried in it. A similar charge that Rep. Counselor Cell's Judiciary Committee had inserted the section into the bill in executive hearing without letting the industry testify on the issue in public hearings.

APRIL 11—The U.S. House of Representatives embraces the industry's jukebox royalty proposal into the Copyright Revision Bill at the last moment before adjournment, passing it by a vote of 29 to 2. Though the legislation removed an exemption enjoyed by the industry for 58 years, most operators voiced delight because the royalty fee appearing reasonable, was limited by statute and was simple to compute. As passed by the house, the "new" section 116 of the Copyright Revision Bill provided for:

- An $8 royalty fee annually for each jukebox on location.
- A simple method of payment requiring only that operators file jukeboxes with the Copyright Office every January. Ten days after that the Register will issue certificates of registration for each jukebox. Any fees left unpaid will be paid by penalty.
- Payment of money to songwriters is taken out of the operators' hands and placed with the U.S. District Court. Any claims from songwriters must be made directly to the Copyright Office.
- Penalties for false representation or misuse of certificates is $2,500.

A communication from the Copyright Office for the last chapter of the copyright story was to be written by the Senate early next year.

The Illinois pinball battle had several notable aspects, among them the public interest that was generated (E. S. Siragusa), the gun-shy nature of the attack (the proposed legislation would have banned everything from the skill flipper games through the Chicago-style pinball to the slide ball and more), the nature of the defense (the Illinois operators took over the main burden of the battle from the manufacturers during the hottest part of the struggle).

Here's how the battle unfolded:

Eleven Republican Illinois State Senators introduce legislation that would ban all types of pinball games in Illinois—bingers and amusement flipper games included—chiefly because the sponsors of the bill were low-law enforcement officers who dislike them themselves. A companion bill provided for prohibition of manufacture of such equipment in Illinois if introduced as part of the enlargement of a baseball, inserted by Charles Siragusa, executive director of the Illinois Crime Investigating Commission.

MARCH 25—Illinois Coin Machine Operators Association president Louis Casola called on all members to "stand ready to contact your State senator and representative," setting the stage for the most concerted threat the industry has ever mounted in the State's history.

APRIL 15—Casola.unleashes the trade letter-writing, personal-contact campaign. Locations joined with the operators in the drive to save flipper games.

MAY 17—Armed with a letter from U. S. Assistant Attorney Fred M. Vinson Jr., declaring that the Justice Department has no difficulty in making a direct line between pinball games and gambling, and rallied behind the articulate, Lincolnesque trade attorney Rufus King, the Illinois industry was rewarded for its key committee role in the Illinois State Assembly in hearings on the proposed anti-pinball legislation. The testimony of operators and counsel was telling, for:

MAY 22—The Illinois House kills the pinball ban bill in favor of a trade-marshalled measure prohibiting only the operation of pinball games. The industry bill is sponsored by Rep. George Burdett (R., La Grange).

JUNE 3—An attempt to amend the industry version of the pinball bill to ban free play equipment is beaten down on the floor of the House.

JUNE 9—the legislation session ends with no pinball ban. Siragusa's grand slam is a strikeout. But he vows: "I'll be back next time to file an amended bill of the next session was two years off, but most operators took Charlie seriously. They believe he'll come back with a vengeance.

Other legislative highlights during the year:

CALIFORNIA—Aftonomical cigarette tax hike throws pricing into near-crisis, for Cigarette Tax Commission has promulgated a 17-cent tax. The industry faces a 17-cent tax increase. The Pennsylvania—Vendors lose battle against cigarette tax increase.

FLORIDA—Operators retrieve pool tables and pin games from prohibition in under-18 locations.

SOUTH CAROLINA—Vendors win a dime-and-under exemption from sales taxes. Game operators get an unexpected gift from the State Legislature as it accidentally legalizes flipper games.

Nebraska—The industry wins at last its battle-personified by the Barthick Case—to win exemptions for music and games from the State's tax.

SOUTH DAKOTA—Background music receipts are exempted from the State sales tax.

SOUTH CAROLINA—Operators win reversal of a ruling to the effect that any location with a pool table is per se, a billiard hall.

NEBRASKA—Music and game revenues exempted from the first sales tax in the State's history. A fair-trade law on cigarettes also passed.

COLUMBUS—The UNION GAP stopped by Cleveland Coin during the distributor's recent annual Christmas party featuring the new Wartime Americana II. The group was in Cleveland for an appearance at Clota, Otto's Grotto. Pictured here are, from left, group leader Gary Puckett, Kurt Norton, Dwight Bennett, "Mutha" Willhite, Paul Wheatreed and Cleveland Coin president Ronald A. Gold.

DECEMBER 23, 1967, BILLBOARD
A DYNAMIC NEW CONCEPT FOR THE COIN MACHINE INDUSTRY

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A completely separate weekly Coin Machine Section distributed exclusively in Billboard to the "Heart of YOUR Market"

Aimed:
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- to heighten opportunities for expansion of Coin editorial coverage and special services.
- to significantly broaden the scope of Coin Industry leadership.

AND... TO SUBSTANTIALLY REDUCE COIN MACHINE ADVERTISING RATES
Pa. Cigarette Bootleggers Busy
HARRISBURG, Pa. — Lawmakers here are trying to push through a measure to give authorities more power in prosecuting cigarette bootleggers, in the wake of the State's 50-cent per carton tax hike. Cigarettes sell for $3.44 a carton or 35 cents a pack in Pennsylvania, while in Ohio, which also increased taxes, cigarettes are selling at $2.86 a carton or 28 cents per pack.

NCA Foundation Elects President
CHICAGO — The National Confectioners Association (NCA) has elected Lyman Moon, president, Reed Candy Co. here, to head its educational and scientific foundation. The NCA foundation has just made available a brochure titled "How to Protect Dental Health While Enjoying Candy."

'Tar' Report Shakes Cigarette Sales
MINNEAPOLIS — The government’s scorecard on "tar" and "nicotine" content in 59 varieties of cigarettes—almost an upside-down reversal of brand popularity by sales—brought about a surge in demand for Marvel cigarettes here. Local distributor Paul Weisman said, "The week the report came out we sold 1,000 cartons. Normally we have a difficult time selling two or three cartons." Marvel was rated lowest in "tar" and "nicotine" in the government report.

Tax Data Shows Cigarette Sales Up
RICHMOND, Va.—The volume of cigarettes on which taxes were imposed rose 1.9 per cent, according to figures compiled by (Continued on page 57)
Canteen’s Lionel Cunningham Dies

NEW ORLEANS — Lionel J. Cunningham, Canteen Service Corp. of America assistant manager, died recently after a brief illness. He was deceased at Southern Baptist Hospital here at the time of his death.

Canteen Sales Soar; Earnings Dip

CHICAGO—Canteen Corp. recorded record sales during its fiscal year ended Sept. 20, 1967, but increased labor and sales cost resulted in a slight decline in profit margins. Sales amounted to $349,671,000 as compared with $319,904,000 in 1966. Figures including sales of franchised distributors were $381 million, as against $356 million last year.

Earnings totaled $9,272,000, equal to $1.33 per share on 6,957,398 shares outstanding. Net earnings equaled $1.19 per share, after adjustment was made for the sale of Rose Manufacturing (still to be approved by stockholders in mid-January 1968). Re- stated net earnings for 1966, to reflect additional write-offs of loans by common stock of Westex Corp., now amount to $8,915,000, or $1.29 per share.

Set Vendors 1968 State Meetings

CHICAGO—National Merchandising Association 1968 State council annual meetings for the following groups were announced last week: California Automatic Vendors Council (semi-annual), June 20-21; Mirado Hotel, Palm Springs, Feb. 2-4; Indiana Vending Council, Inc., Olympia Club, Fort Wayne, Mar. 22-23; Illinois Automatic Merchandising Council, Lake Lawn Lodge, Deerack, Ill., April 18-21; Pennsylvania Automatic Merchandising Council Host Farms, Lancaster, Pa., May 17-19.

Sales, Earnings Set ARA Records

PHILADELPHIA — Automatic Retailers of America (ARA) revenue, net income and earnings per share reached record highs for the year ended Sept. 29, 1967. Preliminary figures showed revenues climbed to $366,012,000 as compared with $352,345,000 in 1966, net income was up to $9,402,000 from $8,402,000, earnings per share rose to $2.55 on a large number of shares, as against $2.29 last year.

Ohio Vendors Hit by Thieves

COLUMBUS, Ohio—Thieves stole $464 worth of cigarettes from a truck owned by Hett Meat & Cigarette Co., Circleville, Ohio, while the vehicle was parked at the rear of Garfield Novelty Co. here recently. Recent losses from vending trucks here have amounted to over $1,400, police said.

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Every issue is packed with profit-making ideas for operators of juke boxes, amusement games, audio-video machines, pool tables, bulk, cigarette and other vending machines, background music equipment, kiddie rides, etc. It has comprehensive coverage of the record industry.

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DECEMBER 22, 1967, BILLBOARD

Ala. Vendor Spices Route With Games, Kiddie Rides

DOTHAN, Ala. — The use of amusement games in multiple bulk vending stands, diversification into Kiddie rides and the use of a downtown repair shop in addition to one in his home are some of the interesting ideas developed by Bert Witkos, Bert's Vending Co. here.

Witkos, at 31, is probably Alabama's full-scale bulk vendor. Like many other men in the field, he first entered bulk operations in the southeastern corner of Alabama after a year of employment with a worldwide candy firm in Dothan (population 50,000). Now, six years later, Witkos has more than 1,000 locations in Dothan and environs, extending out 65 miles in all directions.

Despite the fact that Dothan sits almost astride the Florida State line, only 100 of his 1,000 machines are operating in Florida. The rest are all in southeastern Alabama communities. Rapid industrialization in this part of the State has been a big help.

Husband-Wife Team

Witkos with his wife as a full-time helper—there are no children—Witkos believes not only in diversification, but in big installations. Almost from the beginning, he decided on big, multiple installations, with as many as 24 machines in one location. He has major installations in discount stores, supermarkets, super drugstores, and many public buildings.

Many installations contain an amusement machine or two, along with the bulk vendors. Witkos quite often installs an "electric tester" in the center, a penny-operated machine which feeds out limited, ticking voltage to those willing to experiment. He feels that all locations here will have a penny-operated baseball game, a basketball game, or some other type of diversion which does not involve vending coins or tokens.

Witkos said, "It is nothing unusual for a man to step up to a 12 or 24 machine installation dig out a handful of change for the children, and clip the tokens. When a game is included, while the youngsters are patronizing the bulk units.

Except for peanuts, which he flatly refuses to carry even though he is in the heart of the nation's peanut-producing belt, Witkos carries the complete spectrum of bulk items in the 1-cent, 5-cent, and 10-cent capsule category. A typical location, for example, with 12 machines, will show 1-cent novelties, 5-cent novelties, and 10-cent capsule, 5-cent and 10-cent pow- ball, sour grape gum, standard gum ball, tub gum, Boston baked beans, jelly beans, 10-cent rings, 5-cent rings, saucy buttons and a variety of specialized candy products.

Witkos travels his route in a Chevrolet step-van, which gives him plenty of room to carry multiple-head stands, ready for quick exchange. He operates two shops, one at this home, the other in downtown Dothan, merely to save time, with just about the same sort of tools and parts at each location.

The young Alabama operator has succeeded substantially with Kiddie rides, where many other Alabama operators have given up the field in disgust. This is because he has recognized the need for constant preventive maintenance in a hot, humid climate. With his own shop near all Kiddie ride locations, he practically strips down every Kiddie ride on every service call, carefully oiling and waterproofing all mechanical parts and double up on electrical circuits. His Kiddie rides include a wide bracket of Fer...
Vendors-to-Music a 'Healthy Trend': Barton

"The small operator will go after the prestigious account, like a factory installation, and he often lands one. Maybe it's a plant union vendors. Just as often, he gets into trouble because industrial and institutional operators are so specialized and often means you have to adapt the establishment and substantially invest."

"For the most part, the giant vendors are able to concentrate on industrial and institutional operating. This is not to say they don't go off their nose at off-street operating. It's just a matter of directing."

"Some of the larger vendors have branches that operate with a Kansas City operator. If a branch sees its future in off-street operating, you can expect this type of vendor to add music in order to be competitive."

Direct Sales, Billiard Ban Threatening Mo. Operators

Continued from page 53

Amusement Co., Loe's Summit, the giant, pointed out that equipment usually becomes run-down when locations own and operate it. The cost, he pointed out, is a revenue drop. He pointed out that equipment at one location on the market would be equipment and owning, as against renting, a car.

"A man expects to rent a car to be in top operating condition, but it is natural for him to let his own car go when it comes time to up-keep. A location expects the operator to maintain the equipment and it is very important that the operator do this."

Art Hunolt, Automatic Music Co., Trenton, secretary of the association, said, "Jukeboxes owned by locations not only pose a big problem in maintenance, but the location people have an extremely hard time obtaining the latest and best records for machines. The result is that jukeboxes are usually only a fraction of what it is when jukeboxes are owned and operated by the operator."

Tough Engagement

The group discussed a condition existing in that there was a concentration of a relatively new liquor director, an ex-BF1 man and ex-police chief of Independence, Missouri. The new liquor director is spearheading a series of get-tough revisions in the city's tavern operating policy. One policy, which is being studied by a subcommittee of the city council, would ban pool tables in taverns. The purpose is to ban pool rooms in accordance with the banning of pool rooms in bars and bars and bars. The possibility of a new liquor director is frightening to tavern operators in the area. It was suggested that the meeting should include wives of members. It was a matter of fact that a number of setting would perhaps be particularly attractive to St. Louis and Kansas City. The potential of the session would be to discuss the city council's decision to escape their ban on pool tables.

The next meeting was scheduled to be held in Columbia with the David Bristol Hotel tentatively named as the site.

KANSAS CITY ban went into effect there would be a good chance of curbing a chain reaction occurring with coin operated machines in other states. The ban could be a model for states that are considering similar bans. The importance of the ban is that it is a billiard parlor, even though it's a tavern with one pool table, was touched on briefly. However, it was pointed out that those areas are in this group. The Missouri ban has no membership and where the coin machine ban is small. It was also agreed that situations much as this should be curbed before laws are adopted, and agreement was made to maintain close contact with other ban groups.

The idea of a summer session at the Tan-Tar, the lake of the Ozarks, in central Missouri, received favorable reaction from members. It was agreed that the idea of a meeting was a good one. It was suggested that this meeting should include wives of members. It was suggested that the idea of a meeting decided to be curbed before laws are adopted, and agreement was made to maintain close contact with other ban groups.

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MERRY CHRISTMAS FROM THE 100-SELECTION CADETTE. JINGLE. JINGLE. JINGLE. JINGLE. JINGLE. JINGLE.
NEW ORLEANS—Five area universities and other organizations have contributed over $5,000 to the Music Therapy Fund, which has supported the Music Therapy Program of the University of Chicago.

Known as the Music Therapy Fund, the program began in 1954 with a personal contribution of $5,000 from Frank Black, a retired distributor, who received the fund as a way to help treat mentally disturbed persons and aid in the rehabilitation of convicts.

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For the Variety Your Locations Need
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ELECTRIC HYDRAULIC POWER, RUNS ONLY WHEN LIFTING.

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BUILT-IN RELAY VALUE PREVENTS OVERLOADING. (Will lift up to 700 lbs.)

No cutting or welding required to install this Hydraulic Lift Gate.

$390.00 Complete T.O.B. WOODINE, IOWA INCLUDES FEDERAL EXCISE TAX

Anyway or any Service Man can install easily.

Available at your Phonograph or Coin Operated Machine Distributor, or contact WOODINE MFG. CO., Woodbine, Iowa.

for name of nearest Tommy Gate Distributor.

School at Rock-Ola Plant

ROCK-OLA MANUFACTURING CORP. has conducted its first service school at the company's sprawling plant in Chicago. Among the 100 students who attended, front row, Frank Schultz, Roger Harvey and Bernard Gregg; middle row, Harry Crockett, Robert Johnson and Dallas Sperling and in the back row, instructor William Findlay, Robert Simmons, Bernard Gregg and Roger Harvey.

AMPLIFIER CIRCUITRY was part of the Rock-Ola plant school curriculum. Attending to instruction here are, from left, Frank Schultz, Dallas Sperling, instructor William Findlay, Robert Johnson, Warren Wheatman, Harry Crockett, Joseph Eggner, Bernard Gregg and Roger Harvey.

DEC. 23, 1957, BILLBOARD

Copyrighted material
Everyone at the WURLITZER factory and in the distributor organization extends very best Season’s Greetings to you and yours
cited about flipper games when this new law went into effect during the summer, but things have leveled off. I think day-light saving time has had an impact. Operators, especially in the beach area, I think fast time has cut into our leisure patterns.

George Heep, Sanders Distributing Co., Nashville, Tenn., said: "Operators have had a good year. I would say business is definitely up 10 per cent. We're operating a lot more games now in this State."

Location Ownership

Location ownership of pool tables has business in several areas of the country according to reports. Mark Blum, Jr., United Distributing, Wichita, Kan., said the problem was particularly acute in that area, "We were able to get a $700 operator license adopted in Wichita, but then the location owners who had their own tables complained and the city council allowed them to have a separate $30 license. Operators are being forced out of the pool business."

Not far away in Manhattan, F. J. Fyder, Bird Music Distributing, reported business off as much as 15 to 20 per cent, but he was not as certain about the reasons. "We wish we could put our fingers on it," he said.

"Farmers aren't getting good prices, for one thing, and the cost of living has gone up white wages haven't increased along with it. This is a business where you can't let a man go just because he needs a job and has to quit.

"We've been hurt on pool tables, shuffle alleys and the flipper and flipper tables have fallen off. But if an operator has two or three men he can't do any good. Even if they are good players, the table wouldn't go off if it is good."

"We have to sell and work harder to break even on the game, and even if we do break even, we are having a hard time doing it."

"We have had a good year, but we have lost a lot of business."

R. W. Scott, Indiana Music Distributing, said he had a good year. "We have lost a lot of business, but we are still doing well."

"We have had a good year, but we have lost a lot of business."

R. W. Scott, Indiana Music Distributing, said he had a good year. "We have lost a lot of business, but we are still doing well."

The following is a list of some of the operators who had a good year:

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160 SELECTIONS

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MODEL 436
100 SELECTIONS
FOR ONCE IN MY LIFE—Tony Bennett (Columbia), CS 1773 (M), CL 9573 (S)

This LP is full of so many good tunes, from standards and contemporary, come in such a wonderful fashion, that it should be one of Bennett's best record. The rise, sensitive and vitality alive is always present. Arrangements are exceptionally good.

COUNTRY

THE ENGLISH COUNTRY—Bobbi Bare/The Hillbillies (RCA Victor LPM 3090 (M), LSP 3090 (S))

The novel combination of one of America's top country singers and a Liverpool spinner makes for fine versions of jigs such as "The Old Irish Pub," "The Eight Keys" and "All My Children." Their other gems include "I Saw Days on the Road," "You All Come," and "Sweet Dream." The band features"

BAD SONGS OF LOVE—Kathy Man (A&M 203 (M), LP 2003 (S))

Under a special deal, Kathy Mann, as Atlantic label, put together one album at a time. The package is an excellent success in the country singer's talents, with four hit interpretations ranging from folkly, commercial recordings of "Call Loretta" to "All My Children." The high points are "The Ballad of the Living Dead," to his grand," "I See Stars By the Moon," while the all songs are well done, the latter group is the best.